

- Curriculum Planner -
B158 - Business Administration: Marketing with Work Experience
Start Date: 2018 – 2019

SEMESTER 1

Course Code	Courses (Mandatory)	Pre-requisite
BUS 1038	Business Concepts I	NONE
COMM 1007	College English	NONE
COMP 1010	Business Computer Applications I	NONE
HRM1008	Fundamentals of Human Resources	NONE
MARK 1020	Principles of Marketing I	NONE
MATH 1008	Math for Business & Management	NONE

SEMESTER 3

Course Code	Courses (Mandatory)	Pre-requisite
CMMK 2034	Advanced Communication for Marketers	COMM 1034
ECON 1034	Introduction to Economics	NONE
MARK 1055	Integrated Marketing Communication (IMC 1)	MARK 2049
MARK 2007	Marketing Research	MARK 2049 & Co-requisite STAT 1012
STAT 1012	Business Statistics	MATH 1131
GHUM 1087	Successful Social Relations	NONE
BUS 1000	Work Experience Prep Course	COMM 1007 & 3.0 GPA

SEMESTER 5

Course Code	Courses (Mandatory)	Pre-requisite
ACCT 2031	Managerial Accounting	ACCT 1036
MARK 2054	Consumer Behavior for Marketing	MARK 2049
MARK 3030	Strategic Marketing: Emerging Media & Innovative Technologies	MARK 2033, MARK 1055 & MARK 2007
Select Two Business Electives		
Select One General Education Elective		

SEMESTER 2

Course Code	Courses (Mandatory)	Pre-requisite
ACCT 1036	Principles of Accounting	NONE
BUS 1040	Project Management	NONE
BUS 1056	Business Presentation Skills	COMM 1007
COMM 1034	Professional Communication	COMM 1007
COMP 1115	Business Computer Applications II	COMP 1010
MARK 2049	Principles of Marketing II	MARK 1020
MATH 1131	Mathematical Analysis for Marketers	MATH 1008

SEMESTER 4

Course Code	Courses (Mandatory)	Pre-requisite
MARK 1002	Professional Selling	MARK 1020
MARK 2033	Database Marketing I	MARK 2049
MARK 2061	Applied Marketing Research	MARK 2007 & STAT 1012
MARK 2063	Advertising and Media Campaign Development (IMC 2)	MARK 1055
PSY 1129	Organizational Behavior	NONE
STS 1037	Career Planning and Development	NONE
Select One General Education Elective		

SEMESTER 6

Course Code	Courses (Mandatory)	Pre-requisite
BUS 1044	Business Law	NONE
MARK 2020	International Marketing	MARK 2049
MARK 3017	Strategic Marketing Management	MARK 2033, MARK 2063 & MARK 2061
Select Two Business Electives		
Select One General Education Elective		

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In order to graduate from the **B158 program**, you need to complete **39 courses**: 32 Mandatory courses, 4 Business Electives, and 3 General Education Electives and complete 2 Work Experience (Coop or Internship) Terms.

Depending on the results of your placement tests, you may be required to take COMM 1003 (English Skills) or CESL 1003 (English Skills-ESL) before progressing to COMM 1007. Similarly, you may be required to take MATH1027 (Business Math with Remediation) before progressing to MATH 1008. COMM1003/CESL 1003 and MATH 1027 **do not** count towards the 39 courses required for graduation, and **you will be charged for these extra courses**. Please speak to the Business Office staff if you need any assistance.

General Education Courses (Semester Three, Four, Five, and Six): You must complete 4 General Education courses. 1 mandatory ("Successful Social Relations" - GHUM 1087) and 3 chosen from at least 2 of the following categories: Social Sciences (GSSC), Arts and Humanities (GHUM) or Science and Technology (GSCI).

You are required to make up any failed or dropped courses before you are eligible to graduate. You can make up these courses during the day, and some are offered in the evening through Continuing Education. Please check with the Business Office staff to ensure that the continuing education courses are equivalent to what is taught in the full-time program. Please note that some courses may not be offered in every semester. Our staff can assist you in any special timetable requirements you may have.

Business Electives (Semester Five and Six):

Course Codes	Business Electives	Pre-requisites
BUS 1041	Small Business Management	BUS 1038
BUS 1051	Intro to Consulting	COMM 1034, PSY 1129, HRM 1008 OR HRM 1029
CMMK 1114	Business Research & Report Writing	COMM 1034
CMMK 1120	PR and Corporate Communications	COMM 1034
CMMK 1127	The Business Media in Canada	COMM 1034
CMMK 1156	Talking Business	COMM 1034
COMP 1113	Principles of E-Business I	COMP 1010
HRM 2027	Coaching for Effective Performance Management	HRM 1008

Course Codes	Business Electives	Pre-requisites
MARK 2028	Marketing Financial Services	MARK 1020
MARK 2053	Negotiation Skills	NONE
MARK 3007	Services Marketing	MARK 2049
MARK 3016	Not for Profit Sector Marketing	MARK 2049
MARK 3029	Case Based Approach to Marketing Strategies	Successful Completion of Semester 3, 3.0 GPA, by interview only
MARK 3031	Sustainable Marketing	MARK 2049 & MARK 2054
MGMT 1034	Retail Marketing	MARK 1020
MGMT 2032	Advanced Project Management Tools	BUS 1040 & COMP 1115