The need for graduates with skills in the area of business analytics is growing rapidly across all industry sectors. The **Analytics for Business Decision Making** graduate certificate program prepares students to do the analysis of data specific to multi-faceted business decision making needs. It is about developing information into knowledge, and converting that intelligence to action. The goal is to prepare the student to engage and be competitive across various business divisions with the ability to “tell stories” about data, which assist decision-makers in their own activities.

The focus will be on skills development, technical and otherwise, including analytic understanding and dissemination for various business uses. A bold mix of skills, including some programming, applied statistical comprehension and database understanding, will be explored in the context of organizational Big Data (Operational) requirements.

**PROGRAM REQUIREMENTS**

The Analytics for Business Decision Making program is offered approximately 90% online. Students will require a laptop. The minimum computing requirements of the computer are:

- A PC running Windows 7 or higher with 4MB RAM and a i3 processor
- Microsoft Windows® 7, 8 or Server 2012
- 2008 32-bit or 64-bit versions of Windows
- Minimum of a Pentium 4 or AMD Opteron processor 32-bit color depth (recommended)
- Web Camera and Microphone
- Microsoft Office including Access

For students who prefer Apple/Mac environments, it is necessary to have the following:

- Bootcamp/Parallels
- A copy of Windows 7, 8 or 8.1

- Microsoft Office including Access (preferred that students have a PC version of this software as Mac versions sometimes do not have the same depth in capability)

**PART TIME STUDY OPTIONS**

Part-time study options are not available for this program.

**EXPERIENTIAL LEARNING**

**YOUR FIELD STUDY OPTIONS**

The BUS 4045 Data Project Capstone Project is a self-directed, faculty-guided research and analytics project for a client requiring support for an important business decision. You will demonstrate your ability to analyze real-world data and make meaningful business recommendations based on client feedback and interaction. This valuable work experience can, in turn, be added to your resume.
PROGRAM STANDARDS AND LEARNING OUTCOMES

The graduate has reliably demonstrated the ability to:

1. Extract, transform and load data to more efficiently support problem solving and decision making.
2. Warehouse and mine data for the purpose of business decision making.
3. Develop classification and/or predictive models using operational and marketing data in support of business decision making.
4. Determine, using a variety of business intelligence tools, the most appropriate for each business decision making scenario.
5. Effectively communicate analytics results and conclusions orally, in written reports and in formal presentations to various levels of staff and management.
6. Apply descriptive and differential statistical techniques to Big Data.
7. Analyze and interpret digital information as it relates to all aspects of an organization.
8. Apply the principles of business ethics and corporate social responsibility to the application and use of data to support business decision making.

REQUIRED COURSES

In order to graduate, you need to complete the following 13 Mandatory courses.

Printable Curriculum Planner 2018-2019

SEMESTER 1

<table>
<thead>
<tr>
<th>Code</th>
<th>Course Name (Mandatory)</th>
<th>Pre-requisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>COMP 4007</td>
<td>Computer Applications Involving Analytics</td>
<td>NONE</td>
</tr>
<tr>
<td>MGMT 4030</td>
<td>Business Research</td>
<td>NONE</td>
</tr>
<tr>
<td>MARK 1027</td>
<td>Marketing Management</td>
<td>NONE</td>
</tr>
<tr>
<td>MARK 4005</td>
<td>Applied Business Communications</td>
<td>NONE</td>
</tr>
<tr>
<td>STAT 4001</td>
<td>Statistics I for Analytics</td>
<td>NONE</td>
</tr>
<tr>
<td>BUS 4022</td>
<td>Programming Fundamentals for Analytics</td>
<td>NONE</td>
</tr>
</tbody>
</table>

SEMESTER 2

<table>
<thead>
<tr>
<th>Code</th>
<th>Course Name (Mandatory)</th>
<th>Pre-requisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>MARK 4018</td>
<td>Data Mining &amp; Modeling</td>
<td>MARK 1027</td>
</tr>
<tr>
<td>BUS 4045</td>
<td>Data Project Capstone Project</td>
<td>Completion of Semester 1</td>
</tr>
<tr>
<td>BUS 4024</td>
<td>Business Decision-Making Through Advanced Analytics</td>
<td>BUS 4022</td>
</tr>
<tr>
<td>STAT 4003</td>
<td>Statistics II for Analytics</td>
<td>STAT 4001</td>
</tr>
<tr>
<td>MARK 4012</td>
<td>Marketing Metrics</td>
<td>MARK 1027</td>
</tr>
<tr>
<td>BUS 4023</td>
<td>Business, Web and Social Media Metrics and Analysis</td>
<td>STAT 4001</td>
</tr>
<tr>
<td>COMP 4008</td>
<td>Advanced Computer Applications Involving Analytics</td>
<td>COMP 4007</td>
</tr>
</tbody>
</table>

YOUR CAREER

Graduates of this program will be prepared for careers in a variety of organizations such as marketing research firms, polling firms, branding/design firms, insurance and finance firms, loyalty programs (marketing), health care, public sector, manufacturing and supply-chain.

Potential positions may include:

- Business Analyst
- Market Risk Analytics Officer
- Web Analytics Manager
- Decision Support Specialist
- Web Analyst

FUTURE STUDY OPTIONS

For information on future study options, see georgebrown.ca/transferguide.
ADMISSION REQUIREMENTS

- College Advanced Diploma (3-year) or Bachelor’s Degree or demonstrated, relevant work experience (resume and references required).

ENGLISH LANGUAGE PROFICIENCY

Applicants with international transcripts who do not provide English language proficiency test results must test at the College level in the George Brown College English assessment to be considered. In addition, applicants who are considered for admission to the program based solely on their work experience will be required to provide proof of English proficiency at the college level, and may be required to write the English admission assessment.

Please visit georgebrown.ca/englishproficiency for more details.

COURSE EXEMPTIONS

Some college and university credits may qualify you for exemptions. Please visit georgebrown.ca/transferguide for more information.

"The faculty were instrumental to my success. They continually support and drive me towards reaching my goals and objectives. They teach not just the fundamentals of research, modelling, and storytelling techniques used in data analytics, but also the tools to be agile and adaptive in the future career. Always accommodating to my time schedule, the staff allowed me the opportunity to have the full learning experience, while maintaining a full-time job and a data research project."
Watch a short video of Xavier and his team partner Annissa at SAS Global Forum 2018 where their project won the first place.

Xavier Fu (Analytics for Business Decision Making, graduate 2018, Data Reporting Analyst, Horizon).

"This program is a foundation to success in the data analytics field. The teachers are personable, and really push you to your limits. In semester two of this program, a Capstone project is offered, which is a real-life job experience using data analytics. My partner, Xavier and I, took the most out of this experience. Our project was the only one in Canada to make it to 2018 SAS Global Forum’s Student Symposium and won the 1st place."
Read more on Annissa and Xavier’s success at SAS Global Forum 20183.

Annissa Rodriguez (Analytics for Business Decision Making, graduate 2018, Manager of Operations, All Canadian Self-Storage).

"The Analytics for Business Decision Making program is geared to reducing the gap between business knowledge and analytic skills. I chose this program because I love to solve problems and enjoy business. My internship led to a full-time role as an analyst. In this program, you get a combination of understanding the 'why's' behind the analytics and learning how to actually use the different software for it. The students all come from different educational backgrounds, which allows you to bounce ideas off of each other and benefit from collaboration. This program has played a key role in launching my career and equipping me with the skills to solve complex business problems and provide meaningful insights."

Kishawna Peck (Graduate 2016, Analytics for Business Decision Making), Product Analyst, Moneris

"The studies were my stairs to Business Analytics heaven. Thanks to the George Brown program I can solve problems using core data mining tools and I'm involved with people in the field. Now I'm more confident with my professional skills to build a bright future."

Jorge M. Rivera I. (Graduate 2015, Analytics for Business Decision Making, Manager - International Banking Retail & Small Business, Scotiabank)

"The faculty in this program are just amazing. They bring years of experience from their industry. The knowledge I gained..."
CONTACT US

DOMESTIC STUDENTS ADMISSIONS
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Phone: (416) 415-5000 ext. 2115

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1. Book online:
   Complete and submit the Client Intake Form
2. Book by phone:

CENTRE FOR BUSINESS
For questions regarding programs at the Centre for Business or if you require more information, please do not hesitate to contact us. Our knowledgeable staff are available to assist you.

For general inquiries, please contact the Centre for Business:
Email: business@georgebrown.ca Phone: (416) 415-5000 ext. 2160

INFORMATION SESSIONS
For program specific information and to meet faculty, sign up to attend an information session

ANALYTICS FOR BUSINESS DECISION MAKING (POSTGRADUATE) (B412)
For inquiries related to this program (for example, course-specific information) please contact the Co-ordinator:

Tom Supra, Program Co-ordinator
Email: tsupra@georgebrown.ca
Elizabeth Speers, Director, Centre for Business
Email: espeers@georgebrown.ca
The field of International Business encompasses a variety of disciplines including finance, sales, marketing and human resources. Consequently, the Business Administration – International Business program graduates will be prepared to perform in a variety of specialized areas such as international market entry and distribution, international trade management, international negotiation and trade research, international marketing, international trade finance, planning, logistics, legal aspects of international trade and other functions related to business in general and international business in particular. Graduates of this program will have demonstrated their knowledge, skills and abilities related to international business, and will have prepared for careers that include negotiators, freight forwarders, logistics and marketing.

You will learn about:

- Documents and procedures supporting the movement of products and services in a global supply chain
- Statutory and regulatory compliance
- International payment instruments and options
- Foreign exchange strategies
- Human resource strategies in an international operation.

ACCREDITED PARTNERSHIP WITH FITT

George Brown College has partnered with FITT (Forum for International Trade Training)® to offer the FITTskills program. FITT is an international trade training and professional certification body. As the only organization of its kind in the world, FITT sets the standards and designs the training programs leading to the Certified International Trade Professional (CITP) designation®. FITT’s quality training programs impart knowledge and practical skills that provide a competitive advantage to trade practitioners and elevate their position in world markets.

Note: The requirements for each designation/certification are set by the granting body, not George Brown College. In order to qualify for any of these designations/certifications, you need to follow the process listed on its website and meet all the requirements applicable to you.
YOUR FIELD STUDY OPTIONS

This program (B131) is also offered with work experience. Students who wish to apply for Business Administration – International Business with Work Experience should apply to B161.

In addition to on-the-job work experience, George Brown College endeavours to provide field education opportunities with real world challenges and clients. Find out more about field education at the Centre for Business.

PROGRAM STANDARDS AND LEARNING OUTCOMES

The graduate has reliably demonstrated the ability to:

1. Conduct an environmental scan to evaluate the impact of world issues on an organization’s international business opportunities.
2. Conduct, evaluate and present market research to support an organization’s international business decision-making.
3. Prepare and analyze documentation and follow procedures to support the movement of products and services in the organization’s global supply chain.
4. Analyze the impact of statutory and regulatory compliance on an organization’s integrative trade initiatives.
5. Develop and implement strategies to negotiate effectively within various cultural environments and to address the impact of cultural differences on an organization’s integrative trade initiatives.
6. Develop and present an international marketing plan, and evaluate sales strategies that support an organization’s integrative trade initiatives.
7. Identify and interpret relevant international financial documents and assess financial strategies that support an organization’s integrative trade initiatives.
8. Analyze the impact of an organization’s integrative trade initiatives on its human resources management strategies, policies, and practices.
9. Develop and present an international business plan.
10. Plan, implement and evaluate team projects by applying project management principles.
11. Analyze principles of corporate sustainability, corporate social responsibility and ethics, and apply them to an organization’s integrative trade initiatives.
12. Select and apply current technologies to support an organization’s integrative trade initiatives.
13. Develop and present a plan for ongoing personal and professional development to enhance work performance within the international business field.

REQUIRED COURSES

In order to graduate from the B131 program, you need to complete 37 courses: 32 Mandatory courses, 2 Business Electives and 3 General Education Electives.

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 37 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 classes 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.

SEMESTER 1

<table>
<thead>
<tr>
<th>Code</th>
<th>Courses</th>
<th>Pre-requisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUS 1038</td>
<td>Business Concepts</td>
<td>NONE</td>
</tr>
<tr>
<td>COMM 1007</td>
<td>College English</td>
<td>NONE</td>
</tr>
<tr>
<td>COMP 1010</td>
<td>Business Computer Applications I</td>
<td>NONE</td>
</tr>
<tr>
<td>HRM 1008</td>
<td>Fundamentals of HR Management</td>
<td>NONE</td>
</tr>
<tr>
<td>MARK 1020</td>
<td>Principles of Marketing</td>
<td>NONE</td>
</tr>
<tr>
<td>MATH 1008</td>
<td>Math for Business &amp; Management I</td>
<td>NONE</td>
</tr>
</tbody>
</table>

SEMESTER 2

<table>
<thead>
<tr>
<th>Code</th>
<th>Courses</th>
<th>Pre-requisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 1036</td>
<td>Principles of Accounting</td>
<td>NONE</td>
</tr>
<tr>
<td>BUS 1040</td>
<td>Project Management</td>
<td>NONE</td>
</tr>
<tr>
<td>COMM 1034</td>
<td>Professional Communications I</td>
<td>COMM1007</td>
</tr>
<tr>
<td>COMP 1115</td>
<td>Business Computer Applications II</td>
<td>COMP1010</td>
</tr>
<tr>
<td>MATH 1095</td>
<td>Math for Business &amp; Management II</td>
<td>MATH 1008</td>
</tr>
<tr>
<td>PSY 1129</td>
<td>Organizational Behavior</td>
<td>MATH 1095</td>
</tr>
</tbody>
</table>

SEMESTER 3

<table>
<thead>
<tr>
<th>Code</th>
<th>Courses</th>
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</tr>
</thead>
<tbody>
<tr>
<td>ECON 1032</td>
<td>Macroeconomics</td>
<td>NONE</td>
</tr>
<tr>
<td>MARK 1002</td>
<td>Professional Selling</td>
<td>MARK1020</td>
</tr>
<tr>
<td>MGMT 1035</td>
<td>Global Trade Assessment</td>
<td>MARK1020</td>
</tr>
<tr>
<td>MGMT 4009</td>
<td>Operations Management</td>
<td>MATH 1095</td>
</tr>
<tr>
<td>STAT 1012</td>
<td>Business Statistics</td>
<td>MATH 1095</td>
</tr>
<tr>
<td>GHUM 1087</td>
<td>Successful Social Relations</td>
<td>NONE</td>
</tr>
</tbody>
</table>
**SEMESTER 4**

<table>
<thead>
<tr>
<th>Code</th>
<th>Courses</th>
<th>Pre-requisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 2031</td>
<td>Managerial Accounting</td>
<td>ACCT1036</td>
</tr>
<tr>
<td>BUS 1041</td>
<td>Small Business Management</td>
<td>BUS1038</td>
</tr>
<tr>
<td>BUS 1044</td>
<td>Business Law</td>
<td>NONE</td>
</tr>
<tr>
<td>BUS 1055</td>
<td>Logistics &amp; Supply Chain</td>
<td>MGMT 4009 &amp; COMP 1115</td>
</tr>
<tr>
<td>BUS 3012</td>
<td>Intro. To Freight Forwarding I</td>
<td>NONE</td>
</tr>
<tr>
<td>STS 1037</td>
<td>Career Planning &amp; Development</td>
<td>NONE</td>
</tr>
</tbody>
</table>

Select One General Education Elective

**SEMESTER 5**

<table>
<thead>
<tr>
<th>Code</th>
<th>Courses</th>
<th>Pre-requisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 1020</td>
<td>Management Decision Making</td>
<td>MGMT 4009 &amp; ACCT 2031</td>
</tr>
<tr>
<td>MGMT 2041</td>
<td>International Sales and Marketing</td>
<td>MARK1002</td>
</tr>
<tr>
<td>MGMT 2042</td>
<td>International Market Entry Strategies</td>
<td>BUS1038</td>
</tr>
<tr>
<td>MGMT 3008</td>
<td>International Trade Finance</td>
<td>MGMT 1035</td>
</tr>
<tr>
<td>MGMT 2043</td>
<td>International Supply Chain Management</td>
<td>BUS1055</td>
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</table>

Select One General Education Elective

**SEMESTER 6**

<table>
<thead>
<tr>
<th>Code</th>
<th>Courses</th>
<th>Pre-requisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 3006</td>
<td>Strategic Analysis</td>
<td>MGMT 1020 &amp; COMM 1034</td>
</tr>
<tr>
<td>MGMT 2029</td>
<td>International Trade Management</td>
<td>MGMT 2041</td>
</tr>
<tr>
<td>BUS 3013</td>
<td>Intro. To Freight Forwarding II</td>
<td>BUS3012</td>
</tr>
</tbody>
</table>

Select Two Business Elective
Select One General Education Elective

General Education Electives

**ELECTIVES**

**BUSINESS ELECTIVES (SEMESTER FIVE AND SIX):**

<table>
<thead>
<tr>
<th>Code</th>
<th>Courses</th>
<th>Pre-requisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>CMMK 1114</td>
<td>Business Research &amp; Report Writing</td>
<td>COMM 1034</td>
</tr>
<tr>
<td>CMMK 1127</td>
<td>The Business Media in Canada</td>
<td>COMM 1034</td>
</tr>
<tr>
<td>COMP 1113</td>
<td>Principles of E-Business I</td>
<td>COMP 1010</td>
</tr>
<tr>
<td>MARK 2053</td>
<td>Negotiation Skills</td>
<td>MARK 1020</td>
</tr>
<tr>
<td>MARK 3007</td>
<td>Services Marketing</td>
<td>MARK 2049</td>
</tr>
<tr>
<td>BUS 1067</td>
<td>Field Education</td>
<td>For Non-Coop Students, by interview only</td>
</tr>
<tr>
<td>MARK 2049</td>
<td>Principles of Marketing II</td>
<td>Mark 1020</td>
</tr>
<tr>
<td>MGMT 2037</td>
<td>Retail Management</td>
<td>MGMT 2037</td>
</tr>
<tr>
<td>MGMT 2036</td>
<td>Customer Service</td>
<td>MARK 1020</td>
</tr>
<tr>
<td>HRM 2027</td>
<td>Coaching for Effective Performance Management</td>
<td>HRM 1008</td>
</tr>
<tr>
<td>ECON 1021</td>
<td>Environmental Economics</td>
<td>ECON 1031 or ECON 1032 or ECON 1034</td>
</tr>
<tr>
<td>CMMK 1156</td>
<td>Talking Business</td>
<td>COMM 1034</td>
</tr>
<tr>
<td>BUS 3015</td>
<td>Applied Business Planning</td>
<td>MARK 1020, ACCT 2031, MATH 1008 &amp; HRM 1008</td>
</tr>
</tbody>
</table>

**YOUR CAREER**

The world is now considered a global marketplace with organizations continually seeking opportunities to expand operations across national borders. Organizations across all industries including law firms, consulting firms and manufacturers of both goods and services cater to an international clientele. Potential positions may include:

- Forecasting and Replenishment Analyst
- Merchandise Assistant
- Purchasing Assistant
- Purchasing Coordinator
- Logistics Coordinator
ADMISSION REQUIREMENTS

Applicants are selected on the basis of their academic achievement, including the required courses, and any other selection criteria outlined below.

- Ontario Secondary School Diploma or equivalent**
- Grade 12 English (C or U)
- Grade 11 Math (M or U) or Grade 12 (C or U)

** MATURE STUDENT STATUS (19 YEARS OF AGE OR OLDER)

Mature Students may take the Admissions Assessment\(^8\) for English and Math, OR may consider upgrading to achieve the credit(s) needed in English\(^9\) and Math\(^10\).

Please note that George Brown is committed to ensuring that applicants will succeed in their program of choice and meeting the minimum requirements does not guarantee admission to the program. Applicants may be required to have grades higher than the minimum requirements stated.

COURSE EXEMPTIONS

Some college and university credits may qualify you for exemptions. Please visit georgebrown.ca/transferguide for more information.

ENGLISH LANGUAGE PROFICIENCY

Proficiency in English communications is necessary for success in this program.

Please visit georgebrown.ca/englishproficiency for more details

INTERNATIONAL (VISA) STUDENTS

Visit the International Admissions\(^11\) page for more information.

"The Business Administration – International Business program entails a variety of business courses that will prepare you to succeed in the field after you graduate. The professors in the program are experienced and well qualified to make the classes interesting and understandable. The work experience component makes me feel extremely confident in finding a good job because it gave me the opportunity to apply and develop the skills taught in the classroom. I have no doubt that, by the end of my program at George Brown, I will be equipped with the necessary skills to be successful in a very competitive business world.”

Patricia Niengu (Student, Business Administration – International Business)

CONTACT US

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**INFORMATION SESSIONS**

For program specific information and to meet faculty, sign up to attend an information session

**BUSINESS ADMINISTRATION – INTERNATIONAL BUSINESS (B131/161)**

For inquiries related to this program (for example, course-specific information) please contact the Co-ordinator:

**Anu Harder**, Program Co-ordinator
Email: aharder@georgebrown.ca

**Elizabeth Speers**, Director, Centre for Business
Email: espeers@georgebrown.ca

**VISIT OUR CAMPUS**

On-campus information sessions are held on a regular basis. Come and have your questions answered. Learn about the program content and career options. Meet your friendly professors and staff. Experience what it is like to be in a George Brown College classroom. Sign up for an upcoming session.

**LINKS REFERENCE**

2. http://www.georgebrown.ca/international/futurestudents/tuitionfees/
11. http://www.georgebrown.ca/financialaid/

George Brown College is continually striving to improve its programs and their delivery. The information contained in this calendar is subject to change without notice. It should not be viewed as a representation, offer or warranty. Students are responsible for verifying George Brown College admission, graduation, and fee requirements as well as any requirements of outside institutions, industry associations, or other bodies that may award additional designations concurrently with, or after completion of, a George Brown College program.
BUSINESS ADMINISTRATION – INTERNATIONAL BUSINESS PROGRAM (WITH WORK EXPERIENCE) (B161)

<table>
<thead>
<tr>
<th>PROGRAM NAME</th>
<th>Business Administration – International Business</th>
</tr>
</thead>
<tbody>
<tr>
<td>COURSE CODE</td>
<td>B161</td>
</tr>
<tr>
<td>SCHOOL</td>
<td>School of Management</td>
</tr>
<tr>
<td>CENTRE</td>
<td>Business</td>
</tr>
<tr>
<td>LOCATION</td>
<td>St. James Campus</td>
</tr>
<tr>
<td>DURATION</td>
<td>3 years (6 semesters in-class, 2 semesters work experience)</td>
</tr>
<tr>
<td>EXPERIENTIAL LEARNING</td>
<td>Work Experience (Co-op or Internship) Required</td>
</tr>
<tr>
<td>STARTING MONTH</td>
<td>September, January</td>
</tr>
<tr>
<td>CREDENTIAL</td>
<td>Ontario College Advanced Diploma</td>
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<tr>
<td>YEAR OF STUDY</td>
<td>2018-2019</td>
</tr>
<tr>
<td>METHOD OF STUDY</td>
<td>FT</td>
</tr>
<tr>
<td>APPLY TO</td>
<td>Ontario Colleges¹</td>
</tr>
</tbody>
</table>

The field of International Business encompasses a variety of disciplines including finance, sales, marketing and human resources. Consequently Business Administration – International Business program graduates will be prepared to perform in a variety of specialized areas such as international market entry and distribution, international trade management, international negotiation and trade research, international marketing, international trade finance, planning, logistics, legal aspects of international trade and other functions related to business in general and international business in particular. Graduates of this program will have demonstrated their knowledge, skills and abilities related to international business, and will have prepared for careers that include negotiators, freight forwarders, logistics and marketing.

You will learn about:

- Documents and procedures supporting the movement of products and services in a global supply chain
- Statutory and regulatory compliance
- International payment instruments and options
- Foreign exchange strategies
- Human resource strategies in an international operation

ACCREDITED PARTNERSHIP WITH FITT

George Brown College has partnered with FITT (Forum for International Trade Training)³ to offer the FITTskills program. FITT is an international trade training and professional certification body. As the only organization of its kind in the world, FITT sets the standards and designs the training programs leading to the Certified International Trade Professional (CITP) designation⁴. FITT’s quality training programs impart knowledge and practical skills that provide a competitive advantage to trade practitioners and elevate their position in world markets.

Note: The requirements for each designation/certification are set by the granting body, not George Brown College. In order to qualify for any of these designations/certifications, you need to follow the process listed on its website and meet all the requirements applicable to you.

This program (B161) is offered with Work Experience. Students wishing to apply for Business Administration – International Business without work experience⁶ should apply to B131⁶.
EXPERIENTIAL LEARNING

Work Experience (Co-op or Internship) Required

YOUR FIELD STUDY OPTIONS

WORK EXPERIENCE (CO-OP OR INTERNSHIP WORK TERM)

This program requires the successful completion of two semesters of work experience to graduate. This work experience is either co-op (paid) or internship (unpaid). Either one will give you the practical experience employers value.

George Brown works with employers and industry partners to identify potential work experience opportunities. Students are also strongly encouraged to pursue self-directed industry work experience opportunities they believe would provide the learning experiences they value and meet the learning outcomes of the program. This valuable work experience can in turn be added to your resume.

In addition to more formal on-the-job work experience, George Brown College endeavours to provide field education opportunities with real world challenges and clients. Find out more about field education at the Centre for Business.

PROGRAM STANDARDS AND LEARNING OUTCOMES

The graduate has reliably demonstrated the ability to:

1. Conduct an environmental scan to evaluate the impact of world issues on an organization's international business opportunities.
2. Conduct, evaluate and present market research to support an organization's international business decision-making.
3. Prepare and analyze documentation and follow procedures to support the movement of products and services in the organization's global supply chain.
4. Analyze the impact of statutory and regulatory compliance on an organization's integrative trade initiatives.
5. Develop and implement strategies to negotiate effectively within various cultural environments and to address the impact of cultural differences on an organization's integrative trade initiatives.
6. Develop and present an international marketing plan, and evaluate sales strategies that support an organization's integrative trade initiatives.
7. Identify and interpret relevant international financial documents and assess financial strategies that support an organization's integrative trade initiatives.
8. Analyze the impact of an organization's integrative trade initiatives on its human resources management strategies, policies, and practices.
9. Develop and present an international business plan.
10. Plan, implement and evaluate team projects by applying project management principles.
11. Analyze principles of corporate sustainability, corporate social responsibility and ethics, and apply them to an organization's integrative trade initiatives.
12. Select and apply current technologies to support an organization's integrative trade initiatives.
13. Develop and present a plan for ongoing personal and professional development to enhance work performance within the international business field.

REQUIRED COURSES

In order to graduate from the B161 program, you need to complete 38 courses: 33 Mandatory courses, 2 Business Electives and 3 General Education Electives. For the B161 program you need to take an additional course, the Work Experience Prep Course (BUS 1000) in semester 3, 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 37 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 classes 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.

SEMMESTER 1

<table>
<thead>
<tr>
<th>Code</th>
<th>Courses</th>
<th>Pre-requisite</th>
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<tr>
<td>BUS 1038</td>
<td>Business Concepts</td>
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</tr>
<tr>
<td>COMM 1007</td>
<td>College English</td>
<td>NONE</td>
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<tr>
<td>COMP 1010</td>
<td>Business Computer Applications I</td>
<td>NONE</td>
</tr>
<tr>
<td>HRM 1008</td>
<td>Fundamentals of HR Management</td>
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<tr>
<td>MARK 1020</td>
<td>Principles of Marketing</td>
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<tr>
<td>MATH 1008</td>
<td>Math for Business &amp; Management I</td>
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## SEMESTER 2

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<tbody>
<tr>
<td>ACCT 1036</td>
<td>Principles of Accounting</td>
<td>NONE</td>
</tr>
<tr>
<td>BUS 1040</td>
<td>Project Management</td>
<td>NONE</td>
</tr>
<tr>
<td>COMM 1034</td>
<td>Professional Communications I</td>
<td>COMM1007</td>
</tr>
<tr>
<td>COMP 1115</td>
<td>Business Computer Applications II</td>
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<tr>
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<td>Math for Business &amp; Management II</td>
<td>MATH 1008</td>
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<td>PSY 1129</td>
<td>Organizational Behavior</td>
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## SEMESTER 3

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<tr>
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<tbody>
<tr>
<td>ECON 1032</td>
<td>Macroeconomics</td>
<td>NONE</td>
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<tr>
<td>MARK 1002</td>
<td>Professional Selling</td>
<td>MARK1020</td>
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<tr>
<td>MGMT 1035</td>
<td>Global Trade Assessment</td>
<td>MARK1020</td>
</tr>
<tr>
<td>MGMT 4009</td>
<td>Operations Management</td>
<td>MATH 1095</td>
</tr>
<tr>
<td>STAT 1012</td>
<td>Business Statistics</td>
<td>MATH 1095</td>
</tr>
<tr>
<td>GHUM 1087</td>
<td>Successful Social Relations</td>
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</tr>
<tr>
<td>BUS 1000</td>
<td>Work Experience Prep Course</td>
<td>COMM1007 &amp; 3.0 GPA</td>
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</table>

* This course is mandatory only for students taking the Work Experience Option (B161)

## SEMESTER 4

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<thead>
<tr>
<th>Code</th>
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<tbody>
<tr>
<td>ACCT 2031</td>
<td>Managerial Accounting</td>
<td>ACCT1036</td>
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<tr>
<td>BUS 1041</td>
<td>Small Business Management</td>
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<tr>
<td>BUS 1044</td>
<td>Business Law</td>
<td>NONE</td>
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<tr>
<td>BUS 1055</td>
<td>Logistics &amp; Supply Chain</td>
<td>MGMT 4009 &amp; COMP 1115</td>
</tr>
<tr>
<td>BUS 3012</td>
<td>Intro. To Freight Forwarding I</td>
<td>NONE</td>
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<tr>
<td>STS 1037</td>
<td>Career Planning &amp; Development</td>
<td>NONE</td>
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Select One General Education Elective

## SEMESTER 5

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<tr>
<th>Code</th>
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<tbody>
<tr>
<td>MGMT 1020</td>
<td>Management Decision Making</td>
<td>MGMT 4009 &amp; ACCT 2031</td>
</tr>
<tr>
<td>MGMT 2041</td>
<td>International Sales and Marketing</td>
<td>MARK1002</td>
</tr>
<tr>
<td>MGMT 2042</td>
<td>International Market Entry Strategies</td>
<td>BUS1038</td>
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<td>MGMT 3008</td>
<td>International Trade Finance</td>
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<td>MGMT 2043</td>
<td>International Supply Chain Management</td>
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Select One General Education Elective

## SEMESTER 6

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<th>Code</th>
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<tr>
<td>MGMT 3006</td>
<td>Strategic Analysis</td>
<td>MGMT 1020 &amp; COMM 1034</td>
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<tr>
<td>MGMT 2029</td>
<td>International Trade Management</td>
<td>MGMT 2041</td>
</tr>
<tr>
<td>BUS 3013</td>
<td>Intro. To Freight Forwarding II</td>
<td>BUS3012</td>
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</table>

Select Two Business Elective

Select One General Education Elective

## ELECTIVES

**BUSINESS ELECTIVES (SEMESTER FIVE AND SIX):**

<table>
<thead>
<tr>
<th>Code</th>
<th>Courses</th>
<th>Pre-requisite</th>
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<tbody>
<tr>
<td>CMMK 1114</td>
<td>Business Research &amp; Report Writing</td>
<td>COMM 1034</td>
</tr>
<tr>
<td>CMMK 1127</td>
<td>The Business Media in Canada</td>
<td>COMM 1034</td>
</tr>
<tr>
<td>COMP 1113</td>
<td>Principles of E-Business I</td>
<td>COMP 1010</td>
</tr>
<tr>
<td>MARK 2053</td>
<td>Negotiation Skills</td>
<td>MARK 1020</td>
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<tr>
<td>MARK 3007</td>
<td>Services Marketing</td>
<td>MARK 2049</td>
</tr>
<tr>
<td>BUS 1067</td>
<td>Field Education</td>
<td>For Non-Coop Students, by interview only</td>
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<tr>
<td>MARK 2049</td>
<td>Principles of Marketing II</td>
<td>Mark 1020</td>
</tr>
<tr>
<td>MGMT 2037</td>
<td>Retail Management</td>
<td>MGMT 2037</td>
</tr>
<tr>
<td>MGMT 2036</td>
<td>Customer Service</td>
<td>MARK 1020</td>
</tr>
<tr>
<td>HRM 2027</td>
<td>Coaching for Effective</td>
<td>HRM 1008</td>
</tr>
<tr>
<td>ECON 1021</td>
<td>Environmental Economics</td>
<td>ECON 1031 or ECON 1032 or ECON 1034, ECON 1034</td>
</tr>
<tr>
<td>CMMK 1156</td>
<td>Talking Business</td>
<td>COMM 1034</td>
</tr>
<tr>
<td>BUS 3015</td>
<td>Applied Business Planning</td>
<td>MARK 1020, ACCT 2031, MATH 1008 &amp; HRM 1008</td>
</tr>
</tbody>
</table>

Select One General Education Elective
YOUR CAREER

The world is now considered a global marketplace with organizations continually seeking opportunities to expand operations across national borders. Organizations across all industries including law firms, consulting firms and manufacturers of both goods and services cater to an international clientele.

Potential positions may include:

- Forecasting and Replenishment Analyst
- Merchandise Assistant
- Purchasing Assistant
- Purchasing Coordinator
- Logistics Coordinator

ENGLISH LANGUAGE PROFICIENCY

Proficiency in English communications is necessary for success in this program.

Please visit georgebrown.ca/englishproficiency for more details

INTERNATIONAL (VISA) STUDENTS

Visit the International Admissions11 page for more information.

"The Business Administration – International Business program entails a variety of business courses that will prepare you to succeed in the field after you graduate. The professors in the program are experienced and well qualified to make the classes interesting and understandable. The work experience component makes me feel extremely confident in finding a good job because it gave me the opportunity to apply and develop the skills taught in the classroom. I have no doubt that, by the end of my program at George Brown, I will be equipped with the necessary skills to be successful in a very competitive business world."

Patricia Niengu (Student, Business Administration – International Business)

ADMISSION REQUIREMENTS

Applicants are selected on the basis of their academic achievement, including the required courses, and any other selection criteria outlined below.

- Ontario Secondary School Diploma or equivalent**
- Grade 12 English (C or U)
- Grade 11 Math (M or U) or Grade 12 (C or U)

** MATURE STUDENT STATUS (19 YEARS OF AGE OR OLDER AND NO OSSD)

Mature Students may take the Admissions Assessment8 for English and Math, OR may consider upgrading to achieve the credit(s) needed in English9 and Math10.

Please note that George Brown is committed to ensuring that applicants will succeed in their program of choice and meeting the minimum requirements does not guarantee admission to the program. Applicants may be required to have grades higher than the minimum requirements stated.

COURSE EXEMPTIONS

Some college and university credits may qualify you for exemptions. Please visit georgebrown.ca/transferguide for more information.

CONTACT US

DOMESTIC STUDENTS ADMISSIONS

For inquiries about domestic admission requirements, admission deadlines, or the admissions process, please contact the Admissions Office at admissions@georgebrown.ca or visit the Admissions web page.

INTERNATIONAL STUDENT ADMISSIONS

For inquiries about international admission requirements, permits and visas, accommodations, or anything specific to international students, please contact the International Centre at International@georgebrown.ca or visit George Brown International.

Phone: (416) 415-5000 ext. 2115

FINANCIALS/FEES

For inquiries about OSAP, Bursaries, Scholarships and other financial inquiries, please contact the Financial Aid Office at FinAid@georgebrown.ca or visit the Financial Aid web page.

ENTRY ADVISING

For advice on the various program options and which program might be best suited for you, make an appointment to see an Entry Advisor. Please review these frequently asked questions or choose to book your appointment using the link provided.
1. **Book online:**
   Complete and submit the Client Intake Form
2. **Book by phone:**

**CENTRE FOR BUSINESS**

For questions regarding programs at the Centre for Business or if you require more information, please do not hesitate to contact us. Our knowledgeable staff are available to assist you.

For general inquiries, please contact the Centre for Business:
Email: business@georgebrown.ca Phone: (416) 415-5000 ext. 2160

**INFORMATION SESSIONS**

For program specific information and to meet faculty, sign up to attend an information session

**BUSINESS ADMINISTRATION – INTERNATIONAL BUSINESS (B131/161)**

For inquiries related to this program (for example, course-specific information) please contact the Co-ordinator:

**Anu Harder**, Program Co-ordinator
Email: aharder@georgebrown.ca

**Elizabeth Speers**, Director, Centre for Business
Email: espeers@georgebrown.ca

**VISIT OUR CAMPUS**

On-campus information sessions are held on a regular basis. Come and have your questions answered. Learn about the program content and career options. Meet your friendly professors and staff. Experience what it is like to be in a George Brown College classroom. Sign up for an upcoming session.

**LINKS REFERENCE**

2. [http://www.georgebrown.ca/international/futurestudents/tuitionfees/](http://www.georgebrown.ca/international/futurestudents/tuitionfees/)
4. [http://www.fitt.ca/certification](http://www.fitt.ca/certification)
11. [http://www.georgebrown.ca/international/futurestudents/applynow/](http://www.georgebrown.ca/international/futurestudents/applynow/)
13. [http://www.georgebrown.ca/international/](http://www.georgebrown.ca/international/)
15. [http://www.georgebrown.ca/entry_advising_faq.aspx](http://www.georgebrown.ca/entry_advising_faq.aspx)
17. [http://www.georgebrown.ca/info_sessions.aspx](http://www.georgebrown.ca/info_sessions.aspx)

George Brown College is continually striving to improve its programs and their delivery. The information contained in this calendar is subject to change without notice. It should not be viewed as a representation, offer or warranty. Students are responsible for verifying George Brown College admission, graduation, and fee requirements as well as any requirements of outside institutions, industry associations, or other bodies that may award additional designations concurrently with, or after completion of, a George Brown College program.
Students in the Business Administration – Project Management advanced diploma program will be prepared to manage project scope and change, project control, project staffing and risk management, provide motivation and goal setting, utilize project management tools and perform other functions in careers that incorporate project management or in stand-alone project manager positions. Graduates of this program will have demonstrated their knowledge, skills and abilities related to business in general and project management in particular.

This learning experience will enable graduates to demonstrate:

- Analysis of the impact of an organization's project management initiatives on its human resources, management, financial and business strategies, policies and practices
- Implementation of a project plan including making trade-offs among competing objectives and taking timely action to deal with problems and opportunities
- Application of accounting and financial knowledge to the management of projects
- Allocation of human resources required to manage project tasks using leadership and teamwork skills
- Working with teams and stakeholders effectively and in a professional manner, respecting differences

EXPERIENTIAL LEARNING

Field Education Course (Optional)

YOUR FIELD STUDY OPTIONS

Employers have told us that they are more likely to hire a student with work experience than a student without experience. Field education gives you the real-life experience that employers demand.

In addition to on-the-job work experience, George Brown College endeavours to provide field education opportunities with real world challenges and clients. Find out more about field education at the Centre for Business.
THE INDUSTRY

George Brown College is recognized as a Global Registered Education Provider with the Project Management Institute® (PMI®). Graduates of any of the George Brown College courses listed on PMI’s Registered Education Provider portal® will have satisfied the education requirements necessary to apply to the Project Management Institute (PMI®) for either the Certified Associate in Project Management (CAPM®) or the Project Management Professional (PMP®) certification.

PMI®, PMP®, and CAPM® are registered marks of the Project Management Institute, Inc.

PROGRAM STANDARDS AND LEARNING OUTCOMES

The graduate has reliably demonstrated the ability to:

1. Evaluate the impact of global issues on an organization’s business opportunities by using an environmental scan.
2. Apply principles of corporate sustainability, corporate social responsibility and ethics to support an organization’s business initiatives.
3. Assess and use current concepts/systems and technologies to support an organization’s business initiatives.
4. Conduct and present research to support business decision making.
5. Plan, implement and evaluate projects by applying project management principles.
6. Perform work in compliance with relevant statutes, regulations and business practices.
7. Apply human resource practices to support management objectives and the organization’s goals.
8. Use accounting and financial principles to support the management and operations of an organization.
9. Assess marketing and sales concepts and strategies and apply them to the needs of an organization.
10. Outline principles of supply chain management and operations management and assess their impact on the operations of an organization.
11. Participate in the development of a business plan.
12. Develop strategies for ongoing personal and professional development to enhance work performance in the business field.
13. Outline strategies used to manage risks in an organization’s business activities.

REQUIRED COURSES

In order to graduate from the B126 program, you need to complete 36 courses: 28 Mandatory courses, 5 Business Electives and 3 General Education Electives.

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 36 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 and Five): 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 classes 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.

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<th>Courses</th>
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<tbody>
<tr>
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<td>Business Concepts I</td>
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<td>COMM 1007</td>
<td>College English</td>
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<tr>
<td>COMP 1010</td>
<td>Business Computer Applications I</td>
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<td>HRM 1008</td>
<td>Fundamentals of HR Management</td>
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<td>MARK 1020</td>
<td>Principles of Marketing I</td>
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<td>MATH 1008</td>
<td>Math for Business &amp; Management I</td>
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<td>Principles of Accounting</td>
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<tr>
<td>BUS 1040</td>
<td>Project Management</td>
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<td>COMM 1034</td>
<td>Professional Communications</td>
<td>COMM 1007</td>
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<td>COMP 1115</td>
<td>Business Computer Applications II</td>
<td>COMP 1010</td>
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<td>MATH 1095</td>
<td>Math for Business &amp; Management II</td>
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<td>PSY 1129</td>
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<td>MGMT 4009</td>
<td>Operations Management</td>
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<td>MGMT 2032</td>
<td>Advanced Project Management Tools</td>
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<td>GHUM 1087</td>
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<td>BUS 1000</td>
<td>Work Experience Prep Course</td>
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Select One General Education Elective
### SEMESTER 4

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<td>ACCT 2031</td>
<td>Managerial Accounting</td>
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<tr>
<td>MGMT 2026</td>
<td>The Successful Project Manager</td>
<td>BUS 1040 &amp; COMP 1115</td>
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<tr>
<td>BUS 1055</td>
<td>Logistics &amp; Supply Chain Management</td>
<td>MGMT 4009 &amp; COMP 1115</td>
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<tr>
<td>MGMT 1018</td>
<td>International Business</td>
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<tr>
<td>STS 1037</td>
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Select One General Education Elective

### SEMESTER 5

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<td>Professional Selling</td>
<td>MARK 1020</td>
</tr>
<tr>
<td>MGMT 1020</td>
<td>Management Decision Making</td>
<td>MGMT 4009 &amp; ACCT 2031</td>
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<tr>
<td>MGMT 2044</td>
<td>Scope and Quality Management</td>
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<tr>
<td>BUS 1041</td>
<td>Small Business Management</td>
<td>BUS 1038</td>
</tr>
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<td>BUS 1044</td>
<td>Business Law</td>
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Select One General Education Elective

### SEMESTER 6

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<thead>
<tr>
<th>Code</th>
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<tbody>
<tr>
<td>MGMT 3006</td>
<td>Strategic Analysis</td>
<td>MGMT 1020 &amp; COMM 1034</td>
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<tr>
<td>MGMT 3031</td>
<td>Project Management Case Studies</td>
<td>MGMT 2026 &amp; MGMT 2032</td>
</tr>
<tr>
<td>MGMT 2046</td>
<td>Time and Cost Management</td>
<td>MGMT 2026 &amp; MGMT 2032</td>
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Select Three Business Electives

### ELECTIVES

#### BUSINESS ELECTIVES (SEMESTER FIVE AND SIX):

<table>
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<tr>
<th>Code</th>
<th>Courses</th>
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<tbody>
<tr>
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</tr>
<tr>
<td>MARK 2053</td>
<td>Negotiation Skills I</td>
<td>MARK 1020</td>
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<td>MARK 3007</td>
<td>Services Marketing</td>
<td>MARK 2049</td>
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<tr>
<td>BUS 1067</td>
<td>Field Education</td>
<td>For Non-Coop Students, by interview only</td>
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<tr>
<td>MARK 2049</td>
<td>Principles of Marketing II</td>
<td>MARK 1020</td>
</tr>
<tr>
<td>MGMT 2037</td>
<td>Retail Management</td>
<td>MGMT 2037</td>
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<td>MGMT 2036</td>
<td>Customer Service</td>
<td>MARK 1020</td>
</tr>
<tr>
<td>HRM 2027</td>
<td>Coaching for Effective Performance Management</td>
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<td>Real World Project Management</td>
<td>MGMT 2026, MGMT 2032 by interview only</td>
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<tr>
<td>ECON 1021</td>
<td>Environmental Economics</td>
<td>ECON 1031 or, ECON 1032 or, ECON 1034</td>
</tr>
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<td>CMMK 1156</td>
<td>Talking Business</td>
<td>COMM 1034</td>
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<td>BUS 3015</td>
<td>Applied Business Planning</td>
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### YOUR CAREER

Graduates of this program will have demonstrated their knowledge, skills and abilities related to both business in general and project management in particular.

Potential positions may include:

- Assistant Project Manager
- Junior Project Manager/Coordinator
- Project Manager
- Project Coordinator
- Business Project Manager
ADMISSION REQUIREMENTS

Applicants are selected on the basis of their academic achievement, including the required courses, and any other selection criteria outlined below.

- Ontario Secondary School Diploma or equivalent**
- Grade 12 English (C or U)
- Grade 11 Math (M or U) or Grade 12 (C or U)

** MATURE STUDENT STATUS (19 YEARS OF AGE OR OLDER)

Mature Students may take the Admissions Assessment® for English and Math, OR may consider upgrading to achieve the credit(s) needed in English® and Math®.

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COURSE EXEMPTIONS

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ENGLISH LANGUAGE PROFICIENCY

Proficiency in English communications is necessary for success in this program.

Please visit georgebrown.ca/englishproficiency for more details

INTERNATIONAL STUDENTS

Visit the International Admissions® page for more information.

---

"My time at George Brown College was better than I anticipated. Being a student of the Business Administration – Project Management program prepared me for the world of project management by teaching me the skills and knowledge needed to take on projects of any scope. This program gave me the opportunity to work with upper level management here at George Brown through the Real World Project Management course and gave me an idea of what to expect in the working world. My professors were amazing. I especially enjoyed professors Derek Vigar and Costin Laurentiu's teaching methods, which helped me greatly in understanding how to successfully manage projects. What I love most about this field is that it is transferable, meaning that I can use my skills and knowledge in various industries as long as I know how that industry works. Returning to college to complete this program was the best decision I ever made and today I am reaping the benefits."

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"Having a field placement with Toronto 2015 gave me the upper hand when the organization was hiring. Although I didn’t have any full-time work experience when I started, the tools and concepts I learned at school were transferable to the projects here."

Aman’s experience at George Brown College’s Centre for Business and learn how we connect students to industry during their studies by watching our video®.

Aman Dudani (Graduate 2013, Business Administration)
Project Coordinator, Toronto 2015 Pan Am/Parapan Am Games

CONTACT US

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INTERNATIONAL STUDENT ADMISSIONS

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Phone: (416) 415-5000 ext. 2115

FINANCIALS/FEES

For inquiries about OSAP, Bursaries, Scholarships and other financial inquiries, please contact the Financial Aid Office at FinAid@georgebrown.ca or visit the Financial Aid web page.
ENTRY ADVISING

For advice on the various program options and which program might be best suited for you, make an appointment to see an Entry Advisor. Please review these frequently asked questions or choose to book your appointment using the link provided.

1. **Book online:**
   Complete and submit the Client Intake Form

2. **Book by phone:**

CENTRE FOR BUSINESS

For questions regarding programs at the Centre for Business or if you require more information, please do not hesitate to contact us. Our knowledgeable staff are available to assist you.

For general inquiries, please contact the Centre for Business:
Email: business@georgebrown.ca Phone: (416) 415-5000 ext. 2160

INFORMATION SESSIONS

For program specific information and to meet faculty, sign up to attend an information session

BUSINESS ADMINISTRATION-PROJECT MANAGEMENT (B126/156)

For inquiries related to this program (for example, course-specific information) please contact the Co-ordinator:

**Mark Simpson**, Program Co-ordinator
Email: msimpson@georgebrown.ca

**Elizabeth Speers**, Director, Centre for Business
Email: espeers@georgebrown.ca

VISIT OUR CAMPUS

On-campus information sessions are held on a regular basis. Come and have your questions answered. Learn about the program content and career options. Meet your friendly professors and staff. Experience what it is like to be in a George Brown College classroom. Sign up for an upcoming session.

LINKS REFERENCE

2. [http://www.georgebrown.ca/international/futurestudents/tuitionfees/](http://www.georgebrown.ca/international/futurestudents/tuitionfees/)
4. [https://www.pmi.org/](https://www.pmi.org/)
5. [https://ccrs.pmi.org/search/activities?SearchType=Activities&provider=4513](https://ccrs.pmi.org/search/activities?SearchType=Activities&provider=4513)
9. [http://www.georgebrown.ca/international/futurestudents/applynow/](http://www.georgebrown.ca/international/futurestudents/applynow/)
10. [https://www.youtube.com/watch?t=71&v=0EVXEqrFJNM](https://www.youtube.com/watch?t=71&v=0EVXEqrFJNM)
12. [http://www.georgebrown.ca/international/](http://www.georgebrown.ca/international/)
14. [http://www.georgebrown.ca/entry_advising_faq.aspx](http://www.georgebrown.ca/entry_advising_faq.aspx)
15. [http://www.georgebrown.ca/advising/contactform/](http://www.georgebrown.ca/advising/contactform/)
16. [http://www.georgebrown.ca/info_sessions.aspx](http://www.georgebrown.ca/info_sessions.aspx)

George Brown College is continually striving to improve its programs and their delivery. The information contained in this calendar is subject to change without notice. It should not be viewed as a representation, offer or warranty. Students are responsible for verifying George Brown College admission, graduation, and fee requirements as well as any requirements of outside institutions, industry associations, or other bodies that may award additional designations concurrently with, or after completion of, a George Brown College program.
BUSINESS ADMINISTRATION – PROJECT MANAGEMENT PROGRAM (WITH WORK EXPERIENCE) (B156)

<table>
<thead>
<tr>
<th>PROGRAM NAME</th>
<th>Business Administration – Project Management</th>
</tr>
</thead>
<tbody>
<tr>
<td>COURSE CODE</td>
<td>B156</td>
</tr>
<tr>
<td>SCHOOL</td>
<td>School of Management</td>
</tr>
<tr>
<td>CENTRE</td>
<td>Business</td>
</tr>
<tr>
<td>LOCATION</td>
<td>St. James Campus</td>
</tr>
<tr>
<td>DURATION</td>
<td>3 years (6 semesters in-class, 2 semesters work experience)</td>
</tr>
<tr>
<td>EXPERIENTIAL LEARNING</td>
<td>Work Experience (Co-op or Internship) Required</td>
</tr>
<tr>
<td>STARTING MONTH</td>
<td>September, January</td>
</tr>
<tr>
<td>CREDENTIAL</td>
<td>Ontario College Advanced Diploma</td>
</tr>
<tr>
<td>YEAR OF STUDY</td>
<td>2018-2019</td>
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<tr>
<td>METHOD OF STUDY</td>
<td>FT</td>
</tr>
<tr>
<td>APPLY TO</td>
<td>Ontario Colleges¹</td>
</tr>
</tbody>
</table>

TUITION

$4,210.00 * †

ADDITIONAL COST

* Amounts listed are the total of tuition, materials, student service and ancillary fees for the first two semesters of programs starting in fall 2017. Fees are subject to change for programs starting in fall 2018 and at later dates.

† This program includes 2 Work Experience semesters. The tuition fee for this program does NOT include the cost of Work Experience semesters. The first Work Experience fee of $450 covers the cost of the Work Experience Preparation course and the first Work Experience semester. There is an additional fee of $450 for the second Work Experience semester.

International students: Visit the International Fees and Related Costs² page for more information.

Students in the Business Administration – Project Management (with work experience) advanced diploma program will be prepared to manage project scope and change, project control, project staffing and risk management, provide motivation and goal setting, utilize project management tools and perform other functions in careers that incorporate project management or in stand-alone project manager positions. Graduates of this program will have demonstrated their knowledge, skills and abilities related to business in general and project management in particular.

This learning experience will enable graduates to demonstrate:

- Analysis of the impact of an organization's project management initiatives on its human resources, management, financial and business strategies, policies and practices
- Implementation of a project plan including making trade-offs among competing objectives and taking timely action to deal with problems and opportunities
- Application of accounting and financial knowledge to the management of projects
- Allocation of human resources required to manage project tasks using leadership and teamwork skills
- Working with teams and stakeholders effectively and in a professional manner, respecting differences

This program (B156) is offered with Work Experience. Students wishing to apply for Business Administration – Project Management without work experience³ should apply to B126⁴.

EXPERIENTIAL LEARNING

Work Experience (Co-op or Internship) Required

YOUR FIELD STUDY OPTIONS

WORK EXPERIENCE (CO-OP OR INTERNSHIP WORK TERM)

This program requires the successful completion of two semesters of work experience to graduate. This work experience is either co-op (paid) or internship (unpaid). Either one will give you the practical experience employers value.

International students: Visit the International Fees and Related Costs² page for more information.
George Brown works with employers and industry partners to identify potential work experience opportunities. Students are also strongly encouraged to pursue self-directed industry work experience opportunities they believe would provide the learning experiences they value and meet the learning outcomes of the program. This valuable work experience can in turn be added to your resume.

In addition to on-the-job work experience, George Brown College endeavours to provide field education opportunities with real world challenges and clients. Find out more about field education at the Centre for Business.

THE INDUSTRY

George Brown College is recognized as a Global Registered Education Provider with the Project Management Institute (PMI®). Graduates of any of the George Brown College courses listed on PMI’s Registered Education Provider portal will have satisfied the education requirements necessary to apply to the Project Management Institute (PMI®) for either the Certified Associate in Project Management (CAPM®) or the Project Management Professional (PMP®) certification.

PMI®, PMP®, and CAPM® are registered marks of the Project Management Institute, Inc.

PROGRAM STANDARDS AND LEARNING OUTCOMES

The graduate has reliably demonstrated the ability to:

1. Evaluate the impact of global issues on an organization’s business opportunities by using an environmental scan.
2. Apply principles of corporate sustainability, corporate social responsibility and ethics to support an organization’s business initiatives.
3. Assess and use current concepts/systems and technologies to support an organization's business initiatives.
4. Conduct and present research to support business decision making.
5. Plan, implement and evaluate projects by applying project management principles.
6. Perform work in compliance with relevant statutes, regulations and business practices.
7. Apply human resource practices to support management objectives and the organization’s goals.
8. Use accounting and financial principles to support the management and operations of an organization.
9. Assess marketing and sales concepts and strategies and apply them to the needs of an organization.
10. Outline principles of supply chain management and operations management and assess their impact on the operations of an organization.
11. Participate in the development of a business plan.
12. Develop strategies for ongoing personal and professional development to enhance work performance in the business field.
13. Outline strategies used to manage risks in an organization's business activities.

REQUIRED COURSES

In order to graduate from the B156 program, you need to complete 37 courses: 29 Mandatory courses, 5 Business Electives and 3 General Education Electives. For the B156 program you need to take an additional course, the Work Experience Prep Course (BUS 1000) in semester 3, 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 MATH 1027 (Business Math with Remediation) before progressing to MATH 1008. COMM 1003/CESL 1003 and MATH 1027 do not count towards the 36 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 and Five): 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 classes 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.

SEASON 1

<table>
<thead>
<tr>
<th>Code</th>
<th>Courses</th>
<th>Pre-requisite</th>
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<tbody>
<tr>
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<td>Business Concepts I</td>
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<tr>
<td>COMM 1007</td>
<td>College English</td>
<td>NONE</td>
</tr>
<tr>
<td>COMP 1010</td>
<td>Business Computer Applications I</td>
<td>NONE</td>
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<tr>
<td>HRM 1008</td>
<td>Fundamentals of HR Management</td>
<td>NONE</td>
</tr>
<tr>
<td>MARK 1020</td>
<td>Principles of Marketing I</td>
<td>NONE</td>
</tr>
<tr>
<td>MATH 1008</td>
<td>Math for Business &amp; Management I</td>
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SEASON 2

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<tr>
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<tbody>
<tr>
<td>ACCT 1036</td>
<td>Principles of Accounting</td>
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<td>BUS 1040</td>
<td>Project Management</td>
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<td>COMM 1034</td>
<td>Professional Communications I</td>
<td>COMM 1007</td>
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<td>COMP 1115</td>
<td>Business Computer Applications II</td>
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<tr>
<td>MATH 1095</td>
<td>Math for Business &amp; Management II</td>
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<td>PSY 1129</td>
<td>Organizational Behaviour</td>
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### SEMESTER 3

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<tr>
<td>ECON 1032</td>
<td>Macroeconomics</td>
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<tr>
<td>MGMT 4009</td>
<td>Operations Management</td>
<td>MATH 1095</td>
</tr>
<tr>
<td>MGMT 2032</td>
<td>Advanced Project Management Tools</td>
<td>BUS 1040 &amp; COMP 1115</td>
</tr>
<tr>
<td>STAT 1012</td>
<td>Business Statistics</td>
<td>MATH 1095</td>
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<tr>
<td>GHUM 1087</td>
<td>Successful Social Relations</td>
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<tr>
<td>BUS 1000</td>
<td>Work Experience Prep Course</td>
<td>COMM 1007 &amp; 3.0 GPA</td>
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Select One General Education Elective

### SEMESTER 4

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<tr>
<td>ACCT 2031</td>
<td>Managerial Accounting</td>
<td>ACCT 1036</td>
</tr>
<tr>
<td>MGMT 2026</td>
<td>The Successful Project Manager</td>
<td>BUS 1040 &amp; COMP 1115</td>
</tr>
<tr>
<td>BUS 1055</td>
<td>Logistics &amp; Supply Chain Management</td>
<td>MGMT 4009 &amp; COMP 1115</td>
</tr>
<tr>
<td>MGMT 1018</td>
<td>International Business</td>
<td>MARK 1020</td>
</tr>
<tr>
<td>STS 1037</td>
<td>Career Planning &amp; Development</td>
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Select One General Education Elective

### SEMESTER 5

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<tr>
<td>MARK 1002</td>
<td>Professional Selling</td>
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<tr>
<td>MGMT 1020</td>
<td>Management Decision Making</td>
<td>MGMT 4009 &amp; ACCT 2031</td>
</tr>
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<td>MGMT 2044</td>
<td>Scope and Quality Management</td>
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<td>BUS 1044</td>
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### SEMESTER 6

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ELECTIVES

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<td>Environmental Economics</td>
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<td>Talking Business</td>
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<td>Applied Business Planning</td>
<td>MARK 1020, ACCT 2031, MATH 1008 &amp; HRM 1008</td>
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FINANCIALS/FEES

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For advice on the various program options and which program might be best suited for you, make an appointment to see an Entry Advisor. Please review these frequently asked questions or choose to book your appointment using the link provided.

1. Book online:
   Complete and submit the Client Intake Form
2. Book by phone:

CENTRE FOR BUSINESS

For questions regarding programs at the Centre for Business or if you require more information, please do not hesitate to contact us. Our knowledgeable staff are available to assist you.

For general inquiries, please contact the Centre for Business:
Email: business@georgebrown.ca Phone: (416) 415-5000 ext. 2160

INFORMATION SESSIONS

For program specific information and to meet faculty, sign up to attend an information session

BUSINESS ADMINISTRATION – PROJECT MANAGEMENT (B126/156)

For inquiries related to this program (for example, course-specific information) please contact the Co-ordinator:

Mark Simpson, Program Co-ordinator
Email: msimpson@georgebrown.ca
Elizabeth Speers, Director, Centre for Business
Email: espeers@georgebrown.ca

VISIT OUR CAMPUS

On-campus information sessions are held on a regular basis. Come and have your questions answered. Learn about the program content and career options. Meet your friendly professors and staff. Experience what it is like to be in a George Brown College classroom. Sign up¹⁹ for an upcoming session.

LINKS REFERENCE

¹https://collegeapply.ontariocolleges.ca/?collegeCode=GBTC&programCode=B156&lang=en
²http://www.georgebrown.ca/international/futurestudents/tuitionfees/
³http://www.georgebrown.ca/programs/business-administration-project-management-program-b126/
⁴http://www.georgebrown.ca/programs/business-administration-project-management-program-b126/
⁵http://www.georgebrown.ca/business/learning_environment/
⁶https://www.pmi.org/
⁷https://ccrs.pmi.org/search/activities?SearchType=Activities&provider=4513
⁸http://www.georgebrown.ca/assessment/admi-pre/
⁹http://www.georgebrown.ca/upgrading-credits/english-diploma/
¹⁰http://www.georgebrown.ca/upgrading-credits/math-diploma/
¹¹http://www.georgebrown.ca/international/futurestudents/applynow/
¹²https://www.youtube.com/watch?t=71&v=0EVXEqrFJNM
¹³http://www.georgebrown.ca/admissions/
¹⁴http://www.georgebrown.ca/international/
¹⁵http://www.georgebrown.ca/financialaid/
¹⁶http://www.georgebrown.ca/entry_advising_faq.aspx
¹⁷http://www.georgebrown.ca/advising/contactform/
¹⁸http://www.georgebrown.ca/info_sessions.aspx
¹⁹http://www.georgebrown.ca/business_infosessions/

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The Business Administration – Retail advanced diploma program prepares students with the knowledge and skills to work in areas such as store design, merchandising initiatives, logistics, inventory, security planning and plan-o-gramming.

Graduates may choose to work for a large multinational company, national store chain, small chain or individual store outlet; take over a family operation; or open their own location or virtual storefront. This three-year program provides students with the tools to grow within their chosen company to a number of positions related to retail functions.

This learning experience will enable graduates to demonstrate:

- Plans and strategies to support a retail environment (physical and online) including retail marketing, logistics and store design
- Development of a business plan
- Assessment of marketing and sales concepts and strategies and the application of them to the needs of the organization
- Application of human resource practices to support management objectives and the organization
- Performance of work in compliance with relevant statutes, regulations and business practices

EXPERIENTIAL LEARNING
Field Education Course (Optional)

YOUR FIELD STUDY OPTIONS
This program (B123) is also offered with work experience. Students who wish to apply for Business Administration – Retail with Work Experience³ should apply to B163⁴.

In addition to on-the-job work experience, George Brown College endeavours to provide field education opportunities with real world challenges and clients. Find out more about field education⁵ at the Centre for Business.

Students have the option of earning a business elective credit with the Field Education Course (BUS 1067).

PROGRAM STANDARDS AND LEARNING OUTCOMES
The graduate has reliably demonstrated the ability to:

1. Evaluate the impact of global issues on an organization’s business opportunities by using an environmental scan.
2. Apply principles of corporate sustainability, corporate social responsibility and ethics to support an organization’s business initiatives.
3. Assess and use current concepts/systems and technologies to support an organization’s business initiatives.
4. Conduct and present research to support business decision making.
5. Plan, implement and evaluate projects by applying project management principles.
6. Perform work in compliance with relevant statutes, regulations and business practices.
7. Apply human resource practices to support management objectives and the organization’s goals.
8. Use accounting and financial principles to support the management and operations of an organization.
9. Assess marketing and sales concepts and strategies and apply them to the needs of an organization.
10. Outline principles of supply chain management and operations management and assess their impact on the operations of an organization.
11. Participate in the development of a business plan.
12. Develop strategies for ongoing personal and professional development to enhance work performance in the business field.
13. Outline strategies used to manage risks in an organization’s business activities.

REQUIRED COURSES

In order to graduate from the B123 program, you need to complete **36 courses**: 30 Mandatory courses, 3 Business Electives, and 3 General Education Electives.

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 1138. COMM1003/CESL 1003 and MATH 1027 do not count towards the 36 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 classes 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.

<table>
<thead>
<tr>
<th>SEMESTER 1</th>
<th>Code</th>
<th>Courses</th>
<th>Pre-requisite</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>BUS 1038</td>
<td>Business Concepts I</td>
<td>NONE</td>
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<tr>
<td></td>
<td>COMM 1007</td>
<td>College English</td>
<td>NONE</td>
</tr>
<tr>
<td></td>
<td>COMP 1010</td>
<td>Business Computer Applications I</td>
<td>NONE</td>
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<td></td>
<td>HRM 1008</td>
<td>Fundamentals of Human Resources</td>
<td>NONE</td>
</tr>
<tr>
<td></td>
<td>MARK 1020</td>
<td>Principles of Marketing I</td>
<td>NONE</td>
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<tr>
<td></td>
<td>MATH 1008</td>
<td>Math for Business &amp; Management</td>
<td>NONE</td>
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<thead>
<tr>
<th>SEMESTER 2</th>
<th>Code</th>
<th>Courses</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>ACCT 1036</td>
<td>Principles of Accounting</td>
<td>NONE</td>
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<tr>
<td></td>
<td>BUS 1040</td>
<td>Project Management</td>
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<tr>
<td></td>
<td>COMM 1034</td>
<td>Professional Communication I</td>
<td>COMM 1007</td>
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<tr>
<td></td>
<td>COMP 1115</td>
<td>Business Computer Applications II</td>
<td>COMP 1010</td>
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<tr>
<td></td>
<td>MATH 1138</td>
<td>Retail Math</td>
<td>MATH 1008</td>
</tr>
<tr>
<td></td>
<td>PSY 1129</td>
<td>Organizational Behaviour</td>
<td>NONE</td>
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<table>
<thead>
<tr>
<th>SEMESTER 3</th>
<th>Code</th>
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<tbody>
<tr>
<td></td>
<td>MARK 1002</td>
<td>Professional Selling</td>
<td>MARK 1020</td>
</tr>
<tr>
<td></td>
<td>MGMT 2037</td>
<td>Retail Management</td>
<td>MARK 1020</td>
</tr>
<tr>
<td></td>
<td>MGMT 2036</td>
<td>Customer Service</td>
<td>MARK 1020</td>
</tr>
<tr>
<td></td>
<td>MGMT 4099</td>
<td>Operations Management</td>
<td>MATH 1138</td>
</tr>
<tr>
<td></td>
<td>STAT 1012</td>
<td>Business Statistics</td>
<td>MATH 1138</td>
</tr>
<tr>
<td></td>
<td>GHUM 1087</td>
<td>Successful Social Relations</td>
<td>NONE</td>
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<table>
<thead>
<tr>
<th>SEMESTER 4</th>
<th>Code</th>
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<tbody>
<tr>
<td></td>
<td>ACCT 2031</td>
<td>Managerial Accounting</td>
<td>ACCT 1036</td>
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<tr>
<td></td>
<td>BUS 1041</td>
<td>Small Business Management</td>
<td>BUS 1038</td>
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<td></td>
<td>BUS 1044</td>
<td>Business Law</td>
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<td></td>
<td>MGMT 1034</td>
<td>Retail Marketing</td>
<td>MARK 1020</td>
</tr>
<tr>
<td></td>
<td>STS 1037</td>
<td>Career Planning and Development</td>
<td>NONE</td>
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</table>

Select One General Education Elective
### SEMESTER 5

<table>
<thead>
<tr>
<th>Code</th>
<th>Courses</th>
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<tbody>
<tr>
<td>ECON 1032</td>
<td>Macroeconomics</td>
<td>NONE</td>
</tr>
<tr>
<td>MGMT 1020</td>
<td>Management Decision Making</td>
<td>MGMT 4009 &amp; ACCT 2031</td>
</tr>
<tr>
<td>MGMT 2040</td>
<td>Retail Logistics</td>
<td>MGMT 1034</td>
</tr>
<tr>
<td>MGMT 3013</td>
<td>Shopper Research</td>
<td>MGMT 2040</td>
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</table>

**Select One Business Elective**

**Select One General Education Elective**

### SEMESTER 6

<table>
<thead>
<tr>
<th>Code</th>
<th>Courses</th>
<th>Pre-requisite</th>
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</thead>
<tbody>
<tr>
<td>MGMT 3022</td>
<td>Omni-Channel</td>
<td>MGMT 1034</td>
</tr>
<tr>
<td>MGMT 3021</td>
<td>Retail Computer Simulation</td>
<td>Successful Completion of Semester 5</td>
</tr>
<tr>
<td>MGMT 3012</td>
<td>Store Design</td>
<td>MGMT 2040</td>
</tr>
</tbody>
</table>

**Select Two Business Electives**

**Select One General Education Elective**

List of General Education Electives

### ELECTIVES

#### BUSINESS ELECTIVES

<table>
<thead>
<tr>
<th>Code</th>
<th>Courses</th>
<th>Pre-requisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>CMMK 1114</td>
<td>Business Research &amp; Report Writing</td>
<td>COMM 1034</td>
</tr>
<tr>
<td>CMMK 1127</td>
<td>The Business Media in Canada</td>
<td>COMM 1034</td>
</tr>
<tr>
<td>COMP 1113</td>
<td>Principles of E-Business I</td>
<td>COMP 1010</td>
</tr>
<tr>
<td>MARK 2053</td>
<td>Negotiation Skills</td>
<td>MARK 1020</td>
</tr>
<tr>
<td>MARK 3007</td>
<td>Services Marketing</td>
<td>MARK 2049</td>
</tr>
<tr>
<td>BUS 1067</td>
<td>Field Education</td>
<td>For Non-Coop Students, by interview only</td>
</tr>
<tr>
<td>HRM 2027</td>
<td>Coaching for Effective Performance Management</td>
<td>ECON 1031 or ECON 1032 or ECON 1034, ECON 1034</td>
</tr>
<tr>
<td>ECON 1021</td>
<td>Environmental Economics</td>
<td>HRM 1008</td>
</tr>
<tr>
<td>CMMK 1156</td>
<td>Talking Business</td>
<td>COMM 1034</td>
</tr>
<tr>
<td>BUS 3015</td>
<td>Applied Business Planning</td>
<td>MARK 1020, ACCT 2031, MATH 1008 &amp; HRM 1008</td>
</tr>
</tbody>
</table>

#### YOUR CAREER

You will be prepared for a variety of administrative and management positions in the retail industry including store environment, online environment or corporate office. Positions may include:

- Buying Assistant
- Inventory Analyst
- Plan-o-grammer
- Retail Web Designer
- Store Designer
- Retail Logistics Specialist
**FUTURE STUDY OPTIONS**

For information on future study options, see georgebrown.ca/transferguide.

**ADMISSION REQUIREMENTS**

Applicants are selected on the basis of their academic achievement, including the required courses, and any other selection criteria outlined below.

- Ontario Secondary School Diploma or equivalent**
- Grade 12 English (C or U)
- Grade 11 Math (M or U) or Grade 12 (C or U)

**MATURE STUDENT STATUS (19 YEARS OF AGE OR OLDER)**

Mature Students may take the Admissions Assessment6 for English and Math, OR may consider upgrading to achieve the credit(s) needed in English7 and Math8.

Please note that George Brown is committed to ensuring that applicants will succeed in their program of choice and meeting the minimum requirements does not guarantee admission to the program. Applicants may be required to have grades higher than the minimum requirements stated.

**COURSE EXEMPTIONS**

Some college and university credits may qualify you for exemptions. Please visit georgebrown.ca/transferguide for more information.

**ENGLISH PROFICIENCY**

Proficiency in English communications is necessary for success in this program.

Please visit georgebrown.ca/englishproficiency for more details.

**INTERNATIONAL STUDENTS**

Visit the International Admissions9 page for more information.

**CONTACT US**

**DOMESTIC STUDENTS ADMISSIONS**

For inquiries about domestic admission requirements, admission deadlines, or the admissions process, please contact the Admissions Office at admissions@georgebrown.ca or visit the Admissions web page.

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   - Complete and submit the Client Intake Form

2. **Book by phone:**
   - Entry Advisor: (416) 415-5000, Ext 2949
   - Toll Free: 1-800-265-2002
   - TTY: 1-877-515-5559

**CENTRE FOR BUSINESS**

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**INFORMATION SESSIONS**

For program specific information and to meet faculty, sign up to attend an information session

**BUSINESS ADMINISTRATION – RETAIL (B123/163)**

For inquiries related to this program (for example, course-specific information) please contact the Co-ordinator:

Mario Pascucci, Program Co-ordinator
Email: mpascucc@georgebrown.ca

Elizabeth Speers, Director, Centre for Business
Email: espeers@georgebrown.ca
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\(^3\)http://www.georgebrown.ca/programs/business-administration-retail-program-with-work-experience-b163/
\(^4\)http://www.georgebrown.ca/programs/business-administration-retail-program-with-work-experience-b163/
\(^5\)http://www.georgebrown.ca/business/learning_environment/
\(^6\)http://www.georgebrown.ca/assessment/admi-pre/
\(^7\)http://www.georgebrown.ca/upgrading-credits/english-diploma/
\(^8\)http://www.georgebrown.ca/upgrading-credits/math-diploma/
\(^9\)http://www.georgebrown.ca/international/futurestudents/applynow/
\(^10\)http://www.georgebrown.ca/admissions/
\(^11\)http://www.georgebrown.ca/international/
\(^12\)http://www.georgebrown.ca/financialaid/
\(^13\)http://www.georgebrown.ca/entry_advising_faq.aspx
\(^14\)http://www.georgebrown.ca/advising/contactform/
\(^15\)http://www.georgebrown.ca/info_sessions.aspx
\(^16\)http://www.georgebrown.ca/business_infosessions/
\(^17\)http://www.georgebrown.ca/business_infosessions/

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BUSINESS ADMINISTRATION - RETAIL PROGRAM (WITH WORK EXPERIENCE) (B163)

<table>
<thead>
<tr>
<th>PROGRAM NAME</th>
<th>Business Administration – Retail</th>
</tr>
</thead>
<tbody>
<tr>
<td>COURSE CODE</td>
<td>B163</td>
</tr>
<tr>
<td>SCHOOL</td>
<td>School of Management</td>
</tr>
<tr>
<td>CENTRE</td>
<td>Business</td>
</tr>
<tr>
<td>LOCATION</td>
<td>St. James Campus</td>
</tr>
<tr>
<td>DURATION</td>
<td>3 years (6 semesters in class, 2 semesters work experience)</td>
</tr>
<tr>
<td>EXPERIENTIAL LEARNING</td>
<td>Work Experience (Co-op or Internship) Required</td>
</tr>
<tr>
<td>STARTING MONTH</td>
<td>September</td>
</tr>
<tr>
<td>CREDENTIAL</td>
<td>Ontario College Advanced Diploma</td>
</tr>
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<td>YEAR OF STUDY</td>
<td>2018-2019</td>
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<td>METHOD OF STUDY</td>
<td>FT</td>
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<tr>
<td>APPLY TO</td>
<td>Ontario Colleges</td>
</tr>
</tbody>
</table>

**TUITION**

$4,049.00 * †

**ADDITIONAL COST**

*Amounts listed are the total of tuition, materials, student service and ancillary fees for the first two semesters of programs starting in fall 2017. Fees are subject to change for programs starting in fall 2018 and at later dates.

†This program includes 2 Work Experience semesters. The tuition fee for this program does NOT include the cost of Work Experience seminars. The first Work Experience fee of $450 covers the cost of the Work Experience Preparation course and the first Work Experience semester. There is an additional fee of $450 for the second Work Experience semester.

International students: Visit the International Fees and Related Costs page for more information.

The Business Administration – Retail (with work experience) advanced diploma program prepares students with the knowledge and skills to work in areas such as store design, merchandising initiatives, logistics, inventory, security planning and plan-o-gramming.

Graduates may choose to work for a large multinational company, national store chain, small chain or individual store outlet; take over a family operation; or open their own location or virtual storefront. This three-year program provides the student with the tools to grow within their chosen company to a number of positions related to retail functions.

This learning experience will enable graduates to demonstrate:

- Plans and strategies to support a retail environment (physical and online) including retail marketing, logistics and store design
- Development of a business plan
- Assessment of marketing and sales concepts and strategies and the application of them to the needs of the organization
- Application of human resource practices to support management objectives and the organizations
- Performance of work in compliance with relevant statutes, regulations and business practices

This program (B163) is offered with Work Experience. Students wishing to apply for Business Administration – Retail without work experience should apply to B123.

**EXPERIENTIAL LEARNING**

Work Experience (Co-op or Internship) Required

**YOUR FIELD STUDY OPTIONS**

**WORK EXPERIENCE (CO-OP OR INTERNSHIP) WORK TERM**

This program requires the successful completion of two semesters of work experience to graduate. This work experience is either Co-op (paid) or internship (unpaid). Either one will give you the practical experience employers value.
George Brown works with employers and industry partners to identify potential work experience opportunities. Students are also strongly encouraged to pursue self-directed industry work experience to provide valuable learning experiences that meet the learning outcomes of the program. This work experience can in turn be added to your resume.

In addition to on-the-job work experience, George Brown College endeavours to provide field education opportunities with real world challenges and clients. Find out more about field education at the Centre for Business.

**PROGRAM STANDARDS AND LEARNING OUTCOMES**

The graduate has reliably demonstrated the ability to:

1. Evaluate the impact of global issues on an organization’s business opportunities by using an environmental scan.
2. Apply principles of corporate sustainability, corporate social responsibility and ethics to support an organization’s business initiatives.
3. Assess and use current concepts/systems and technologies to support an organization's business initiatives.
4. Conduct and present research to support business decision making.
5. Plan, implement and evaluate projects by applying project management principles.
6. Perform work in compliance with relevant statutes, regulations and business practices.
7. Apply human resource practices to support management objectives and the organization’s goals.
8. Use accounting and financial principles to support the management and operations of an organization.
9. Assess marketing and sales concepts and strategies and apply them to the needs of an organization.
10. Outline principles of supply chain management and operations management and assess their impact on the operations of an organization.
11. Participate in the development of a business plan.
12. Develop strategies for ongoing personal and professional development to enhance work performance in the business field.
13. Outline strategies used to manage risks in an organization’s business activities.

**REQUIRED COURSES**

In order to graduate from the B163 program, you need to complete 37 courses: 31 Mandatory courses, 3 Business Electives, and 3 General Education Electives. For the B163 program you need to take an additional course, the Work Experience Prep Course (BUS 1000) in semester 3, 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 1138. COMM1003/CESL 1003 and MATH 1027 do not count towards the 36 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 classes 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.

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<td>College English</td>
<td>NONE</td>
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**SEMESTER 2**

<table>
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<tr>
<th>Code</th>
<th>Courses</th>
<th>Pre-requisite</th>
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<tbody>
<tr>
<td>ACCT 1036</td>
<td>Principles of Accounting</td>
<td>NONE</td>
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<tr>
<td>BUS 1040</td>
<td>Project Management</td>
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<tr>
<td>COMM 1034</td>
<td>Professional Communication I</td>
<td>COMM 1007</td>
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<tr>
<td>COMP 1115</td>
<td>Business Computer Applications II</td>
<td>COMP 1010</td>
</tr>
<tr>
<td>MATH 1138</td>
<td>Retail Math</td>
<td>MATH 1008</td>
</tr>
<tr>
<td>PSY 1129</td>
<td>Organizational Behaviour</td>
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**SEMESTER 3**

<table>
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<tr>
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<tbody>
<tr>
<td>MARK 1002</td>
<td>Professional Selling</td>
<td>MARK 1020</td>
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<tr>
<td>MGMT 2037</td>
<td>Retail Management</td>
<td>MARK 1020</td>
</tr>
<tr>
<td>MGMT 2036</td>
<td>Customer Service</td>
<td>MARK 1020</td>
</tr>
<tr>
<td>MGMT 4009</td>
<td>Operations Management</td>
<td>MATH 1138</td>
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<td>STAT 1012</td>
<td>Business Statistics</td>
<td>MATH 1138</td>
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<tr>
<td>GHUM 1087</td>
<td>Successful Social Relations</td>
<td>NONE</td>
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<tr>
<td>BUS 1000</td>
<td>Work Experience Prep Course*</td>
<td>COMM 1007 &amp; 3.0 GPA</td>
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* This course is mandatory only for students taking the Work Experience Option (B163).
### SEMESTER 4

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<tr>
<th>Code</th>
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<tr>
<td>ACCT 2031</td>
<td>Managerial Accounting</td>
<td>ACCT 1036</td>
</tr>
<tr>
<td>BUS 1041</td>
<td>Small Business Management</td>
<td>BUS 1038</td>
</tr>
<tr>
<td>BUS 1044</td>
<td>Business Law</td>
<td>NONE</td>
</tr>
<tr>
<td>STS 1037</td>
<td>Career Planning and Development</td>
<td>NONE</td>
</tr>
<tr>
<td>MGMT 1034</td>
<td>Retail Marketing</td>
<td>MARK 1020</td>
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Select One General Education Elective

### SEMESTER 5

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<th>Code</th>
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<tr>
<td>ECON 1032</td>
<td>Macroeconomics</td>
<td>NONE</td>
</tr>
<tr>
<td>MGMT 1020</td>
<td>Management Decision Making</td>
<td>MGMT 4009 &amp; ACCT 2031</td>
</tr>
<tr>
<td>MGMT 2040</td>
<td>Retail Logistics</td>
<td>MGMT 1034</td>
</tr>
<tr>
<td>MGMT 3013</td>
<td>Shopper Research</td>
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Select One Business Elective
Select One General Education Elective

### SEMESTER 6

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<td>MGMT 3022</td>
<td>Omni-Channel</td>
<td>MGMT 1034</td>
</tr>
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<td>MGMT 3021</td>
<td>Retail Computer Simulation</td>
<td>Successful Completion of Semester 5</td>
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<tr>
<td>MGMT 3012</td>
<td>Store Design</td>
<td>MGMT 2040</td>
</tr>
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</table>

Select Two Business Electives
Select One General Education Elective

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### ELECTIVES

#### BUSINESS ELECTIVES

<table>
<thead>
<tr>
<th>Code</th>
<th>Courses</th>
<th>Pre-requisite</th>
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</thead>
<tbody>
<tr>
<td>CMMK 1114</td>
<td>Business Research &amp; Report Writing</td>
<td>COMM 1034</td>
</tr>
<tr>
<td>CMMK 1127</td>
<td>The Business Media in Canada</td>
<td>COMM 1034</td>
</tr>
<tr>
<td>COMP 1113</td>
<td>Principles of E-Business I</td>
<td>COMP 1010</td>
</tr>
<tr>
<td>MARK 2053</td>
<td>Negotiation Skills</td>
<td>MARK 1020</td>
</tr>
<tr>
<td>MARK 3007</td>
<td>Services Marketing</td>
<td>MARK 2049</td>
</tr>
<tr>
<td>BUS 1067</td>
<td>Field Education</td>
<td>For Non-Coop Students, by interview only</td>
</tr>
<tr>
<td>HRM 2027</td>
<td>Coaching for Effective Performance Management</td>
<td>HRM 1008</td>
</tr>
<tr>
<td>ECON 1021</td>
<td>Environmental Economics</td>
<td>ECON 1031 or ECON 1032 or ECON 1034, ECON 1034</td>
</tr>
<tr>
<td>CMMK 1156</td>
<td>Talking Business</td>
<td>COMM 1034</td>
</tr>
<tr>
<td>BUS 3015</td>
<td>Applied Business Planning</td>
<td>MARK 1020, ACCT 2031, MATH 1008 &amp; HRM 1008</td>
</tr>
</tbody>
</table>

#### YOUR CAREER

You will be prepared for a variety of administrative and management positions in the retail industry including store environment, online environment or corporate office. Positions may include:

- Buying Assistant
- Inventory Analyst
- Plan-o-grammer
- Retail Web Designer
- Store Designer
- Retail Logistics Specialist

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List of General Education Electives
FUTURE STUDY OPTIONS
For information on future study options, see georgebrown.ca/transferguide.

ADMISSION REQUIREMENTS
Applicants are selected on the basis of their academic achievement, including the required courses, and any other selection criteria outlined below.

- Ontario Secondary School Diploma or equivalent**
- Grade 12 English (C or U)
- Grade 11 Math (M or U) or Grade 12 (C or U)

** MATURE STUDENT STATUS (19 YEARS OF AGE OR OLDER AND NO OSSD)
Mature Students may take the Admissions Assessment6 for English and Math, OR may consider upgrading to achieve the credit(s) needed in English7 and Math8.

Please note that George Brown is committed to ensuring that applicants will succeed in their program of choice and meeting the minimum requirements does not guarantee admission to the program. Applicants may be required to have grades higher than the minimum requirements stated.

COURSE EXEMPTIONS
Some college and university credits may qualify you for exemptions. Please visit georgebrown.ca/transferguide for more information.

ENGLISH LANGUAGE PROFICIENCY
Proficiency in English communications is necessary for success in this program.

Please visit georgebrown.ca/englishproficiency for more details.

INTERNATIONAL (VISA) STUDENTS
Visit the International Admissions9 page for more information.

CONTACT US
DOMESTIC STUDENTS ADMISSIONS
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Phone: (416) 415-5000 ext. 2115

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1. Book online:
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2. Book by phone:

CENTRE FOR BUSINESS
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For general inquiries, please contact the Centre for Business:
Email: business@georgebrown.ca Phone: (416) 415-5000 ext. 2160

INFORMATION SESSIONS
For program specific information and to meet faculty, sign up to attend an information session

BUSINESS ADMINISTRATION – RETAIL (B123/163)
For inquiries related to this program (for example, course-specific information) please contact the Co-ordinator:

Mario Pascucci, Program Co-ordinator
Email: mpascucc@georgebrown.ca

Elizabeth Speers, Director, Centre for Business
Email: espeers@georgebrown.ca
VISIT OUR CAMPUS

On-campus information sessions are held on a regular basis. Come and have your questions answered. Learn about the program content and career options. Meet your friendly professors and staff. Experience what it is like to be in a George Brown College classroom. Sign up for an upcoming session.

LINKS REFERENCE

2http://www.georgebrown.ca/international/futurestudents/tuitionfees/
3http://www.georgebrown.ca/programs/business-administration-retail-program-b123/
4http://www.georgebrown.ca/programs/business-administration-retail-program-b123/
5http://www.georgebrown.ca/business/learning_environment/
6http://www.georgebrown.ca/assessment/admi-pre/
7http://www.georgebrown.ca/upgrading-credits/english-diploma/
8http://www.georgebrown.ca/upgrading-credits/math-diploma/
9http://www.georgebrown.ca/international/futurestudents/applynow/
10http://www.georgebrown.ca/admissions/
11http://www.georgebrown.ca/international/
12http://www.georgebrown.ca/financialaid/
13http://www.georgebrown.ca/entry_advising_faq.aspx
14http://www.georgebrown.ca/advising/contactform/
15http://www.georgebrown.ca/info_sessions.aspx
16http://www.georgebrown.ca/business_infosessions/

George Brown College is continually striving to improve its programs and their delivery. The information contained in this calendar is subject to change without notice. It should not be viewed as a representation, offer or warranty. Students are responsible for verifying George Brown College admission, graduation, and fee requirements as well as any requirements of outside institutions, industry associations, or other bodies that may award additional designations concurrently with, or after completion of, a George Brown College program.
Students in the advanced diploma Business Administration – Supply Chain and Operations Management program will be prepared to perform marketing forecasting, demand management, production planning and other functions, in careers that include logistics, transportation, warehousing, exporting, planning and forecasting. The supply chain and operations management courses in this program will allow graduates to demonstrate knowledge, skills and abilities related to both business in general and supply chain jobs in particular.

This learning experience will enable graduates to demonstrate:

- Analysis of the impact of an organization's supply chain initiatives on its human resources management strategies, policies and practices
- Compliance of an organization with relevant national and internal law, regulations, safety requirements and professional standards
- Application of the knowledge of the functional components in the integrated supply chain including logistics, purchasing, distribution, transportation and warehousing
- Use of supply chain tools and resources, in order to comply with the requirements of supply chain management
- Interpretation of relevant financial documents and assessment of financial strategies that support an organization's supply chain

See how the supply chain management industry drives Canadian commerce with a variety of exciting and rewarding careers in this video by the Canadian Supply Chain Sector Council.

Did you know? As of 2014, there were approximately 820,364 workers in the Canadian supply chain sector¹. Right now more than 27,000 supply chain positions in Canada sit unfilled, and another 66,000 openings are anticipated each year for the next five years².

¹ Canadian Supply Chain Sector Council – Supply Chain Sector Facts and Figures³  ² Careers in the Supply Chain⁴

EXPERIENTIAL LEARNING

Field Education Course (Optional)

YOUR FIELD STUDY OPTIONS

This program (B122) is also offered with work experience. Students who wish to apply for Business Administration – Supply Chain and Operations Management with Work Experience⁵ should apply to B162⁶.

In addition to on-the-job work experience George Brown College endeavours to provide field education opportunities with real world challenges and clients. Find out more about field education⁷ at the Centre for Business.
PROGRAM STANDARDS AND LEARNING OUTCOMES

The graduate has reliably demonstrated the ability to:

1. Examine the connections between strategic objectives, stakeholder expectations, and supply chain functions, processes and roles, to support decision-making, problem-solving and coordination of tasks.
2. Determine the value added and financial implications of supply chain decisions on overall business profitability, efficiency and stakeholder satisfaction.
3. Ensure supply chain activities and transactions are compliant with relevant legal, regulatory and contractual obligations, and industry and organization standards and policies for quality, health, safety, accountability, social and environmental responsibility.
4. Use risk mitigation tools and strategies to inform supply chain management decisions.
5. Manage the acquisition and sale of goods, services and materials in accordance with best practices and public and private sector stakeholder expectations across a variety of industries.
6. Plan and schedule material requirements and resource allocation and manage inventories for efficient production and fulfillment of customer orders and returns.
7. Manage the efficient handling and movement of goods, services, materials and related information within and between supply chains.
8. Contribute to the identification and management of continuous improvements to functions and processes within and between supply chains.
9. Use available technologies to enhance work performance and support supply chain functions, processes, transactions and communications.
10. Monitor relevant trends, emerging technologies, and local and global economic, political and environmental issues to enhance work performance and guide management decisions.
11. Perform tasks in accordance with policies and procedures for workplace health and safety and industry standards and best practices for professional, ethical and accountable conduct and communications.
12. Maintain relationships with a diversity of stakeholders to support the achievement of business goals.
13. Apply strategies for personal, career and professional development.

REQUIRED COURSES

In order to graduate from the B122 program, you need to complete 36 courses: 29 Mandatory courses, 4 Business Electives, and 3 General Education Electives.

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 36 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.

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In order to graduate from the B122 program, you need to complete 36 courses: 29 Mandatory courses, 4 Business Electives, and 3 General Education Electives.

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SEMESTER 1

<table>
<thead>
<tr>
<th>Code</th>
<th>Courses</th>
<th>Pre-requisite</th>
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<td>Business Concepts I</td>
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<td>COMM 1007</td>
<td>College English</td>
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<td>COMP 1010</td>
<td>Business Computer Applications I</td>
<td>NONE</td>
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<tr>
<td>HRM 1008</td>
<td>Fundamentals of HR Management</td>
<td>NONE</td>
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<tr>
<td>MARK 1020</td>
<td>Principles of Marketing I</td>
<td>NONE</td>
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<tr>
<td>MATH 1008</td>
<td>Math for Business &amp; Management I</td>
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SEMESTER 2

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<td>ACCT 1036</td>
<td>Principles of Accounting</td>
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<td>BUS 1040</td>
<td>Project Management</td>
<td>NONE</td>
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<td>COMM 1034</td>
<td>Professional Communications I</td>
<td>COMM 1007</td>
</tr>
<tr>
<td>COMP 1115</td>
<td>Business Computer Applications II</td>
<td>COMP 1010</td>
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<td>MATH 1095</td>
<td>Math for Business &amp; Management II</td>
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<td>PSY 1129</td>
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SEMESTER 3

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<tr>
<td>ECON 1032</td>
<td>Macroeconomics</td>
<td>NONE</td>
</tr>
<tr>
<td>MGMT 1018</td>
<td>International Business</td>
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<td>MGMT 4009</td>
<td>Operations Management</td>
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<td>STAT 1012</td>
<td>Business Statistics</td>
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<td>GHUM 1087</td>
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Select One Business Elective
### SEMESTER 4

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<tr>
<th>Code</th>
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<td>ACCT 2031</td>
<td>Managerial Accounting</td>
<td>ACCT 1036</td>
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<td>BUS 1041</td>
<td>Small Business Management</td>
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<td>BUS 1044</td>
<td>Business Law</td>
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<td>BUS 1055</td>
<td>Logistics &amp; Supply Chain Management</td>
<td>MGMT 4009 &amp; COMP 1115</td>
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<td>STS 1037</td>
<td>Career Planning &amp; Development</td>
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Select One General Education Elective

### SEMESTER 5

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<tbody>
<tr>
<td>BUS 3012</td>
<td>Introduction to Freight Forwarding I</td>
<td>MGMT 1018</td>
</tr>
<tr>
<td>MGMT 1017</td>
<td>Purchasing Practices</td>
<td>MGMT 4009</td>
</tr>
<tr>
<td>MGMT 1020</td>
<td>Management Decision Making</td>
<td>MGMT 4009 &amp; ACCT 2031</td>
</tr>
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<td>MGMT 1030</td>
<td>Enterprise Resource Planning</td>
<td>BUS 1055</td>
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<tr>
<td>MGMT 1031</td>
<td>Supply Chain Strategy &amp; Technology</td>
<td>BUS 1055</td>
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Select One General Education Elective

### SEMESTER 6

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<tbody>
<tr>
<td>BUS 3013</td>
<td>Introduction to Freight Forwarding II</td>
<td>BUS 3012</td>
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<tr>
<td>MGMT 3006</td>
<td>Strategic Analysis</td>
<td>MGMT 1020 &amp; COMM 1034</td>
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Select Three Business Electives
Select One General Education Elective

### Electives

#### BUSINESS ELECTIVES (SEMESTER FIVE AND SIX):

<table>
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<th>Courses</th>
<th>Pre-requisite</th>
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<tbody>
<tr>
<td>CMMK 1114</td>
<td>Business Research &amp; Report Writing</td>
<td>COMM 1034</td>
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<tr>
<td>CMMK 1127</td>
<td>The Business Media in Canada</td>
<td>COMM 1034</td>
</tr>
<tr>
<td>COMP 1113</td>
<td>Principles of E-Business I</td>
<td>COMP 1010</td>
</tr>
<tr>
<td>MARK 2053</td>
<td>Negotiation Skills</td>
<td>MARK 1020</td>
</tr>
<tr>
<td>MARK 3007</td>
<td>Services Marketing</td>
<td>MARK 2049</td>
</tr>
<tr>
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<td>Coaching for Effective Performance Management</td>
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<tr>
<td>ECON 1021</td>
<td>Environmental Economics</td>
<td>ECON 1031 or, ECON 1032 or, ECON 1034</td>
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<td>CMMK 1156</td>
<td>Talking Business</td>
<td>COMM 1034</td>
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<td>BUS 3015</td>
<td>Applied Business Planning</td>
<td>MARK 1020, ACCT 2031, MATH 1008 &amp; HRM 1008</td>
</tr>
</tbody>
</table>

### Your Career

The supply chain management and logistics sector includes a wide range of organizations including retailers, distributors, consulting firms, service firms (hotels, restaurants), educational institutions, government agencies, transportation companies and manufacturing and production companies. Potential positions may include:

- Procurement Officer
- Customs Analyst
- Forecasting and Demand Specialist
- Logistics Analyst
- Supply Chain Specialist
- Purchasing Agent – Materials Management
FUTURE STUDY OPTIONS

The Canadian Supply Chain Sector Council has established a National Accreditation Program (NAP) to recognize supply chain-related educational offerings that meet its national standard. The NAP standard – developed in partnership with the Canadian Standards Association and with significant input from supply chain stakeholders – reflects industry’s needs and educators’ best practices. For more information, visit supplychaincanada.org/en/NAP.

For further information on future study options, see georgebrown.ca/transferguide.

ADMISSION REQUIREMENTS

Applicants are selected on the basis of their academic achievement, including the required courses, and any other selection criteria outlined below.

- Ontario Secondary School Diploma or equivalent**
- Grade 12 English (C or U)
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Mature Students may take the Admissions Assessment for English and Math, OR may consider upgrading to achieve the credit(s) needed in English and Math.

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ENGLISH LANGUAGE PROFICIENCY

Proficiency in English communications is necessary for success in this program.

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INTERNATIONAL (VISA) STUDENTS

Visit the International Admissions page for more information.

“I could not have become who I am today without the people who are part of this community at George Brown. The experience you learn from this program, you can immediately apply it to the workplace when you’re looking for a job.”

Hear more about Dinh’s story in our video.

Dinh Truong (Graduate 2014, Business Administration – Supply Chain and Operations Management)

CONTACT US

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BUSINESS ADMINISTRATION – SUPPLY CHAIN AND OPERATIONS MANAGEMENT (B122)
For inquiries related to this program (for example, course-specific information) please contact the Co-ordinator:

Robert Ruggieri, Program Co-ordinator
Email: rruggieri@georgebrown.ca
Elizabeth Speers, Director, Centre for Business
Email: espeers@georgebrown.ca

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On-campus information sessions are held on a regular basis. Come and have your questions answered. Learn about the program content and career options. Meet your friendly professors and staff. Experience what it is like to be in a George Brown College classroom. Sign up for an upcoming session.

LINKS REFERENCE
1https://collegeapply.ontarioccolleges.ca/?collegeCode=GBTC&programCode=B122&lang=en
2http://www.georgebrown.ca/international/futurestudents/academic/tuitionfees/
4http://www.careersinsupplychain.ca/
6http://www.georgebrown.ca/business/learning_environment/
7http://supplychaincanada.org/en/NAP
8http://www.georgebrown.ca/assessment/admi-pre/
9http://www.georgebrown.ca/upgrading-credits/english-diploma/
10http://www.georgebrown.ca/upgrading-credits/math-diploma/
11http://www.georgebrown.ca/international/futurestudents/applynow/
12https://www.youtube.com/watch?v=uDRjvstkOhE
13http://www.georgebrown.ca/admissions/
14http://www.georgebrown.ca/international/
15http://www.georgebrown.ca/financialaid/
16http://www.georgebrown.ca/entry_advising_faq.aspx
17http://www.georgebrown.ca/advising/contactform/
18http://www.georgebrown.ca/info_sessions.aspx
19http://www.georgebrown.ca/business_infosessions/

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Students in the Business Administration – Supply Chain and Operations Management (with work experience) advanced diploma program will be prepared to perform marketing forecasting, demand management, production planning and other functions in supply chain management, in careers that include logistics, transportation, warehousing, exporting, procurement, planning and forecasting. The supply chain management courses in this program will allow graduates to demonstrate knowledge, skills and abilities related to both business in general and supply chain jobs in particular.

This learning experience will enable graduates to demonstrate:

- Analysis of the impact of an organization's supply chain initiatives on its human resources management strategies, policies and practices
- Compliance of an organization with relevant national and internal law, regulations, safety requirements and professional standards
- Application of the knowledge of the functional components in the integrated supply chain including logistics, purchasing, distribution, transportation and warehousing
- Use of supply chain tools and resources, in order to comply with the requirements of supply chain management
- Interpretation of relevant financial documents and assessment of financial strategies that support an organization's supply chain

See how the supply chain management industry drives Canadian commerce with a variety of exciting and rewarding careers in this video by the Canadian Supply Chain Sector Council.

Did you know? As of 2014, there were approximately 820,364 workers in the Canadian supply chain sector. Right now more than 27,000 supply chain positions in Canada sit unfilled, and another 66,000 openings are anticipated each year for the next five years.

1 Canadian Supply Chain Sector Council – Supply Chain Sector Facts and Figures 2 Careers in the Supply Chain

This program (B162) is offered with Work Experience. Students wishing to apply for Business Administration – Supply Chain and Operations Management without work experience should apply to B122.

EXPERIENTIAL LEARNING

Work Experience (Co-op or Internship) Required
YOUR FIELD STUDY OPTIONS

WORK EXPERIENCE (CO-OP OR INTERNSHIP WORK TERM)

This program requires the successful completion of two semesters of work experience to graduate. This work experience is either co-op (paid) or internship (unpaid). Either one will give you the practical experience employers value.

George Brown works with employers and industry partners to identify potential work experience opportunities. Students are also strongly encouraged to pursue self-directed industry work experience opportunities they believe would provide the learning experiences they value and meet the learning outcomes of the program. This valuable work experience can in turn be added to your resume.

In addition to on-the-job work experience, George Brown College endeavours to provide field education opportunities with real world challenges and clients. Find out more about field education at the Centre for Business.

PROGRAM STANDARDS AND LEARNING OUTCOMES

The graduate has reliably demonstrated the ability to:

1. Examine the connections between strategic objectives, stakeholder expectations, and supply chain functions, processes and roles, to support decision-making, problem-solving and coordination of tasks.
2. Determine the value added and financial implications of supply chain decisions on overall business profitability, efficiency and stakeholder satisfaction.
3. Ensure supply chain activities and transactions are compliant with relevant legal, regulatory and contractual obligations, and industry and organization standards and policies for quality, health, safety, accountability, social and environmental responsibility.
4. Use risk mitigation tools and strategies to inform supply chain management decisions.
5. Manage the acquisition and sale of goods, services and materials in accordance with best practices and public and private sector stakeholder expectations across a variety of industries.
6. Plan and schedule material requirements and resource allocation and manage inventories for efficient production and fulfillment of customer orders and returns.
7. Manage the efficient handling and movement of goods, services, materials and related information within and between supply chains.
8. Contribute to the identification and management of continuous improvements to functions and processes within and between supply chains.
9. Use available technologies to enhance work performance and support supply chain functions, processes, transactions and communications.
10. Monitor relevant trends, emerging technologies, and local and global economic, political and environmental issues to enhance work performance and guide management decisions.
11. Perform tasks in accordance with policies and procedures for workplace health and safety and industry standards and best practices for professional, ethical and accountable conduct and communications.
12. Maintain relationships with a diversity of stakeholders to support the achievement of business goals.
13. Apply strategies for personal, career and professional development.

REQUIRED COURSES

In order to graduate from the B162 program, you need to complete 37 courses: 30 Mandatory courses, 4 Business Electives, and 3 General Education Electives. For the B162 program you need to take an additional course, the Work Experience Prep Course (BUS 1000) in semester 3, 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 36 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 classes 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.

SEMMESTER 1

<table>
<thead>
<tr>
<th>Code</th>
<th>Courses</th>
<th>Pre-requisite</th>
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<tbody>
<tr>
<td>BUS 1038</td>
<td>Business Concepts I</td>
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<td>COMM 1007</td>
<td>College English</td>
<td>NONE</td>
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<td>COMP 1010</td>
<td>Business Computer Applications I</td>
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<td>HRM 1008</td>
<td>Fundamentals of HR Management</td>
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<td>MARK 1020</td>
<td>Principles of Marketing I</td>
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<td>MATH 1008</td>
<td>Math for Business &amp; Management I</td>
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## SEMESTER 2

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<td>ACCT 1036</td>
<td>Principles of Accounting</td>
<td>NONE</td>
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<td>BUS 1040</td>
<td>Project Management</td>
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<td>COMM 1034</td>
<td>Professional Communications I</td>
<td>COMM 1007</td>
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<td>COMP 1115</td>
<td>Business Computer Applications II</td>
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<td>Math for Business &amp; Management II</td>
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<td>PSY 1129</td>
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## SEMESTER 3

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<td>ECON 1032</td>
<td>Macroeconomics</td>
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<td>MGMT 1018</td>
<td>International Business</td>
<td>MARK 1020</td>
</tr>
<tr>
<td>MGMT 4009</td>
<td>Operations Management</td>
<td>MATH 1095</td>
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<tr>
<td>STAT 1012</td>
<td>Business Statistics</td>
<td>MATH 1095</td>
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<td>GHUM 1087</td>
<td>Successful Social Relations</td>
<td>NONE</td>
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<tr>
<td>BUS 1000</td>
<td>Work Experience Prep Course*</td>
<td>COMM 1007 &amp; 3.0 GPA</td>
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</table>

Select One Business Elective

* This course is mandatory only for students taking the Work Experience Option (B162).

## SEMESTER 4

<table>
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<tr>
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<tr>
<td>ACCT 2031</td>
<td>Managerial Accounting</td>
<td>ACCT 1036</td>
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<tr>
<td>BUS 1041</td>
<td>Small Business Management</td>
<td>BUS 1038</td>
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<td>BUS 1044</td>
<td>Business Law</td>
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<tr>
<td>BUS 1055</td>
<td>Logistics &amp; Supply Chain Management</td>
<td>MGMT 4009 &amp; COMP 1115</td>
</tr>
<tr>
<td>STS 1037</td>
<td>Career Planning &amp; Development</td>
<td>NONE</td>
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Select One General Education Elective

## SEMESTER 5

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<tr>
<td>BUS 3012</td>
<td>Introduction to Freight Forwarding I</td>
<td>MGMT 1018</td>
</tr>
<tr>
<td>MGMT 1017</td>
<td>Purchasing Practices</td>
<td>MGMT 4009</td>
</tr>
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<td>MGMT 1020</td>
<td>Management Decision Making</td>
<td>MGMT 4009 &amp; MGMT 2031</td>
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<td>MGMT 1030</td>
<td>Enterprise Resource Planning</td>
<td>BUS 1055</td>
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<tr>
<td>MGMT 1031</td>
<td>Supply Chain Strategy &amp; Technology</td>
<td>BUS 1055</td>
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Select One General Education Elective

## SEMESTER 6

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<td>BUS 3013</td>
<td>Introduction to Freight Forwarding II</td>
<td>BUS 3012</td>
</tr>
<tr>
<td>MGMT 3006</td>
<td>Strategic Analysis</td>
<td>MGMT 1020 &amp; MGMT 1034</td>
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</table>

Select Three Business Electives

Select One General Education Elective

## ELECTIVES

### BUSINESS ELECTIVES (SEMESTER FIVE AND SIX):

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<tr>
<th>Code</th>
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<tr>
<td>CMMK 1114</td>
<td>Business Research &amp; Report Writing</td>
<td>COMM 1034</td>
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<td>CMMK 1127</td>
<td>The Business Media in Canada</td>
<td>COMM 1034</td>
</tr>
<tr>
<td>COMP 1113</td>
<td>Principles of E-Business I</td>
<td>COMP 1010</td>
</tr>
<tr>
<td>MARK 2053</td>
<td>Negotiation Skills</td>
<td>MARK 1020</td>
</tr>
<tr>
<td>MARK 3007</td>
<td>Services Marketing</td>
<td>MARK 2049</td>
</tr>
<tr>
<td>HRM 2027</td>
<td>Coaching for Effective Performance Management</td>
<td>HRM 1008</td>
</tr>
<tr>
<td>ECON 1021</td>
<td>Environmental Economics</td>
<td>ECON 1031 or, ECON 1032 or, ECON 1034</td>
</tr>
<tr>
<td>CMMK 1156</td>
<td>Talking Business</td>
<td>COMM 1034</td>
</tr>
<tr>
<td>BUS 3015</td>
<td>Applied Business Planning</td>
<td>MARK 1020, ACCT 2031, MATH 1008 &amp; HRM 1008</td>
</tr>
</tbody>
</table>

## YOUR CAREER

The supply chain management and logistics sector includes a wide range of organizations including retailers, distributors, consulting firms, service firms (hotels, restaurants), educational institutions, government agencies, transportation companies and manufacturing and production companies. Potential positions may include:

- Procurement Officer
- Customs Analyst
- Forecasting and Demand Specialist
- Logistics Analyst
- Supply Chain Specialist
- Purchasing Agent – Materials Management
FUTURE STUDY OPTIONS

The Canadian Supply Chain Sector Council has established a National Accreditation Program (NAP) to recognize supply chain-related educational offerings that meet its national standard. The NAP standard – developed in partnership with the Canadian Standards Association and with significant input from supply chain stakeholders – reflects industry’s needs and educators’ best practices. For more information, visit supplychaincanada.org/en/NAP.

For further information on future study options, see georgebrown.ca/transferguide

ADMISSION REQUIREMENTS

Applicants are selected on the basis of their academic achievement, including the required courses, and any other selection criteria outlined below.

- Ontario Secondary School Diploma or equivalent**
- Grade 12 English (C or U)
- Grade 11 Math (M or U) or Grade 12 (C or U)

** MATURE STUDENT STATUS (19 YEARS OF AGE OR OLDER AND NO OSSD)

Mature Students may take the Admissions Assessment for English and Math, OR may consider upgrading to achieve the credit(s) needed in English and Math.

Please note that George Brown is committed to ensuring that applicants will succeed in their program of choice and that meeting the minimum requirements does not guarantee admission to the program. Applicants may be required to have grades higher than the minimum requirements stated.

COURSE EXEMPTIONS

Some college and university credits may qualify you for exemptions. Please visit georgebrown.ca/transferguide for more information.

ENGLISH LANGUAGE PROFICIENCY

Proficiency in English communications is necessary for success in this program.

Please visit georgebrown.ca/englishproficiency for more details

INTERNATIONAL (VISA) STUDENTS

Visit the International Admissions page for more information.

"I could not have become who I am today without the people who are part of this community at George Brown. The experience you learn from this program, you can immediately apply it to the workplace when you’re looking for a job.”

Hear more about Dinh’s story in our video.

Dinh Truong (Graduate 2014, Business Administration – Supply Chain and Operations Management)

CONTACT US

DOMESTIC STUDENTS ADMISSIONS

For inquiries about domestic admission requirements, admission deadlines, or the admissions process, please contact the Admissions Office at admissions@georgebrown.ca or visit the Admissions web page.

INTERNATIONAL STUDENT ADMISSIONS

For inquiries about international admission requirements, permits and visas, accommodations, or anything specific to international students, please contact the International Centre at International@georgebrown.ca or visit George Brown International.

Phone: (416) 415-5000 ext. 2115

FINANCIALS/FEES

For inquiries about OSAP, Bursaries, Scholarships and other financial inquiries, please contact the Financial Aid Office at FinAid@georgebrown.ca or visit the Financial Aid web page.

ENTRY ADVISING

For advice on the various program options and which program might be best suited for you, make an appointment to see an Entry Advisor. Please review these frequently asked questions or choose to book your appointment using the link provided.

1. Book online:
   Complete and submit the Client Intake Form

2. Book by phone:

CENTRE FOR BUSINESS

For questions regarding programs at the Centre for Business or if you require more information, please do not hesitate to contact us. Our knowledgeable staff are available to assist you.
For general inquiries, please contact the Centre for Business:
Email: business@georgebrown.ca Phone: (416) 415-5000 ext. 2160

INFORMATION SESSIONS

For program specific information and to meet faculty, sign up to attend an information session

BUSINESS ADMINISTRATION – SUPPLY CHAIN AND OPERATIONS MANAGEMENT (B122/162)

For inquiries related to this program (for example, course-specific information) please contact the Co-ordinator:

Robert Ruggieri, Program Co-ordinator
Email: rruggieri@georgebrown.ca
Elizabeth Speers, Director, Centre for Business
Email: espeers@georgebrown.ca

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6http://www.georgebrown.ca/programs/business-administration-supply-chain-and-operations-management-program-b122/
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12http://www.georgebrown.ca/international/futurestudents/applynow/
13https://www.youtube.com/watch?v=uDRjvstkOhE
14http://www.georgebrown.ca/admissions/
15http://www.georgebrown.ca/international/
16http://www.georgebrown.ca/financialaid/
17http://www.georgebrown.ca/entry_advising_faq.aspx
18http://www.georgebrown.ca/advising/contactform/
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The Business Administration advanced diploma is designed to offer the widest range of possible career choices and opportunities in a variety of business disciplines. Graduates are prepared to work in diverse team settings and lead projects with relevant and practical skills.

This learning experience will enable you to:

- Conduct and present research to support business decision making
- Assess and use current concepts/systems and technologies to support an organization's business initiatives
- Develop a business plan to formulate the strategic direction of an organization
- Apply human resource practices to support management objectives and the organization’s goals

PART TIME STUDY OPTIONS

George Brown also offers a variety of evening courses and part-time certificate programs in Business Administration. See the Continuing Education Course Guide at coned.georgebrown.ca

EXPERIENTIAL LEARNING

Field Education Course (Optional)

YOUR FIELD STUDY OPTIONS

This program (B145) is also offered with work experience. Students who wish to apply for Business Administration with Work Experience should apply to B155.

In addition to on-the-job work experience, George Brown College endeavours to provide field education opportunities with real world challenges and clients. Find out more about field education at the Centre for Business.

PROGRAM STANDARDS AND LEARNING OUTCOMES

The graduate has reliably demonstrated the ability to:

1. Evaluate the impact of global issues on an organization’s business opportunities by using an environmental scan.
2. Apply principles of corporate sustainability, corporate social responsibility and ethics to support an organization’s business initiatives.
3. Assess and use current concepts/systems and technologies to support an organization’s business initiatives.
4. Conduct and present research to support business decision making.
5. Plan, implement and evaluate projects by applying project management principles.
6. Perform work in compliance with relevant statutes, regulations and business practices.
7. Apply human resource practices to support management objectives and the organization’s goals.
8. Use accounting and financial principles to support the management and operations of an organization.
9. Assess marketing and sales concepts and strategies and apply them to the needs of an organization.
10. Outline principles of supply chain management and operations management and assess their impact on the operations of an organization.
11. Participate in the development of a business plan.
12. Develop strategies for ongoing personal and professional development to enhance work performance in the business field.
13. Outline strategies used to manage risks in an organization's business activities.

**REQUIRED COURSES**

In order to graduate from the B145 program, you need to complete 36 courses: 25 Mandatory courses, 8 Business Electives, and 3 General Education Electives.

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 36 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 classes 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.

**SEMESTER 1**

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<tr>
<th>Code</th>
<th>Courses</th>
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<td>Business Concepts I</td>
<td>NONE</td>
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<tr>
<td>COMM 1007</td>
<td>College English</td>
<td>NONE</td>
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<td>COMP 1010</td>
<td>Business Computer Applications I</td>
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<td>HRM 1008</td>
<td>Fundamentals of HR Management</td>
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<td>MARK 1020</td>
<td>Principles of Marketing I</td>
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<td>MATH 1008</td>
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**SEMESTER 2**

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<td>Principles of Accounting</td>
<td>NONE</td>
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<tr>
<td>BUS 1040</td>
<td>Project Management</td>
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<td>COMM 1034</td>
<td>Professional Communications I</td>
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<td>Math for Business &amp; Management II</td>
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**SEMESTER 3**

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<td>Macroeconomics</td>
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<td>MARK 1002</td>
<td>Professional Selling</td>
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<td>STS 1037</td>
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Select One General Education Elective

**SEMESTER 5**

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<tr>
<th>Code</th>
<th>Courses</th>
<th>Pre-requisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 1020</td>
<td>Management Decision Making</td>
<td>MGMT 4009 &amp; ACCT 2031</td>
</tr>
</tbody>
</table>

Select Four Business Electives

Select One General Education Elective

**SEMESTER 6**

<table>
<thead>
<tr>
<th>Code</th>
<th>Courses</th>
<th>Pre-requisite</th>
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</thead>
<tbody>
<tr>
<td>MGMT 3006</td>
<td>Strategic Analysis</td>
<td>MGMT 1020 &amp; COMM 1034</td>
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</tbody>
</table>

Select Four Business Electives

Select One General Education Elective

General Education Electives
ELECTIVES

BUSINESS ELECTIVES (SEMESTER FIVE AND SIX):

<table>
<thead>
<tr>
<th>Code</th>
<th>Courses</th>
<th>Pre-requisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUS 1067</td>
<td>Field Education</td>
<td>For Non-Coop Students, by interview only</td>
</tr>
<tr>
<td>BUS 3015</td>
<td>Applied Business Planning</td>
<td>ACCT 2031, MARK 1020, MATH 1008 &amp; HRM 1008</td>
</tr>
<tr>
<td>CMMK 1114</td>
<td>Business Research &amp; Report Writing</td>
<td>COMM 1034</td>
</tr>
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<td>CMMK 1127</td>
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<td>CMMK 1156</td>
<td>Talking Business</td>
<td>COMM 1034</td>
</tr>
<tr>
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<td>Principles of E-Business I</td>
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<tr>
<td>ECON 1021</td>
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<td>ECON 1031 or ECON 1032 or ECON 1034</td>
</tr>
<tr>
<td>HRM 2027</td>
<td>Coaching for Effective Performance Management</td>
<td>HRM 1008</td>
</tr>
<tr>
<td>MARK 2049</td>
<td>Principles of Marketing II</td>
<td>MARK 1020</td>
</tr>
<tr>
<td>MARK 2053</td>
<td>Negotiation Skills</td>
<td>MARK 1020</td>
</tr>
<tr>
<td>MARK 2037</td>
<td>Retail Management</td>
<td>MARK 1020</td>
</tr>
<tr>
<td>MGMT 1017</td>
<td>Purchasing Practices</td>
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<td>MGMT 2028</td>
<td>International Market Entry &amp; Distribution</td>
<td>MGMT 1018</td>
</tr>
<tr>
<td>MGMT 2029</td>
<td>International Trade Management</td>
<td>MGMT 3008 &amp; MGMT 3009</td>
</tr>
</tbody>
</table>

YOUR CAREER

Graduates are prepared for a variety of administrative and management positions in a broad range of employment settings. Graduates of the program have found employment as:

- Assistant Manager
- Customer Service Representative
- Financial Services Representative
- Project Manager
- Project Coordinator
- Sales Associate

FUTURE STUDY OPTIONS

For information on future study options, see georgebrown.ca/transferguide.

ADMISSION REQUIREMENTS

Applicants are selected on the basis of their academic achievement, including the required courses, and any other selection criteria outlined below.

- Ontario Secondary School Diploma or equivalent**
- Grade 12 English (C or U)
- Grade 11 Math (M or U) or Grade 12 (C or U)

** MATURE STUDENT STATUS (19 YEARS OF AGE OR OLDER AND NO OSSD)

Mature Students may take the Admissions Assessment6 for English and Math, OR may consider upgrading to achieve the credit(s) needed in English7 and Math8.

Please note that George Brown is committed to ensuring that applicants will succeed in their program of choice and meeting the minimum requirements does not guarantee admission to the program. Applicants may be required to have grades higher than the minimum requirements stated.

COURSE EXEMPTIONS

Some college and university credits may qualify you for exemptions. Please visit georgebrown.ca/transferguide for more information.

ENGLISH LANGUAGE PROFICIENCY

Proficiency in English communications is necessary for success in this program.

Please visit georgebrown.ca/englishproficiency for more details

INTERNATIONAL (VISA) STUDENTS

Visit the International Admissions9 page for more information.
“The thing I appreciate most about George Brown is how it’s helped me to build myself. The person I was when I came here is definitely not the person I am leaving. I have a different set of skills and I have a different perspective on the world. I will be graduating within the next two months and I already have a job lined up in the non-profit sector.” *Hear more about Kyle Monczak’s story in our video*.10

**Kyle Monczak** (Student, Business Administration)

"Going into the Business Administration program at George Brown College, I didn’t have a solid grasp on what my future would look like or what I wanted to pursue. Throughout the program, I’ve had the opportunity to meet fellow students with different skills, whether it be accounting, marketing, human resources, etc., all of which are relevant to any business. Being able to experience a variety of courses from the different areas of business, along with networking with a wide range of students, has helped me decide on the path I’d like to take. In order to succeed in the future, you will need both skills as well as connections. George Brown provides the opportunity for you to develop both."

**Ricardo Yu** (Graduate 2014, Business Administration)

"During my co-op time with teamrecruiter.com I was able to work in an environment that was not only professional, but friendly and enthusiastic as well. I had an amazing experience. I was given the opportunity to conduct sales calls and interact with existing clients, as well as build relationships with new clients. I represented the company at job fairs and managed the company database. I was able to gain useful tools and knowledge that I can use for years to come in my career."

**Kareem Walker** (Student, Business Administration)

**FINANCIALS/FEES**

For inquiries about OSAP, Bursaries, Scholarships and other financial inquiries, please contact the Financial Aid Office at FinAid@georgebrown.ca or visit the Financial Aid web page.

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For advice on the various program options and which program might be best suited for you, make an appointment to see an Entry Advisor. Please review these frequently asked questions or choose to book your appointment using the link provided.

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**INFORMATION SESSIONS**

For program specific information and to meet faculty, sign up to attend an information session

**BUSINESS ADMINISTRATION (B145/155)**

For inquiries related to this program (for example, course-specific information) please contact the Co-ordinator:

- **Mario Pascucci**, Program Co-ordinator
  - Email: mpascucc@georgebrown.ca
- **Robert Ruggieri**, Program Co-ordinator
  - Email: rruggieri@georgebrown.ca
- **Elizabeth Speers**, Director, Centre for Business
  - Email: espeers@georgebrown.ca

**VISIT OUR CAMPUS**

On-campus information sessions are held on a regular basis. Come and have your questions answered. Learn about the program content and career options. Meet your friendly professors and staff. Experience what it is like to be in a George Brown College classroom. Sign up for an upcoming session.
George Brown College is continually striving to improve its programs and their delivery. The information contained in this calendar is subject to change without notice. It should not be viewed as a representation, offer or warranty. Students are responsible for verifying George Brown College admission, graduation, and fee requirements as well as any requirements of outside institutions, industry associations, or other bodies that may award additional designations concurrently with, or after completion of, a George Brown College program.
BUSINESS ADMINISTRATION PROGRAM (WITH WORK EXPERIENCE) (B155)

<table>
<thead>
<tr>
<th>PROGRAM NAME</th>
<th>Business Administration</th>
</tr>
</thead>
<tbody>
<tr>
<td>COURSE CODE</td>
<td>B155</td>
</tr>
<tr>
<td>SCHOOL</td>
<td>School of Management</td>
</tr>
<tr>
<td>CENTRE</td>
<td>Business</td>
</tr>
<tr>
<td>LOCATION</td>
<td>St. James Campus</td>
</tr>
<tr>
<td>DURATION</td>
<td>3 years (6 semesters in-class, 2 semesters work experience)</td>
</tr>
<tr>
<td>EXPERIENTIAL LEARNING</td>
<td>Work Experience (Co-op or Internship) Required</td>
</tr>
<tr>
<td>STARTING MONTH</td>
<td>September, January</td>
</tr>
<tr>
<td>CREDENTIAL</td>
<td>Ontario College Advanced Diploma</td>
</tr>
<tr>
<td>YEAR OF STUDY</td>
<td>2018-2019</td>
</tr>
<tr>
<td>METHOD OF STUDY</td>
<td>FT</td>
</tr>
<tr>
<td>APPLY TO</td>
<td>Ontario Colleges¹</td>
</tr>
</tbody>
</table>

TUITION

$4,235.00 * †

ADDITIONAL COST

*Amounts listed are the total of tuition, materials, student service and ancillary fees for the first two semesters of programs starting in fall 2017. Fees are subject to change for programs starting in fall 2018 and at later dates.

† This program includes 2 Work Experience semesters. The tuition fee for this program does NOT include the cost of Work Experience semesters. The first Work Experience fee of $450 covers the cost of the Work Experience Preparation course and the first Work Experience semester. There is an additional fee of $450 for the second Work Experience semester. Students who want a co-op program must apply using this code.

International students: Visit the International Fees and Related Costs² page for more information.

The Business Administration (with Work Experience) advanced diploma program is designed to offer the widest range of possible career choices and opportunities in a variety of business disciplines. Graduates are prepared to work in diverse team settings and lead projects with relevant and practical skills.

This learning experience will enable you to:

- Conduct and present research to support business decision making
- Assess and use current concepts/systems and technologies to support an organization's business initiatives
- Develop a business plan to formulate the strategic direction of an organization
- Apply human resources practices to support management objectives and the organization's goals

PART TIME STUDY OPTIONS

George Brown also offers a variety of evening courses and part-time certificate programs in Business Administration. See the Continuing Education Course Guide at coned.georgebrown.ca.

EXPERIENTIAL LEARNING

Work Experience (Co-op or Internship) Required

YOUR FIELD STUDY OPTIONS

WORK EXPERIENCE (CO-OP OR INTERNSHIP WORK TERM)

This program requires the successful completion of two semesters of work experience to graduate. This work experience is either co-op (paid) or internship (unpaid). Either one will give you the practical experience employers value.

George Brown works with employers and industry partners to identify potential work experience opportunities. Students are also strongly encouraged to pursue self-directed industry work experience opportunities they believe would provide the learning experiences they value and meet the learning outcomes of the program. This valuable work experience can in turn be added to your resume.

In addition to on-the-job work experience, George Brown College endeavours to provide field education opportunities with real world challenges and clients. Find out more about field education⁵ at the Centre for Business.

PROGRAM STANDARDS AND LEARNING OUTCOMES

The graduate has reliably demonstrated the ability to:

This program (B155) is offered with Work Experience. Students wishing to apply for Business Administration without work experience³ should apply to B145⁴.
1. Evaluate the impact of global issues on an organization’s business opportunities by using an environmental scan.
2. Apply principles of corporate sustainability, corporate social responsibility and ethics to support an organization’s business initiatives.
3. Assess and use current concepts/systems and technologies to support an organization’s business initiatives.
4. Conduct and present research to support business decision making.
5. Plan, implement and evaluate projects by applying project management principles.
6. Perform work in compliance with relevant statutes, regulations and business practices.
7. Apply human resource practices to support management objectives and the organization’s goals.
8. Use accounting and financial principles to support the management and operations of an organization.
9. Outline principles of supply chain management and operations management and assess their impact on the operations of an organization.
11. Develop strategies for ongoing personal and professional development to enhance work performance in the business field.
12. Outline strategies used to manage risks in an organization’s business activities.

**REQUIRED COURSES**

In order to graduate from the B145 program, you need to complete 37 courses: 26 Mandatory courses, 8 Business Electives, and 3 General Education Electives. For the B155 program you need to take an additional course, the Work Experience Prep Course (BUS 1000) in semester 3, 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 MATH 1027 (Business Math with Remediation) before progressing to MATH 1008. COMM1003/CESL 1003 and MATH 1027 do not count towards the 36 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 classes 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.

**SEMESTER 1**

<table>
<thead>
<tr>
<th>Code</th>
<th>Courses</th>
<th>Pre-requisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUS 1038</td>
<td>Business Concepts I</td>
<td>NONE</td>
</tr>
<tr>
<td>COMM 1007</td>
<td>College English</td>
<td>NONE</td>
</tr>
<tr>
<td>COMP 1010</td>
<td>Business Computer Applications I</td>
<td>NONE</td>
</tr>
<tr>
<td>HRM 1008</td>
<td>Fundamentals of HR Management</td>
<td>NONE</td>
</tr>
<tr>
<td>MARK 1020</td>
<td>Principles of Marketing I</td>
<td>NONE</td>
</tr>
<tr>
<td>MATH 1008</td>
<td>Math for Business &amp; Management I</td>
<td>NONE</td>
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**SEMESTER 2**

<table>
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<tr>
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<tbody>
<tr>
<td>ACCT 1036</td>
<td>Principles of Accounting</td>
<td>NONE</td>
</tr>
<tr>
<td>BUS 1040</td>
<td>Project Management</td>
<td>NONE</td>
</tr>
<tr>
<td>COMP 1115</td>
<td>Business Computer Applications II</td>
<td>COMP 1010</td>
</tr>
<tr>
<td>MATH 1095</td>
<td>Math for Business &amp; Management II</td>
<td>MATH 1008</td>
</tr>
<tr>
<td>PSY 1129</td>
<td>Organizational Behaviour</td>
<td>NONE</td>
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**SEMESTER 3**

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<tr>
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<tbody>
<tr>
<td>ECON 1032</td>
<td>Macroeconomics</td>
<td>NONE</td>
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<tr>
<td>MGMT 4009</td>
<td>Operations Management</td>
<td>MATH 1095</td>
</tr>
<tr>
<td>MGMT 1018</td>
<td>International Business</td>
<td>MARK 1020</td>
</tr>
<tr>
<td>STAT 1012</td>
<td>Business Statistics</td>
<td>MATH 1095</td>
</tr>
<tr>
<td>GHUM 1087</td>
<td>Successful Social Relations</td>
<td>NONE</td>
</tr>
<tr>
<td>BUS 1000</td>
<td>Work Experience Prep Course *</td>
<td>COMM 1007 &amp; 3.0 GPA</td>
</tr>
</tbody>
</table>

* This course is mandatory only for students taking the Work Experience Option (B155)

**SEMESTER 4**

<table>
<thead>
<tr>
<th>Code</th>
<th>Courses</th>
<th>Pre-requisite</th>
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</thead>
<tbody>
<tr>
<td>ACCT 2031</td>
<td>Managerial Accounting</td>
<td>ACCT 1036</td>
</tr>
<tr>
<td>BUS 1041</td>
<td>Small Business Management</td>
<td>BUS 1038</td>
</tr>
<tr>
<td>BUS 1044</td>
<td>Business Law</td>
<td>NONE</td>
</tr>
<tr>
<td>BUS 1055</td>
<td>Logistics &amp; Supply Chain Management</td>
<td>MGMT 4009 &amp; COMP 1115</td>
</tr>
<tr>
<td>STS 1037</td>
<td>Career Planning &amp; Development</td>
<td>NONE</td>
</tr>
</tbody>
</table>

Select One General Education Elective
### SEMESTER 5

<table>
<thead>
<tr>
<th>Code</th>
<th>Courses</th>
<th>Pre-requisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 1020</td>
<td>Management Decision Making</td>
<td>MGMT 4009 &amp; ACCT 2031</td>
</tr>
</tbody>
</table>

Select Four Business Electives
Select One General Education Elective

### SEMESTER 6

<table>
<thead>
<tr>
<th>Code</th>
<th>Courses</th>
<th>Pre-requisite</th>
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</thead>
<tbody>
<tr>
<td>MGMT 3006</td>
<td>Strategic Analysis</td>
<td>MGMT 1020 &amp; COMM 1034</td>
</tr>
</tbody>
</table>

Select Four Business Electives
Select One General Education Elective

### ELECTIVES

#### BUSINESS ELECTIVES (SEMESTER FIVE AND SIX):

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<thead>
<tr>
<th>Code</th>
<th>Courses</th>
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<tbody>
<tr>
<td>BUS 3015</td>
<td>Applied Business Planning</td>
<td>ACCT 2031, MATH 1008 &amp; HRM 1008</td>
</tr>
<tr>
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<td>COMP 1113</td>
<td>Principles of E-Business I</td>
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</tr>
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<td>Environmental Economics</td>
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<tr>
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<td>Principles of Marketing II</td>
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INTERNATIONAL (VISA) STUDENTS

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"Having a field placement with Toronto 2015 gave me the upper hand when the organization was hiring. Although I didn’t have any full-time work experience when I started, the tools and concepts I learned at school were transferable to the projects here." Hear more about Aaman’s experience at George Brown College’s Centre for Business and how we connect students to industry during their studies by watching our video.

Aaman Dudani (Graduate 2013, Business Administration)
Project Coordinator, Toronto 2015 Pan Am/Parapan Am Games

"The thing I appreciate most about George Brown is how it’s helped me to build myself. The person I was when I came here is definitely not the person I am leaving. I have a different set of skills and I have a different perspective on the world. I will be graduating within the next two months and I already have a job lined up in the non-profit sector." Hear more about Kyle Monczak’s story in our video.

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Ricardo Yu (Graduate 2014, Business Administration)

"The skills I got at George Brown really set me up to start as a junior Project Manager and be able to jump right in and take control of some projects and run from there. If you’re a student who does well, make sure your teacher knows who you are. Research projects come up all the time and other opportunities. That’s exactly how I got where I am now: I happened to be excelling in a class, a job opportunity came up to that professor and he filtered it through to me.” Hear more about Dan Reilly’s story in our video.

Dan Reilly (Graduate 2011, Business Administration)
CONTACT US

DOMESTIC STUDENTS ADMISSIONS
For inquiries about domestic admission requirements, admission deadlines, or the admissions process, please contact the Admissions Office at admissions@georgebrown.ca or visit the Admissions web page.

INTERNATIONAL STUDENT ADMISSIONS
For inquiries about international admission requirements, permits and visas, accommodations, or anything specific to international students, please contact the International Centre at International@georgebrown.ca or visit George Brown International.
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   1-800-265-2002 TTY: 1-877-515-5559

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LINKS REFERENCE
2. http://www.georgebrown.ca/international/futurestudents/tuitionfees/
10. https://www.youtube.com/watch?v=71Av=0EXEqrFJNM
11. https://www.youtube.com/watch?v=71Av=0EXEqrFJNM
12. https://www.youtube.com/watch?v=uDRjvstkOhE
13. https://www.youtube.com/watch?v=QzhQFtxV111
15. http://www.georgebrown.ca/international/
17. http://www.georgebrown.ca/entry_advising_faq.aspx

George Brown College is continually striving to improve its programs and their delivery. The information contained in this calendar is subject to change without notice. It should not be viewed as a representation, offer or warranty. Students are responsible for verifying George Brown College admission, graduation, and fee requirements as well as any requirements of outside institutions, industry associations, or other bodies that may award additional designations concurrently with, or after completion of, a George Brown College program.
BUSINESS PROGRAM (B125)

<table>
<thead>
<tr>
<th>PROGRAM NAME</th>
<th>Business</th>
</tr>
</thead>
<tbody>
<tr>
<td>COURSE CODE</td>
<td>B125</td>
</tr>
<tr>
<td>SCHOOL</td>
<td>School of Management</td>
</tr>
<tr>
<td>CENTRE</td>
<td>Business</td>
</tr>
<tr>
<td>LOCATION</td>
<td>St. James Campus</td>
</tr>
<tr>
<td>DURATION</td>
<td>2 years (4 semesters)</td>
</tr>
<tr>
<td>EXPERIENTIAL LEARNING</td>
<td>Optional Field Education Course</td>
</tr>
<tr>
<td>STARTING MONTH</td>
<td>September, January</td>
</tr>
<tr>
<td>CREDENTIAL</td>
<td>Ontario College Diploma</td>
</tr>
<tr>
<td>YEAR OF STUDY</td>
<td>2018-2019</td>
</tr>
<tr>
<td>METHOD OF STUDY</td>
<td>FT</td>
</tr>
<tr>
<td>APPLY TO</td>
<td>Ontario Colleges¹</td>
</tr>
</tbody>
</table>

The four-semester Business diploma program prepares students to carry out a variety of business functions within local, national and global settings. Graduates will have demonstrated a practical understanding of key principles and practices necessary for success in the field of business.

Students who graduate from this program are prepared to work in diverse team settings and contribute to projects with practical presentation and research skills. They can use their functional knowledge in many areas of an organization to achieve strategies within cross-functional teams.

This learning experience will enable you to:

- Use current concepts/systems and technologies to support an organization’s business initiatives.
- Perform work in compliance with relevant statutes, regulations and business practices.
- Develop strategies for ongoing personal and professional development to enhance work performance in the business field.
- Apply principles of corporate sustainability, corporate social responsibility and ethics to support an organization’s business initiatives.

PART TIME STUDY OPTIONS

George Brown College also offers a variety of evening courses and part-time certificate programs in Business Administration. See the Continuing Education Course Guide at coned.georgebrown.ca

EXPERIENTIAL LEARNING

Optional Field Education Course

YOUR FIELD STUDY OPTIONS

Students have the option of earning a business elective credit with the Field Education Course (BUS 1067).

PROGRAM STANDARDS AND LEARNING OUTCOMES

The graduate has reliably demonstrated the ability to:

1. Identify and discuss the impact of global issues on an organization’s business opportunities by using an environmental scan.
2. Apply principles of corporate sustainability, corporate social responsibility and ethics to support an organization’s business initiatives.
3. Use current concepts/systems and technologies to support an organization’s business initiatives.
4. Apply basic research skills to support business decision making.
5. Support the planning, implementation and monitoring of projects.
6. Perform work in compliance with relevant statutes, regulations and business practices.
7. Explain the role of the human resource function and its impact on an organization.
8. Use accounting and financial principles to support the operations of an organization.
9. Describe and apply marketing and sales concepts used to support the operations of an organization.

* Amounts listed are the total of tuition, materials, student service and ancillary fees for the first two semesters of programs starting in fall 2017. Fees are subject to change for programs starting in fall 2018 and at later dates.

International students: Visit the International Fees and Related Costs page for more information.

Tuition:

$4,049.00 *

ADDITIONAL COST

International students: Visit the International Fees and Related Costs page for more information.
10. Outline principles of supply chain management and operations management.
11. Outline and assess the components of a business plan.
12. Develop strategies for ongoing personal and professional development to enhance work performance in the business field.

REQUIRED COURSES

In order to graduate from the B125 program, you need to complete 27 courses: 23 Mandatory courses, 1 Business Elective or Field Education Course and 3 General Education Electives.

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 MATH 1027 (Business Math with Remediation) before progressing to MATH 1008. COMM 1003/CESL 1003 and MATH 1027 do not count towards the 27 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 One, Two, Three and Four): You must complete 4 General Education courses (one per semester), 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. Note that some courses may not be offered in every semester. Our staff can assist you in any special timetable requirements you may have.

SEMESTER 1

<table>
<thead>
<tr>
<th>Code</th>
<th>Course Name</th>
<th>Pre-requisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUS 1038</td>
<td>Business Concepts I</td>
<td>NONE</td>
</tr>
<tr>
<td>COMM 1007</td>
<td>College English</td>
<td>NONE</td>
</tr>
<tr>
<td>COMP 1010</td>
<td>Business Computer Applications I</td>
<td>NONE</td>
</tr>
<tr>
<td>HRM 1008</td>
<td>Principles of HR Management</td>
<td>NONE</td>
</tr>
<tr>
<td>MARK 1020</td>
<td>Principles of Marketing I</td>
<td>NONE</td>
</tr>
<tr>
<td>MATH 1008</td>
<td>Math for Business &amp; Management</td>
<td>NONE</td>
</tr>
<tr>
<td>GHUM 1087</td>
<td>Successful Social Relations</td>
<td>NONE</td>
</tr>
</tbody>
</table>

SEMESTER 2

<table>
<thead>
<tr>
<th>Code</th>
<th>Course Name</th>
<th>Pre-requisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 1036</td>
<td>Principles of Accounting</td>
<td>NONE</td>
</tr>
<tr>
<td>BUS 1040</td>
<td>Project Management</td>
<td>NONE</td>
</tr>
<tr>
<td>COMM 1034</td>
<td>Professional Communications I</td>
<td>COMM 1007</td>
</tr>
<tr>
<td>COMP 1115</td>
<td>Business Computer Applications II</td>
<td>COMP 1010</td>
</tr>
<tr>
<td>MATH 1095</td>
<td>Math for Business Management II</td>
<td>MATH 1008</td>
</tr>
<tr>
<td>PSY 1129</td>
<td>Organizational Behaviour</td>
<td>NONE</td>
</tr>
</tbody>
</table>

Select One General Education Elective

SEMESTER 3

<table>
<thead>
<tr>
<th>Code</th>
<th>Course Name</th>
<th>Pre-requisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON 1032</td>
<td>Macroeconomics</td>
<td>NONE</td>
</tr>
<tr>
<td>MARK 1002</td>
<td>Professional Selling</td>
<td>MARK 1020</td>
</tr>
<tr>
<td>MGMT 1018</td>
<td>International Business</td>
<td>MARK 1020</td>
</tr>
<tr>
<td>MGMT 4009</td>
<td>Operations Management</td>
<td>MATH 1095</td>
</tr>
<tr>
<td>STAT 1012</td>
<td>Business Statistics</td>
<td>MATH 1095</td>
</tr>
<tr>
<td>STS 1037</td>
<td>Career Planning and Development</td>
<td>NONE</td>
</tr>
</tbody>
</table>

Select One General Education Elective

SEMESTER 4

<table>
<thead>
<tr>
<th>Code</th>
<th>Course Name</th>
<th>Pre-requisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 2031</td>
<td>Managerial Accounting</td>
<td>ACCT 1036</td>
</tr>
<tr>
<td>BUS 1041</td>
<td>Small Business Management</td>
<td>BUS 1038</td>
</tr>
<tr>
<td>BUS 1044</td>
<td>Business Law</td>
<td>NONE</td>
</tr>
<tr>
<td>BUS 1055</td>
<td>Logistics &amp; Supply Chain Management</td>
<td>MGMT 4009 &amp; COMP 1115</td>
</tr>
</tbody>
</table>

Select One General Education Elective

Business Elective or Field Education Course

List of General Education Electives

ELECTIVES

<table>
<thead>
<tr>
<th>Code</th>
<th>Course Name</th>
<th>Pre-requisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>CMMK 1114</td>
<td>Business Research &amp; Report Writing</td>
<td>COMM 1034</td>
</tr>
<tr>
<td>CMMK 1127</td>
<td>The Business Media in Canada</td>
<td>COMM 1034</td>
</tr>
<tr>
<td>CMMK 1156</td>
<td>Talking Business</td>
<td>COMM 1034</td>
</tr>
<tr>
<td>COMP 1113</td>
<td>Principles of E-Business I</td>
<td>COMP 1010</td>
</tr>
<tr>
<td>MGMT 2036</td>
<td>Customer Service</td>
<td>MARK 1020</td>
</tr>
<tr>
<td>HRM 2027</td>
<td>Coaching for Effective Performance Management</td>
<td>HRM 1008</td>
</tr>
</tbody>
</table>
YOUR CAREER

Graduates of the Business program find work in a broad range of employment settings in all sectors of business including manufacturers, retailers, financial institutions, government offices, consulting firms and other large and small businesses. The program is general in nature and is designed to lead to a wide array of career opportunities such as:

- Customer Service Representative
- Junior Business Analyst
- Procurement Assistant
- Project Planning Assistant
- Scheduling Coordinator

FUTURE STUDY OPTIONS

This program has a pathway to the Business Administration B145°/1554 three-year advanced diploma program.

For information on future study options, see georgebrown.ca/transferguide

ADMISSION REQUIREMENTS

Applicants are selected on the basis of their academic achievement, including the required courses, and any other selection criteria outlined below.

- Ontario Secondary School Diploma or equivalent**
- Grade 12 English (C or U)
- Grade 11 Math (M or U) or Grade 12 (C or U)

** MATURE STUDENT STATUS (19 YEARS OF AGE OR OLDER AND NO OSSD)

Mature Students may take the Admissions Assessment5 for English and Math, OR may consider upgrading to achieve the credit(s) needed in English6 and Math7.

Please note that George Brown is committed to ensuring that applicants will succeed in their program of choice and meeting the minimum requirements does not guarantee admission to the program. Applicants may be required to have grades higher than the minimum requirements stated.

COURSE EXEMPTIONS

Some college and university credits may qualify you for exemptions. Please visit georgebrown.ca/transferguide for more information.

ENGLISH LANGUAGE PROFICIENCY

Proficiency in English communications is necessary for success in this program.

Please visit georgebrown.ca/englishproficiency for more details.

INTERNATIONAL STUDENTS

Visit the International Admissions6 page for more information.

CONTACT US

DOMESTIC STUDENTS ADMISSIONS

For inquiries about domestic admission requirements, admission deadlines, or the admissions process, please contact the Admissions Office at admissions@georgebrown.ca or visit the Admissions web page.

INTERNATIONAL STUDENT ADMISSIONS

For inquiries about international admission requirements, permits and visas, accommodations, or anything specific to international students, please contact the International Centre at International@georgebrown.ca or visit George Brown International.

Phone: (416) 415-5000 ext. 2115

FINANCIALS/FEES

For inquiries about OSAP, Bursaries, Scholarships and other financial inquiries, please contact the Financial Aid Office at FinAid@georgebrown.ca or visit the Financial Aid web page.

ENTRY ADVISING

For advice on the various program options and which program might be best suited for you, make an appointment to see an Entry Advisor. Please review these frequently asked questions or choose to book your appointment using the link provided.

1. Book online:
   Complete and submit the Client Intake Form

2. Book by phone:

CENTRE FOR BUSINESS

For questions regarding programs at the Centre for Business or if you require more information, please do not hesitate to contact us. Our knowledgeable staff are available to assist you.
For general inquiries, please contact the Centre for Business:
Email: business@georgebrown.ca Phone: (416) 415-5000 ext. 2160

INFORMATION SESSIONS

For program specific information and to meet faculty, sign up to attend an information session.

BUSINESS (B125)

For inquiries related to this program (for example, course-specific information) please contact the Co-ordinator:

Tom Supra, Program Co-ordinator
Email: tsupra@georgebrown.ca
Elizabeth Speers, Director, Centre for Business
Email: espeers@georgebrown.ca

VISIT OUR CAMPUS

On-campus information sessions are held on a regular basis. Come and have your questions answered. Learn about the program content and career options. Meet your friendly professors and staff. Experience what it is like to be in a George Brown College classroom. Sign up for an upcoming session.

LINKS REFERENCE

1https://collegeapply.ontariocolleges.ca/?collegeCode=GBTC&programCode=B125&lang=en
2http://www.georgebrown.ca/international/futurestudents/tuitionfees/
3http://www.georgebrown.ca/programs/business-administration-program-b145/
4http://www.georgebrown.ca/programs/business-administration-program-with-work-experience-b155/
5http://www.georgebrown.ca/assessment/admi-pre/
6http://www.georgebrown.ca/upgrading-credits/english-diploma/
7http://www.georgebrown.ca/upgrading-credits/math-diploma/
8http://www.georgebrown.ca/international/futurestudents/applynow/
9http://www.georgebrown.ca/admissions/
10http://www.georgebrown.ca/international/
11http://www.georgebrown.ca/financialaid/
12http://www.georgebrown.ca/entry_advising_faq.aspx
13http://www.georgebrown.ca/advising/contactform/
14http://www.georgebrown.ca/info_sessions.aspx
15http://www.georgebrown.ca/business_infosessions/

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The Consulting postgraduate program prepares students for a career in consulting that could include working for a consulting firm, independently creating their own employment, or securing a business development role within an organization.

The second semester focuses on client consulting project work. Students develop skills by working individually and/or in teams, doing research, analyzing client problems and providing recommendations to clients.

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Note: The requirements for each designation/certificate are set by the granting body, not George Brown College. In order to qualify for any of these designations/certifications, you need to follow the process listed on its website and meet all the requirements applicable to you.

PROGRAM STANDARDS AND LEARNING OUTCOMES

The graduate has reliably demonstrated the ability to:

1. Establish the parameters of a consulting project and build a client/consultant relationship.
2. Create and implement a project plan for the term of a consulting engagement.
3. Prepare and implement terms of reference and contracts for the term of the consulting engagement, including billing and payment schedules.
4. Perform an environmental audit (internal and external) and conduct market research to diagnose the client problem(s).
5. Use a range of consulting tools and techniques including: interviewing, research, collaborative problem solving during the consulting process.
6. Develop and model soft skills such as teamwork, customer service, communications and problem solving during the consulting process.
7. Assess the change readiness of the client’s organization through the use of change management skills and processes.
8. Complete a client consulting project including contracting, data collection and analysis and recommendations and as appropriate implementation to the satisfaction of the client.

REQUIRED COURSES

In order to graduate, you need to complete the following 7 Mandatory courses.

SEMESTER 1

<table>
<thead>
<tr>
<th>Code</th>
<th>Course Name</th>
<th>Pre-requisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>Week 1-14</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MGMT 4011</td>
<td>Introduction to Consulting</td>
<td>NONE</td>
</tr>
<tr>
<td>MGMT 4023</td>
<td>Project Management</td>
<td>NONE</td>
</tr>
<tr>
<td>MGMT 4022</td>
<td>Organizational Effectiveness</td>
<td>NONE</td>
</tr>
<tr>
<td>MGMT 4012</td>
<td>Strategic Analysis</td>
<td>NONE</td>
</tr>
<tr>
<td>MGMT 4025</td>
<td>Business Research</td>
<td>NONE</td>
</tr>
<tr>
<td>Week 1-7</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MGMT 4024</td>
<td>Financial Analysis</td>
<td>NONE</td>
</tr>
<tr>
<td>Week 8-14</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MGMT 4014</td>
<td>Consulting Speaker Series</td>
<td>NONE</td>
</tr>
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</table>

SEMESTER 2

<table>
<thead>
<tr>
<th>Code</th>
<th>Course Name</th>
<th>Pre-requisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 4020</td>
<td>Consulting Projects (Field Work)</td>
<td>Successfully Completed Semester 1</td>
</tr>
</tbody>
</table>

YOUR CAREER

Graduates of the program will have the potential to find employment in management, strategic planning, operations planning, consulting firms, or independently create their own employment.

Potential positions may include:
- Internal Consultant in areas such as IT, HR, Finance
- Consultant for a consulting firm
- Independent Consultant

ADMISSION REQUIREMENTS

- College Advanced Diploma (3-year) or Bachelor’s Degree
- Minimum 3 years of demonstrated, relevant work experience (resume and references required)

ENGLISH LANGUAGE PROFICIENCY

Applicants with international transcripts who do not provide English proficiency test results must test at the College level in the George Brown College English assessment to be considered for admission.

Please visit georgebrown.ca/englishproficiency for more details.

COURSE EXEMPTIONS

Some college and university credits may qualify you for exemptions. Please visit georgebrown.ca/transferguide for more information.

INTERNATIONAL (VISA) STUDENTS

Visit the International Admissions page for more information.
"The Consulting program at George Brown provided a perfect balance between classroom and real world. Working with industry-leading organizations in my project provided me with the necessary competencies to be an effective consultant in the Canadian Market. This important part of the program led to being hired full-time by my client following finishing the final project and the program."

Sara Zubair (Graduate 2017, Consulting, Consultant – Instructional Design, TuesdayAfternoon Media Inc.)

CONTACT US

DOMESTIC STUDENTS ADMISSIONS
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1. Book online:
   Complete and submit the Client Intake Form
2. Book by phone:
   Entry Advisor: (416) 415-5000, Ext 2949 Toll Free:
   1-800-265-2002 TTY: 1-877-515-5559

CENTRE FOR BUSINESS
For questions regarding programs at the Centre for Business or if you require more information, please do not hesitate to contact us. Our knowledgeable staff are available to assist you.

For general inquiries, please contact the Centre for Business:
Email: business@georgebrown.ca Phone: (416) 415-5000 ext. 2160

INFORMATION SESSIONS
For program specific information and to meet faculty, sign up to attend an information session

CONSULTING (B414)
For inquiries related to this program (for example, course-specific information) please contact the Co-ordinator:

Mark Simpson, Program Co-ordinator
Email: msimpson@georgebrown.ca
Elizabeth Speers, Director, Centre for Business
Email: espeers@georgebrown.ca

VISIT OUR CAMPUS
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LINKS REFERENCE

2. http://www.georgebrown.ca/international/futurestudents/ tuitionfees/
5. http://cmc-canada.ca/
8. http://www.georgebrown.ca/international/
11. http://www.georgebrown.ca/advising/contactform/

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Looking to launch your own small business or grow your current one? In just eight months, our Entrepreneurship Management program will provide you with the skills, knowledge and support to design a full business plan that includes business research, marketing, financing and web strategy.

Bring your business idea, develop your business plan and get feedback from faculty, entrepreneurs and fellow students, so at the end of the program you are ready to launch your business.

Students may also have the option of presenting their finished business plan to Futurepreneur (futurepreneur.ca) to be considered for a loan of up to $15,000 and a mentor for two years.

George Brown College supports entrepreneurial spirit and offers resources to help you start your own business. Find out more about opportunities offered through startGBC (http://startgbc.com/).

Upon successful completion of this program, you will have:

- Completed a full business plan for your proposed business
- Completed a financial plan including forecasting and cash flow
- Identified sources of funding
- Completed a marketing plan
- Prepared a website

PART TIME STUDY OPTIONS

Part-time study options are not available for this program.

PROGRAM STANDARDS AND LEARNING OUTCOMES

The graduate has reliably demonstrated the ability to:

1. Develop, present, and analyze a comprehensive business plan adapted to the enterprise that adheres to professional standards and practices.
2. Assess and use current concepts/systems and technologies to support business initiatives.
3. Develop strategies for implementing effective marketing plans that reflect an analysis of relevant resources and practices of an enterprise.
4. Use accounting and financial principles to support the management and operations of an enterprise.
5. Select sales and customer service strategies and apply them to the needs of an enterprise.
6. Apply a range of human resource practices that support and promote small business objectives and goals and optimize all functional areas of a small business operation.
7. Implement principles of supply chain management and operations management and analyze their impact on the operations of a small business.
8. Conduct small business activities and transactions in compliance with pertinent legislation, policies, health and safety and other regulations, professional and business standards, as well as tax, insurance and other fiscal requirements.
9. Promote principles of sustainability and corporate social responsibility that apply to small business initiatives.
10. Prepare and follow a plan for ongoing personal and professional development to establish and maintain entrepreneurial networking and business relationships and opportunities.
11. Plan, implement, and evaluate projects by applying project management principles to support the operation and management of a small business.
12. Use market research to optimize the operation of a small business.
13. Select and implement risk management strategies to support all aspects of the operation of a small business.

REQUIRED COURSES

SEMMESTER 1

<table>
<thead>
<tr>
<th>Code</th>
<th>Course Name</th>
<th>Co-requisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>HRM 4002</td>
<td>Human Resources</td>
<td>NONE</td>
</tr>
<tr>
<td>LAW 4003</td>
<td>Legal Aspects of Entrepreneurship</td>
<td>NONE</td>
</tr>
<tr>
<td>MGMT 4042</td>
<td>Finance and Accounting for Entrepreneurs</td>
<td>NONE</td>
</tr>
<tr>
<td>MGMT 4043</td>
<td>Entrepreneurial Integrated Supply Chain Management</td>
<td>NONE</td>
</tr>
<tr>
<td>MARK 1042</td>
<td>Principles of Marketing</td>
<td>NONE</td>
</tr>
<tr>
<td>MGMT 4044</td>
<td>Business Research</td>
<td>NONE</td>
</tr>
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SEMMESTER 2

<table>
<thead>
<tr>
<th>Code</th>
<th>Course Name</th>
<th>Pre-requisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 4045</td>
<td>Omni-Channel</td>
<td>NONE</td>
</tr>
<tr>
<td>MGMT 1036</td>
<td>Business Plan Creation</td>
<td>Successfully Completed Semester 1</td>
</tr>
<tr>
<td>MGMT 4046</td>
<td>Entrepreneurial Speaker Series</td>
<td>Successfully Completed Semester 1</td>
</tr>
<tr>
<td>MGMT 1028</td>
<td>Sales</td>
<td>MARK 1042</td>
</tr>
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</table>

FUTURE STUDY OPTIONS

For information on future study options, see georgebrown.ca/transferguide.

ADMISSION REQUIREMENTS

• College Advanced Diploma (3-year) or Bachelor's Degree or demonstrated, relevant work experience (resume and references required).

ENGLISH LANGUAGE PROFICIENCY

Applicants with international transcripts who do not provide English language proficiency test results must test at the College level in the George Brown College English assessment to be considered for admission. In addition, applicants who are considered for admission to the program based solely on their work experience will be required to provide proof of English proficiency at the college level, and may be required to write the George Brown College English admission assessment.

Please visit georgebrown.ca/englishproficiency for more details.

COURSE EXEMPTIONS

Some college and university credits may qualify you for exemptions. Please visit georgebrown.ca/transferguide for more information.

INTERNATIONAL (VISA) STUDENTS

Visit the International Admissions page for more information.
CONTACT US

DOMESTIC STUDENTS ADMISSIONS
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FINANCIALS/FEES
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ENTRY ADVISING
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1. **Book online:**
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2. **Book by phone:**
   Entry Advisor: (416) 415-5000, Ext 2949 Toll Free:
   1-800-265-2002 TTY: 1-877-515-5559

CENTRE FOR BUSINESS
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For general inquiries, please contact the Centre for Business:
Email: business@georgebrown.ca Phone: (416) 415-5000 ext. 2160

INFORMATION SESSIONS
For program specific information and to meet faculty, sign up to attend an information session

SMALL BUSINESS ENTREPRENEURSHIP (B416)
For inquiries related to this program (for example, course-specific information) please contact the Co-ordinator:

Mario Pascucci, Program Co-ordinator
Email: mpascucc@georgebrown.ca
Elizabeth Speers, Director, Centre for Business
Email: espeers@georgebrown.ca

VISIT OUR CAMPUS
On-campus information sessions are held on a regular basis. Come and have your questions answered. Learn about the program content and career options. Meet your friendly professors and staff. Experience what it is like to be in a George Brown College classroom. Sign up for an upcoming session.

LINKS REFERENCE
2. http://www.georgebrown.ca/international/futurestudents/tuitionfees/
5. http://www.georgebrown.ca/international/

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INTERNATIONAL BUSINESS MANAGEMENT PROGRAM (POSTGRADUATE) (B411)

<table>
<thead>
<tr>
<th>PROGRAM NAME</th>
<th>International Business Management</th>
</tr>
</thead>
<tbody>
<tr>
<td>COURSE CODE</td>
<td>B411</td>
</tr>
<tr>
<td>SCHOOL</td>
<td>School of Management</td>
</tr>
<tr>
<td>CENTRE</td>
<td>Business</td>
</tr>
<tr>
<td>LOCATION</td>
<td>St. James Campus</td>
</tr>
<tr>
<td>DURATION</td>
<td>8 months (2 semesters)</td>
</tr>
<tr>
<td>STARTING MONTH</td>
<td>September, January, May</td>
</tr>
<tr>
<td>CREDENTIAL</td>
<td>Ontario College Graduate Certificate</td>
</tr>
<tr>
<td>YEAR OF STUDY</td>
<td>2018-2019</td>
</tr>
<tr>
<td>METHOD OF STUDY</td>
<td>FT</td>
</tr>
<tr>
<td>APPLY TO</td>
<td>Ontario Colleges¹</td>
</tr>
</tbody>
</table>

The field of international trade can seem as large and complex as the world itself, encompassing disciplines such as strategic planning, law, finance, logistics and marketing. The International Business Management graduate certificate program at George Brown College simplifies this complex field with dynamic and interactive teaching methods, including case analysis and guest speakers.

You will learn about:

- Documents and procedures supporting the movement of products and services in a global supply chain
- Statutory and regulatory compliance
- Cultural etiquette, business protocols, ethical standards and legal practices
- International payment instruments and options
- Foreign exchange strategies
- Human resource strategies in an international operation

PART TIME STUDY OPTIONS

Part-time study options are not available for this program.

TUITION

$4,314.00 *

ADDITIONAL COST

* Amounts listed are the total of tuition, materials, student service and ancillary fees for the first two semesters of programs starting in fall 2017. Fees are subject to change for programs starting in fall 2018 and at later dates.

International students: Visit the International Fees and Related Costs² page for more information.

PROGRAM STANDARDS AND LEARNING OUTCOMES

The graduate has reliably demonstrated the ability to:

1. Conduct an environmental scan to evaluate the impact of world issues on an organization’s international business opportunities.
2. Conduct, evaluate and present market research to support an organization’s international business decision-making.
3. Manage the preparation of documents and the application of procedures to support the movement of products and services in the organization’s global supply chain.
4. Evaluate the impact of statutory and regulatory compliance on an organization’s integrative trade initiatives.
5. Develop and implement strategies to negotiate effectively within various cultural environments and to address the impact of cultural differences on an organization’s integrative trade initiatives.
6. Develop and present an international marketing plan, and evaluate sales strategies that support an organization’s integrative trade initiatives.
7. Identify and interpret relevant international financial documents, and evaluate financial strategies that support an organization’s integrative trade initiatives.
8. Analyze the impact of an organization’s integrative trade initiatives on its human resources management strategies, policies, and practices.
9. Develop and present an international business plan.
10. Manage the implementation and evaluation of team projects by applying project management principles.
11. Recommend strategies to support principles of corporate sustainability, corporate social responsibility and ethics associated with an organization’s integrative trade initiatives and evaluate their effectiveness.
12. Select and apply current technologies to support an organization’s integrative trade initiatives.
REQUIRED COURSES

In order to graduate from the B411 program, you need to complete 12 Mandatory courses.

SEMESTER 1

<table>
<thead>
<tr>
<th>Code</th>
<th>Course Name</th>
<th>Pre-requisite</th>
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</thead>
<tbody>
<tr>
<td>BUS 4091</td>
<td>Global Trade Assessment</td>
<td>NONE</td>
</tr>
<tr>
<td>BUS 4092</td>
<td>International Sales and Marketing</td>
<td>NONE</td>
</tr>
<tr>
<td>BUS 4093</td>
<td>Supply Chain Management</td>
<td>NONE</td>
</tr>
<tr>
<td>BUS 4094</td>
<td>International Market Entry Strategies</td>
<td>NONE</td>
</tr>
<tr>
<td>BUS 4038</td>
<td>Intro to Freight Forwarding I</td>
<td>NONE</td>
</tr>
<tr>
<td>BUS 4040</td>
<td>Customs Procedures I</td>
<td>NONE</td>
</tr>
</tbody>
</table>

SEMESTER 2

<table>
<thead>
<tr>
<th>Code</th>
<th>Course Name</th>
<th>Pre-requisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUS 4034</td>
<td>International Trade Finance</td>
<td>BUS 4091</td>
</tr>
<tr>
<td>BUS 4037</td>
<td>International Trade Management</td>
<td>BUS 4094</td>
</tr>
<tr>
<td>BUS 4039</td>
<td>Intro to Freight Forwarding II</td>
<td>BUS 4038</td>
</tr>
<tr>
<td>BUS 4041</td>
<td>Customs Procedures II</td>
<td>BUS 4040</td>
</tr>
<tr>
<td>BUS 4095</td>
<td>Capstone Project</td>
<td>Successful completion of Semester 1</td>
</tr>
<tr>
<td>BUS 4079</td>
<td>International Business Speakers Series</td>
<td>NONE</td>
</tr>
</tbody>
</table>

YOUR CAREER

Graduates of this program will be equipped to enter a wide range of positions across a broad spectrum of organizations involved in international business management. Examples of careers students may pursue after graduation include:

- Export Control Analyst
- Junior Import Coordinator
- Logistics Coordinator
- Logistics and Customs Coordinator
- Customs Rater

FUTURE STUDY OPTIONS

The International Business Management graduate certificate can also prepare students to pursue three industry designations/certifications in addition to the George Brown College graduate certificate if they choose to do so. These industry designations/certifications require additional exams and/or related work experience to qualify. Please check the official websites listed below to find the detailed requirements set by the granting bodies of these designations/certifications.

The three industry designations/certifications are:

- Certified International Trade Professional (CITP) designation offered by FITT (fitt.ca). Please view equivalency course chart at georgebrown.ca/FITT.
- Certified Customs Specialist (CCS) designation offered by the Canadian Society of Customs Brokers (cscb.ca)
- Certificate in International Freight Forwarding (CIFFA), recognized and approved by the Federation of International Freight Forwarding Associations (ciffa.com)

Note: The requirements for each designation/certification are set by the granting body, not George Brown College. In order to qualify for any of these designations/certifications, you need to follow the process listed on its website and meet all the requirements applicable to you.

ACCREDITED EDUCATIONAL PARTNERSHIP AGREEMENT WITH FITT

George Brown College has partnered with FITT (Forum for International Trade Training) to offer the FITT skills program. FITT is an international trade training and professional certification body. As the only organization of its kind in the world, FITT sets the standards and designs the training programs leading to the Certified International Trade Professional (CITP) designation. FITT’s quality training programs impart knowledge and practical skills that provide a competitive advantage to trade practitioners and elevate their position in world markets.
ADMISSION REQUIREMENTS

- College Advanced Diploma (3-year) or Bachelor's Degree or demonstrated, relevant work experience (resume and references required).

English Language Proficiency

Applicants with international transcripts who do not provide English proficiency test results must test at the College level in the George Brown College English assessment to be considered for admission. In addition, applicants who are considered for admission to the program based solely on their work experience will be required to provide proof of English proficiency at the college level, and may be required to write the George Brown College English admission assessment.

Please visit georgebrown.ca/englishproficiency for more details.

Course Exemptions

Some college and university credits may qualify you for exemptions. Please visit georgebrown.ca/transferguide for more information.

International (Visa) Students

Visit the International Admissions page for more information.

"I could not have become who I am today without the people who are part of this community at George Brown. The experience you learn from this program, you can immediately apply it to the workplace when you’re looking for a job." Hear more about Dinh’s story in our video.

Dinh Truong (Graduate 2014, International Business Management)

"Starting in a new country is never easy; luckily for me I landed in the right place. George Brown College feels like home with every interaction I have, no matter if I’m speaking with staff, colleagues or friends. The college gave me the opportunity to develop my professional skills by working as a Peer Coach and later on as the Marketing Coordinator for the Career Services Centre, an opportunity offered for my co-op term. I’m proud to be a George Brown International Business Management AND Strategic Relationship Marketing graduate."

Carlos Carl (Graduate 2016, International Business Management)

"George Brown College provided me with numerous volunteering opportunities that helped me immensely in sharpening my soft skills and knowing more about initiatives happening in and around Toronto. As an international student, George Brown College was an excellent platform to start my long journey in Canada. In times to come, I would love to give back to the college in whichever way it's possible and help in shaping the lives of international students."

Anshul Arya (Graduate 2016, International Business Management)

"Due to the thoroughness in the concepts imparted by knowledgeable business faculty at George Brown College, I was able to translate my theoretical knowledge to practical knowledge with ease and had no difficulty working alongside experienced logistics staff at my workplace. I also had the opportunity to cross-contribute my skills within the department, made possible through two imperative courses (Customs Procedure I & II)."

Kiran TJ (Graduate 2011, International Business Management)
CONTACT US

DOMESTIC STUDENTS ADMISSIONS
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INTERNATIONAL BUSINESS MANAGEMENT (B411)
For inquiries related to this program (for example, course-specific information) please contact the Co-ordinator:

Anu Harder, Program Co-ordinator
Email: aharder@georgebrown.ca

Elizabeth Speers, Director, Centre for Business
Email: espeers@georgebrown.ca

VISIT OUR CAMPUS
On-campus information sessions are held on a regular basis. Come and have your questions answered. Learn about the program content and career options. Meet your friendly professors and staff. Experience what it is like to be in a George Brown College classroom. Sign up11 for an upcoming session.

LINKS REFERENCE
2. http://www.georgebrown.ca/international/futurestudents/tuitionfees/
4. https://www.youtube.com/watch?v=uDRjvstkOhE

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GRADUATE PROGRAM (POSTGRADUATE) (B415)

**PROGRAM NAME**  Project Management

**COURSE CODE**  B415

**SCHOOL**  School of Management

**CENTRE**  Business

**LOCATION**  St. James Campus

**DURATION**  8 months (2 semesters)

**EXPERIENTIAL LEARNING**  Client Project

**STARTING MONTH**  September, January, May

**CREDENTIAL**  Ontario College Graduate Certificate

**YEAR OF STUDY**  2018-2019

**METHOD OF STUDY**  FT

**APPLY TO**  Ontario Colleges

**TUITION**  $4,176.00 *

**ADDITIONAL COST**  * Amounts listed are the total of tuition, materials, student service and ancillary fees for the first two semesters of programs starting in fall 2017. Fees are subject to change for programs starting in fall 2018 and at later dates.

**International students**: Visit the International Fees and Related Costs page for more information.

Graduates of the **Project Management** graduate certificate program will be prepared to manage project scope and change, provide goal setting, project control, project staffing, risk management, utilize project management tools and perform other functions in careers that incorporate project management or in stand-alone project manager positions.

Graduates will have demonstrated their knowledge, job skills, soft skills and abilities related to business in general and project management in particular.

This learning experience will enable graduates to demonstrate:

- Implementation of Project Management Institute knowledge areas such as processes, lifecycle phases and the embodied concepts, tools and techniques in order to achieve project success
- Adaptation of projects in response to issues that arise internally and externally
- Implementation of general business concepts, practices and tools to facilitate project success
- Application of project management practices to the launch of new programs, initiatives, products, services and events relative to the needs of stakeholders

**PART TIME STUDY OPTIONS**

Part-time study options are not available for this program.

**EXPERIENTIAL LEARNING**

Client Project

**YOUR FIELD STUDY OPTIONS**

Students will take a field-based, application-driven course where they participate in the coordination and execution of a real industry project. Leveraging learning from their project management courses, students can expect to gain experience in the following areas:

- defining requirements
- creating project plans
- tracking budgets
- coordinating meetings
- monitoring progress
- assessing risks
- managing stakeholders
- implementing management tools
- preparing reports
- conducting themselves in a professional manner

**THE INDUSTRY**

**INDUSTRY FEEDBACK:**

"George Brown's Project Management field education course has allowed us to work with students on new projects that would have otherwise been delayed. The PM students, who had great talents and a diverse work and academic background, used their project management tools and planning processes skills to help Retail Council of Canada develop important operational procedures in membership and event management."
I would strongly recommend private and not-for-profit businesses take advantage of this valuable program that offers students real-life projects to test their skills for a career in project management and that also benefit participating companies.”

Diane J. Brisebois, President & CEO, Retail Council of Canada

George Brown College is recognized as a Global Registered Education Provider with the Project Management Institute3 (PMI®). Graduates of any of the George Brown College courses listed on PMI’s Registered Education Provider portal4 will have satisfied the education requirements necessary to apply to the Project Management Institute (PMI®) for either the Certified Associate in Project Management (CAPM®) or the Project Management Professional (PMP®) certification.

PMI®, PMP®, and CAPM® are registered marks of the Project Management Institute, Inc.

PROGRAM STANDARDS AND LEARNING OUTCOMES

The graduate has reliably demonstrated the ability to:

1. Manage the scope, cost, timing, and quality of the project, at all times focused on project success as defined by project stakeholders.
2. Align the project to the organization’s strategic plans and business justification throughout its lifecycle.
3. Identify project goals, constraints, deliverables, performance criteria, control needs, and resource requirements in consultation with stakeholders.
4. Implement the PMI project management knowledge areas, processes, lifecycle phases and the embodied concepts, tools and techniques in order to achieve project success.
5. Adapt projects in response to issues that arise internally and externally.
6. Interact with team and stakeholders in a professional manner, respecting differences, to ensure a collaborative project environment.
7. Utilize technology tools for communication, collaboration, information management, and decision support.
8. Implement general business concepts, practices, and tools to facilitate project success.
9. Reflect on their role and effectiveness as a leader and follower.
10. Apply appropriate legal and ethical standards.
11. Adapt project management practices to meet the needs of stakeholders from multiple sectors of the economy (i.e., manufacturing, technology, consulting, government, arts, media, and not-for-profit organizations).
12. Apply project management practices to the launch of new programs, initiatives, products, services, and events relative to the needs of stakeholders.
13. Appraise the role of project management in organizational change.

REQUIRED COURSES

In order to graduate from the B415 program, you need to complete 10 Mandatory courses.

SEMESTER 1

Week 1-7

<table>
<thead>
<tr>
<th>Code</th>
<th>Course Name</th>
<th>Pre-requisite</th>
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</thead>
<tbody>
<tr>
<td>Week 1-14</td>
<td>MGMT 4017 Organizational Behaviour</td>
<td>NONE</td>
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<tr>
<td>MGMT 4066 AGILE Project Management</td>
<td>NONE</td>
<td></td>
</tr>
<tr>
<td>Week 1-7</td>
<td>MGMT 4015 Scope and Quality Management</td>
<td>NONE</td>
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<tr>
<td>MGMT 4019 Risk Management</td>
<td>NONE</td>
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<tr>
<td>Week 8-14</td>
<td>MGMT 4018 Time and Cost Management</td>
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</tr>
<tr>
<td>MGMT 4057 Project Planning and Client Management</td>
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SEMESTER 2

<table>
<thead>
<tr>
<th>Code</th>
<th>Course Name</th>
<th>Pre-requisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>Week 1-14</td>
<td>MGMT 4035 Real World Project Management</td>
<td>Completion of Semester 1</td>
</tr>
<tr>
<td>MGMT 4036 Successful Project Manager</td>
<td>MGMT 4018</td>
<td></td>
</tr>
<tr>
<td>Week 1-7</td>
<td>MGMT 4037 Project Management Case Studies</td>
<td>Completion of Semester 1</td>
</tr>
<tr>
<td>Week 8-14</td>
<td>MGMT 4067 Project Management Speaker Series</td>
<td>NONE</td>
</tr>
</tbody>
</table>

YOUR CAREER

Graduates will be ready to lead or support various projects. Potential positions may include:

- Junior Project Manager
- Team Leader
- Project Coordinator
- Project Administrator
- Project Analyst
FUTURE STUDY OPTIONS
For information on future study options, see georgebrown.ca/transferguide

ADMISSION REQUIREMENTS
• College Advanced Diploma (3-year) or Bachelor's Degree or demonstrated, relevant work experience (resume and references required).

ENGLISH LANGUAGE PROFICIENCY
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Please visit georgebrown.ca/englishproficiency for more details.

COURSE EXEMPTIONS
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INTERNATIONAL STUDENTS
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For general inquiries, please contact the Centre for Business:
Email: business@georgebrown.ca Phone: (416) 415-5000 ext. 2160

“All professors at George Brown College were very professional and helpful. I learned a lot from them: how to implement projects, how to plan and monitor them, and finally, how to close projects. One of the most important learnings of the program was how to communicate with clients and stakeholders at a high level. I enjoyed the studying process a lot. The network that I’ve earned while studying helped me get a job after graduation.”

Vakhid Mamedov (Project Management graduate, 2017)
INFORMATION SESSIONS

For program specific information and to meet faculty, sign up to attend an information session

PROJECT MANAGEMENT (B415)

For inquiries related to this program (for example, course-specific information) please contact the Co-ordinator:

Mark Simpson, Program Co-ordinator
Email: msimpson@georgebrown.ca

Elizabeth Speers, Director, Centre for Business
Email: espeers@georgebrown.ca

VISIT OUR CAMPUS

On-campus info sessions\(^\text{12}\) are offered on a regular basis. Come and have your questions answered. Learn about the program content and career options. Meet your friendly professors and staff. Experience what it is like to be in a George Brown College classroom. for an upcoming session.

LINKS REFERENCE

\(^1\)https://collegeapply.ontariocolleges.ca/?collegeCode=GBTC&programCode=B415&lang=en
\(^2\)http://www.georgebrown.ca/international/futurestudents/tuitionfees/
\(^3\)https://www.pmi.org/
\(^4\)https://ccrs.pmi.org/search/activities?SearchType=Activities&provider=4513
\(^5\)http://www.georgebrown.ca/international/futurestudents/applynow/
\(^6\)http://www.georgebrown.ca/admissions/
\(^7\)http://www.georgebrown.ca/international/
\(^8\)http://www.georgebrown.ca/financialaid/
\(^9\)http://www.georgebrown.ca/entry_advising_faq.aspx
\(^10\)http://www.georgebrown.ca/advising/contactform/
\(^11\)http://www.georgebrown.ca/info_sessions.aspx
\(^12\)http://www.georgebrown.ca/business_infosessions/

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