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**MEMORANDUM**

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**ATTENTION** Senate  
**FROM** Wade Parkhouse, Chair  
**RE:** Senate Committee on  
Undergraduate Studies  
Program Changes

**DATE** October 12, 2018  
**PAGES** 1/2

**For information:**

Acting under delegated authority at its meeting of October 11, 2018 SCUS approved the following curriculum revisions effective Summer 2019.

**a. Beedie School of Business (SCUS 18-63)**

- (i) Requirement changes to the Certificate in Business Technology Management
- (ii) Revision of calendar language for the Corporate Environmental and Social Sustainability Certificate
- (iii) Requirement changes to the Business and Economics Joint Major
- (iv) Requirement changes to the Innovation & Entrepreneurship Certificate
- (v) Changes to the International Co-Op component of the International Experiential Learning Certificate
- (vi) Requirement changes to the Business and Mechatronics Systems Engineering Double Degree and the Business and Economics Joint Major programs
- (vii) Upper division requirement changes to the:
  - Business and Communication Joint Major
  - Business and Economic Joint Major
  - Business and Geography Joint Major
- (viii) Upper division requirement changes to the:
  - Interactive Arts and Technology and Business joint Major – BA or BBA
  - Interactive Arts and Technology and Business Joint Major – BSc
- (ix) Upper division requirement changes to the MBB & Business Joint Major
- (x) Requirement changes to the Mechatronic Systems Engineering and Business Double Degree Program Major
- (xi) Lower division requirement changes to the Business and Psychology Joint Major
- (xii) Upper division requirement changes to the Business and Molecular Biology & Biochemistry Joint Honours

- (xiii) Upper division requirement changes to the Information Systems in Business Administration and Computing Science Joint Major
- (xiv) Upper division requirement changes to the Sustainable Business Joint Major
- (xv) Requirement changes to the Business and Economics Joint Honours
- (xvi) Requirement changes to the Business Administration Major and Honours
- (xvii) Requirement changes to the:
  - Business & Mechatronics Systems Engineering Double Degree
  - Business & Economics Joint Major



**Calendar Entry Change**  
**Beedie School of Business Undergraduate Program**

**Rationale for change:**

These updates to the description of the experiential component of this certificate will clarify the requirements for students and correct some typos in the previous language.

**Effective term and year:**

Summer 2019

**The following program(s) will be affected by these changes:**

Certificate in Business Technology Management

**Calendar Change:** “to” and “from” sections are not required. All deletions should be crossed out as follows: ~~sample~~. All additions should be marked by a **bold**.

**Limitations**

Students may complete either the Certificate in Business Technology Management or the Certificate in Business Analytics and Decision Making, but not both certificates.

Additionally, units applied to one certificate may not be applied to another Simon Fraser University certificate or diploma, as noted here.

**Grade Requirements**

\In addition to normal university grade point average requirements, the Beedie School of Business requires a minimum 2.30 overall SFU Business course grade point average for entry into all 300 and 400 division business courses.

For a course to be accepted as fulfilling a prerequisite, or for a lower division requirement, or for a core course to be accepted in a student's program in business, a student must have obtained a minimum grade of C- (C minus).

**Program Requirements**

Students complete a minimum of 26 to 28 units, including 5 core courses, one of the TWO specializations, and an experiential component, as below. The number of units will differ based on the BTM specialization selected by student (BTM-MIS=28, BTM-Financial Services=26)

**Core Courses**

Students must complete all of

BUS 361 - Project Management (3)

BUS 362 - Business Process Analysis (4)

BUS 462 - Business Analytics (3)

BUS 464 - Business Data Management (3)

BUS 468 - Managing Information Technology for Business Value (3)

Students must complete the courses associated with one of the two following specializations for the certificate:

Management Information Systems Specialization

BUS 465 - Business Systems Development (3)

and any two of

BUS 338 - Foundations of Innovation (3)

BUS 466 - Web-Enabled Business (3)

BUS 486 - Leadership (3)

and one of

CMPT 120 - Introduction to Computing Science and Programming I (3)

CMPT 165 - Introduction to the Internet and the World Wide Web (3)

IAT 201 - Human-Computer Interaction and Cognition (3)

Financial Services Specialization

All of

BUS 410 - Financial Institutions (3)

BUS 413 - Corporate Finance (4)

BUS 418 - International Financial Management (3)

Both the Financial Services and Management Information Systems specializations also require the completion of one of the following approved experiential or service learning components::

Experience in a volunteer, internship, research assistantship or other non co-op work role within a student group, social enterprise, charitable organization, or non-profit organization related to Business and Technology.\* Prior approval is required before the commencement of this experience by submitting a detailed outline describing activities that will be undertaken. Upon completion of these activities, students must submit a detailed outline and description of activities.

Successful completion of at least one Co-operative Education (Co-op) work term with a focus related to Business and Technology.\* A description (written by either the student or the organization **and signed and validated by the employer/supervisor**) of the organization, **and the student's** role and activities undertaken with that organization, **and signed and validated by the employer/supervisor** must be submitted.

\*Experience which will be considered relevant includes those that require a significant amount of work activities such as: (i) planning, managing and/or leading a business technology project; (ii) analyzing a business need and presenting a technology based solution or plan to address need; (iii) designing and presenting a technology enabled solution to a business problem; (iv) analyzing a business process and developing a plan to implement a technology enabled solution; and/or (v) developing a technology based solution to a business problem.



**Calendar Entry Change**  
**Beedie School of Business Undergraduate Program**

Rationale for change:

Updating the punctuation makes it clear that this sentence introduces the list that follows. The period after "students will submit to the Academic Director – Business Major" should be changed to a colon.

Effective term and year:

Summer 2019

The following program(s) will be affected by these changes:

Corporate Environmental and Social Sustainability Certificate

**Calendar Change:** "to" and "from" sections are not required. All deletions should be crossed out as follows: ~~sample~~. All additions should be marked by a **bold**.

Upon completion of the experiential component, students will submit to the Academic Director - Business Major:-

a description (written by either the student or the organization) of the organization and the student's role in the organization, signed and validated by the employer/supervisor  
a reflective 500 word essay about the student's work/volunteer experience that identifies key corporate environmental and social sustainability experiences and how that influenced their current thinking about the implications of business practice on society and the environment. The essay will be graded pass/fail.

**SFU**  
SENATE COMMITTEE ON  
UNDERGRADUATE STUDIES

**PROGRAM MODIFICATION TEMPLATE**

**Calendar Entry Change**  
**Beedie School of Business Undergraduate Program**

Rationale for change:

These edits are consistent with those made to the Business Major admission section of the calendar, which was also recently updated. These edits provide a description of the admissions process in clearer, more consistent language.

Effective term and year:

Summer 2019

The following program(s) will be affected by these changes:

Business and Economics Joint Major

**Calendar Change:** "to" and "from" sections are not required. All deletions should be crossed out as follows: ~~sample~~. All additions should be marked by a **bold**.

Beedie School of Business Admission Requirements

**Joint Major applicants should apply to Beedie through the internal transfer process, which is outlined here, after completing 30 units, including the eight lower division courses required for admission. Students must already be accepted to the Economics portion of the Joint Major or be eligible for admission that term.**

**Commented [CS1]:** Should link to the new admissions page submitted as a calendar change for September SCUS review. Reference: item 6c ii from July 2018 UCC meeting.

Internal transfer (Category 3 or 4) applicants should apply to Beedie by submitting a supplemental application form after completing 30 units (including lower division requirements, except BUS 217W and BUS 254), meeting a minimum 2.30 overall SFU Business course grade point average, and must either already be accepted to the Economics portion of the Joint Major or be eligible for admission that term. The supplemental application can be found on Beedie's website.

Students not accepted upon initial application may reapply. Unsuccessful applicants **may** be permitted to appeal through the faculty admissions appeals committee.

Application Deadlines

Visit <http://beedie.sfu.ca/bba/apply> for application deadlines.



## Calendar Entry Change

### Beedie School of Business Undergraduate Program

#### Rationale for change:

Business students are not permitted to use Business courses to satisfy one portion of the certificate requirements (as it would provide too much overlap between their degree requirements and the certificate).

Previously all the business courses were listed, however as the list is growing we have decided to clearly indicate that business students may not use business courses to satisfy this particular requirement.

#### Effective term and year:

Summer 2019

#### The following program(s) will be affected by these changes:

Innovation & Entrepreneurship Certificate

**Calendar Change:** "to" and "from" sections are not required. All deletions should be crossed out as follows: ~~sample~~. All additions should be marked by a **bold**.

## Innovation and Entrepreneurship CERTIFICATE

### Admission Requirements

A student in any faculty at SFU may declare this certificate through the Beedie School of Business.

### Limitations

Students may complete only one of the Certificate in Business Analytics and Decision Making, the Certificate in Business Technology Management, or the Certificate in Innovation and Entrepreneurship.

Additionally, units applied to one certificate may not be applied to another Simon Fraser University certificate or diploma, as noted here.

### Grade Requirements

In addition to normal university grade point average requirements, the Beedie School of Business requires a minimum 2.30 overall SFU Business course grade point average for entry into all 300 and 400 division business courses.

For a course to be accepted as fulfilling a prerequisite, or for a lower division requirement, or for a core course to be accepted in a student's program in business, a student must have obtained a minimum grade of C- (C minus).

### Program Requirements

Students must complete the following, including foundational business courses, a capstone course, and additional coursework from a variety of disciplines.

Students will complete all of:

BUS 238 - Introduction to Entrepreneurship and Innovation (3)  
BUS 314 - Resourcing New Ventures (3)  
BUS 338 - Foundations of Innovation (3)  
BUS 361 - Project Management (3)

And one of\*:

BUS 477 - Startup Experience (4)  
CA 489 - Interdisciplinary Project in FPA (5)  
ENV 495 - Environmental Capstone (4) \*\*  
HSCI 495 - Applied Health Science Project (4)  
IAT 430 - Business of Design III: Refinement and Production (3) ^ and BUS 476 - Business of Design IV - Promotion, Packaging and Launch - Launching a Design-Led Business (4) ^  
IAT 499 - Graduation Project (6)  
MSE 410 - Capstone Design Technical Project I (3) ^^ and MSE 411W - Capstone Design Technical Project II (3) ^^

Students# will complete two of\*:

BUS 339 - Business of Design II - Iteration and Prototyping (4)  
BISC 373 - Brewing Science (2) or BISC 374 - Brewing Science with Lab (3)  
BUS 406 - Startup Accelerator (3)  
BUS 443 - New Product Development and Design (3)  
BUS 450 - Managing Emerging Opportunities (3)  
BUS 453 - Sustainable Innovation (3)  
BUS 490 - Selected Topics in Business Administration (3) \*\*\*  
BUS 491 - Selected Topics in Business Administration (3) \*\*\*  
BUS 492 - Selected Topics in Business Administration (3) \*\*\*  
BUS 493 - Selected Topics in Business Administration (3) \*\*\*  
BUS 494 - Selected Topics in Business Administration (3) \*\*\*  
BUS 495 - Selected Topics in Business Administration (3) \*\*\*  
BUS 496 - Selected Topics in Business Administration (5) \*\*\*  
CA 381 - Thriving as a Cultural Entrepreneur (3)  
CMNS 425 - Applied Communication for Social Issues (4)  
CMPT 120 - Introduction to Computing Science and Programming I (3)  
CMPT 320 - Social Implications - Computerized Society (3)  
HSCI 130 - Foundations of Health Science (4)  
HSCI 305 - The Canadian Health System (3)  
HSCI 312 - Health Promotion: Individuals and Communities (3)

IAT 330 - Business of Design I: Introduction (3)  
IAT 333 - Interaction Design Methods (3)  
IAT 431 - Speculative Design (3)  
IAT 481 - Special Topics in Interactive Arts and Technology (Science) (3)  
MSE 110 - Mechatronics Design I (3) or MSE 111 - Mechatronics for non-Engineers (3)  
POL 150 - Science, Policy, and Innovation (3)  
POL 457W - Technology and Innovation Policy (4)  
PUB 101 - Publication of Self in Everyday Life (3)  
PUB 201 - The Publication of Professional Self (3)  
PUB 212 - Public Relations and Public Engagement (3)  
PUB 456 - Institutional and International Event Planning and Management (4)

# Students completing a Bachelor of Business Administration may not use **business courses** ~~BUS 406, BUS 443, BUS 450, BUS 453, or BUS 49X~~ to meet the requirements of this section.

\* Substitutions with appropriate course content may be possible with permission from the Beedie School of Business.

\*\* ENV 495 will only count toward this certificate when offered as part of Change Lab. Students are to consult with a Faculty of Environment advisor before enrolling in this course.

\*\*\* When offered as a selected topics course in Innovation and Entrepreneurship.

^ Business of Design

^^ Technology Entrepreneurship @ SFU

**Calendar Entry Change  
Beedie School of Business Undergraduate Program****Rationale for change:**

This change clarifies that a Co-op work term must be outside of Canada in order to count towards the experiential component of this certificate.

**Effective term and year:**

Summer 2019

The following program(s) will be affected by these changes:  
International Experiential Learning Certificate

**Calendar Change:** “to” and “from” sections are not required. All deletions should be crossed out as follows: ~~sample~~. All additions should be marked by a **bold**.

**International Experiential Component**

Students must complete one of the following international experiential components:

**STREAM 1: STUDY ABROAD COMPONENT**

One study abroad term (at least nine units) as an exchange student at an SFU exchange partner or one full time SFU field school program or an alternate approved full time Study Abroad program.

**STREAM 2: INTERNATIONAL CO-OP COMPONENT**

Participation in one full-time Co-operative Education term **outside of Canada**.

Stream 2 students must also complete 2 additional Language, International Business, or Global Perspectives courses from the lists above. One of these two courses must be an upper division (300 or 400 level) course. These two courses must be worth a minimum of 3 units each.

**Calendar Entry Change**  
**Beedie School of Business Undergraduate Program****Rationale for change:**

We are adding explicit language to the calendar stating that students may not attempt BUS 360W or 320 more than twice to be considered for admission to the Accounting concentration.

Although this is something that has never been permitted, we are seeing an increase in the number of student requests for exceptions, indicating that clearer language on the policy should be in the calendar.

The language used is consistent with language that was used on our business admissions policy in Fall 2016 (but that has since been eliminated for other reasons).

**Effective term and year:**

Summer 2019

**The following program(s) will be affected by these changes:**

Business and Mechatronics Systems Engineering Double Degree

Business and Economics Joint Major

**Calendar Change:** “to” and “from” sections are not required. All deletions should be crossed out as follows: ~~sample~~. All additions should be marked by a **bold**.

**Accounting**

Admission to this concentration requires a cumulative grade point average of 2.70 or higher. Students may apply once they have completed their lower division requirements and have either completed or enrolled in both BUS 320 and 360W. Students must have a minimum grade of a C+ in both of these courses before they are admitted to the concentration **and these courses may be repeated a maximum of one time each for admission**. Only students admitted to this concentration will be permitted to enrol in upper division (300- and 400-level) accounting courses required for this concentration (with the exception of BUS 320).

Students must complete all\* of

BUS 320 - Financial Accounting: Assets (3)

BUS 321 - Financial Accounting: Equities (3)

BUS 322 - Intermediate Managerial Accounting (3)

BUS 421 - Accounting Theory (3)

At least two\* of

BUS 420 - Advanced Accounting (3)

BUS 424 - Advanced Managerial Accounting (3)

BUS 426 - Auditing and Assurance: Concepts and Methods (3)

BUS 427 - Financial Statement Analysis (3)

BUS 490 - Selected Topics in Business Administration (3) \*\*  
BUS 491 - Selected Topics in Business Administration (3) \*\*  
BUS 492 - Selected Topics in Business Administration (3) \*\*  
BUS 493 - Selected Topics in Business Administration (3) \*\*  
BUS 494 - Selected Topics in Business Administration (3) \*\*  
BUS 495 - Selected Topics in Business Administration (3) \*\*  
BUS 496 - Selected Topics in Business Administration (5) \*\*

\*Must be completed at SFU.

\*\* When offered as a selected topics course in Accounting.

**Calendar Entry Change**  
**Beedie School of Business Undergraduate Program**

**Rationale for change:**

Beedie has considered completing concentrations optional for Business Joint Majors and the Double Degree with Mechatronics. However, this language is not clear in the calendar. Edits below clarify that joint major and MSE double degree students may complete one or more business concentrations, if they wish to.

Some language has also been edited below to be clearer (around core courses).

**Effective term and year:**

Summer 2019

**The following program(s) will be affected by these changes:**

Business and Communication Joint Major

**Calendar Change:** “to” and “from” sections are not required. All deletions should be crossed out as follows: ~~sample~~. All additions should be marked by a **bold**.

**Business Upper Division Requirements**

Students complete at least 33 upper division units in BUS or BUEC courses including the business core courses, and the marketing courses specified below. **Students may choose to complete one or more business concentrations by meeting the concentration requirements listed on the Business Major page of the calendar.**

**Business Core Courses**

The Beedie School of Business core courses must be completed, ~~except as specifically modified as listed~~ below. Students complete all of:

BUS 303 - Business, Society and Ethics (3)

BUS 312 - Introduction to Finance (4)

BUS 336 - Data and Decisions II (4)

BUS 393 - Commercial Law (3)

BUS 478 - Strategy (3) ^

and one of

BUS 374 - Organization Theory (3)

BUS 381 - Introduction to Human Resource Management (3)

BUS 360W is recommended but not required. BUS 360W will be waived as a prerequisite for 400 division BUS courses for those in approved BUS joint programs. BUS 360W must be completed at Simon Fraser University in accordance with the WQB requirements.

<sup>^</sup> To be completed at Simon Fraser University.

**Marketing Required Courses**  
Students complete all of

**BUS 343 - Introduction to Marketing (3)**

**BUS 345 - Marketing Research (4)**

**BUS 347 - Consumer Behavior (3)**

and successful completion of at least one 400 division BUS course worth a minimum of three units, chosen from the marketing concentration listed under the Business Major program.

**Calendar Entry Change**  
**Beedie School of Business Undergraduate Program**

Rationale for change:

Beedie has considered completing concentrations optional for Business Joint Majors and the Double Degree with Mechatronics. However, this language is not clear in the calendar. Edits below clarify that joint major and MSE double degree students may complete one or more business concentrations, if they wish to.

Effective term and year:

Summer 2019

The following program(s) will be affected by these changes:

Business and Economics Joint Major

**Calendar Change:** “to” and “from” sections are not required. All deletions should be crossed out as follows: ~~sample~~. All additions should be marked by a **bold**.

Business Upper Division Requirements

CORE COURSES

Students complete at least 29 upper division units in BUS or BUEC courses, including all of

BUS 312 - Introduction to Finance (4)  
 BUS 336 - Data and Decisions II (4)  
 BUS 343 - Introduction to Marketing (3)  
 BUS 393 - Commercial Law (3)  
 BUS 478 - Strategy (3) ^

and one of

BUS 374 - Organization Theory (3)  
 BUS 381 - Introduction to Human Resource Management (3)

BUS 360W is recommended but not required. BUS 360W will be waived as a prerequisite for 400 division BUS courses for those in approved BUS joint programs. BUS 360W must be completed at Simon Fraser University in accordance with the WQB requirements.

**BUSINESS 400 DIVISION REQUIREMENT**

Students complete two 400 division BUS or BUEC courses\*, each worth a minimum of three units (excluding practicum courses and BUS 478).

\*Note that BUEC courses may count only once as business units or as economic units.

<sup>^</sup> To be completed at Simon Fraser University.

**Areas of Concentration**

Beyond the core course requirements listed above, students complete three courses within a single area of concentration, as shown below. **Students may choose to complete one or more business concentrations by meeting the requirements listed.**

## Calendar Entry Change

### Beedie School of Business Undergraduate Program

Rationale for change:

Beedie has considered completing concentrations optional for Business Joint Majors and the Double Degree with Mechatronics. However, this language is not clear in the calendar. Edits below clarify that joint major and MSE double degree students may complete one or more business concentrations, if they wish to.

Some language has also been edited below to be clearer (around core courses).

Effective term and year:

Summer 2019

The following program(s) will be affected by these changes:

Business and Geography Joint Major

**Calendar Change:** “to” and “from” sections are not required. All deletions should be crossed out as follows: ~~sample~~. All additions should be marked by a **bold**.

Upper Division Requirements

**BUSINESS CORE COURSES**

The Beedie School of Business core courses must be completed, ~~except as specifically modified as listed~~ below. Students complete all of:

- BUS 303 - Business, Society and Ethics (3)
- BUS 312 - Introduction to Finance (4)
- BUS 336 - Data and Decisions II (4)
- BUS 343 - Introduction to Marketing (3)
- BUS 393 - Commercial Law (3)
- BUS 478 - Strategy (3)

and one of

- BUS 374 - Organization Theory (3)
- BUS 381 - Introduction to Human Resource Management (3)
- and one additional 400 division BUS course, worth a minimum of three units (excluding practicum courses).

BUS 360W is recommended but not required. BUS 360W will be waived as a prerequisite for 400 division BUS courses for those in approved BUS joint programs. BUS 360W must be completed at Simon Fraser University in accordance with the WQB requirements.



## PROGRAM MODIFICATION

**Students may choose to complete one or more business concentrations by meeting the concentration requirements listed on the Business Major page of the calendar.**

**Calendar Entry Change**  
**Beedie School of Business Undergraduate Program**

**Rationale for change:**

Beedie has considered completing concentrations optional for Business Joint Majors and the Double Degree with Mechatronics. However, this language is not consistent in the calendar.

Edits below clarify that joint major and MSE double degree students may complete one or more business concentrations, if they wish to, using the same language for all programs.

**Effective term and year:**

Summer 2019

**The following program(s) will be affected by these changes:**

Interactive Arts and Technology and Business Joint Major - BA or BBA

Interactive Arts and Technology and Business Joint Major - BSc

**Calendar Change:** “to” and “from” sections are not required. All deletions should be crossed out as follows: ~~sample~~. All additions should be marked by a **bold**.

**Upper Division Business Requirements**

Students complete all of

BUS 303 - Business, Society and Ethics (3)

BUS 312 - Introduction to Finance (4)

BUS 343 - Introduction to Marketing (3)

BUS 393 - Commercial Law (3)

BUS 478 - Strategy (3) ^

and one of

BUS 374 - Organization Theory (3)

BUS 381 - Introduction to Human Resource Management (3)

and an additional 400 division BUS course, worth a minimum of three units (excluding practicum courses).

**Students may choose to complete one or more business concentrations by meeting the concentration requirements listed on the Business Major page of the calendar.**

BUS 360W is highly recommended but not required. BUS 360W will be waived as a prerequisite for 400 division BUS courses for those in approved BUS joint programs. BUS 360W must be completed at Simon Fraser University in accordance with the WQB requirements.

<sup>^</sup> to be completed at Simon Fraser University.

**Business Areas of Concentration**

In addition to the above requirements, students may also choose to complete a business concentration, which requires additional courses. See below for details.

**Accounting**

Admission to this concentration requires a cumulative grade point average of 2.70 or higher. Students may apply once they have completed their lower division requirements and have either completed or enrolled in both BUS 320 and 360W. Students must have a minimum grade of a C+ in both of these courses before they are admitted to the concentration. Only students admitted to this concentration will be permitted to enroll in upper division (300- and 400-level) accounting courses required for this concentration (with the exception of BUS 320).

Students must complete all\* of

~~BUS 320 - Financial Accounting: Assets (3)~~  
~~BUS 321 - Financial Accounting: Equities (3)~~  
~~BUS 322 - Intermediate Managerial Accounting (3)~~  
~~BUS 421 - Accounting Theory (3)~~

At least two\* of

~~BUS 420 - Advanced Accounting (3)~~  
~~BUS 424 - Advanced Managerial Accounting (3)~~  
~~BUS 426 - Auditing and Assurance: Concepts and Methods (3)~~  
~~BUS 427 - Financial Statement Analysis (3)~~  
~~BUS 490 - Selected Topics in Business Administration (3) \*\*~~  
~~BUS 491 - Selected Topics in Business Administration (3) \*\*~~  
~~BUS 492 - Selected Topics in Business Administration (3) \*\*~~  
~~BUS 493 - Selected Topics in Business Administration (3) \*\*~~  
~~BUS 494 - Selected Topics in Business Administration (3) \*\*~~  
~~BUS 495 - Selected Topics in Business Administration (3) \*\*~~  
~~BUS 496 - Selected Topics in Business Administration (5) \*\*~~

\* Must be completed at SFU.

\*\* When offered as a selected topics course in Accounting.

**Innovation and Entrepreneurship**

For this concentration, students complete all of

~~BUS 314 - Resourcing New Ventures (3)~~  
~~BUS 338 - Foundations of Innovation (3)~~  
~~BUS 361 - Project Management (3)~~  
~~BUS 477 - Startup Experience (4)~~  
and one of

~~BUS 339~~ Business of Design II – Iteration and Prototyping (4)  
~~BUS 406~~ Startup Accelerator (3)  
~~BUS 443~~ New Product Development and Design (3)  
~~BUS 450~~ Managing Emerging Opportunities (3)  
~~BUS 453~~ Sustainable Innovation (3)  
~~BUS 490~~ Selected Topics in Business Administration (3) \*\*  
~~BUS 491~~ Selected Topics in Business Administration (3) \*\*  
~~BUS 492~~ Selected Topics in Business Administration (3) \*\*  
~~BUS 493~~ Selected Topics in Business Administration (3) \*\*  
~~BUS 494~~ Selected Topics in Business Administration (3) \*\*  
~~BUS 495~~ Selected Topics in Business Administration (3) \*\*  
~~BUS 496~~ Selected Topics in Business Administration (5) \*\*

\*\* When offered as a selected topics course in Innovation and Entrepreneurship.

#### Finance

For this concentration, students complete all of

~~BUS 312~~ Introduction to Finance (4)  
~~BUS 315~~ Investments (4)  
~~BUS 316~~ Derivative Securities (3)  
and two of

~~BUS 410~~ Financial Institutions (3)  
~~BUS 413~~ Corporate Finance (4)  
~~BUS 417~~ Security Analysis (4)  
~~BUS 418~~ International Financial Management (3)  
~~BUS 419~~ Advanced Derivative Securities (3)  
~~BUS 490~~ Selected Topics in Business Administration (3) \*\*  
~~BUS 491~~ Selected Topics in Business Administration (3) \*\*  
~~BUS 492~~ Selected Topics in Business Administration (3) \*\*  
~~BUS 493~~ Selected Topics in Business Administration (3) \*\*  
~~BUS 494~~ Selected Topics in Business Administration (3) \*\*  
~~BUS 495~~ Selected Topics in Business Administration (3) \*\*  
~~BUS 496~~ Selected Topics in Business Administration (5) \*\*

\*\* When offered as a selected topics course in Finance.

#### Human Resource Management

For this concentration, students complete both of

~~BUS 374~~ Organization Theory (3)  
~~BUS 381~~ Introduction to Human Resource Management (3)  
and three of

~~BUS 432 - International Human Resource Management (3)~~  
~~BUS 481 - Recruitment and Selection (3)~~  
~~BUS 482 - Performance Management (3)~~  
~~BUS 483 - Introduction to Employment Law For Business (3)~~  
~~BUS 484 - Employment Systems (3)~~  
~~BUS 485 - Negotiations and Conflict Management (3)~~  
~~BUS 486 - Leadership (3)~~  
~~BUS 487 - Organizational Development and Change Management (3)~~  
~~BUS 488 - Group Dynamics and Teamwork (3)~~  
~~BUS 489 - Management Practices for Sustainability (3)~~  
~~BUS 490 - Selected Topics in Business Administration (3) \*\*~~  
~~BUS 491 - Selected Topics in Business Administration (3) \*\*~~  
~~BUS 492 - Selected Topics in Business Administration (3) \*\*~~  
~~BUS 493 - Selected Topics in Business Administration (3) \*\*~~  
~~BUS 494 - Selected Topics in Business Administration (3) \*\*~~  
~~BUS 495 - Selected Topics in Business Administration (3) \*\*~~  
~~BUS 496 - Selected Topics in Business Administration (5) \*\*~~

**OPTION A**

It is recommended that students who wish to become a personnel specialist in a human resource function complete three of

~~BUS 432 - International Human Resource Management (3)~~  
~~BUS 481 - Recruitment and Selection (3)~~  
~~BUS 482 - Performance Management (3)~~  
~~BUS 484 - Employment Systems (3)~~

**OPTION B**

It is recommended that students who wish to develop skills in managing people, including employment systems design, change and organizational leadership, complete three of

~~BUS 485 - Negotiations and Conflict Management (3)~~  
~~BUS 486 - Leadership (3)~~  
~~BUS 487 - Organizational Development and Change Management (3)~~  
~~BUS 488 - Group Dynamics and Teamwork (3)~~  
~~BUS 489 - Management Practices for Sustainability (3)~~

~~\*\* When offered as a selected topics course in Human Resource Management.~~

**International Business**

For this concentration, students complete

~~BUS 346 - Global Business Environment (3)~~  
and three of

~~BUS 418 - International Financial Management (3)~~  
~~BUS 430 - Cross-Cultural Management (3)~~

~~BUS 431 - Business with East Asian Countries (3)~~  
~~BUS 432 - International Human Resource Management (3)~~  
~~BUS 434 - Foreign Market Entry (3)~~  
~~BUS 435 - Management of International Firms (3)~~  
~~BUS 447 - Global Marketing Management (3)~~  
~~BUS 490 - Selected Topics in Business Administration (3) \*\*~~  
~~BUS 491 - Selected Topics in Business Administration (3) \*\*~~  
~~BUS 492 - Selected Topics in Business Administration (3) \*\*~~  
~~BUS 493 - Selected Topics in Business Administration (3) \*\*~~  
~~BUS 494 - Selected Topics in Business Administration (3) \*\*~~  
~~BUS 495 - Selected Topics in Business Administration (3) \*\*~~  
~~BUS 496 - Selected Topics in Business Administration (5) \*\*~~

~~Students concentrating in international business are strongly advised to consider combining it with another business concentration.~~

~~Other 400 division courses deemed to have significant international business relevance may, with prior faculty permission, be substituted for the above 400 division courses. These may be offered in another faculty. A course substitution for International Business cannot be used for any other concentration.~~

~~\*\* When offered as a special topics course in International Business.~~

#### ~~Management Information Systems~~

~~For this concentration, students complete all of~~

~~BUS 361 - Project Management (3)~~  
~~BUS 362 - Business Process Analysis (4)~~  
~~BUS 468 - Managing Information Technology for Business Value (3)~~  
~~and two of~~

~~BUS 462 - Business Analytics (3)~~  
~~BUS 464 - Business Data Management (3)~~  
~~BUS 465 - Business Systems Development (3)~~  
~~BUS 466 - Web-Enabled Business (3)~~  
~~BUS 490 - Selected Topics in Business Administration (3) \*\*~~  
~~BUS 491 - Selected Topics in Business Administration (3) \*\*~~  
~~BUS 492 - Selected Topics in Business Administration (3) \*\*~~  
~~BUS 493 - Selected Topics in Business Administration (3) \*\*~~  
~~BUS 494 - Selected Topics in Business Administration (3) \*\*~~  
~~BUS 495 - Selected Topics in Business Administration (3) \*\*~~  
~~BUS 496 - Selected Topics in Business Administration (5) \*\*~~

~~\*\* When offered as a selected topics course in Management Information Systems.~~

#### ~~Operations Management~~

For this concentration, students complete both of

~~BUS 336 - Data and Decisions II (4)~~

~~BUS 473 - Operations Management (4)~~

and two of

~~BUS 437 - Decision Analysis in Business (3)~~

~~BUS 440 - Simulation in Management Decision-making (4)~~

~~BUS 445 - Customer Analytics (3)~~

~~BUS 474 - Supply Chain Management (3)~~

~~BUS 475 - Sustainable Operations (3)~~

~~BUS 490 - Selected Topics in Business Administration (3) \*\*~~

~~BUS 491 - Selected Topics in Business Administration (3) \*\*~~

~~BUS 492 - Selected Topics in Business Administration (3) \*\*~~

~~BUS 493 - Selected Topics in Business Administration (3) \*\*~~

~~BUS 494 - Selected Topics in Business Administration (3) \*\*~~

~~BUS 495 - Selected Topics in Business Administration (3) \*\*~~

~~BUS 496 - Selected Topics in Business Administration (5) \*\*~~

~~\*\* When offered as a selected topics course in Operations Management.~~

#### Marketing

For this concentration students complete all of

~~BUS 343 - Introduction to Marketing (3)~~

~~BUS 345 - Marketing Research (4)~~

~~BUS 347 - Consumer Behavior (3)~~

and three of

~~BUS 441 - Web Analytics (3)~~

~~BUS 443 - New Product Development and Design (3)~~

~~BUS 444 - Business to Business Marketing (3)~~

~~BUS 445 - Customer Analytics (3)~~

~~BUS 446 - Marketing Strategy (4)~~

~~BUS 447 - Global Marketing Management (3)~~

~~BUS 448 - Integrated Marketing Communications (4)~~

~~BUS 449 - Ethical Issues in Marketing (3)~~

~~BUS 455 - Product & Brand Management (3)~~

~~BUS 459 - Services Marketing (3)~~

~~BUS 490 - Selected Topics in Business Administration (3) \*\*~~

~~BUS 491 - Selected Topics in Business Administration (3) \*\*~~

~~BUS 492 - Selected Topics in Business Administration (3) \*\*~~

~~BUS 493 - Selected Topics in Business Administration (3) \*\*~~

~~BUS 494 - Selected Topics in Business Administration (3) \*\*~~

~~BUS 495 - Selected Topics in Business Administration (3) \*\*~~

~~BUS 496 - Selected Topics in Business Administration (5) \*\*~~

~~\*\* When offered as a selected topics course in Marketing.~~

**Strategic Analysis**

~~For this concentration, students complete~~

~~BUS 478 - Strategy (3)~~

~~and three of~~

~~BUS 371 - Critical Thinking Through Business Case Analysis (3)~~

~~BUS 470 - Business Applications of Game Theory (3)~~

~~BUS 471 - Strategic Decision Making (3)~~

~~BUS 479 - Strategy Analysis Practicum (3)~~

~~BUS 490 - Selected Topics in Business Administration (3) \*\*~~

~~BUS 491 - Selected Topics in Business Administration (3) \*\*~~

~~BUS 492 - Selected Topics in Business Administration (3) \*\*~~

~~BUS 493 - Selected Topics in Business Administration (3) \*\*~~

~~BUS 494 - Selected Topics in Business Administration (3) \*\*~~

~~BUS 495 - Selected Topics in Business Administration (3) \*\*~~

~~BUS 496 - Selected Topics in Business Administration (5) \*\*~~

~~Students concentrating in Strategic Analysis are strongly advised to consider combining it with another business concentration.~~

~~\*\* When offered as a selected topics course in Strategic Analysis~~

## Calendar Entry Change Beedie School of Business Undergraduate Program

### Rationale for change:

Beedie has considered completing concentrations optional for Business Joint Majors and the Double Degree with Mechatronics. However, this language is not clear and consistent in the calendar.

Edits below clarify that joint major and MSE double degree students may complete one or more business concentrations, if they wish to, using the same language for all programs.

### Effective term and year:

Summer 2019

The following program(s) will be affected by these changes:  
MBB & Business Joint Major

**Calendar Change:** “to” and “from” sections are not required. All deletions should be crossed out as follows: ~~sample~~. All additions should be marked by a **bold**.

### Upper Division Business Requirements

Students complete a total of 31 units.

#### Core Courses

Students complete all of

BUS 303 - Business, Society and Ethics (3)

BUS 312 - Introduction to Finance (4)

BUS 336 - Data and Decisions II (4)

BUS 343 - Introduction to Marketing (3)

BUS 360W - Business Communication (4) †

BUS 393 - Commercial Law (3)

BUS 477 - Startup Experience (4)

and one of

BUS 374 - Organization Theory (3)

BUS 381 - Introduction to Human Resource Management (3)

Marketing Courses

Students must also complete

BUS 347 - Consumer Behavior (3)

or another upper division BUS course from the marketing concentration listed under the Business Major program.

**Students may choose to complete one or more business concentrations by meeting the concentration requirements listed on the Business Major page of the calendar.**

† To be completed at Simon Fraser University in accordance with the WQB requirements.



## Calendar Entry Change Beedie School of Business Undergraduate Program

### Rationale for change:

Beedie has considered completing concentrations optional for Business Joint Majors and the Double Degree with Mechatronics. However, this language is not clear in the calendar. Edits below clarify that joint major and MSE double degree students may complete one or more business concentrations, if they wish to.

### Effective term and year:

Summer 2019

The following program(s) will be affected by these changes:

Mechatronic Systems Engineering and Business Double Degree Program Major

**Calendar Change:** “to” and “from” sections are not required. All deletions should be crossed out as follows: ~~sample~~. All additions should be marked by a **bold**.

## Business Concentration Elective Courses

Students also complete four upper division courses in a business concentration including at least three 400 division BUS or BUEC courses, each worth a minimum of three units (not including BUS 425 or 478). At least one of these 400 division BUS or BUEC courses must be completed at Simon Fraser University. **Students may choose to complete one or more business concentrations by meeting the requirements listed.**

## Calendar Entry Change Beedie School of Business Undergraduate Program

### Rationale for change:

Beedie has considered completing concentrations optional for Business Joint Majors and the Double Degree with Mechatronics. However, this language is not clear in the calendar. Edits below clarify that joint major and MSE double degree students may complete one or more business concentrations, if they wish to.

Some language has also been edited below to be clearer (around core courses).

### Effective term and year:

Summer 2019

### The following program(s) will be affected by these changes:

Business and Psychology Joint Major

**Calendar Change:** “to” and “from” sections are not required. All deletions should be crossed out as follows: ~~sample~~. All additions should be marked by a **bold**.

### Business Requirements

#### LOWER DIVISION REQUIREMENTS

Students complete all of

BUEC 232 - Data and Decisions I (4)  
BUS 217W - Critical Thinking in Business (3)  
BUS 237 - Introduction to Business Technology Management (3)  
BUS 251 - Financial Accounting I (3)  
BUS 254 - Managerial Accounting I (3)  
BUS 272 - Behavior in Organizations (3)  
ECON 103 - Principles of Microeconomics (4)  
ECON 105 - Principles of Macroeconomics (4)

and one of

MATH 150 - Calculus I with Review (4)  
MATH 151 - Calculus I (3)  
MATH 154 - Calculus I for the Biological Sciences (3)  
MATH 157 - Calculus I for the Social Sciences (3)

and one of\*

ENGL 111W - Literary Classics in English (3)  
ENGL 112W - Literature Now (3)

- ENGL 113W - Literature and Performance (3)
- ENGL 114W - Language and Purpose (3)
- ENGL 115W - Literature and Culture (3)
- ENGL 199W - Introduction to University Writing (3)
- PHIL 100W - Knowledge and Reality (3)
- PHIL 105 - Critical Thinking (3)
- PHIL 120W - Moral Problems (3)
- WL 101W - Writing in World Literature (3)
- WL 103W - Early World Literatures (3)
- WL 104W - Modern World Literatures (3)

It is recommended that students complete BUS 202 - Foundations for Collaborative Work Environments (3) in order to ensure they possess the foundational skills in communication and collaborating necessary for successful completion of upper division business coursework. Students wishing to register in BUS 202 should consult with an Undergraduate Academic Advisor in the Beedie School of Business.

\*Any one of these courses may be replaced by any three unspecified transfer units in English or in ENGL-Writing at the 100- or 200-level.

#### CORE COURSES

The Beedie School of Business core courses must be completed, ~~except as specifically modified as listed~~ below. Students complete all of:

- BUS 303 - Business, Society and Ethics (3)
- BUS 312 - Introduction to Finance (4)
- BUS 336 - Data and Decisions II (4)
- BUS 343 - Introduction to Marketing (3)
- BUS 393 - Commercial Law (3)
- BUS 478 - Strategy (3) ^

and one of

- BUS 374 - Organization Theory (3)
- BUS 381 - Introduction to Human Resource Management (3)

and successful completion of at least one 400 division BUS course worth a minimum of three units, chosen from the human resource management concentration listed under the Business Major program. **Students may choose to complete one or more business concentrations by meeting the concentration requirements listed on the Business Major page of the calendar.**

BUS 360W is recommended but not required. BUS 360W will be waived as a prerequisite for 400 division BUS courses for those in approved BUS joint programs. BUS 360W must be completed at Simon Fraser University in accordance with the WQB requirements.

<sup>^</sup> To be completed at Simon Fraser University.

**Calendar Entry Change  
Beedie School of Business Undergraduate Program****Rationale for change:**

This update indicates that students in this program may complete one *or more* of the Business concentrations.

In practice, students have had the option to complete multiple concentrations, but this clarifies the calendar language around this for students.

**Effective term and year:**

Summer 2019

**The following program(s) will be affected by these changes:**

Business and Molecular Biology & Biochemistry Joint Honours

**Calendar Change:** “to” and “from” sections are not required. All deletions should be crossed out as follows: ~~sample~~. All additions should be marked by a **bold**.

**Upper Division Business Requirements**

Students complete a minimum of 37 upper division units.

**Core Courses**

Students complete all of

BUS 303 - Business, Society and Ethics (3)

BUS 312 - Introduction to Finance (4)

BUS 336 - Data and Decisions II (4)

BUS 343 - Introduction to Marketing (3)

BUS 360W - Business Communication (4) †

BUS 393 - Commercial Law (3)

BUS 477 - Startup Experience (4)

and one of

BUS 374 - Organization Theory (3)

BUS 381 - Introduction to Human Resource Management (3)

Marketing Courses

Students must also complete

BUS 347 - Consumer Behavior (3)

or another upper division BUS course from the marketing concentration listed under the Business Major program.

**Additional Business Units**

and an additional six units of 400 division BUS or BUEC courses, each worth a minimum of three units (excluding practicum courses and BUS 478).

**Students may choose to complete one or more business concentrations by meeting the concentration requirements listed on the Business Major page of the calendar.**

† To be completed at Simon Fraser University in accordance with the WQB requirements.



## Calendar Entry Change Beedie School of Business Undergraduate Program

**Rationale for change:**

Beedie has considered completing concentrations optional for Business Joint Majors and the Double Degree with Mechatronics. However, this language is not clear in the calendar. Edits below clarify that joint major and MSE double degree students may complete one or more business concentrations, if they wish to.

**Effective term and year:**

Summer 2019

**The following program(s) will be affected by these changes:**

Information Systems in Business Administration and Computing Science Joint Major

**Calendar Change:** “to” and “from” sections are not required. All deletions should be crossed out as follows: ~~sample~~. All additions should be marked by a **bold**.

**Upper Division Requirements**

Students complete all of

BUS 312 - Introduction to Finance (4)

BUS 336 - Data and Decisions II (4)

BUS 343 - Introduction to Marketing (3)

BUS 361 - Project Management (3)

BUS 468 - Managing Information Technology for Business Value (3)

BUS 478 - Strategy (3) ^

CMPT 300 - Operating Systems I (3)

CMPT 307 - Data Structures and Algorithms (3)

CMPT 354 - Database Systems I (3)

and one of

BUS 374 - Organization Theory (3)

BUS 381 - Introduction to Human Resource Management (3)

and one of

BUS 466 - Web-Enabled Business (3)

CMPT 371 - Data Communications and Networking (3)

and fifteen additional upper division CMPT units, excluding CMPT 301. At least one of the courses must be at the 400 division or above.

**Students may choose to complete one or more business concentrations by meeting the concentration requirements listed on the Business Major page of the calendar.**

<sup>^</sup> to be completed at Simon Fraser University

## Calendar Entry Change Beedie School of Business Undergraduate Program

### Rationale for change:

Beedie has considered completing concentrations optional for Business Joint Majors and the Double Degree with Mechatronics. However, this language is not clear and consistent in the calendar.

Edits below clarify that joint major and MSE double degree students may complete one or more business concentrations, if they wish to, using the same language for all programs.

### Effective term and year:

Summer 2019

### The following program(s) will be affected by these changes:

Sustainable Business Joint Major

**Calendar Change:** “to” and “from” sections are not required. All deletions should be crossed out as follows: ~~sample~~. All additions should be marked by a **bold**.

### Business Upper Division Requirements

#### Core Courses

The Beedie School of Business core courses must be completed, ~~except as specifically modified as listed~~ below. Students must complete all core courses with a minimum C- grade.

Students complete all of:

BUS 312 - Introduction to Finance (4)

BUS 343 - Introduction to Marketing (3)

BUS 360W - Business Communication (4) \*\*\*

and one of

BUS 374 - Organization Theory (3)

BUS 381 - Introduction to Human Resource Management (3)

and one of

BUS 336 - Data and Decisions II (4) \*\*

GEOG 352 - Spatial Analysis (4)

REM 412 - Environmental Modeling (3)

and one of

BUS 303 - Business, Society and Ethics (3)

ENV 320W - Ethics and the Environment (3)

PHIL 328 - Environmental Philosophy (3)  
and one of

BUS 393 - Commercial Law (3)  
REM 319 - Environmental Law (3)  
Additional Upper Division Business Requirements

Student must complete the following

BUS 361 - Project Management (3)  
BUS 475 - Sustainable Operations (3)  
and one of

BUS 453 - Sustainable Innovation (3)  
BUS 489 - Management Practices for Sustainability (3)

**Students may choose to complete one or more business concentrations by meeting the concentration requirements listed on the Business Major page of the calendar.**

## Calendar Entry Change Beedie School of Business Undergraduate Program

### Rationale for change:

This update indicates that students in this program may complete one *or more* of the Business concentrations.

In practice, students have had the option to complete multiple concentrations, but this clarifies the calendar language around this for students.

Also updates the language around course repeats of BUS 360W & 320 – courses may not be attempted a third time for admission to the accounting concentration.

Also adds BUS 415 (new course: Applied Portfolio Management) as an option in the Finance Concentration.

### Effective term and year:

Summer 2019

### The following program(s) will be affected by these changes:

Business and Economics Joint Honours

**Calendar Change:** “to” and “from” sections are not required. All deletions should be crossed out as follows: ~~sample~~. All additions should be marked by a **bold**.

### Areas of Concentration

Students also complete the requirements for one of the following areas of concentration. **Students may choose to complete more than one business concentration.**

#### Accounting

Admission to this concentration requires a cumulative grade point average of 2.70 or higher. Students may apply once they have completed their lower division requirements and have either completed or enrolled in both BUS 320 and 360W. Students must have a minimum grade of a C+ in both of these courses before they are admitted to the concentration **and these courses may be repeated a maximum of one time each for admission.** Only students admitted to this concentration will be permitted to enroll in upper division (300- and 400-level) accounting courses required for this concentration (with the exception of BUS 320).

Students must complete all\* of

BUS 320 - Financial Accounting: Assets (3)

BUS 321 - Financial Accounting: Equities (3)

BUS 322 - Intermediate Managerial Accounting (3)

BUS 421 - Accounting Theory (3)

At least two\* of

BUS 420 - Advanced Accounting (3)

BUS 424 - Advanced Managerial Accounting (3)  
BUS 426 - Auditing and Assurance: Concepts and Methods (3)  
BUS 427 - Financial Statement Analysis (3)  
BUS 490 - Selected Topics in Business Administration (3) \*\*  
BUS 491 - Selected Topics in Business Administration (3) \*\*  
BUS 492 - Selected Topics in Business Administration (3) \*\*  
BUS 493 - Selected Topics in Business Administration (3) \*\*  
BUS 494 - Selected Topics in Business Administration (3) \*\*  
BUS 495 - Selected Topics in Business Administration (3) \*\*  
BUS 496 - Selected Topics in Business Administration (5) \*\*  
\* Must be completed at SFU.

\*\* When offered as a selected topics course in Accounting.

Innovation and Entrepreneurship  
For this concentration, students complete all of

BUS 314 - Resourcing New Ventures (3)  
BUS 338 - Foundations of Innovation (3)  
BUS 361 - Project Management (3)  
BUS 477 - Startup Experience (4)  
and one of

BUS 339 - Business of Design II - Iteration and Prototyping (4)  
BUS 406 - Startup Accelerator (3)  
BUS 443 - New Product Development and Design (3)  
BUS 450 - Managing Emerging Opportunities (3)  
BUS 453 - Sustainable Innovation (3)  
BUS 490 - Selected Topics in Business Administration (3) \*\*  
BUS 491 - Selected Topics in Business Administration (3) \*\*  
BUS 492 - Selected Topics in Business Administration (3) \*\*  
BUS 493 - Selected Topics in Business Administration (3) \*\*  
BUS 494 - Selected Topics in Business Administration (3) \*\*  
BUS 495 - Selected Topics in Business Administration (3) \*\*  
BUS 496 - Selected Topics in Business Administration (5) \*\*

\*\* When offered as a selected topics course in Innovation and Entrepreneurship.

Finance  
For this concentration, students complete all of

BUS 312 - Introduction to Finance (4)  
BUS 315 - Investments (4)  
BUS 316 - Derivative Securities (3)  
and two of

BUS 410 - Financial Institutions (3)  
BUS 413 - Corporate Finance (4)  
**BUS 415 - Applied Portfolio Management (3)**  
BUS 417 - Security Analysis (4)  
BUS 418 - International Financial Management (3)  
BUS 419 - Advanced Derivative Securities (3)  
BUS 490 - Selected Topics in Business Administration (3) \*\*  
BUS 491 - Selected Topics in Business Administration (3) \*\*  
BUS 492 - Selected Topics in Business Administration (3) \*\*  
BUS 493 - Selected Topics in Business Administration (3) \*\*  
BUS 494 - Selected Topics in Business Administration (3) \*\*  
BUS 495 - Selected Topics in Business Administration (3) \*\*  
BUS 496 - Selected Topics in Business Administration (5) \*\*  
\*\* When offered as a selected topics course in Finance.

Human Resource Management  
For this concentration, students complete both of

BUS 374 - Organization Theory (3)  
BUS 381 - Introduction to Human Resource Management (3)  
and three of

BUS 432 - International Human Resource Management (3)  
BUS 481 - Recruitment and Selection (3)  
BUS 482 - Performance Management (3)  
BUS 483 - Introduction to Employment Law For Business (3)  
BUS 484 - Employment Systems (3)  
BUS 485 - Negotiations and Conflict Management (3)  
BUS 486 - Leadership (3)  
BUS 487 - Organizational Development and Change Management (3)  
BUS 488 - Group Dynamics and Teamwork (3)  
BUS 489 - Management Practices for Sustainability (3)  
BUS 490 - Selected Topics in Business Administration (3) \*\*  
BUS 491 - Selected Topics in Business Administration (3) \*\*  
BUS 492 - Selected Topics in Business Administration (3) \*\*  
BUS 493 - Selected Topics in Business Administration (3) \*\*  
BUS 494 - Selected Topics in Business Administration (3) \*\*  
BUS 495 - Selected Topics in Business Administration (3) \*\*  
BUS 496 - Selected Topics in Business Administration (5) \*\*

#### OPTION A

It is recommended that students who wish to become a personnel specialist in a human resource function complete three of

**BUS 432 - International Human Resource Management (3)**

**BUS 481 - Recruitment and Selection (3)**

**BUS 482 - Performance Management (3)**

**BUS 484 - Employment Systems (3)**

**OPTION B**

It is recommended that students who wish to develop skills in managing people, including employment systems design, change and organizational leadership, complete three of

**BUS 485 - Negotiations and Conflict Management (3)**

**BUS 486 - Leadership (3)**

**BUS 487 - Organizational Development and Change Management (3)**

**BUS 488 - Group Dynamics and Teamwork (3)**

**BUS 489 - Management Practices for Sustainability (3)**

**\*\* When offered as a selected topics course in Human Resource Management.**

**Management Information Systems**

For this concentration, students complete all of

**BUS 361 - Project Management (3)**

**BUS 362 - Business Process Analysis (4)**

**BUS 468 - Managing Information Technology for Business Value (3)**

and two of

**BUS 462 - Business Analytics (3)**

**BUS 464 - Business Data Management (3)**

**BUS 465 - Business Systems Development (3)**

**BUS 466 - Web-Enabled Business (3)**

**BUS 490 - Selected Topics in Business Administration (3) \*\***

**BUS 491 - Selected Topics in Business Administration (3) \*\***

**BUS 492 - Selected Topics in Business Administration (3) \*\***

**BUS 493 - Selected Topics in Business Administration (3) \*\***

**BUS 494 - Selected Topics in Business Administration (3) \*\***

**BUS 495 - Selected Topics in Business Administration (3) \*\***

**BUS 496 - Selected Topics in Business Administration (5) \*\***

**\*\* When offered as a selected topics course in Management Information Systems.**

**International Business**

For this concentration, students complete

**BUS 346 - Global Business Environment (3)**

and three of

**BUS 418 - International Financial Management (3)**

**BUS 430 - Cross-Cultural Management (3)**

BUS 431 - Business with East Asian Countries (3)  
BUS 432 - International Human Resource Management (3)  
BUS 434 - Foreign Market Entry (3)  
BUS 435 - Management of International Firms (3)  
BUS 447 - Global Marketing Management (3)  
BUS 490 - Selected Topics in Business Administration (3) \*\*  
BUS 491 - Selected Topics in Business Administration (3) \*\*  
BUS 492 - Selected Topics in Business Administration (3) \*\*  
BUS 493 - Selected Topics in Business Administration (3) \*\*  
BUS 494 - Selected Topics in Business Administration (3) \*\*  
BUS 495 - Selected Topics in Business Administration (3) \*\*  
BUS 496 - Selected Topics in Business Administration (5) \*\*  
Other 400 division courses deemed to have significant international business relevance  
may, with prior faculty permission, be substituted for the above 400 division courses.  
These may be offered in another faculty. A course substitution for International Business  
cannot be used for any other concentration.

Students concentrating in international business are strongly advised to consider  
combining it with another business concentration.

\*\* When offered as a selected topics course in International Business.

#### Operations Management

For this concentration, students complete both of

BUS 336 - Data and Decisions II (4)  
BUS 473 - Operations Management (4)  
and two of

BUS 437 - Decision Analysis in Business (3)  
BUS 440 - Simulation in Management Decision-making (4)  
BUS 445 - Customer Analytics (3)  
BUS 474 - Supply Chain Management (3)  
BUS 475 - Sustainable Operations (3)  
BUS 490 - Selected Topics in Business Administration (3) \*\*  
BUS 491 - Selected Topics in Business Administration (3) \*\*  
BUS 492 - Selected Topics in Business Administration (3) \*\*  
BUS 493 - Selected Topics in Business Administration (3) \*\*  
BUS 494 - Selected Topics in Business Administration (3) \*\*  
BUS 495 - Selected Topics in Business Administration (3) \*\*  
BUS 496 - Selected Topics in Business Administration (5) \*\*

\*\* When offered as a selected topics course in Operations Management.

#### Marketing

For this concentration, students complete all of

**BUS 343 - Introduction to Marketing (3)**

**BUS 345 - Marketing Research (4)**

**BUS 347 - Consumer Behavior (3)**

and three of

**BUS 441 - Web Analytics (3)**

**BUS 443 - New Product Development and Design (3)**

**BUS 444 - Business to Business Marketing (3)**

**BUS 445 - Customer Analytics (3)**

**BUS 446 - Marketing Strategy (4)**

**BUS 447 - Global Marketing Management (3)**

**BUS 448 - Integrated Marketing Communications (4)**

**BUS 449 - Ethical Issues in Marketing (3)**

**BUS 455 - Product & Brand Management (3)**

**BUS 459 - Services Marketing (3)**

**BUS 490 - Selected Topics in Business Administration (3) \*\***

**BUS 491 - Selected Topics in Business Administration (3) \*\***

**BUS 492 - Selected Topics in Business Administration (3) \*\***

**BUS 493 - Selected Topics in Business Administration (3) \*\***

**BUS 494 - Selected Topics in Business Administration (3) \*\***

**BUS 495 - Selected Topics in Business Administration (3) \*\***

**BUS 496 - Selected Topics in Business Administration (5) \*\***

\*\* When offered as a selected topics course in Marketing.

**Strategic Analysis**

For this concentration, students complete

**BUS 478 - Strategy (3)**

and three of

**BUS 371 - Critical Thinking Through Business Case Analysis (3)**

**BUS 470 - Business Applications of Game Theory (3)**

**BUS 471 - Strategic Decision Making (3)**

**BUS 479 - Strategy Analysis Practicum (3)**

**BUS 490 - Selected Topics in Business Administration (3) \*\***

**BUS 491 - Selected Topics in Business Administration (3) \*\***

**BUS 492 - Selected Topics in Business Administration (3) \*\***

**BUS 493 - Selected Topics in Business Administration (3) \*\***

**BUS 494 - Selected Topics in Business Administration (3) \*\***

**BUS 495 - Selected Topics in Business Administration (3) \*\***

**BUS 496 - Selected Topics in Business Administration (5) \*\***

Students concentrating in Strategic Analysis are strongly advised to consider combining it with another business concentration.

\*\* When offered as a selected topics course in Strategic Analysis

**Additional Business Requirements**

Students also complete at least three 400 division BUS or BUEC\* courses, each worth a minimum of three units (excluding practicum courses and BUS 478). These courses may be within the area of concentration chosen above. At least one of these 400 division courses must be completed at Simon Fraser University.

\*Note that BUEC courses may count only once as business units or as economic units.

## Calendar Entry Change

### Beedie School of Business Undergraduate Program

#### Rationale for change:

This update indicates that students in this program may complete one *or more* of the Business concentrations.

In practice, students have had the option to complete multiple concentrations, but this clarifies the calendar language around this for students.

Also updates the language around course repeats of BUS 360W & 320 – courses may not be attempted a third time for admission to the accounting concentration.

Also adds BUS 415 (new course: Applied Portfolio Management) as an option in the Finance Concentration.

#### Effective term and year:

Summer 2019

#### The following program(s) will be affected by these changes:

Business Administration Major

Business Administration Honours

**Calendar Change:** “to” and “from” sections are not required. All deletions should be crossed out as follows: ~~sample~~. All additions should be marked by a **bold**.

#### Areas of Concentration

Students choose one **or more** of the following areas of concentration and complete all the requirements as specified below.

#### Accounting

Admission to this concentration requires a cumulative grade point average of 2.70 or higher. Students may apply once they have completed their lower division requirements and have either completed or enrolled in both BUS 320 and 360W. Students must have a minimum grade of a C+ in both of these courses before they are admitted to the concentration **and these courses may be repeated a maximum of one time each for admission**. Only students admitted to this concentration will be permitted to enroll in upper division (300- and 400-level) accounting courses required for this concentration (with the exception of BUS 320).

Students must complete all\* of

BUS 320 - Financial Accounting: Assets (3)

BUS 321 - Financial Accounting: Equities (3)

BUS 322 - Intermediate Managerial Accounting (3)

BUS 421 - Accounting Theory (3)

At least two\* of

- BUS 420 - Advanced Accounting (3)
- BUS 424 - Advanced Managerial Accounting (3)
- BUS 426 - Auditing and Assurance: Concepts and Methods (3)
- BUS 427 - Financial Statement Analysis (3)
- BUS 490 - Selected Topics in Business Administration (3) \*\*
- BUS 491 - Selected Topics in Business Administration (3) \*\*
- BUS 492 - Selected Topics in Business Administration (3) \*\*
- BUS 493 - Selected Topics in Business Administration (3) \*\*
- BUS 494 - Selected Topics in Business Administration (3) \*\*
- BUS 495 - Selected Topics in Business Administration (3) \*\*
- BUS 496 - Selected Topics in Business Administration (5) \*\*

\* Must be completed at SFU.

\*\* When offered as a selected topics course in Accounting.

#### Innovation and Entrepreneurship

For this concentration, students complete all of

- BUS 314 - Resourcing New Ventures (3)
- BUS 338 - Foundations of Innovation (3)
- BUS 361 - Project Management (3)
- BUS 477 - Startup Experience (4)

and one of

- BUS 339 - Business of Design II - Iteration and Prototyping (4)
- BUS 406 - Startup Accelerator (3)
- BUS 443 - New Product Development and Design (3)
- BUS 450 - Managing Emerging Opportunities (3)
- BUS 453 - Sustainable Innovation (3)
- BUS 490 - Selected Topics in Business Administration (3) \*\*
- BUS 491 - Selected Topics in Business Administration (3) \*\*
- BUS 492 - Selected Topics in Business Administration (3) \*\*
- BUS 493 - Selected Topics in Business Administration (3) \*\*
- BUS 494 - Selected Topics in Business Administration (3) \*\*
- BUS 495 - Selected Topics in Business Administration (3) \*\*
- BUS 496 - Selected Topics in Business Administration (5) \*\*

\*\* When offered as a selected topics course in Innovation and Entrepreneurship.

#### Finance

For this concentration, students complete all of

- BUS 312 - Introduction to Finance (4)
- BUS 315 - Investments (4)
- BUS 316 - Derivative Securities (3)

and two of

- BUS 410 - Financial Institutions (3)
- BUS 413 - Corporate Finance (4)
- BUS 415 - Applied Portfolio Management (3)**
- BUS 417 - Security Analysis (4)
- BUS 418 - International Financial Management (3)
- BUS 419 - Advanced Derivative Securities (3)
- BUS 490 - Selected Topics in Business Administration (3) \*\*
- BUS 491 - Selected Topics in Business Administration (3) \*\*
- BUS 492 - Selected Topics in Business Administration (3) \*\*
- BUS 493 - Selected Topics in Business Administration (3) \*\*
- BUS 494 - Selected Topics in Business Administration (3) \*\*
- BUS 495 - Selected Topics in Business Administration (3) \*\*
- BUS 496 - Selected Topics in Business Administration (5) \*\*

\*\* When offered as a selected topics course in Finance.

Human Resource Management

For this concentration, students complete both of

- BUS 374 - Organization Theory (3)
- BUS 381 - Introduction to Human Resource Management (3)

and three of

- BUS 432 - International Human Resource Management (3)
- BUS 481 - Recruitment and Selection (3)
- BUS 482 - Performance Management (3)
- BUS 483 - Introduction to Employment Law For Business (3)
- BUS 484 - Employment Systems (3)
- BUS 485 - Negotiations and Conflict Management (3)
- BUS 486 - Leadership (3)
- BUS 487 - Organizational Development and Change Management (3)
- BUS 488 - Group Dynamics and Teamwork (3)
- BUS 489 - Management Practices for Sustainability (3)
- BUS 490 - Selected Topics in Business Administration (3) \*\*
- BUS 491 - Selected Topics in Business Administration (3) \*\*
- BUS 492 - Selected Topics in Business Administration (3) \*\*
- BUS 493 - Selected Topics in Business Administration (3) \*\*
- BUS 494 - Selected Topics in Business Administration (3) \*\*
- BUS 495 - Selected Topics in Business Administration (3) \*\*
- BUS 496 - Selected Topics in Business Administration (5) \*\*

OPTION A

It is recommended that students who wish to become a personnel specialist in a human resource function complete three of

**BUS 432 - International Human Resource Management (3)**

**BUS 481 - Recruitment and Selection (3)**

**BUS 482 - Performance Management (3)**

**BUS 484 - Employment Systems (3)**

**OPTION B**

It is recommended that students who wish to develop skills in managing people, including employment systems design, change and organizational leadership, complete three of

**BUS 485 - Negotiations and Conflict Management (3)**

**BUS 486 - Leadership (3)**

**BUS 487 - Organizational Development and Change Management (3)**

**BUS 488 - Group Dynamics and Teamwork (3)**

**BUS 489 - Management Practices for Sustainability (3)**

**\*\* When offered as a selected topics course in Human Resource Management.**

**Management Information Systems**

For this concentration, students complete all of

**BUS 361 - Project Management (3)**

**BUS 362 - Business Process Analysis (4)**

**BUS 468 - Managing Information Technology for Business Value (3)**

and two of

**BUS 462 - Business Analytics (3)**

**BUS 464 - Business Data Management (3)**

**BUS 465 - Business Systems Development (3)**

**BUS 466 - Web-Enabled Business (3)**

**BUS 490 - Selected Topics in Business Administration (3) \*\***

**BUS 491 - Selected Topics in Business Administration (3) \*\***

**BUS 492 - Selected Topics in Business Administration (3) \*\***

**BUS 493 - Selected Topics in Business Administration (3) \*\***

**BUS 494 - Selected Topics in Business Administration (3) \*\***

**BUS 495 - Selected Topics in Business Administration (3) \*\***

**BUS 496 - Selected Topics in Business Administration (5) \*\***

**\*\* When offered as a selected topics course in Management Information Systems.**

**International Business**

For this concentration, students complete

**BUS 346 - Global Business Environment (3)**

and three of

**BUS 418 - International Financial Management (3)**

BUS 430 - Cross-Cultural Management (3)  
 BUS 431 - Business with East Asian Countries (3)  
 BUS 432 - International Human Resource Management (3)  
 BUS 434 - Foreign Market Entry (3)  
 BUS 435 - Management of International Firms (3)  
 BUS 447 - Global Marketing Management (3)  
 BUS 490 - Selected Topics in Business Administration (3) \*\*  
 BUS 491 - Selected Topics in Business Administration (3) \*\*  
 BUS 492 - Selected Topics in Business Administration (3) \*\*  
 BUS 493 - Selected Topics in Business Administration (3) \*\*  
 BUS 494 - Selected Topics in Business Administration (3) \*\*  
 BUS 495 - Selected Topics in Business Administration (3) \*\*  
 BUS 496 - Selected Topics in Business Administration (5) \*\*  
 Other 400 division courses deemed to have significant international business relevance  
 may, with prior faculty permission, be substituted for the above 400 division courses.  
 These may be offered in another faculty. A course substitution for International Business  
 cannot be used for any other concentration.

Students concentrating in international business are strongly advised to consider  
 combining it with another business concentration.

\*\* When offered as a selected topics course in International Business.

#### Operations Management

For this concentration, students complete both of

BUS 336 - Data and Decisions II (4)  
 BUS 473 - Operations Management (4)  
 and two of

BUS 437 - Decision Analysis in Business (3)  
 BUS 440 - Simulation in Management Decision-making (4)  
 BUS 445 - Customer Analytics (3)  
 BUS 474 - Supply Chain Management (3)  
 BUS 475 - Sustainable Operations (3)  
 BUS 490 - Selected Topics in Business Administration (3) \*\*  
 BUS 491 - Selected Topics in Business Administration (3) \*\*  
 BUS 492 - Selected Topics in Business Administration (3) \*\*  
 BUS 493 - Selected Topics in Business Administration (3) \*\*  
 BUS 494 - Selected Topics in Business Administration (3) \*\*  
 BUS 495 - Selected Topics in Business Administration (3) \*\*  
 BUS 496 - Selected Topics in Business Administration (5) \*\*

\*\* When offered as a selected topics course in Operations Management.

**Marketing**

For this concentration, students complete all of

BUS 343 - Introduction to Marketing (3)

BUS 345 - Marketing Research (4)

BUS 347 - Consumer Behavior (3)

and three of

BUS 441 - Web Analytics (3)

BUS 443 - New Product Development and Design (3)

BUS 444 - Business to Business Marketing (3)

BUS 445 - Customer Analytics (3)

BUS 446 - Marketing Strategy (4)

BUS 447 - Global Marketing Management (3)

BUS 448 - Integrated Marketing Communications (4)

BUS 449 - Ethical Issues in Marketing (3)

BUS 455 - Product & Brand Management (3)

BUS 459 - Services Marketing (3)

BUS 490 - Selected Topics in Business Administration (3) \*\*

BUS 491 - Selected Topics in Business Administration (3) \*\*

BUS 492 - Selected Topics in Business Administration (3) \*\*

BUS 493 - Selected Topics in Business Administration (3) \*\*

BUS 494 - Selected Topics in Business Administration (3) \*\*

BUS 495 - Selected Topics in Business Administration (3) \*\*

BUS 496 - Selected Topics in Business Administration (5) \*\*

\*\* When offered as a selected topics course in Marketing.

**Strategic Analysis**

For this concentration, students complete

BUS 478 - Strategy (3)

and three of

BUS 371 - Critical Thinking Through Business Case Analysis (3)

BUS 470 - Business Applications of Game Theory (3)

BUS 471 - Strategic Decision Making (3)

BUS 479 - Strategy Analysis Practicum (3)

BUS 490 - Selected Topics in Business Administration (3) \*\*

BUS 491 - Selected Topics in Business Administration (3) \*\*

BUS 492 - Selected Topics in Business Administration (3) \*\*

BUS 493 - Selected Topics in Business Administration (3) \*\*

BUS 494 - Selected Topics in Business Administration (3) \*\*

BUS 495 - Selected Topics in Business Administration (3) \*\*

BUS 496 - Selected Topics in Business Administration (5) \*\*

Students concentrating in Strategic Analysis are strongly advised to consider combining it with another business concentration.

\*\* When offered as a selected topics course in Strategic Analysis

**Additional Business Requirements**

Students also complete at least three 400 division BUS or BUEC\* courses, each worth a minimum of three units (excluding practicum courses and BUS 478). These courses may be within the area of concentration chosen above. At least one of these 400 division courses must be completed at Simon Fraser University.

\*Note that BUEC courses may count only once as business units or as economic units.

**Calendar Entry Change**  
**Beedie School of Business Undergraduate Program****Rationale for change:**

BUS 415 (3) Applied Portfolio Management was recently approved as a new course in the Finance area. This change allows this course to count as one of the two 400-level finance courses that are required to complete a finance concentration.

**Effective term and year:**

Summer 2019

**The following program(s) will be affected by these changes:**

Business & Mechatronics Systems Engineering Double Degree

Business & Economics Joint Major

**Calendar Change:** “to” and “from” sections are not required. All deletions should be crossed out as follows: ~~sample~~. All additions should be marked by a **bold**.

**Finance**

Students complete all of the following required courses for this concentration

BUS 312 - Introduction to Finance (4)

BUS 315 - Investments (4)

BUS 316 - Derivative Securities (3)

and two of

BUS 410 - Financial Institutions (3)

BUS 413 - Corporate Finance (4)

**BUS 415 - Applied Portfolio Management (3)**

BUS 417 - Security Analysis (4)

BUS 418 - International Financial Management (3)

BUS 419 - Advanced Derivative Securities (3)

BUS 490 - Selected Topics in Business Administration (3) \*\*

BUS 491 - Selected Topics in Business Administration (3) \*\*

BUS 492 - Selected Topics in Business Administration (3) \*\*

BUS 493 - Selected Topics in Business Administration (3) \*\*

BUS 494 - Selected Topics in Business Administration (3) \*\*

BUS 495 - Selected Topics in Business Administration (3) \*\*

BUS 496 - Selected Topics in Business Administration (5) \*\*

\*\* When offered as a selected topics course in Finance.