

**LAW 3740 International Law Cr.Hrs.3** (Formerly 045.374) An introduction to the nature, sources, and some of the fundamental concepts of international law.

**LAW 3760 Jurisprudence Cr.Hrs.2** (Formerly 045.376) This seminar will cover all the major "schools" of jurisprudential theory, with attention paid to particular areas of legal theory and debate, to the nature and function of law, its relation to morality, and to the analysis of rights and other legal relationships. Efforts will be made to relate these areas of debate to legal issues of current interest and practicality.

**LAW 3770 Labour-Management Relations Cr.Hrs.3** (Formerly 045.377) A survey of the development of trade unions; their present status under both federal and provincial legislation regarding the right of association, collective bargaining, and the settlement of disputes.

**LAW 3822 Scholarly Publications Cr.Hrs.2** Senior editors of scholarly publications approved by the Academic Affairs Committee who successfully complete their terms of office and any writing requirements. Grading: Pass/Fail.

**LAW 3830 Legal Aid Clinic Cr.Hrs.2** (Formerly 045.383) Students who are selected to act as student supervisors at the University Law Centre during the summer and who continue to actively serve the University Law Centre during their third year may, by successfully completing a written assignment approved by a faculty supervisor, opt for the Legal Aid Clinic. Grading: Pass/Fail.

**LAW 3850 Conflict of Laws Cr.Hrs.3** (Formerly 045.385) Sometimes called private international law, it has to do with choosing what place to sue, what law applies when the law of more than one place might apply, and with the enforceability of judgments through foreign courts.

**LAW 3860 Business Planning and Finance Law Cr.Hrs.2** (Formerly 045.386) An analysis of selected concepts arising in planning for the business enterprise including corporate securities and finance, securities regulation, share-control arrangements, and acquisitions and sales.

**LAW 3880 Municipal and Planning Law Cr.Hrs.3** (Formerly 045.388) A general course in municipal law, including important aspects of land-use control and planning law. Although the course deals generally with the nature, structure, functions, and powers of the various units comprising the local level of government, the focus is primarily on municipal corporations. Topics covered include assessment and taxation, land-use planning and control, tort liability, judicial review of bylaws, qualification and accountability of councillors, and the law relating to expropriation, as well as some discussion of contemporary urban problems.

**LAW 3890 Solicitors' Transactions Cr.Hrs.3** (Formerly 045.389) A study, involving practical exercises, of certain aspects of solicitors' work, including drafting. Particular emphasis on questions of professional responsibility and ethics. Grading: Pass/Fail.

**LAW 3930 The Legal Profession and Professional Responsibility Cr.Hrs.3** (Formerly 045.393) A general introduction to the problems of professional responsibility and the ethics of lawyers individually, as well as the legal profession collectively. Topics dealt with will include ethical problems of the lawyer in the role of advocate and in the role of counsellor (confidentiality, conflict of interest, etc.); professional responsibility in the delivery of legal service (competency, fee determination, specialization regulation, etc.) and the legal profession and the public interest (government of profession, discipline, professional liability, etc.). These problems are to be studied by the critical examination of case law, codes and canons, and other published materials; by classroom discussion and debate on problems; and by workshops and panels which involve practising lawyers.

**LAW 3940 Canadian Charter of Rights and Freedoms Cr.Hrs.3** (Formerly 045.394) An in-depth study of the legal, philosophical and historical foundations of the Canadian Charter of Rights and Freedoms. Included is a study of both the American and European experience with Charters of Rights as well as Canadian case law.

**LAW 3970 Current Legal Problems A Cr.Hrs.2** (Formerly 045.397) Critical and constructive study, at an advanced level, of a significant major subject or set of topics.

**LAW 3980 Current Legal Problems B Cr.Hrs.3** (Formerly 045.398) Critical and constructive study, at an advanced level, of a significant major subject or set of topics.

## FACULTY OF MANAGEMENT,

I.H. Asper School of Business -----

**ACC 1100 Introductory Financial Accounting Cr.Hrs.3** (Formerly 009.110) Examination of accounting postulates underlying the preparation and presentation of financial statements.

**ACC 1101 Introduction à la comptabilité financière Cr.Hrs.3** (L'ancien 009.110) Analyse des termes, principes et concepts utilisés dans la préparation et la présentation d'états financiers. Donné au Collège de St. Boniface.

**ACC 1110 Introductory Managerial Accounting Cr.Hrs.3** (Formerly 009.111) Role of accounting in creation and application of business information used by decision-makers in the management of enterprise. *Prerequisite:* ACC 1100 (or 009.110). *Corequisite:* ECON 1200 (or 018.120).

**ACC 1111 Introduction à la comptabilité de management Cr.Hrs.3** (L'ancien 009.111) L'importance des méthodes comptables dans la gestion de l'information utilisée par la direction d'une entreprise. Donné au Collège de St. Boniface. *Préalable:* ACC 1100 (ou 009.110).

**ACC 2010 Intermediate Accounting - Assets Cr.Hrs.3** (Formerly 009.201) Accounting policies and practices dealing with calculation and measurement of assets and related reporting problems. *Prerequisite:* ACC 1100 (or 009.110) (C+).

**ACC 2020 Intermediate Accounting - Equities Cr.Hrs.3** (Formerly 009.202) Consideration of current accounting relating to equities with attention to the accounting treatment of current and long-term liabilities, income tax allocation, share capital, and surplus. Students may not hold credit for both ACC 2020 (or 009.202) and FIN 3250 (or 009.325). *Prerequisite:* ACC 2010 (or 009.201).

**ACC 3030 Advanced Accounting Cr.Hrs.3** (Formerly 009.303) Topics include: partnerships, consolidations, mergers, reporting on conglomerates, and fund accounting. Not offered every year. *Prerequisites:* ACC 2010 (or 009.201) and ACC 2020 (or 009.202) or approval of department head.

**ACC 3040 Cost Accounting Cr.Hrs.3** (Formerly 009.304) Study of accounting concepts and functions as they relate to product costing, planning, control, and decision-making. *Prerequisite:* ACC 1110 (or 009.111) (C+).

**ACC 3050 Taxation Accounting Cr.Hrs.3** (Formerly 009.305) Structure and concepts of the Canadian tax system, emphasis on current tax practices. *Prerequisite:* ACC 1100 (or 009.110) (C+).

**ACC 3060 Selected Topics in Accounting Cr.Hrs.3** (Formerly 009.306) An examination of current controversial issues in accounting. Topics will vary from year to year but could include, for example, such issues as: human resource accounting; published forecasts of operations; fund accounting; interim reporting. Not offered every year. *Prerequisites:* ACC 2010 (or 009.201) and ACC 2020 (or 009.202).

**ACC 3070 Tax Planning Cr.Hrs.3** (Formerly 009.307) Study of the impact of income taxes on managerial decision-making. Not offered every year. *Prerequisite:* ACC 3050 (or 009.305).

**ACC 3490 Ethics in Financial Reporting Cr.Hrs.3** (Formerly 009.349) Applies ethical theories to resolve ethical dilemmas faced by various parties in the financial reporting process as they carry out their roles and responsibilities. *Prerequisite:* ACC 1100 (or 009.110).

**ACC 3530 Accounting Information Systems Cr.Hrs.3** (Formerly 009.353) Role of accounting systems in total management information systems; design and installation of accounting systems. *Prerequisites:* ACC 1110 or ACC 1111 (or 009.111) and MIS 2000 or MIS 2001 (or 009.200).

**ACC 4010 Auditing Cr.Hrs.3** (Formerly 009.401) Study of philosophy and concepts of auditing, legal and ethical responsibilities of the auditor, basic techniques of auditing including statistical sampling and flowcharting, and the operational audit. *Prerequisites:* ACC 2010 (or 009.201) and ACC 2020 (or 009.202) or approval of department head.

**ACC 4030 Accounting Theory Cr.Hrs.3** (Formerly 009.403) Examination of principles and postulates of accounting theory. Coverage of selected topics will vary from year to year depending on interests of course participants. *Prerequisites:* ACC 2010 (or 009.201) and ACC 2020 (or 009.202) or approval of department head.

**ACC 4040 Advanced Managerial Accounting Cr.Hrs.3** (Formerly 009.404) A critical examination of managerial accounting techniques and the controllership function. *Prerequisite:* ACC 3040 (or 009.304).

**ACC 4280 Intermediate Auditing Cr.Hrs.3** (Formerly 009.428) An examination of the external audit process, audit concepts, and applicable professional standards. *Prerequisites:* MIS 2000 (or 009.200) and ACC 4010 (or 009.401).

**ACC 4290 Current Issues in Financial Reporting Cr.Hrs.3** (Formerly 009.429) An examination of specific accounting standards and issues not covered in previous courses. Topics may include foreign currency translation, not-for-profit accounting and financial instruments. Case analysis is an important component of this course. *Prerequisite:* ACC 3030 (or 009.303).

**ACT 2020 Economic and Financial Applications Cr.Hrs.3** (Formerly 010.202) A synthesis of macroeconomic issues, quantitative aspects of finance using interest theory, and insurance economics. *Prerequisite:* ACT 2120 (or 010.212) (C+).

**ACT 2120 Interest Theory Cr.Hrs.3** (Formerly 010.212) The application of calculus and probability to discrete and continuous interest functions. Key topics are the measurement of interest, present and accumulated values, and annuities. May not be held with the former 010.232 or ACT 3320 (or 010.332). *Prerequisite:* MATH 1690 (or 136.169) (B) or MATH 1700 or MATH 1701 (or 136.170) (B) or MATH 1710 (or 136.171) (B). *Corequisites:* (MATH 2750 or MATH 2720 or MATH 2730) and (STAT 2000 or 2001).

**ACT 2210 Introduction to Risk Management Cr.Hrs.3** (Formerly 010.221) Mathematical tools for the quantitative assessment of risk and their application to problems encountered in risk management. *Prerequisite:* MATH 1700 (or 136.170) or MATH 1690 (or 136.169). *Corequisites:* (MATH 2750 or MATH 2730) and (STAT 2000 or STAT 2001); or consent of instructor.

**ACT 2321 Mathématiques financières Cr.Hrs.3** L'étude de l'intérêt composé et des rentes discrètes et continues; équations de valeur, analyse de fonds; détermination de taux de rendement; construction de tables. L'étudiant (e) ne peut se faire créditer à la fois le 010.232 et le 010.332. Donné au Collège de St. Boniface. *Préalable:* 136.150, 136.152, ou l'équivalent.

**ACT 3130 Actuarial Models 1 Cr.Hrs.3** (Formerly 010.313) Elementary concepts respecting the quantification of the financial impact of contingent payments. May not be held with the former 010.347. *Prerequisite:* ACT 2120 (or 010.212) (C+). *Corequisite:* STAT 3500 (or 005.350).

**ACT 3230 Actuarial Models 2 Cr.Hrs.3** (Formerly 010.323) Intermediate and advanced concepts respecting the quantification of the financial impact of contingent payments. Not to be held with the former 010.348. *Prerequisite:* ACT 3130 (or 010.313) (C+). *Corequisite:* STAT 3600 (or 005.360).

**ACT 3330 Actuarial Models 3 Cr.Hrs.3** (Formerly 010.333) Frequency and Severity Models, Compound Distribution Models, Ruin Models. May not be held with the former 010.448 Topic Risk Theory. *Prerequisite:* ACT 3130 (or 010.313) (C+). *Corequisite:* 10.323.

**ACT 3530 Actuarial Models 4 Cr.Hrs.3** (Formerly 010.353) Survival Models, Stochastic Process Models, and Simulation Models. May not be held with the former 010.447. *Prerequisite:* ACT 3130 (or 010.313) (C+). *Corequisite:* 10.323.

**ACT 4000 Advanced Actuarial Topics Cr.Hrs.3** (Formerly 010.400) A selection of advanced topics of current actuarial interest. *Prerequisite:* ACT 3230 (or 010.323).

**ACT 4050 Life Insurance Products and Employee Benefit Plans Cr.Hrs.3** (Formerly 010.405) Design, risk assumption for, and analysis of individual and group insurance products. Exploration of pension, employee benefit and government programs in a Canadian setting. May not hold credit with the former 010.451.

**ACT 4060 Actuarial Aspects of Investment Practice Cr.Hrs.3** (Formerly 010.406) This course examines stochastic interest rates and tools and techniques for coping with general product issues in asset/liability management. May not be offered every year. Students may not hold credit for both ACT 4060 (or 010.406) and the former 010.448 Topic Asset/Liability Management. *Prerequisites:* FIN 2200 (or 009.220) and FIN 3410 (or 009.341), or consent of instructor.

**ACT 4140 Actuarial Modeling Methods 1 Cr.Hrs.3** (Formerly 010.414) Estimation and Fitting of Survival Models. May not hold credit with the former 010.448 Topic Survival Models. *Prerequisite:* ACT 3230 (or 010.323).

**ACT 4150 Pension Mathematics Cr.Hrs.3** (Formerly 010.415) Actuarial applications for defined benefit pension plans. Actuarial cost methods, funding levels, operation of pension plans from an actuarial perspective. Students may not hold credit with ACT 7550 (or 010.755). *Prerequisite:* ACT 3230 (or 010.323).

**ACT 4240 Actuarial Modeling Methods 2 Cr.Hrs.3** (Formerly 010.424) Estimation and Fitting of Frequency and Severity Models. May not be offered every year. *Prerequisite:* ACT 3330 (or 010.333).

**ACT 4340 Actuarial Modeling Methods 3 Cr.Hrs.3** (Formerly 010.434) Classical, Bayesian and Buhlmann Credibility Models. The connection between Credibility Theory and Experience Rating. Underlying assumptions for the different methods. Simulation in Estimating and Fitting Actuarial Models. May not hold credit with the former 010.488 Topic Credibility Theory. May not be offered every year. *Prerequisite:* ACT 4240 (or 010.424).

**ENTR 3100 Small Business Management Cr.Hrs.3** (Formerly 118.310) An appreciation of the primary issues that should be considered in starting and managing a small business within the Canadian context. *Prerequisites:* ACC 1100 (or 009.110), MKT 2210 (or 118.221), and GMGT 2030 (or 027.203) or GMGT 2080 (or 027.208).

**ENTR 3100 Small Business Management Cr.Hrs.3** (Formerly 118.310) An appreciation of the primary issues that should be considered in starting and managing a small business within the Canadian context. *Prerequisites:* ACC 1100 (or 009.110), MKT 2210 (or 118.221), and GMGT 2030 (or 027.203) or GMGT 2080 (or 027.208).

**ENTR 3102 Technological Entrepreneurship Cr.Hrs.3** An overview of the inter-relationship between technology and entrepreneurship. An appreciation of the role of technical entrepreneurship in the economy, how a technology strategy is developed, implemented and defended as well as the societal implications of technological entrepreneurship. *Prerequisite:* MKT 2210.

**ENTR 3104 Selected Topics in Small Business/Entrepreneurship Cr.Hrs.3** A study of selected areas of recent development related to small business/entrepreneurship. Topics may include innovation and creativity, venture financing, opportunity identification and recognition, franchising and entry strategies of new business. *Prerequisite:* MKT 2210 (118.221) (D) and [GMGT 2030 (027.203) (D) or GMGT 2080 (027.208) (D)].

**ENTR 3106 Family Business Management Cr.Hrs.3** An examination of the unique challenges inherent in the management of a family business. Topics include founder relinquishment, the need for succession planning and firm regeneration, the core actors and their issues, ownership structure and estate planning. *Prerequisite:* GMGT 2030 (027.203) (D) or GMGT 2080 (027.208) (D).

**ENTR 4100 New Venture Analysis Cr.Hrs.3** (Formerly 118.410) A project oriented course focusing on the identification and evaluation of viable new venture concepts and their associated risks, problems, and opportunities. *Prerequisites:* MKT 2210 (or 118.221) and ACC 1110 (or 009.111) and GMGT 2030 (or 027.203) or GMGT 2080 (or 027.208).

**ENTR 4511 Entrepreneurship et création d'entreprises Cr.Hrs.3** (L'ancien 118.451) Ce cours porte sur la création d'entreprise. Lancement d'entreprise; caractéristiques de l'entrepreneur; plan d'entreprise; définition du projet; détermination du marché; fonctions administratives; problèmes particuliers au lancement d'entreprise, aide gouvernementale. On ne pourra se faire créditer ce cours avec le ENTR 4100 (ou 118.410). Donné au Collège de St. Boniface. *Préalable:* ACC 1100 (ou 009.110), MKT 2210 (ou 118.221), et GMGT 2030 (ou 027.203) ou GMGT 2080 (ou 027.208).

**FIN 2200 Corporation Finance Cr.Hrs.3** (Formerly 009.220) An introduction to business financial policies regarding the allocation, acquisition and control of funds. *Prerequisite:* ACC 1100 (or 009.110) and ECON 1200 (or 018.120). Corequisite: STAT 1000 (or 005.100) or equivalent.

**FIN 2201 Gestion financière Cr.Hrs.3** (L'ancien 009.220) Introduction aux principes de la gestion financière de l'entreprise en particulier dans le choix du financement, le choix de l'investissement et la gestion des fonds. Donné au Collège de St. Boniface. *Préalable:* ACC 1100 (ou 009.110).

**FIN 3250 Financial Statement Analysis Cr.Hrs.3** (Formerly 009.325) A study of the methods and techniques used for interpretation of annual financial reports and the significance of alternative accounting policies on reported income. Students may not hold credit for both FIN 3250 (or 009.325) and ACC 2020 (or 009.202). *Prerequisite:* ACC 1100 (or 009.110).

**FIN 3270 Personal Financial Planning Cr.Hrs.3** (Formerly 009.327) An introduction to financial planning techniques used in professional practice. Topics include financial assessment, income tax planning, risk management, insurance, debt and credit management, investments, retirement planning, and estate planning. *Prerequisite:*

FIN 2200 (or 009.220).

**FIN 3400 Investment Banking Cr.Hrs.3** (Formerly 009.340) The practice and theory of investment banking including valuation, initial public offerings, mergers and acquisitions, and restructuring. *Prerequisite:* FIN 2200 (or 009.220) (C+).

**FIN 3410 Investments Cr.Hrs.3** (Formerly 009.341) Study of financial assets and their pricing. An introduction to formal models and methods of portfolio analysis and construction. *Prerequisite:* FIN 2200 (or 009.220) (C+).

**FIN 3420 Security Analysis Cr.Hrs.3** (Formerly 009.342) Study of methods for evaluating securities, investment decision-making, and effecting financial transactions. *Prerequisite:* FIN 2200 (or 009.220) (C+).

**FIN 3440 Real Estate Investments Cr.Hrs.3** (Formerly 009.344) An introduction to real estate investment and finance. Topics include urban growth, land use patterns, real estate market behaviour and property rights. *Prerequisite:* FIN 2200 (or 009.220) (C+).

**FIN 3450 International Finance Cr.Hrs.3** (Formerly 009.345) An introduction to the study of international corporate financial issues and international security markets. *Prerequisite:* FIN 2200 (or 009.220) (C+).

**FIN 3451 Finance Internationale Cr.Hrs.3** (Ancien 009.345) Introduction à l'étude des aspects internationaux du financement d'une compagnie et des marchés internationaux de capitaux. *Préalable:* FIN 2201 (ancien 009.220) avec une note minimale de C+.

**FIN 3460 Financial Markets and Institutions Cr.Hrs.3** (Formerly 009.346) A study of finance at the macro level. Topics include the monetary and banking systems, flow of funds analysis, interest rates and exchange rates. Students may not hold credit for both FIN 3460 (or 009.346) and ECON 3640 (or 018.364). *Prerequisite:* FIN 2200 (or 009.220) (C+).

**FIN 3470 Small Business Finance Cr.Hrs.3** (Formerly 009.347) Study of the financial issues faced by small business enterprises. *Prerequisite:* FIN 2200 (or 009.220).

**FIN 3480 Corporate Finance Theory and Practice Cr.Hrs.3** (Formerly 009.348) Capital budgeting theory and techniques. Determination of relevant cost of capital. Implications of capital structure and dividend policy. *Prerequisite:* FIN 2200 (or 009.220) (C+).

**FIN 4230 Selected Topics in Finance Cr.Hrs.3** (Formerly 009.423) A study of current issues in finance. Topics considered will depend on the interests and needs of the participants. *Prerequisite:* FIN 2200 (or 009.220) (C+).

**FIN 4260 Advanced Finance Theory Cr.Hrs.3** (Formerly 009.426) Theories that provide the foundation for modern corporate finance. Empirical tests of finance theories. Implications for managers. *Prerequisites:* FIN 3410 (or 009.341) and FIN 3480 (or 009.348).

**FIN 4270 Options and Futures Cr.Hrs.3** (Formerly 009.427) Derivative securities. Pricing, markets, strategies and implications. *Prerequisite:* FIN 3410 (or 009.341).

**FIN 4400 Financial Management Practices Cr.Hrs.3** (Formerly 009.440) Financing capital and current operations of business enterprises. Topics include expansion financing, setting of dividend policies, acquisitions, leasing, mergers, refundings, capitalization and reorganizations. *Prerequisite:* FIN 3480 (or 009.348).

**GMGT 1110 Environment and Functions of Business Cr.Hrs.3** (Formerly 027.111) Study of the institutions and environment of the business community and their development and the interaction of these areas with the functional aspects of business.

**GMGT 2000 Introduction to Communications Cr.Hrs.3** (Formerly 027.200) An analysis of oral and written communication. Topics covered include methods of logic, organization, analysis, presentation and mechanics of written and oral communication. The course is designed to improve students' writing and public speaking skills. *Prerequisite:* University approved written English course.

**GMGT 2030 Administrative Theory Cr.Hrs.3** (Formerly 027.203) Examination of the underlying principles concerning internal management of organizations. Emphasis on the study and analysis of various theoretical approaches to management. Students may not hold credit for both GMGT 2030 (or 027.203) and GMGT 2080 (or 027.208).

**GMGT 2034 Introduction to Business 1 Cr.Hrs.3** Inter University Services course.

**GMGT 2036 Introduction to Business 2 Cr.Hrs.3** Inter-University Services course.

**GMGT 2070 Introduction to Organizational Behaviour Cr.Hrs.3** (Formerly 027.207) Examination of the impact of human behaviour on the formal and informal organization. Topics include leadership, work groups, organizational conflict, and communications.

**GMGT 2071 Introduction au comportement organisationnel Cr.Hrs.3** (L'ancien 027.207) Analyse de l'impact du comportement humain sur l'organisation formelle et informelle. Les sujets traités sont le leadership, les groupes de travail, les conflits au sein de l'organisation et la communication. Donné au Collège de St. Boniface.

**GMGT 2080 Introduction to Management and Organization Theory Cr.Hrs.3** (Formerly 027.208) Examination of the underlying principles concerning the formation of organizations and their internal management. Emphasis on the study and analysis of various theoretical approaches to organization theory and management. Students may not hold credit for both GMGT 2080 (or 027.208) and GMGT 2030 (or 027.203).

**GMGT 2081 Introduction au management et à la théorie de l'organisation Cr.Hrs.3** (L'ancien 027.208) Analyse des principaux concepts régissant la formation d'organisations et leur gestion interne. L'accent est mis sur l'analyse de différentes approches théoriques concernant l'organisation et sa gestion. L'étudiant (e) ne peut se faire créditer à la fois le GMGT 2080 (ou 027.208) et le GMGT 2030 (ou 027.203). Donné au Collège de St. Boniface.

**GMGT 2120 Business/Government Relations Cr.Hrs.3** (Formerly 027.212) Analysis of the interaction between business firms and government in the creation, modifica-

tion, and implementation of government policies that affect business. Study of the ways business can influence government decision-making. *Prerequisite*: ECON 1200 (or 018.120).

**GMGT 2121 Les entreprises et le gouvernement Cr.Hrs.3** (L'ancien 027.212) Analyse des rapports entre le gouvernement et les entreprises au niveau de la conception, de la modification et de la mise en place des politiques gouvernementales affectant l'entreprise. Analyse des moyens dont disposent les entreprises pour influencer la prise de décision des gouvernements. Donné au Collège de St. Boniface. *Préalable*: ECON 1200 (ou 018.120).

**GMGT 2141 Introduction aux communications Cr.Hrs.3** (L'ancien 027.214) Communication orale dans le milieu des affaires. Rédaction de documents écrits venant appuyer les activités d'écoute et de parole. Apprentissage des connaissances grammaticales, syntaxiques et lexicales. Apprendre à s'exprimer en public. Donné au Collège de St. Boniface.

**GMGT 3010 Management Decision-Making Cr.Hrs.3** (Formerly 027.301) The decision-making process and factors that enter into making the decisions, including the objectives and approaches to decision-making, the basic type of managerial decisions, and exemplification of decision in operations. *Prerequisites*: GMGT 2030 (or 027.203) or GMGT 2080 (or 027.208) and GMGT 2070 (or 027.207).

**GMGT 3020 Seminar in Administration Cr.Hrs.3** (Formerly 027.302) Selected problem areas and issues as they relate to administration of complex organizations. *Prerequisites*: GMGT 2030 (or 027.203) or GMGT 2080 (or 027.208) and GMGT 2070 (or 027.207), or consent of instructor.

**GMGT 3030 Contemporary Social Issues in Business Cr.Hrs.3** (Formerly 027.303) Study of key issues in the relationship of business organizations and society with emphasis on the impact of management. *Prerequisites*: GMGT 2030 (or 027.203) or GMGT 2080 (or 027.208) and GMGT 2070 (or 027.207).

**GMGT 3040 Organizational Systems Analysis Cr.Hrs.3** (Formerly 027.304) An integrative cross-functional study of organizations, their decision-making processes, and their dynamic interactions with their technical, marketing, and social environments using the concepts of systems analysis. *Prerequisites*: GMGT 2030 (or 027.203) or GMGT 2080 (or 027.208) and GMGT 2070 (or 027.207).

**GMGT 3080 Issues in Technological Change Cr.Hrs.3** (Formerly 027.308) Analysis of the nature of invention and innovation including human, financial, economic, and legal factors. Social implications of innovation. Public policy towards research, invention, and innovation.

**GMGT 3090 Management of Research and Development Cr.Hrs.3** (Formerly 027.309) Organization and management of industrial research and development; specific inventions and their impact on industry.

**GMGT 3120 Regulation Cr.Hrs.3** (Formerly 027.312) Study of the rationale and impact of public policies affecting the organization and behaviour of Canadian industry.

**GMGT 3130 Management Applications of Forecasting Models Cr.Hrs.3** (Formerly 027.313) An introduction to analytic tools which can be used by management (private, public or non-profit) to predict the impact of general economic developments on a firm or industry. Industry or firm specific examples will be emphasized. *Prerequisite*: ECON 1200 (or 018.120).

**GMGT 3160 Managerial Economics Cr.Hrs.3** (Formerly 027.316) Principles and techniques of managerial economics with applications from business and the public sector. *Prerequisite*: ECON 1200 (or 018.120) or equivalent.

**GMGT 3170 Administration of the Public Sector Cr.Hrs.3** (Formerly 027.317) Application of contemporary concepts of the administrative process: approaches and problems involved in performing managerial functions in public sector organizations with emphasis on socio-political issues. *Prerequisite*: GMGT 2030 (or 027.203) or GMGT 2080 (or 027.208).

**GMGT 3180 Non-Market Decision Making Cr.Hrs.3** (Formerly 027.318) The use of economic methodology to explain government decision-making processes and their impact on business organizations. Focus is on understanding the behaviour of government policy makers and the incentives which motivate them. *Prerequisite*: GMGT 2120 (or 027.212).

**GMGT 3300 Commercial Law Cr.Hrs.3** (Formerly 027.330) General history of law, the organization of courts, the Canadian Constitution, federal and provincial legislative functions. Legal concepts and problems relating to business organization, contracts, principal and agent, negotiable instruments, common torts, and bankruptcy proceedings.

**GMGT 3301 Droit commercial Cr.Hrs.3** (L'ancien 027.330) Sommaire historique du droit, l'organisation des tribunaux, la constitution du Canada, les attributions législatives du gouvernement fédéral et des assemblées provinciales. Notions juridiques et problèmes attendant à l'organisation des entreprises, la rédaction des contrats, le mandant et le mandataire, les effets négociables, les débits et les procédures de faillite. Donné au Collège de St. Boniface.

**GMGT 3500 Communications: Contextual Applications Cr.Hrs.3** (Formerly 027.350) This course is designed to introduce students to basic linguistically specialized areas of typical business and administrative settings. Course offered at St. Boniface College.

**GMGT 3521 Culture et organisation Cr.Hrs.3** (L'ancien 027.352) L'influence des facteurs culturels sur la vie des entreprises et réciproquement. Les différentes dimensions de la culture telles que la langue, la religion, les valeurs, l'organisation sociale, l'éducation, la technologie, les institutions politiques, les législations, etc. Leurs influences sur l'organisation, le marketing, la gestion du personnel, la communication. Donné au Collège de St. Boniface. *Préalable*: GMGT 2070 (ou 027.207).

**GMGT 3561 Séminaire en management Cr.Hrs.3** (L'ancien 027.356) Analyse de la gestion d'organisation: Réflexion critique sur des sujets d'actualité pertinents. L'étudiant(e) ne peut se faire créditer à la fois le GMGT 3560 (ou 027.356) et le GMGT

3020 (ou 027.302). Donné au Collège de St. Boniface. *Préalable*: GMGT 2080 (ou 027.208) et GMGT 2070 (ou 027.207) ou le consentement du professeur.

**GMGT 3581 Ethique et responsabilité sociale Cr.Hrs.3** (L'ancien 027.358) Le rôle social de l'entreprise. L'environnement interne et externe de l'entreprise; les problèmes sociaux et les activités de responsabilité sociale; l'éthique professionnelle du gestionnaire contemporain, la comptabilité sociale; les groupes défavorisés; etc. Donné au Collège de St. Boniface. *Préalable*: GMGT 2070 (ou 027.207).

**GMGT 4010 Administrative Policy Cr.Hrs.3** (Formerly 027.401) Studies of policies available to business enterprise; with case studies to focus attention on problems involved in formulating and administering policies with interdisciplinary considerations. Take only in final term of program or with consent of department head. *Prerequisite*: prior to being admitted to GMGT 4010 (or 027.401) students must have attempted all 30 credit hours of courses specified in Year 2 of the 4-Year Program and successfully completed at least 27 credit hours. *Corequisite*: at most three credit hours of courses specified in Year 2 of the 4-Year Program.

**GMGT 4011 Gestion stratégique des organisations Cr.Hrs.3** (L'ancien 027.401) Étude de la gestion stratégique des organisations. L'étude de cas permettra à l'étudiant(e) ou à l'étudiant(e) d'intégrer les connaissances acquises tout en mettant l'accent sur les questions qui entourent l'élaboration des stratégies et la gestion des politiques établies. Ce cours ne sera suivi qu'à la fin du programme ou avec l'autorisation écrite du professeur ou de la professeure. Donné au Collège de St. Boniface.

**GMGT 4040 Advanced Organization Theory and Behaviour Cr.Hrs.3** (Formerly 027.404) An analysis of the human and structural aspects of organizations and how their interrelationship influences organizational performance. Topics covered include leadership, motivation, conflict, and organizational politics. The influence of technology, size, and the external environment on organizational structure is also examined. *Prerequisite*: GMGT 2030 (or 027.203) or GMGT 2080 (or 027.208) and GMGT 2070 (or 027.207).

**GMGT 4110 Commercial Law 2 Cr.Hrs.3** (Formerly 027.411) Aspects of the law relating to business units, including a study of the law relating to proprietorships, partnerships and corporations, and secured transactions. Not taught every year. *Prerequisite*: GMGT 3300 (or 027.330).

**GMGT 4120 Tariffs, Trade, and Commercial Policy Cr.Hrs.3** (Formerly 027.412) The economics and institutions of international trade, tariffs, and commercial policy, including economics of tariffs, special trading arrangements, the financial aspects of international trade, and trade and commercial policy.

**GMGT 4121 Commerce International Cr.Hrs.3** (Ancien 027.412) Étude des échanges internationaux à travers les politiques économiques internationales, les ententes régionales, les tarifs commerciaux, les institutions internationales et le financement des échanges.

**GMGT 4140 Evaluation Techniques for Management Cr.Hrs.3** (Formerly 027.414) The development of specific techniques for program evaluation, the design of evaluations, the implementation of an evaluation within an ongoing organizational environment, and the problems associated with applying findings. *Prerequisite*: MIS 2000 (or 009.200).

**GMGT 4150 Managing Not-For-Profit Organizations Cr.Hrs.3** (Formerly 027.415) A description and analysis of the management perspective that is unique to organizations operating in the not-for-profit sector of the economy. Examination of both the internal and external environment of management in not-for-profit organizations. *Prerequisites*: GMGT 2030 (or 027.203) or GMGT 2080 (or 027.208) and GMGT 2070 (or 027.207).

**GMGT 4151 Gestion des organisations sans but lucratif Cr.Hrs.3** (Ancien 027.415) Description et analyse de la dynamique des organismes sans but lucratif (OSBL) : leur environnement spécifique, leur fonctionnement interne et leurs modes d'intervention dans la communauté. Approfondissement de la compréhension de la spécificité du secteur tertiaire, ce qui rend apte à y intervenir efficacement soit en tant que gestionnaires, soit en tant que bénévoles. *Préalables* : les GMGT 2081 (ancien 027.208) et GMGT 2071 (ancien 027.207).

**GMGT 4160 Seminar in Business-Government Relations Cr.Hrs.3** (Formerly 027.416) Description and analysis of significant, current issues in the business-government relationship at an advanced level. *Prerequisite*: GMGT 2120 (or 027.212).

**GMGT 4551 Développement d'habiletés de gestionnaire Cr.Hrs.3** (L'ancien 027.455) Développement de certaines habiletés nécessaires au succès professionnel. Les principaux apprentissages sont: la gestion du stress, la communication orale, la négociation, la recherche d'emploi, les techniques de créativité et d'innovation, la gestion des relations vie privée/vie professionnelle. Donné au Collège de St. Boniface. *Préalable*: GMGT 2070 (ou 027.207).

**HRIR 2440 Human Resource Management Cr.Hrs.3** (Formerly 027.244) Introduction to principles and procedures in the management of human resources. Topics include conflict resolution, employment, law, planning, job analysis, performance appraisal, staffing, compensation, union-management relations, and current issues.

**HRIR 2441 Gestion des ressources humaines 1 Cr.Hrs.3** (L'ancien 027.244) Introduction au système de gestion des ressources humaines. Les sujets sont: la résolution de conflits, l'embauche, l'encadrement juridique, la planification, l'analyse de postes, l'évaluation, l'acquisition des ressources humaines, le système de relations industrielles et la problématique de la gestion des ressources humaines. Donné au Collège de St. Boniface.

**HRIR 3411 Gestion des relations de travail Cr.Hrs.3** (L'ancien 027.341) Analyse des relations de travail et des facteurs économiques, psychologiques et sociologiques. Les sujets traités sont: l'évolution de l'organisation syndicale, les relations intergroupes et la résolution de conflit, les relations patronales-syndicales, la négociation collective, la législation du travail et les problèmes contemporains. Donné au Collège de St. Bon-

iface.

**HRIR 3430 Selected Topics in Industrial Relations Cr.Hrs.3** (Formerly 027.343) Analysis of specific topics or issues in the employment relationships in an industrial society. *Prerequisites:* HRIR 3450 (or 027.345 or 027.341) and HRIR 2440 (or 027.244) or consent of instructor.

**HRIR 3450 Labour and Employment Relations Cr.Hrs.3** (Formerly 027.345) This course is to enhance knowledge and understanding of labour and employment relations in Canada and beyond. It addresses various issues and debates about these relations; their history, structure, and functioning; management employment relations practices; the role of labour unions; collective bargaining; and contemporary developments and alternatives. May not be held with the former 027.341.

**HRIR 3511 Gestion des ressources humaines 2 Cr.Hrs.3** (L'ancien 027.351) La planification des tâches, la structuration des rôles et du travail, la coordination et la réalisation des activités feront l'objet d'un apprentissage théorique associé au développement d'habiletés. Donné au Collège de St. Boniface. *Préalable:* HRIR 2440 (ou 027.244).

**HRIR 3541 Gestion des équipes de travail Cr.Hrs.3** (L'ancien 027.354) Initiation à la gestion des équipes de travail en mettant l'accent sur les dimensions humaines et administratives du travail en équipe. Donné au Collège de St. Boniface. *Préalable:* GMGT 2070 (ou 027.207).

**HRIR 4410 Staffing and Management Development Cr.Hrs.3** (Formerly 027.441) A review of: employment planning; recruitment and selection; internal placement; out placement; performance appraisal; career development. Training needs analysis, methods and evaluation. *Prerequisite:* HRIR 2440 (or 027.244).

**HRIR 4411 Dotation et développement des ressources humaines Cr.Hrs.3** (L'ancien 027.441) Le cours est une analyse approfondie et pratique des problèmes de dotation et de développement des ressources humaines au sein des organisations. À travers ce cours, les étudiant(e)s développeront leurs habiletés d'intervention dans des domaines tels que la planification des emplois, le recrutement et la sélection, l'évaluation de la performance, l'analyse des besoins de formation, l'implantation et le contrôle d'un programme de formation, etc. *Préalable:* HRIR 2440 (ou 027.244).

**HRIR 4420 Compensation Cr.Hrs.3** (Formerly 027.442) A review of the major concepts and design of compensation systems including: strategy, internal equity, external competitiveness, rewarding individual contributions, performance incentives, employee benefits, government regulations, union role in compensation; budgets and administration. *Prerequisite:* HRIR 2440 (or 027.244).

**HRIR 4421 Rémunération Cr.Hrs.3** (L'ancien 027.442) Ce cours est une analyse des principaux concepts et des systèmes de rémunération incluant: stratégie, équité salariale, compétitivité, reconnaissance des contributions individuelles, incitatifs de performance, avantages sociaux, politiques gouvernementales, rôle des syndicats dans la rémunération, incidences et gestion du processus de rémunération. *Préalable:* HRIR 2440 (ou 027.244).

**HRIR 4480 Collective Bargaining and Administration Cr.Hrs.3** (Formerly 027.448) Detailed examination of the elements and issues in contract negotiation and administration and of the legal framework imposed on public and private negotiations. Comparison of Canadian industrial relations system with other national systems. *Prerequisite:* HRIR 3450 (or 027.345 or 027.341).

**HRIR 4481 La négociation collective Cr.Hrs.3** (L'ancien 027.448) Ce cours est une analyse des éléments et enjeux de la négociation collective et de la gestion des conventions collectives et une analyse du cadre juridique des négociations publiques et privées. Le système canadien de relations industrielles est comparé à d'autres systèmes nationaux. *Préalable:* HRIR 3450 (ou 027.345) ou l'ancien 027.341.

**HRIR 4511 Gestion de la diversité Cr.Hrs.3** (L'ancien 027.451) La gestion de la diversité du point de vue historique, social, légal et opérationnel. L'influence de la diversité de la main-d'œuvre sur les politiques, les pratiques et les procédures de l'organisation. Modèle du développement organisationnel pluraliste relié à un ensemble de systèmes sociaux. Donné au Collège de St. Boniface. *Préalable:* HRIR 2440 (ou 027.244).

**HRIR 4520 Comparative Industrial Relations and Human Resource Management Cr.Hrs.3** (Formerly 027.452) To provide an international perspective on industrial relations (IR) and human resource management (HRM) through analysis and comparison of IR systems and HRM practice across selected countries and of current developments therein. Also covers theories and issues relevant to these topics. Students are encouraged, but not required, to complete HRIR 3450 (or 027.345 or 027.341) prior to taking this course.

**HRIR 4521 Relations industrielles et gestion des ressources humaines Cr.Hrs.3** (Ancien 027.452) Perspective internationale des relations industrielles (RI) et de la gestion des ressources humaines (GRH) par l'analyse et l'étude comparée des systèmes de relations industrielles et des pratiques de gestion des ressources humaines dans certains pays ainsi que des développements actuels. Théories et questions pertinentes à cette matière. *Préalable* recommandé mais non obligatoire : le HRIR 3451 (ancien 027.345) ou l'ancien 027.341.

**HRIR 4531 Gestion du changement Cr.Hrs.3** (L'ancien 027.453) Changement et développement organisationnel: processus de changement, agent de changement. Domaines d'intervention: changements dans l'environnement et l'organisation, processus sociaux, culture d'entreprise, techno-structure, qualité de vie au travail. Dilemmes et perspectives. Donné au Collège de St. Boniface. *Préalable:* HRIR 2440 (ou 027.244).

**HRIR 4541 Innovations en gestion des ressources humaines Cr.Hrs.3** (L'ancien 027.454) Présentation des nouveaux courants en gestion des ressources humaines, en examiner les fondements, en présenter les modèles d'implantation et en faire une analyse critique. Donné au Collège de St. Boniface. *Préalable:* HRIR 2440 (ou 027.244).

**IDM 2980 Work Term 1 Cr.Hrs.** Work assignment in business, industry, or government for students registered in the Asper School of Business Cooperative option. Requires submissions of a written report covering the work completed during the four-month professional assignment. (Pass/Fail).

**IDM 3000 Aboriginal Business Context: Influences and Impacts Cr.Hrs.3** (Formerly 098.300) Explore the impact of legal, constitutional and governance issues on the internal and operating environment affecting economic development by Aboriginal peoples. Current strategies for successful partnerships between industry and Aboriginal peoples will also be examined. *Prerequisites:* NATV 1200 (or 032.120) or NATV 1220 (or 032.122) and NATV 1240 (or 032.124) or consent of instructor.

**IDM 3980 Work Term 2 Cr.Hrs.** Work assignment in business, industry, or government for students registered in the Asper School of Business Cooperative option. Requires submission of a written report covering the work completed during the four-month professional assignment. (Pass/Fail).

**IDM 4050 Readings in Management Cr.Hrs.3** (Formerly 098.405) Supervised readings in one of the areas of Management. Students are limited to a maximum of six hours of readings and research courses.

**IDM 4070 Management Research 1 Cr.Hrs.3** (Formerly 098.407) Individually supervised preparation of a detailed research proposal for an advanced study in one of the areas of Management. Students are limited to a maximum of six hours of readings and research courses.

**IDM 4080 Management Research 2 Cr.Hrs.3** (Formerly 098.408) Individually supervised research and preparation of a paper in one of the areas of Management based on the proposal developed in IDM 4070 (or 098.407). Students are limited to a maximum of six hours of readings and research courses.

**IDM 4090 Aboriginal Business Leadership Cr.Hrs.3** (Formerly 098.409) An analysis of current leadership strengths and challenges facing Aboriginal organizations. Out of this analysis will come understanding of strategies for working effectively or ineffectively with Aboriginal organizations. *Prerequisite:* NATV 1200 (or 032.120) or NATV 1220 (or 032.122) and NATV 1240 (or 032.124) or consent of instructor.

**IDM 4980 Work Term 3 Cr.Hrs.0** Work assignment in business, industry, or government for students registered in the Asper School of Business Cooperative option. Requires submission of a written report covering the work completed during the four-month professional assignment. (Pass/Fail grading).

**INTB 2200 International Management Cr.Hrs.3** (Formerly 027.220) Analysis of the practice of management in an international setting. Examines the cultural, political, and economic environments which influence managerial decision-making in an international context.

**INTB 4501 Cultures du monde Cr.Hrs.3** (L'ancien 027.450) Un aperçu des principales cultures du monde. Étude des relations entre la culture d'un peuple et ses rapports économiques internationaux. Donné au Collège de St. Boniface.

**INTB 4571 Introduction au management international Cr.Hrs.3** (L'ancien 027.457) Acquisition de connaissances et savoir-faire relatifs à la gestion, au maintien et au contrôle du flux international de personnes, d'informations, de fonds, de biens ou de services, à des fins commerciales, entrepreneuriales ou caritatives. Donné au Collège de St. Boniface. *Préalable:* HRIR 2440 (ou 027.244).

**MIS 2000 Information Systems for Management Cr.Hrs.3** (Formerly 009.200) Introduction to information systems in organizations, systems development/acquisition, and management issues concerning information technology in organizations. *Prerequisite:* COMP 1260 (or 074.126 or 074.100) and ACC 1100 (or 009.110) or consent of instructor.

**MIS 2001 Les systèmes d'information de gestion Cr.Hrs.3** (L'ancien 009.200) Introduction aux systèmes d'information dans les organisations, au développement/acquisition des systèmes et à la gestion des systèmes d'information. Donné au Collège de St. Boniface. *Préalable:* COMP 1260 (ou 074.126) et ACC 1100 (ou 009.110) ou consentement du professeur ou de la professeuse.

**MIS 3500 Database Management Systems Cr.Hrs.3** (Formerly 009.350) This course is designed for students who are interested in learning how to design, develop and maintain databases. Students will be introduced to methodologies to design their systems and then implement them using currently popular end user tools. *Prerequisite:* MIS 3510 (or 009.351). *Corequisite:* COMP 1010 (or 074.101).

**MIS 3510 Systems Analysis and Design Cr.Hrs.3** (Formerly 009.351) This course is designed for students who are interested in developing information systems. Working in teams, students will learn how to employ methodologies, techniques and popular end user tools to design and implement a functioning business information system. *Prerequisites:* MIS 2000 (or 009.200) (C+).

**MIS 3520 Data Communications and Networking Cr.Hrs.3** (Formerly 009.352) A survey of data communications topics, including media and technology, protocols, security, structures, electronic commerce and the Internet, and related management issues. *Prerequisite:* MIS 2000 (or 009.200) (C+).

**MIS 4250 Advanced Topics in Management Information Systems Cr.Hrs.3** (Formerly 009.425) A study of current issues in MIS. The topics for this course will vary over time, depending on student interests, faculty interests, and student demand. Not offered every year. *Prerequisite:* consent of instructor.

**MIS 4500 Management Information Systems Strategy Cr.Hrs.3** (Formerly 009.450) A survey of the various issues associated with managing information as a resource. Explores MIS planning frameworks and tools, and the linkages between information systems, organizational structure and organizational strategy. *Prerequisites:* at least two of the following: MIS 3500 (or 009.350), MIS 3510 (or 009.351), MIS 3520 (or 009.352), ACC 3530 (or 009.353), MIS 4250 (or 009.425).

**MKT 2210 Fundamentals of Marketing Cr.Hrs.3** (Formerly 118.221) Analysis of marketing problems, emphasizing various alternatives available for achieving economic efficiency in the distribution process; public policy with respect to marketing.

**MKT 2211 Principes de marketing Cr.Hrs.3** (L'ancien 118.221) Analyse des problèmes précis de marketing, l'accent étant mis sur l'analyse de différentes façons de maximiser les bénéfices dans le processus de la distribution des biens et des services; le marketing et la société. Donné au Collège de St. Boniface.

**MKT 3220 Marketing Research Cr.Hrs.3** (Formerly 118.322) Study of marketing research as a tool for decision-making. The ability to use one of the statistical analysis computer packages (SPSS-X, SAS, etc.) is expected. *Prerequisites:* MKT 2210 (or 118.221) and STAT 1000 (or 005.100) or consent of instructor.

**MKT 3221 Recherche en marketing Cr.Hrs.3** (Ancien 118.322) Étude de la recherche en marketing comme outil fondamental de la prise de décision. Utilisation d'un logiciel dans l'analyse statistique des données. Préalables : le MKT 2211 (ancien 118.221) et le STAT 1001 (ancien 005.100).

**MKT 3230 Consumer Behaviour Cr.Hrs.3** (Formerly 118.323) Study of buying behaviour of individuals and organizations as affected by psychological and sociological forces within society. *Prerequisite:* MKT 2210 (or 118.221).

**MKT 3231 Comportement du consommateur Cr.Hrs.3** (L'ancien 118.323) Étude de l'influence de l'environnement et de l'influence individuelle sur le comportement du consommateur. Donné au Collège de St. Boniface. *Préalable:* MKT 2210 (ou 118.221).

**MKT 3240 Selected Topics in Marketing Cr.Hrs.3** (Formerly 118.324) Analysis of marketing as it relates to specialized fields. *Prerequisite:* MKT 2210 (or 118.221).

**MKT 3250 Marketing Strategy Cr.Hrs.3** (Formerly 118.325) Integration of sales and marketing strategies, including planning, formulation, and implementation. Emphasis on the role and importance of marketing strategy in overall corporate growth. *Prerequisite:* MKT 2210 (or 118.221).

**MKT 3291 Publicité Cr.Hrs.3** Analyse du rôle et de la gestion de la publicité dans le cadre du plan marketing. Théorie de la communication et la formulation de messages publicitaires, établissement du budget, la sélection des médias et l'analyse de l'efficacité de la publicité. Donné au Collège de St. Boniface. *Préalable:* 118.221.

**MKT 3300 International Marketing Cr.Hrs.3** (Formerly 118.330) A study of international similarities and differences in marketing structures, functions and processes as related to the socio-economic and cultural environment and a consideration of the opportunities and problems of international marketing. *Prerequisite:* MKT 2210 (or 118.221).

**MKT 3310 Retail and Channel Management Cr.Hrs.3** (Formerly 118.331) The study of the functions performed by traditional and e-commerce distributors. Topics include location and competitive analysis, promotion, merchandising, buying, design, selection and historical development. *Prerequisite:* MKT 2210 (or 118.221). May not be held with the former 118.321.

**MKT 3320 Competitive Intelligence Cr.Hrs.3** (Formerly 118.332) An examination of the information sources and analytical techniques required by business to develop the competitive intelligence necessary to successfully compete in today's marketplace. *Prerequisites:* ACC 1110 (or 009.111), MIS 2000 (or 009.200), MKT 3220 (or 118.322).

**MKT 3340 Services Marketing Cr.Hrs.3** (Formerly 118.334) An examination of the differences in the marketing of goods versus services. Topics covered include service process design and management, problem identification and resolution, positioning issues, the importance of human resources, and promotional issues. *Prerequisite:* MKT 2210 (or 118.221).

**MKT 3390 Integrated Marketing Communications Cr.Hrs.3** (Formerly 118.339) The process of using promotional tools in a unified way so that a synergistic communications is created. The course examines the roles of advertising, sales promotion, direct marketing, and the internet within this broader framework. *Prerequisite:* MKT 2210 (or 118.221). May not hold with the former 118.329.

**MKT 4210 Marketing Management Cr.Hrs.3** (Formerly 118.421) Study of location and nature of markets, techniques by which firms attempt to affect the demand for their goods and services and the significance of these effects on business and society. Can be taken only in final year of program. *Prerequisites:* MKT 2210 (or 118.221) and either MKT 3220 (or 118.322) or MKT 3230 (or 118.323) *Corequisite:* either MKT 3220 (or 118.322) or MKT 3230 (or 118.323) (whichever not yet taken) Take in final year only.

**MKT 4211 Gestion du marketing Cr.Hrs.3** (Ancien 118.421) Étude des marchés et des techniques utilisées par les entreprises pour influencer la demande de leurs produits et services. Impact de cette influence sur les marchés, le milieu des affaires et la société. Ce cours ne sera suivi qu'à la dernière année du programme. *Préalable:* MKT 2211 (ancien 118.221). et deux autres cours de marketing.

**MKT 4240 Advanced Seminar in Marketing Cr.Hrs.3** (Formerly 118.424) An in-depth examination of special topics in marketing including marketing theory, and recent developments in marketing philosophy and thought. *Prerequisite:* MKT 2210 (or 118.221), plus at least two other 300 or 400 level marketing courses.

**MKT 4270 Sales Management Cr.Hrs.3** (Formerly 118.427) The study of the management of the personal selling area including an examination of the selling function, the sales manager, and sales management. *Prerequisite:* MKT 2210 (or 118.221).

**MKT 4271 Administration des ventes Cr.Hrs.3** (L'ancien 118.427) Analyse de l'administration de la vente personnelle, y compris l'analyse la fonction-vente, la supervision de la force de vente et la gestion des ventes. Donné au Collège de St. Boniface. *Préalable:* MKT 2210 (ou 118.221).

**MKT 4410 Business to Business Marketing Cr.Hrs.3** (Formerly 118.441) The study

of marketing management and its decision-making implications within the industrial and commercial marketplace. *Prerequisite:* MKT 2210 (or 118.221). May not hold with the former 118.440.

**MSCI 2150 Introduction to Management Sciences Cr.Hrs.3** (Formerly 164.215) An introduction to management science techniques and models. Topics include linear programming, distribution problems, decision theory and queuing models. *Prerequisites:* (MATH 1310 (or 136.131) or MATH 1300 (or 136.130) or MATH 1301) or equivalent and MATH 1520 (or 136.152) or MATH 1500 (or 136.150) or equivalent. *Corequisites:* STAT 1000 (or STAT 1001) or equivalent and COMP 1260 (or COMP 1261). May not hold with the former 027.215.

**MSCI 2151 Introduction aux sciences de la gestion Cr.Hrs.3** (L'ancien 164.215) Introduction aux techniques et modèles des sciences de la gestion. Les sujets traités incluent la programmation linéaire, les problèmes d'affectation et de transport, la théorie de la décision, les files d'attente. Préalables: MATH 1310 (ou 136.131) ou MATH 1300 (ou 136.130) et MATH 1520 (ou 136.152), ou MATH 1500 (ou 136.150). *Préalable* ou *corequis:* STAT 1000 (ou STAT 1001) et COMP 1260 (ou COMP 1261) ou consentement du professeur. May not hold with former 027.215.

**MSCI 3400 Intermediate Management Science Cr.Hrs.3** (Formerly 164.340) Operations research models used in the analysis of management problems. Topics include network analysis, deterministic inventory models, dynamic programming and game theory. *Prerequisite:* MSCI 2150 (or 164.215) or consent of instructor. May not hold with former 027.340.

**MSCI 3401 Sciences de la gestion 2 Cr.Hrs.3** (L'ancien 164.340) Modèles de la recherche opérationnelle utilisés dans l'analyse de problèmes de gestion. Les sujet traités incluent les réseaux, les problèmes d'inventaire du point de vue déterministe, la programmation dynamique, la théorie des jeux. Préalables: MSCI 2150 (ou 164.215) ou le consentement du professeur. May not hold with former 027.340F.

**MSCI 4200 Topics in Management Science Cr.Hrs.3** (Formerly 164.420) Topics of current interest in management science. *Prerequisite:* MSCI 2150 (or 164.215). May not hold with former 027.420. Not taught every year.

**MSCI 4220 Management Science Models in Business and Industry Cr.Hrs.3** (Formerly 164.422) An applied course providing practical experience in modeling and solving business and industrial problems. Emphasis to be placed upon analysis, formulation, solution and implementation. Not taught every year. *Corequisite:* one of MSCI 3400 (or 164.340 or 027.340), MSCI 4200 (or 164.420 or 027.420) or MSCI 4230 (or 164.423 or 027.423). May not hold with former 027.422.

**MSCI 4230 Simulation Models in Management Science Cr.Hrs.3** (Formerly 164.423) Introduction to and use of simulation models and techniques to solve business and industrial problems. Not taught every year. *Prerequisite:* MSCI 2150 (or 164.215) May not hold with former 027.423.

**MSCI 5010 Mathematics for Management Cr.Hrs.3** (Formerly 164.501) A remedial course in linear and matrix algebra and calculus; with applications to elementary management problems. Note: this course will not be included in the calculation of the Grade Point Average. Pass/Fail. Not to be held with 027.501.

**OPM 2600 Fundamentals of Production and Operations Management Cr.Hrs.3** (Formerly 164.260) Study of production function and management; production systems; system design, analysis and control. *Prerequisite:* must have completed 12 credit hours of Asper School of Business courses. Pre-or corequisite: STAT 1000 (or 005.100) or equivalent. May not hold with former 027.260.

**OPM 2601 Principes de gestion des opérations et de la production Cr.Hrs.3** (L'ancien 164.260) Étude des notions de base en gestion des opérations et de la production, systèmes de production, conception de système, analyse et contrôle. Donné au Collège universitaire de Saint-Boniface. *Préalable* ou *corequis:* STAT 1000 (ou 005.100) ou l'équivalent. May not hold with former 027.260F.

**OPM 3630 Simulation Models for Operations Management Cr.Hrs.3** (Formerly 164.363) Currently not offered. May not hold with former 027.363.

**OPM 3640 Project Planning and Control Cr.Hrs.3** (Formerly 164.364) Currently not offered. May not hold with former 027.364.

**OPM 3650 Management of Quality and Reliability Cr.Hrs.3** (Formerly 164.365) This course offers a practical introduction to modern quality assurance and reliability management concepts, methods and practices. It builds upon the relevant subject matter in basic courses in production management and prepares for positions in the field of quality and reliability management. *Prerequisite:* OPM 2600 (or 164.260). May not hold with former 027.365.

**OPM 3660 Operations Management in Service Organizations Cr.Hrs.3** (Formerly 164.366) This course explores the applications of operations management concepts to the management of service operations. The characteristics of a service operation, while generally comparable to manufacturing a product, often place a unique demand upon the service manager. These demands, along with the analysis of actual company situations through case study applications, are emphasized. May not hold with former 027.366.

**OPM 3670 POM Project in Industry Cr.Hrs.3** (Formerly 164.367) An applied course, designed to bridge the gap between theoretical concepts developed in previous POM courses and current industrial practices by means of an industrial project. *Prerequisites:* OPM 2600 (or 164.260 or 027.260) or consent of instructor. May not hold with former 027.367.

**OPM 4620 Production Management Seminar Cr.Hrs.3** (Formerly 164.462) Problems, development, and application of analytical methods in production and operations management with emphasis on planning and control. *Prerequisite:* MSCI 2150 (or 164.215) and OPM 2600 (or 164.260). May not hold with former 027.462.

**OPM 4630 Production and Inventory Systems: Planning and Control Cr.Hrs.3** (For-

merly 164.463) To develop concepts and understanding about the planning and control system used to guide and coordinate the flow of materials, labor inputs and goods and services through the physical productive system. Topics to be covered include: 1) Independent demand inventory systems, 2) Dependent demand inventory systems, 3) Aggregate planning, 4) Capacity planning and control. *Prerequisite:* OPM 2600 (or 164.260). May not hold with former 027.463.

**SCM 2210 Transportation Principles Cr.Hrs.3** (Formerly 164.221) Demand forecasting, cost analysis, regulation of carriers, role of transport in economic development, project appraisal and transport planning. Also offered as ABIZ 2210 by the Department of Agribusiness and Agricultural Economics. May not be held with ABIZ 2210 (or 061.221). *Prerequisite:* ECON 1200 or ECON 1201 (or 018.120).

**SCM 2220 Selected Topics in Logistics and Transportation Cr.Hrs.3** (Formerly 164.222) This course provides coverage on a number of critical topics in Supply Chain Logistics and Transportation. Areas of emphasis are based on current issues confronting managers and regulators/policy makers such as global supply chain logistics and transportation policy.

**SCM 2230 Introduction to Supply Chain Management Cr.Hrs.3** (Formerly 164.223) An examination of the management activities that are necessary to ensure an efficient flow of materials, funds, and information among the various organizations in supply chains, from the acquisition of raw materials to the delivery of the finished product to the end user.

**SCM 3230 Global Supply Chains Cr.Hrs.3** (Formerly 164.323) The course provides a global orientation to supply chain management, with a particular emphasis on the global linkages between organizations in international supply chains. Supply chain management practices in selected countries are also examined. *Prerequisite:* SCM 2230 (or 164.223) or SCM 3360 (or 164.336 or 118.336) or consent of instructor.

**SCM 3360 Supply Chain Logistics Cr.Hrs.3** (Formerly 164.336) The course provides an international/global orientation to logistics and supply chain management. *Prerequisite:* MKT 2210 (or 118.221). May not be held with the former 118.336 or 118.326.

**SCM 4240 Policy and Regulation in Supply Chain Management Cr.Hrs.3** (Formerly 164.424) An analysis of the process of policy development of supply chain regulation, a review of the legislation that regulates supply chains, and an assessment of the impact of such legislation on supply chain management activities. *Prerequisite:* SCM 2230 (or 164.223) or consent of instructor.

#### SCHOOL OF MEDICAL REHABILITATION -----

**OT 4130 Re-Entry Fieldwork Cr.Hrs.8** (Formerly 168.413) Self-directed period of fieldwork preparation followed by a seven-week fieldwork education experience under the supervision of a licensed occupational therapist. Course evaluated on a pass/fail basis. *Prerequisites:* an earned degree in occupational therapy, permission of Head of Department of Occupational Therapy.

**PT 1700 Psychosocial Issues Cr.Hrs.6** (Formerly 167.170) A general course to provide an overview of psychosocial behaviour and the implication for physiotherapy practice. 75 hours.

**PT 1730 Physical Therapy Management Cr.Hrs.10** (Formerly 167.173) A theory and practical course on applying physical therapy techniques to patients with cardio and respiratory disorders. 166 hours.

**PT 1740 Cardiorespiratory Clinical Education Cr.Hrs.7** (Formerly 167.174) Consists of an introductory period of clinical practice and specific practice related to the management of cardiorespiratory conditions. Course evaluated on a pass/fail basis. 245 hours.

**PT 1750 Rehabilitation Exercise 1 Cr.Hrs.6** (Formerly 167.175) Consists of lecture, tutorials, and practical sessions focused on topics of exercise physiology, fitness testing and training and rehabilitation exercise skills related to the healthy adult and selected patient populations. 105 hours.

**PT 1910 Pathology and Clinical Manifestations Cr.Hrs.5** (Formerly 167.191) A theory course including the basic principles of pathology and microbiology; the natural history, pathology, clinical manifestations, management and prognosis of patients with disorders of the cardiovascular and respiratory systems. Corequisite: REHB 1200 (or 068.120). 83 hours.

**PT 2720 Electro-Physical Agents in Physical Therapy Management Cr.Hrs.3** (Formerly 167.272) Selection and application of electro-physical agents in physical therapy. 45 hours.

**PT 2750 Rehabilitation Exercise 2 Cr.Hrs.2** (Formerly 167.275) A lecture and lab based course which focuses on the development of comprehensive rehabilitation, health, and fitness exercise programs for normal subjects, clients with specific conditions/disabilities, and athletes. 34 hours.

**PT 2760 Orthopedic Assessment and Management 1 Cr.Hrs.6** (Formerly 167.276) Integrated approach to the orthopedic assessment and management of upper limb, lower limb, and spinal disorders. 113 hours.

**PT 2770 Orthopedic Assessment and Management 2 Cr.Hrs.6** (Formerly 167.277) Integrated approach to the physiotherapy assessment and management of upper limb, lower limb, and spinal disorders. Successful completion of PT 2760 (or 167.276) and PT 2770 (or 167.277) equivalent to E2/V2 level of professional classification. 111 hours.

**PT 2780 Musculoskeletal Clinical Education Cr.Hrs.10** (Formerly 167.278) Consists of a period of clinical practice related to the management of musculoskeletal conditions. Course evaluated on a pass/fail basis. 375 hours.

**PT 2790 Physical Therapy Management of Musculoskeletal Disorders Cr.Hrs.8** (Formerly 167.279) A theory and practical course on physical therapy management of pa-

tients with specific disorders. 149 hours.

**PT 2890 Rehabilitation Biomechanics Cr.Hrs.3** (Formerly 167.289) Theory and practical application of biomechanics of human movement in relation to rehabilitation. *Prerequisites:* REHB 1480 (or 068.148), REHB 1490 (or 068.149) and REHB 1500 (or 068.150), or equivalent. 40 hours.

**PT 3730 Advanced Musculoskeletal Topics Cr.Hrs.3** (Formerly 167.373) A theory, practical and tutorial-based course designed to provide the opportunity for problem-solving through the integration of relevant information, in the areas of orthopedic and sports physiotherapy. 61 hours.

**PT 3740 Integrated Tutorials Cr.Hrs.3** (Formerly 167.374) A theory, practical and tutorial-based course designed to provide the opportunity for problem-solving through the integration of relevant information, in the physiotherapy management of geriatric, women's health, and multi-system conditions. 41 hours.

**PT 3750 Physical Therapy Neurological Interventions Across the Lifespan 1 Cr.Hrs.6** (Formerly 167.375) A theory and practical course on the basic principles of the application of techniques used in the Physical Therapy management of clients with neurological conditions, with a focus on neurological assessment and the treatment for spinal cord injured clients and clients with certain neurological conditions. 108 hours.

**PT 3760 Physical Therapy Neurological Interventions Across the Lifespan 2 Cr.Hrs.7** (Formerly 167.376) A theory and practical course on the basic principles of the application of techniques used in the Physical Therapy management of clients with neurological conditions, with a focus on neurological treatment. 115 hours.

**PT 3880 Clinical Education in Neurological Disorders Cr.Hrs.8** (Formerly 167.388) Consists of a period of clinical practice related to the management of neurological conditions. Course evaluated on a pass/fail basis. 300 hours, pass/fail grade.

**PT 3920 Summer Internship Cr.Hrs.8** (Formerly 167.392) An eight-week period of clinical/practical experience under the direction and supervision of registered physiotherapists. Course evaluated on a pass/fail basis. 300 hours.

**REHB 1200 Basic Clinical Sciences Cr.Hrs.3** (Formerly 068.120) A lecture and tutorial course covering basic physiology related to membrane, muscle, pain and the cardiovascular, respiratory, endocrine, and immune systems. 50 hours.

**REHB 1480 Human Anatomy - Systems Cr.Hrs.3** (Formerly 068.148) Lecture and laboratory study of the microscopic and macroscopic structure of the major systems of the human body. Living anatomy of the cardiorespiratory system. 90 hours.

**REHB 1490 Musculoskeletal Anatomy 1 Cr.Hrs.2** (Formerly 068.149) Lecture and laboratory study, including living anatomy, of the musculoskeletal structures of the head, neck and trunk. 50 hours.

**REHB 1500 Musculoskeletal Anatomy 2 Cr.Hrs.3** (Formerly 068.150) Lecture and laboratory study, including living anatomy, of the musculoskeletal structures of the upper and lower extremities. 80 hours.

**REHB 2410 Pathology and Clinical Manifestations Cr.Hrs.4** (Formerly 068.241) A theory course including the basic principles of pathology and clinical manifestations, management and prognosis of patients with musculoskeletal disorders. *Prerequisite:* PT 1910 (or 167.191). 60 hours.

**REHB 2450 Research Methodology for Medical Rehabilitation Cr.Hrs.3** (Formerly 068.245) A theory and practical course designed to provide a basic understanding of research principles and their application in Medical Rehabilitation. 45 hours.

**REHB 2460 Statistics Cr.Hrs.3** (Formerly 068.246) A theory and practical course designed to provide a basic understanding of statistics with application to Medical Rehabilitation. 45 hours.

**REHB 3410 Pathology and Clinical Manifestations of Neurological Conditions Cr.Hrs.3** (Formerly 068.341) Theoretical study of neurological pathology and clinical manifestations of the basic principles of medical management of persons with neurological disorders. *Prerequisite:* REHB 2410 (or 068.241). 38 hours.

**REHB 3460 Introduction to Health Care Administration and Management Cr.Hrs.3** (Formerly 068.346) An introduction to professional and administrative issues of current concern to respiratory and physical therapists. Topics to be covered in lecture and seminar format are health care systems, professional ethics, departmental administration, principles of supervision, and medical and legal responsibilities. 39 hours.

**REHB 3930 Neuroanatomy Cr.Hrs.3** (Formerly 068.393) The study of neuroanatomy and neurophysiology of the human body. 47 hours.

**REHB 3940 Neurosciences Cr.Hrs.3** (Formerly 068.394) The study of neuroanatomy and neurophysiology of the human body. 45 hours.

**RESP 1270 Respiratory Anatomy and Physiology Cr.Hrs.3** (Formerly 169.127) Principles of pulmonary mechanics, ventilation, diffusion, perfusion, ventilation-perfusion relationships, gas transport, control of ventilation, and acid-base physiology. 60 hours.

**RESP 1280 Medical Microbiology and Disease Transmission Cr.Hrs.2** (Formerly 169.128) Introduction to Medical Microbiology with emphasis on common pathogens, disease transmission, principles of asepsis, isolation sterilization and disinfection procedures. 32 hours.

**RESP 1290 Cardiopulmonary Pharmacology Cr.Hrs.2** (Formerly 169.129) Pharmacology principles, phases of drug events, factors modifying drug effect, drug preparation, individual pharmacologic agents including: ANS drugs, CNS drugs, cardiac medications, respiratory medications, antibiotics. 36 hours.

**RESP 1320 Applied Sciences for Respiratory Therapy Cr.Hrs.3** (Formerly 169.132) Gas laws, unique behaviour of specialty gases, fluid dynamics, fundamental principles of electricity, electronics and electrical safety, concepts of basic and advanced