**BUSINESS AND ADMINISTRATION (BUS)**

Chair: Rosalie Harms; Professors: S. Albert, K. Harlos, S. Singh; Associate Professors: K. Breward, F. DiMuro, D. Duval, K. Fantazy, M. Kilgour, G. O’Farrell; Assistant Professors: S. Berge, O. Bullard, H. Mann, M. Zadeh; Instructors: M. Breward, P. Moreira, D. Mortimer, D. Ng

[https://www.uwinnipeg.ca/business/](https://www.uwinnipeg.ca/business/)

**DEGREES/PROGRAMS OFFERED**

- **3-Year BBA**
- **4-Year BBA**
- **4-Year BBA – Economics and Finance** – refer to the “Economics and Finance” section of the Academic Calendar
- **Joint Program with Red River College**
- **Master in Management** – See the Graduate Studies Academic Calendar.
- **Science with a Business Stream** - refer to the “Science with a Business Stream” section of the Academic Calendar and specific Science Departments' calendar entries, as appropriate.

**INTRODUCTION**

The Bachelor of Business Administration degree offered through the Department of Business and Administration is designed for students who wish to pursue a career in business, or in the public or non-profit sectors. Our aim is to graduate socially and ethically responsible students capable of succeeding in a rapidly changing world.

The 3-year BBA is an excellent complement to a degree in another field, and is intended to be readily accessible as a part of a double degree program upon completion of additional coursework.

The 4-year BBA prepares students for managerial work and also for further study in business administration such as an MBA or other graduate degree program.

In addition to the above, the joint program with Red River College offers the opportunity to obtain both a Bachelor of Business Administration degree and a Business Administration Diploma in less time than it would normally take to obtain the two qualifications, by allowing credit for work completed at the alternate institution.

**REQUIREMENTS FOR A 3-YEAR BBA**

<table>
<thead>
<tr>
<th>Requirement</th>
<th>Details</th>
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<tbody>
<tr>
<td><strong>ADMISSION REQUIREMENT</strong></td>
<td>Admission to The University of Winnipeg with credit for Pre-calculus or Applied Mathematics 40S</td>
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<tr>
<td><strong>GRADUATION REQUIREMENT</strong></td>
<td>90 credit hours</td>
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<tr>
<td><strong>RESIDENCE REQUIREMENT</strong></td>
<td>Minimum 30 credit hours in humanities courses, Minimum 18 credit hours in BUS-#### courses</td>
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<tr>
<td><strong>GENERAL DEGREE REQUIREMENT</strong></td>
<td>12 credit hours in Humanities, 6 credit hours in Science, Minimum 3 credit hours of Academic Writing, 3 credit hours in designated Indigenous requirement courses, Students may use a maximum of 42 credit hours at the 1000 level. Of these, a maximum of 6 credit hours may be below the 1000 level. As a result, students must take a minimum of 48 credit hours at the 2000-level or above in order to not exceed the maximum number of introductory courses, Minimum three (3) credit hours from each of five (5) different subjects.</td>
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</table>
BUS-2103 (3)  Fundamentals of Organizational Behaviour
BUS-2210 (3)  Fundamentals of Marketing
BUS-2440 (3)  Fundamentals of Human Resource Management
BUS-2501 (3)  Fundamentals of Production and Operational Management
ACS-1803 (3)  Introduction to Information Systems
ECON-1102 (3)  Introduction to Economics: Micro
ECON-1103 (3)  Introduction to Economics: Macro
POL-2320 (3)  Government-Business Relations in Canada,

Corporate Social Responsibility Requirement:
Select one of the following courses:
BUS-3110 (3)  Ethics in Management
BUS-3255 (3)  Social Enterprise: From Theory to Practice
IDS-3101 (3)  Development Ethics
PHIL-2201 (6)  Moral Philosophy
PHIL-2230 (3)  Moral Issues in Business
PHIL-2233 (3)  Environmental Ethics
CRS-3231 (3)  Ethics in Conflict Resolution

Additional Business Requirement:  Minimum 3 credit hours of Business courses at the 3000 level or above (i.e. BUS-3###).

BUS-3110 (3) or BUS-3255 (3) can be used to fulfill both the Corporate Social Responsibility and the Additional Business Requirement.

Double Degree:  Full 3-year BBA degree requirements as above and specified number of credit hours in other degree program.
Courses eligible for both programs may be counted towards both degrees.
Please note that additional credit hours will need to be completed to receive two degrees.

Combined Major:  Minimum 48 credit hours from two (2) different majors with not less than 18 credit hours from each major subject.  For the Business and Administration component, the following 18 credit hours are required at a minimum.
Students will be granted one degree (e.g., BBA, BA, or BSc) that reflects the degree program in which the majority of credit hours have been completed.  The transcript will indicate the two departments that comprise the combined major.

Prescribed Courses:  
BUS-1201 (3)  Introduction to Business I
BUS-1202 (3)  Introduction to Business II
BUS-2010 (3)  Fundamentals of Financial Management and Administration
BUS-2210 (3)  Fundamentals of Marketing
BUS-2440 (3)  Fundamentals of Human Resource Management
BUS-2103 (3)  Fundamentals of Organizational Behaviour
BUS-2501 (3)  Fundamentals of Production and Operational Management

REQUIREMENTS FOR A 4-YEAR BBA General Stream

ADMISSION REQUIREMENT  Admission to The University of Winnipeg with credit for Pre-calculus or Applied Mathematics 40S.

GRADUATION REQUIREMENT  120 credit hours

RESIDENCE REQUIREMENT  
Degree:  Minimum 60 credit hours
Major:  Minimum 30 credit hours in BUS-#### courses

GENERAL DEGREE REQUIREMENT  
Humanities:  12 credit hours in Humanities
Science:  6 credit hours in Science
Social Science:  12 credit hours in Social Science
Writing:  Minimum 3 credit hours of Academic Writing
Indigenous:  3 credit hours in designated Indigenous requirement courses

Maximum Introductory Courses:  Students may use a maximum of 42 credit hours at the 1000 level.  Of these a maximum of 6 credit hours may be below the 1000 level.  As a result, students must take a minimum of 78 credit hours at the 2000-level or above in order to not exceed the maximum number of
DISTRIBUTION: Minimum three (3) credit hours from each of five (5) different subjects.

4-YEAR BBA GENERAL STREAM REQUIREMENT

57 credit hours

Required courses:

- 33 credit hours of core courses (21 credit hours in BUS-#### courses, 12 in cognates)
  - BUS-1201 (3) Introduction to Business I
  - BUS-1202 (3) Introduction to Business II
    OR
  - BUS-2010 (3) Fundamentals of Financial Management and Administration
  - BUS-2103 (3) Fundamentals of Organizational Behaviour
  - BUS-2210 (3) Fundamentals of Marketing
  - BUS-2440 (3) Fundamentals of Human Resource Management
  - BUS-2501 (3) Fundamentals of Production and Operational Management
  - ACS-1803 (3) Introduction to Information Systems
  - ECON-1102 (3) Introduction to Economics: Micro
  - ECON-1103 (3) Introduction to Economics: Macro
  - POL-2320 (3) Government-Business Relations in Canada

Corporate Social Responsibility Requirement:
Select one of the following courses:
- BUS-3110 (3) Ethics in Management
- BUS-3255 (3) Social Enterprise: From Theory to Practice
- IDS-3101 (3) Development Ethics
- PHIL-2201 (6) Moral Philosophy
- PHIL-2230 (3) Moral Issues in Business
- PHIL-2233 (3) Environmental Ethics
- CRS-3231 (3) Ethics in Conflict Resolution

Additional Business Requirements: 24 credit hours of additional Business and Administration courses (i.e., BUS-####) all of which must be at the 2000 level or above, including:
- a minimum of 15 credit hours at the 3000 level or above
- and of those, a minimum of 6 credit hours at the 4000 level are required.

BUS-3110 (3) or BUS-3255 (3) can be used towards fulfilling both the Corporate Social Responsibility and the Additional Business Requirements.

The former BUS 3440 and the former BUS 3450 will be considered as BUS 4440 and BUS 4450 respectively for the purpose of fulfilling the 4000 level credit hours requirement within the 4-Year BBA.

Maximum BUS Courses: Maximum 78 credit hours of Business and Administration courses (BUS-####) may be used towards the degree.

REQUIREMENTS FOR A 4-YEAR BBA CONCENTRATION STREAM

ADMISSION REQUIREMENT
Admission to The University of Winnipeg with credit for Pre-calculus or Applied Mathematics 40S

GRADUATION REQUIREMENT
120 credit hours

RESIDENCE REQUIREMENT
Degree: Minimum 60 credit hours
Major: Minimum 30 credit hours in BUS-#### courses

GENERAL DEGREE REQUIREMENT
- Humanities: 12 credit hours in Humanities
- Science: 6 credit hours in Science
- Social Science: 12 credit hours in Social Science
- Writing: Minimum 3 credit hours of Academic Writing
- Indigenous: 3 credit hours in designated Indigenous requirement courses

Maximum Introductory Courses: Students may use a maximum of 42 credit hours at the 1000 level. Of these a maximum of 6 credit hours may be below the 1000 level. As a result, students must take a minimum of 78 credit hours at the 2000-level or above in order to not exceed the maximum number of introductory courses.

Distribution: Minimum three (3) credit hours from each of five (5) different subjects.
4-YEAR BBA WITH CONCENTRATION STREAM REQUIREMENT  66 credit hours

Required courses:  33 credit hours of core courses  (21 credit hours in BUS-#### courses, 12 in cognates)

BUS-1201 (3)  Introduction to Business I
BUS-1202 (3)  Introduction to Business II
OR
BUS-2010 (3)  Fundamentals of Financial Management and Administration
BUS-2103 (3)  Fundamentals of Organizational Behaviour
BUS-2210 (3)  Fundamentals of Marketing
BUS-2440 (3)  Fundamentals of Human Resource Management
BUS-2501 (3)  Fundamentals of Production and Operational Management
ACS-1803 (3)  Introduction to Information Systems
ECON-1102 (3)  Introduction to Economics: Micro
ECON-1103 (3)  Introduction to Economics: Macro
POL-2320 (3)  Government-Business Relations in Canada

Corporate Social Responsibility Requirement:

Select one of the following courses:
BUS-3110 (3)  Ethics in Management
BUS-3255 (3)  Social Enterprise: From Theory to Practice
IDS-3101 (3)  Development Ethics
PHIL-2201 (6)  Moral Philosophy
PHIL-2230 (3)  Moral Issues in Business
PHIL-2233 (3)  Environmental Ethics
CRS-3231 (3)  Ethics in Conflict Resolution

Concentration Area Requirements:  Minimum 12 credit hours in the chosen concentration;
of which a minimum of 9 credit hours are Business and Administration courses
(i.e., BUS-####)
and of those, a minimum 3 BUS credit hours at the 4000 level are required

Please note that BUS-2002 (3) Fundamentals of Financial Accounting and
BUS-2003 (3) Managerial Accounting are pre-requisites for advanced courses in the
Accounting concentration.  Students may declare up to two concentrations. The same
course cannot be used to fulfill the requirements of two concentrations, unique courses in
each concentration must be chosen.

Additional Business Requirements:  Minimum 21 credit hours of Business and Administration courses (i.e., BUS-####) all of which
must be at the 2000 level or above, in addition to those counted towards the specific
concentration, including
a minimum of 12 credit hours at the 3000 level or above

4000 Level Requirement:  Minimum 6 credit hours of Business and Administration courses (i.e., BUS-4###, of which a
minimum of 3 credit hours must be in the concentration.

For students completing a second concentration, they may simply subtract the credit hours
in the second concentration from these 21 credit hours (i.e., they would be completing: 12
credit hours in the first concentration following the specifications noted in the Concentration
Area Requirements above, 12 credit hours in the second concentration (also adhering to
the same specifications as the first concentration) and 9 credit hours of additional Business
and Administration courses, all of which must be at the 2000 level or above.)

BUS-3110 (3) or BUS-3255 (3) can be used towards fulfilling both the Corporate Social
Responsibility and the Additional Business Requirements

The former BUS 3440 and the former BUS 3450 will be considered as BUS 4440 and BUS
4450 respectively for the purpose of fulfilling the 4000 level credit hours requirement within
the 4-Year BBA.

Maximum BUS Courses:  Maximum 78 credit hours in Business and Administration courses (i.e. BUS-####) may be
used towards the degree.

See next page for Concentration Areas
CONCENTRATION AREAS

**Accounting**
- BUS-3003 (3) Cost Accounting
- BUS-3102 (3) Intermediate Accounting – Assets
- BUS-3103 (3) Intermediate Accounting – Equities
- BUS-3120 (3) Canadian Taxation
- BUS-3550 (3) Auditing
- BUS-4002 (3) Advanced Financial Accounting
- BUS-4005 (3) Accounting Theory & Contemporary Issues*
- BUS-4050 (3) Advanced Management Accounting*
- BUS-4920 (3) Business Strategy for Accountants

**International Business**
- BUS-3500 (3) International Management
- BUS-4220 (3) International Business
- BUS-4940 (3) Emerging Markets and Business Practices
- ECON-3301 (3) International Trade
- ECON-3302 (3) International Finance
- IDS/ANTH-3160 (3) Cultural Perspectives on Global Processes*

**Marketing**
- BUS-3230 (3) Advertising
- BUS-3240 (3) Consumer Behaviour
- BUS-3260 (3) Retail Management
- BUS-4245 (3) Consumer Decision-Making: A Marketing Perspective
- BUS-4540 (3) International Marketing
- ACS-3907 (3) eCommerce*

**Human Resource Management & Organizational Behaviour**
- BUS/WGS/POL-3321(3) Gender and Organizations
- BUS 3410 (3) Compensation and Benefits
- BUS 3420 (3) Recruitment and Selection
- BUS 4440 (3) Contemporary Human Resource Issues**
- BUS 4450 (3) Motivation, Teams and Power in Organizations**
- BUS 4460- (3) Leadership and Fairness in Complex Organizations*
- CRS-3240 (3) Workplace Conflict Resolution*
- CRS 3220 (3) Models for Conflict Transformation*
- CRS 4240 (3) Workplace Dispute System Design*
- PSYC-3450 (3) Organizational Leadership and Decision Making*
- SOC-2204 (3) Occupations and Professions*

**Co-operative Enterprises**
- BUS-3300 - Management of Co-operatives
- BUS-3301 - Co-operative Entrepreneurship
- BUS-3302 - Co-operative and Credit Union Accounting and Performance Measures
- BUS-4301 – Financing a Co-operative Business

*R Courses may not be offered every academic year. Please consult with the relevant Department for planned course offerings.
**The former BUS 3440, 3450 and 3460 will be considered as BUS 4440, BUS 4450 and BUS 4460 respectively for the purpose of fulfilling the 4000 level credit hours requirement within the 4-Year BBA.
Note: Please consult the department for other relevant courses.

REQUIREMENTS FOR THE JOINT UNIVERSITY OF WINNIPEG/RED RIVER COLLEGE PROGRAM

In addition to the regular degree/programs offered, the University of Winnipeg and Red River College (RRC) have a cooperative agreement for a program of studies designed to afford students the opportunity to obtain both a degree (Bachelor of Business Administration) and a diploma (Business Administration Diploma) in less time than it would normally take to obtain the two qualifications, by allowing credit for work completed at the alternate institution. There are two options available.

**Option A:**
- **3-year or 4-year BBA:** Students can receive up to 54 credit hours of transfer credits from RRC towards a degree at the University of Winnipeg. Upon admission to the University of Winnipeg, students’ transcripts will be evaluated to determine specific credits eligible to be transferred from RRC. All students will be required to meet all University of Winnipeg degree requirements for their chosen degree, as indicated in the relevant Course Calendar.

Notes:
- *High School Requirement: Pre-Calculus Mathematics 40S or Applied Mathematics 40S. Students with Consumer Math must complete additional Math course in first-year of program.
- *Three credit hours of Academic Writing is required if grade less than 80% in English 40S (2 credits).
- *There is a maximum number of additional credit hours that can be taken at the 1000 level in a degree program.
- *Effective for new applicants for admission to the University of Winnipeg, having completed their programs at RRC from 2005/06 onward.

For complete details on transfer credits and requirements go to:
http://www.uwinnipeg.ca/index/fac-bus-ec-areas-study
Option B:
For University of Winnipeg BBA graduates to obtain the RRC Diploma, they must complete 50 to 75 credit hours at RRC to meet normal program requirements. The number of credit hours required will be dependent on the specific courses completed at the University of Winnipeg. Students interested in Option B are urged to consult with the Head of the Business Administration Program at RRC.

GENERAL INFORMATION

Course Selection
Students are advised to confirm Departmental offerings before planning their curriculum as certain courses may not be available in each term. Students are advised to ensure that currently listed courses do not duplicate material studied previously under different course numbers.
Students must meet Departmental prerequisites unless these are waived by the Chair of the Department concerned.
Students are encouraged to pursue courses in several discipline areas.
Students are advised to consult with the Chair or Faculty Advisor to ensure that they are correctly meeting departmental requirements.

COURSE LISTINGS

Students are advised to use WebAdvisor or consult the appropriate Timetable on the website to find out which courses will be offered in an upcoming term.

BUSBUS-1201(3) Introduction to Business I
BUS-1202(3) Introduction to Business II
BUS-2003(3) Managerial Accounting
BUS-2010(3) Fundamentals of Financial Management and Administration
BUS/IUC/IS-2030(3) Management and Financial Administration for Community and Aboriginal Organizations
BUS-2103(3) Fundamentals of Organizational Behaviour
BUS-2210(3) Fundamentals of Marketing
BUS-2300(3) Fundamentals of Co-operatives
BUS-2440(3) Fundamentals of Human Resource Management
BUS-2501(3) Fundamentals of Production and Operational Management
BUS/ECON-2819(3) Corporate Finance I
BUS/ECON-2820(3) Corporate Finance II
BUS-3003(3) Cost Accounting
BUS-3102(3) Intermediate Accounting Assets
BUS-3103(3) Intermediate Accounting Equities
BUS-3110(3) Ethics in Management
BUS-3120(3) Canadian Taxation
BUS/HIST-3135(6) The Hudson’s Bay Company and The Modern Department Store
BUS-3230(3) Advertising
BUS-3240(3) Consumer Behaviour
BUS-3250(3) Not-For-Profit Management
BUS-3255(3) Social Enterprise: From Theory to Practice
BUS-3260(3) Retail Management
BUS-3271(3) Marketing Research
BUS/ECON-3320(3) Managerial Finance
BUS/WGS/POL-3321(3) Gender and Organizations
BUS-3380(3) Management of Co-operatives
BUS-3391(3) Co-operative Entrepreneurship
BUS-3392(3) Co-operative and Credit Union Accounting and Performance Measures
BUS-3410(3) Compensation and Benefits
BUS-3420(3) Recruitment and Selection
BUS-3500(3) International Management
BUS-3502(3) Applications of Decision Sciences to Business
BUS-3510(3) Supply Chain Management
BUS-3550(3) Auditing
BUS-3600(3) Public Sector Financial Management
BUS-3660(3) Introduction to Commercial Law
BUS-3755(3) Entrepreneurship & Small Business Management
BUS/ECON-3819(3) Advanced Corporate Finance
BUS-3900(3) Topics in Business Administration & Management
BUS-3990(3) Directed Readings in Business and Administration
BUS-4002(3) Advanced Financial Accounting
BUS-4005(3) Accounting Theory & Contemporary Issues
BUS-4050(3) Advanced Management Accounting
BUS-4111(3) Business Competition
BUS-4220(3) International Business
BUS-4245(3) Consumer Decision-Making: A Marketing Perspective
BUS-4301(3) Financing a Co-operative Business
BUS-4440(3) Contemporary Human Resource Issues
COURSE DESCRIPTIONS

All course descriptions for all undergraduate programs can now be found in one large PDF called “All Course Descriptions” in the “Academic Calendar” section of the University website:
http://uwinnipeg.ca/academics/calendar/index.html