BUSINESS AND ADMINISTRATION (BUS)

Updated January 31, 2024

Chair: S. Penner; Professors: S. Albert, D. Duval, K. Harlos, M. Kilgour, S. Singh; Associate Professors: K. Breward, O. Bryksina, F. DiMuro, K. Fantazy, G. O'Farrell, H. Mann, S. Penner, M. Memar Zadeh, F. Zaerpour; Assistant Professors: L An, J. Espinoza, S. Murphy, S. Rizvi, E. Taiwo; Instructors: M. Breward, R. Harms , P. Moreira, D. Mortimer, D. Ng, L. Novak; Post-Doctoral Fellows: F. Rismanchian

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 RRC Polytech
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, non-profit, or co-operative enterprise 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 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

ADMISSION REQUIREMENT	Admission to The University of Winnipeg with credit for Pre-calculus or Applied Mathematics 40S or equivalent
GRADUATION REQUIREMENT	90 credit hours
RESIDENCE REQUIREMENT	
Degree:	Minimum 30 credit hours
Major	Minimum 18 credit hours in BUS-#### courses
GENERAL DEGREE REQUIREMENT	
Humanities:	12 credit hours in Humanities
Science:	6 credit hours in 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 48 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.
3-YEAR BBA REQUIREMENT	42-45 credit hours
Required courses:	36 credit hours of core courses:
	BUS-1201 (3) Introduction to Business I
	BUS-1202 (3) Introduction to Business II
	BUS-2002 (3) Fundamentals of Financial Accounting
	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 Operations Management
ACS-1803 (3) Introduction to Information Systems
ECON-1102 (3) Introduction to Economics: Micro
ECON-1103 (3) Introduction to Economics: Macro

ECON-1201 (3) Quantitative Methods for Economics and Business
OR
MATH-1301 (3) Applied Mathematics for Business and Administration

POL-2320 (3) Government-Business Relations in Canada
OR
ECON-3311 (3) Government Policy Towards Business

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 9 credit hours of Business courses at the 3000 level or above (i.e., BUS-3###).

Overall BUS GPA Requirement: Students must achieve an overall minimum GPA of 2.0 in business courses (BUS-####) completed and presented for their 3-year BBA degree in order to graduate with a 3-year BBA.

Double Degree: Full 3-year BBA degree requirements as above and specified number of credit hours in the 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-2002 (3) Fundamentals of Financial Accounting
OR
BUS-2010 (3) Fundamentals of Financial Management and Administration

BUS-2210 (3) Fundamentals of Marketing
BUS-2440 (3) Fundamentals of Human Resource Management
OR
BUS-2103 (3) Fundamentals of Organizational Behaviour
BUS-2501 (3) Fundamentals of Operations 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 or equivalent

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 GENERAL STREAM REQUIREMENT 60-63 credit hours

Required courses: 36 credit hours of core courses (21 credit hours in BUS-#### courses, 15 in cognates)

BUS-1201 (3) Introduction to Business I
BUS-1202 (3) Introduction to Business II

BUS-2002 (3) Fundamentals of Financial Accounting
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 Operations Management
ACS-1803 (3) Introduction to Information Systems
ECON-1102 (3) Introduction to Economics: Micro
ECON-1103 (3) Introduction to Economics: Macro

ECON-1201 (3) Quantitative Methods for Economics and Business
OR
MATH-1301 (3) Applied Mathematics for Business and Administration

POL-2320 (3) Government-Business Relations in Canada
OR
ECON-3311 (3) Government Policy Towards Business

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 course Requirements

The former BUS-3440(3), BUS-3450(3), BUS-3460(3), BUS-3500(3), and BUS-3550(3) will be considered as BUS-4440(3), BUS-4450(3), BUS-4460(3), BUS-4500(3), and BUS-4555(3) 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 or equivalent

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 69-72 credit hours

Required courses: 36 credit hours of core courses (21 credit hours in BUS-#### courses, 15 in cognates)

BUS-1201 (3) Introduction to Business I
BUS-1202 (3) Introduction to Business II

BUS-2002 (3) Fundamentals of Financial Accounting
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 Operations Management
ACS-1803 (3) Introduction to Information Systems
ECON-1102 (3) Introduction to Economics: Micro
ECON-1103 (3) Introduction to Economics: Macro

ECON-1201 (3) Quantitative Methods for Economics and Business
OR
MATH-1301 (3) Applied Mathematics for Business and Administration

POL-2320 (3) Government-Business Relations in Canada
OR
ECON-3311 (3) Government Policy Towards Business

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 course Requirements The former BUS-3440(3), BUS-3450(3), BUS-3460(3), BUS-3500(3), and BUS-3550(3) will be considered as BUS-4440(3), BUS-4450(3), BUS-4460(3), BUS-4500(3), and BUS-4555(3) 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-4002 (3) Advanced Financial Accounting
BUS-4005 (3) Accounting Theory & Contemporary Issues*
BUS-4555 (3) Auditing***
BUS-4920 (3) Business Strategy for Accountants

Co-operative Enterprises
BUS-3300(3) Management of Co-operative Organizations**
BUS-3301(3) Co-operative Entrepreneurship**
BUS-3302(3) Co-operative and Credit Union Accounting and Performance Measures**
BUS-4301(3) Financing a Co-operative Business**
BUS-4606(3) Topics in Co-Operatives and Credit Unions**

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*, ***
BUS-4604 (3) Topics in Human Resource Management and Organizational Behaviour*
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

International Business
BUS-4220 (3) International Business
BUS-4500 (3) International Management***
BUS-4602 (3) Topics in 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-3271 (3) Marketing Research
BUS-4245 (3) Consumer Decision-Making: A Marketing Perspective
BUS-4540 (3) International Marketing
BUS-4603 (3) Topics in Marketing*
ACS-3907 (3) eCommerce*

Operations and Supply Chain Management
BUS-3502 (3) Applications of Decision Sciences to Business
BUS-3510 (3) Supply Chain Management
BUS-3520 (3) Quality Management*
BUS-3530 (3) Applied Operations Management*
BUS-4560 (3) Technology and Innovation Management*
BUS-4607 (3) Topics in Operations and Supply Chain Management*

* Courses may not be offered every academic year. Please consult with the relevant Department for planned course offerings.
** Courses are planned to be offered only every second year and to alternate between those years.
***The former BUS-3440(3), BUS-3450(3), BUS-3460(3), BUS-3500(3), and BUS-3550(3) will be considered as BUS-4440(3), BUS-4450(3), BUS-4460(3), BUS-4500(3), and BUS-4555(3) respectively for the purpose of fulfilling the 4000 level credit hours requirement within the 4-Year BBA.
****These courses require ECON-2101 or ECON-2101 and ECON 2102 as prerequisites.

Note: Many courses require pre-requisites from outside the Business and Administration department. Please ensure that you meet the pre-requisite requirements for these courses in planning your degree.

Note: Please consult the department for other relevant courses.

REQUIREMENTS FOR THE JOINT UNIVERSITY OF WINNIPEG/RRC POLYTECH PROGRAM

NOTE: The Joint program with RRC Polytech in Business is currently under review. No new students will be accepted to this program at this time.

In addition to the regular degree/programs offered, the University of Winnipeg and RRC Polytech have a co-operative 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: RRC Polytech Business Administration graduates may be eligible to receive transfer credits 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 Polytech. 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 or equivalent. Students with Consumer Mathematics must complete additional Mathematics coursework in their first-year of the program.
* Three credit hours of Academic Writing is required if grade is 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:
https://www.uwinnipeg.ca/business/docs/rrc-articulation/rrc-articulation-may-2022-final.pdf

Option B:
For University of Winnipeg BBA graduates to obtain the RRC Polytech Diploma, they must complete 50 to 75 credit hours at RRC Polytech 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 Polytech.

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.

BUS-1201(3) Introduction to Business I
BUS-1202(3) Introduction to Business II
BUS-2002(3) Fundamentals of Financial Accounting
BUS-2003(3) Managerial Accounting
BUS-2010(3) Fundamentals of Financial Management and Administration
BUS/IS/UIC-2030(3) Management and Financial Administration for Community Leadership
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 Operations Management
BUS-2755(3) Business Planning Basics
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-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-3300(3) Management of Co-operative Organizations
BUS-3301(3) Co-operative Entrepreneurship
BUS-3302(3) Co-operative and Credit Union Accounting and Performance Measures
BUS/ECON-3320(3) Managerial Finance
BUS/POL/WGS-3321(3) Gender and Organizations
BUS-3410(3) Compensation and Benefits
BUS-3420(3) Recruitment and Selection
BUS-3502(3) Applications of Decision Sciences to Business
BUS-3510(3) Supply Chain Management
BUS-3520(3) Quality Management

BUS-3530(3) Applied Operations Management
BUS-3575(3) Business Data Analytics
BUS-3600(3) Public Sector Financial Management
BUS-3660(3) Commercial Law
BUS-3755(3) Entrepreneurship and Small Business Management
BUS/ECON-3819(3) Advanced Corporate Finance
BUS-3900(3) Topics in Business Administration and Management
BUS-3990(3) Directed Readings in Business and Administration
BUS-4002(3) Advanced Financial Accounting
BUS-4005(3) Accounting Theory & Contemporary Issues
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
BUS-4450(3) Motivation, Teams, and Power in Organizations
BUS-4460(3) Leadership and Fairness in Complex Organizations
BUS-4500(3) International Management
BUS-4540(3) International Marketing
BUS-4555(3) Auditing
BUS-4560(3) Technology and Innovation Management
BUS-4602(3) Topics in International Business
BUS-4603(3) Topics in Marketing
BUS-4604(3) Topics in Human Resource Management and Organizational Behaviour
BUS-4606(3) Topics in Co-Operatives and Credit Unions
BUS-4607(3) Topics in Operations and Supply Chain Management
BUS-4750(3) Business Plan
BUS/ECON-4800(3) Investments
BUS/ECON-4801(3) Options, Futures, and Derivatives
BUS-4900(3) Advanced Topics in Business and Management
BUS-4901(3) Business Strategy
BUS-4920(3) Business Strategy for Accountants
BUS-4940(3) Emerging Markets and Business Practices

Experimental Course Listings

BUS-3430(3) Occupational Health and Safety Program Management

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