



BCIT SCHOOL OF BUSINESS INTERNATIONAL EXCHANGE PROGRAM

FALL 2018 COURSE SELECTIONS – SEPTEMBER TO DECEMBER 2018

IMPORTANT THINGS TO KNOW WHEN CHOOSING YOUR COURSES

PLEASE READ THE NEXT TWO PAGES CAREFULLY!
IT CONTAINS VERY IMPORTANT INFORMATION FOR YOU WHEN CHOOSING YOUR CLASSES!

There are two different levels available in our Fall Semester: Level 1 and Level 3. Level 1 courses are those that you would find in your second or third year of university and will most likely are the best selections for you while you are here. Level 3 is similar to the courses you'd find in your third or final graduating year.

Different Programs will conflict with each other. Due to the academic scheduling process, it is not possible to be able to take classes from more than one program (unless they are shared general courses) during the day. We understand that you may need courses in another area, so we suggest that you pick as many courses from one program first and then let us know what additional courses you may need from other programs. We will see if it is available in the Part Time Studies catalogue (classes offered in the evening and on Saturdays outside of the regular class room hours) but we cannot guarantee that class will be offered.

Day time Level 1 courses will conflict with Level 3 courses. Due to the academic scheduling process, it is not possible to be able to take both level 1 and level 3 courses at the same time. For example if you would like a level 3 course but will be taking level 1 program courses let us know. We will see if it is available in the Part Time Studies catalogue but we cannot guarantee that class will be offered.

Some specialized programs may be full. Some programs are very popular and all of the courses are already full with full time BCIT students, it changes from semester to semester and is usually pretty rare. We will let you know which programs look like they will be full and unavailable to international students. Don't worry! Try first to pick as many general classes or from another similar program. If you still really need a course that is in a full program let us know which one(s) and we will do our best to find you the equivalent courses through the Part Time Studies catalogue.

Some courses will have pre-requisites. If they do, please do not select a course unless you believe that you already have the equivalent pre-requisites from your home institution. These need to be evident on your academic transcript you sent in when you applied. If you are not sure if you have the pre-requisites or not, please contact us and we will help you. Please do not select a level 3 program unless you are absolutely sure you have taken the equivalent pre-requisite courses at your home university.

Some courses have multi-course assignments. If you select a course that has a multi-course assignment (assignments that count towards the final grade from 2 or more program courses), you may be asked to take the accompanying courses either as an audit (take the course but do not get graded) or as a graded student. Once you have selected your courses you will be notified whether or not you have a course that has a multi-course assignment.

Pick more courses than you need and prioritize them in order of which is most important to least important. If you have to take a part time studies course, it may not always be available the semester you are on exchange. We will do our best to find you an equivalent but if it turns out that it will not work this semester it is good to have a backup course.

Please note that you will be placed in classes with full time BCIT students. The courses are not specific to international students unless otherwise indicated.

HOW TO CHOOSE YOUR COURSES

We have developed a way that will help you best choose the courses you need while here at BCIT. Please follow the instructions below:

1. Look at level 1 and 3 program courses and choose 1 program (either Level 1 general or Level 3 specialty) that best suits your academic needs.

The program that is the best fit for you will be the program that has the largest number of courses that fit your academic requirements. Make sure you write down the courses that best fit your needs. In general, we recommend that international exchange students do not take more than 5 – 6 courses while at BCIT as there are a lot of homework and group assignments.

2. Look again at the other level 1 and 3 program courses to supplement any further academic requirements that you may need while abroad.

These courses may be offered through our Part Times Studies catalogue (classes running in the evening or on Saturday mornings) during the semester that you are here. If they are offered the semester you are here, we can enrol you in that course.

3. To make your course selection please select your courses and email your selection with subject reading, Fall Exchange course selection to Simonetta and Svitlana, email smezzomo@bcit.ca skominko@bcit.ca. For more information about the program and courses within your program please read below.



BCIT SCHOOL OF BUSINESS INTERNATIONAL EXCHANGE PROGRAM

LEVEL 1 GENERAL BUSINESS PROGRAM

Business Management

Course Name	Description	BCIT	ECTS
BSYS 1000 Business Information Systems 1	Lecture demonstrations supplemented by hands-on laboratory computer exercises provide students an understanding of computer terminology, hardware components, Windows XP and Windows 7 and the most popular office software used in business.	3.0	6.0
COMM 1100 Business Communication 1	COMM 1100 is designed to give students basic listening, writing and speaking skills that will allow them to prepare written and oral reports for BCIT courses and to proceed to more advanced communication courses.	3.0	6.0
ECON 2100 Microeconomics	This course investigates economic analysis, focusing on fundamentals of markets, supply and demand, consumer and producer behaviour, and monopoly and competition. Optional areas of business application may explore labour markets, government intervention and environmental regulation. Prepares students to identify and evaluate the economic considerations they will undoubtedly encounter in business.	3.0	6.0
FMGT 1100 Accounting 1	This course covers the full accounting cycle for individuals with little or no accounting background. Topics include accounting as an information system; introduction to accounting theory; income measure; traditional record keeping; the accounting cycle; special journals; cash and financial statements.	4.0	8.0
MKTG 1102 Essentials of Marketing	Designed to provide the student with an overview of the marketing concept and how it can be applied to any type of organization or service. Includes the controllable and uncontrollable elements of marketing, strategic planning, market characteristics, marketing research techniques, market segmentation, and target market selection.	3.0	6.0
OPMT 1100 Introduction to Operations Management	Operations management may be defined as the design, operation and improvement of the production systems that create the firm's products or services. Demand for quality, time-based competition, and international production has demonstrated the importance of operations management to the survival of the firm. This course will develop an appreciation for the challenge of operations, and an understanding of the impact of operations on corporate strategy.	3.0	6.0
OPMT 1110 Business Mathematics	Reviews basic mathematics applicable to business and industry. Topics include consumer and commercial credit, simple and compound interest, financial instruments and discounting, annuities, mortgages, loans, sinking funds, leases, depreciation methods, capitalized costs, cash flow analysis, NPV and IRR. Emphasis is on maximum use of pre-programmed calculator and practical applications from the field of Financial Management.	4.0	8.0

Business Operations Management

Course Name	Description	BCIT
BSYS 1000 Business Information Systems 1	Lecture demonstrations supplemented by hands-on laboratory computer exercises provide students an understanding of computer terminology, hardware components, Windows XP and Windows 7 and the most popular office software used in business.	3.0
COMM 1100 Business Communication 1	COMM 1100 is designed to give students basic listening, writing and speaking skills that will allow them to prepare written and oral reports for BCIT courses and to proceed to more advanced communication courses.	3.0
ECON 2100 Microeconomics	This course investigates economic analysis, focusing on fundamentals of markets, supply and demand, consumer and producer behaviour, and monopoly and competition. Optional areas of business application may explore labour markets, government intervention and environmental regulation. Prepares students to identify and evaluate the economic considerations they will undoubtedly encounter in business.	3.0
FMGT 1100 Accounting 1	This course covers the full accounting cycle for individuals with little or no accounting background. Topics include accounting as an information system; introduction to accounting theory; income measure; traditional record keeping; the accounting cycle; special journals; cash and financial statements.	4.0
MKTG 1102 Essentials of Marketing	Designed to provide the student with an overview of the marketing concept and how it can be applied to any type of organization or service. Includes the controllable and uncontrollable elements of marketing, strategic planning, market characteristics, marketing research techniques, market segmentation, and target market selection.	3.0
OPMT 1103 Introduction to Operations Management	Operations management may be defined as the design, operation and improvement of the production systems that create the firm's products or services. Demand for quality, time-based competition, and international production has demonstrated the importance of operations management to the survival of the firm. This course will develop an appreciation for the challenge of operations, and an understanding of the impact of operations on corporate strategy.	3.0
OPMT 1110 Business Mathematics	Reviews basic mathematics applicable to business and industry. Topics include consumer and commercial credit, simple and compound interest, financial instruments and discounting, annuities, mortgages, loans, sinking funds, leases, depreciation methods, capitalized costs, cash flow analysis, NPV and IRR. Emphasis is on maximum use of pre-programmed calculator and practical applications from the field of Financial Management.	4.0

Financial and Accounting (All options)

Course Name	Description	BCIT
BSYS 1000 Business Information Systems 1	Lecture demonstrations supplemented by hands-on laboratory computer exercises provide students an understanding of computer terminology, hardware components, Windows XP and Windows 7 and the most popular office software used in business.	3.0
COMM 1100 Business Communication 1	COMM 1100 is designed to give students basic listening, writing and speaking skills that will allow them to prepare written and oral reports for BCIT courses and to proceed to more advanced communication courses.	3.0
ECON 2100 Microeconomics	This course investigates economic analysis, focusing on fundamentals of markets, supply and demand, consumer and producer behaviour, and monopoly and competition. Optional areas of business application may explore labour markets, government intervention and environmental regulation. Prepares students to identify and evaluate the economic considerations they will undoubtedly encounter in business.	3.0
FMGT 1105 Accounting 1 for Financial Management	This course covers the full accounting cycle for individuals with little or no accounting background. Topics include accounting as an information system; introduction to accounting theory; income measure; traditional record keeping; the accounting cycle; special journals; cash and financial statements.	5.0
MKTG 1102 Essentials of Marketing	Designed to provide the student with an overview of the marketing concept and how it can be applied to any type of organization or service. Includes the controllable and uncontrollable elements of marketing, strategic planning, market characteristics, marketing research techniques, market segmentation, and target market selection.	3.0
OPMT 1110 Business Mathematics	Reviews basic mathematics applicable to business and industry. Topics include consumer and commercial credit, simple and compound interest, financial instruments and discounting, annuities, mortgages, loans, sinking funds, leases, depreciation methods, capitalized costs, cash flow analysis, NPV and IRR. Emphasis is on maximum use of pre-programmed calculator and practical applications from the field of Financial Management.	4.0
ORGB 1100 Organizational Behaviour	Presents the study of factors that either influence or are influenced by people at work. The course will focus on macro factors such as organizational structure, technology and environment; group factors such as group dynamics, leadership, conflict, change and decision making; and micro or individual factors such as personality, attitudes, perception and motivation.	3.0

International Business Management (Both Options)

Course Name	Description	BCIT
BSYS 1000 Business Information Systems 1	Lecture demonstrations supplemented by hands-on laboratory computer exercises provide students an understanding of computer terminology, hardware components, Windows XP and Windows 7 and the most popular office software used in business.	3.0
COMM 1100 Business Communication 1	COMM 1100 is designed to give students basic listening, writing and speaking skills that will allow them to prepare written and oral reports for BCIT courses and to proceed to more advanced communication courses.	3.0
ECON 2100 Microeconomics	This course investigates economic analysis, focusing on fundamentals of markets, supply and demand, consumer and producer behaviour, and monopoly and competition. Optional areas of business application may explore labour markets, government intervention and environmental regulation. Prepares students to identify and evaluate the economic considerations they will undoubtedly encounter in business.	3.0
FMGT 1100 Accounting 1	This course covers the full accounting cycle for individuals with little or no accounting background. Topics include accounting as an information system; introduction to accounting theory; income measure; traditional record keeping; the accounting cycle; special journals; cash and financial statements.	4.0
MKTG 1102 Essentials of Marketing	Designed to provide the student with an overview of the marketing concept and how it can be applied to any type of organization or service. Includes the controllable and uncontrollable elements of marketing, strategic planning, market characteristics, marketing research techniques, market segmentation, and target market selection.	3.0
OPMT 1103 Introduction to Operations Management	Operations management may be defined as the design, operation and improvement of the production systems that create the firm's products or services. Demand for quality, time-based competition, and international production has demonstrated the importance of operations management to the survival of the firm. This course will develop an appreciation for the challenge of operations, and an understanding of the impact of operations on corporate strategy.	3.0
OPMT 1110 Business Mathematics	Reviews basic mathematics applicable to business and industry. Topics include consumer and commercial credit, simple and compound interest, financial instruments and discounting, annuities, mortgages, loans, sinking funds, leases, depreciation methods, capitalized costs, cash flow analysis, NPV and IRR. Emphasis is on maximum use of pre-programmed calculator and practical applications from the field of Financial Management.	4.0

Marketing Management (All Options)

Course Name	Description	BCIT
BLAW 3100 Business Law	Presents a practical study of Canadian business law, including the legal and administrative systems, torts, contracts, sale of goods and consumer protection, secured transactions, employment, agency and business organizations. Participation in this course, taught by lawyers, prepares you to recognize and feel comfortable with the legal aspects of doing business	4.0
BSYS 1000 Business Information Systems 1	Lecture demonstrations supplemented by hands-on laboratory computer exercises provide students an understanding of computer terminology, hardware components, Windows XP and Windows 7 and the most popular office software used in business.	3.0
COMM 1100 Business Communication 1	COMM 1100 is designed to give students basic listening, writing and speaking skills that will allow them to prepare written and oral reports for BCIT courses and to proceed to more advanced communication courses.	3.0
ECON 2100 Microeconomics	This course investigates economic analysis, focusing on fundamentals of markets, supply and demand, consumer and producer behaviour, and monopoly and competition. Optional areas of business application may explore labour markets, government intervention and environmental regulation. Prepares students to identify and evaluate the economic considerations they will undoubtedly encounter in business.	3.0
MKTG 1102 Essentials of Marketing	Designed to provide the student with an overview of the marketing concept and how it can be applied to any type of organization or service. Includes the controllable and uncontrollable elements of marketing, strategic planning, market characteristics, marketing research techniques, market segmentation, and target market selection.	3.0
OPMT 1110 Business Mathematics	Reviews basic mathematics applicable to business and industry. Topics include consumer and commercial credit, simple and compound interest, financial instruments and discounting, annuities, mortgages, loans, sinking funds, leases, depreciation methods, capitalized costs, cash flow analysis, NPV and IRR. Emphasis is on maximum use of pre-programmed calculator and practical applications from the field of Financial Management.	4.0
ORGB 1100 Organizational Behaviour	Presents the study of factors that either influence or are influenced by people at work. The course will focus on macro factors such as organizational structure, technology and environment; group factors such as group dynamics, leadership, conflict, change and decision making; and micro or individual factors such as personality, attitudes, perception and motivation.	3.0

Business Information Management

Course Name	Description	BCIT
BSYS 3000 Internet Business Development 1	In this course, students will engage in an Integrated Entrepreneurial Project (IEP) which will be continued in BSYS 4000 Internet Business Development 2. From the creation of a digital product to the construction of an e-commerce-enabled website, students will create an Internet presence which will culminate in a viable e-commerce business. Students will develop a business plan, a business requirements document as well as a technical design document. In addition, students will research and manage business and regulatory requirements. Web design and development skills such as markup languages (HTML), dynamic Web application frameworks, and scripting languages will be used to build an online storefront for students' digital products. Prerequisites: BSYS 2065	3.0
BSYS 3105 Information Technology 1	This is an introductory course on the development and management of Information Systems. The course covers all of the phases of the Systems Development Life Cycle, and builds a hands-on system development using the Microsoft ACCESS Database Management System. Prerequisites: BSYS 2065	3.0
BSYS 3205 Business Intelligence 1	Big Data continues to have a significant impact on business. This course serves as an introduction to the key aspects of how business intelligence is used in current business practices. Students will build business intelligence knowledge through the practical hands-on development of data analysis software and other applications and apply this knowledge by analyzing information to make business decisions. Prerequisites: BSYS 2065	4.0
BSYS 3355 Management Information Systems	This course provides an understanding of the relationships between information technology, information systems, business strategy, and organizational improvement. It will examine information technology as an enabler and facilitator of business strategy and as a control tool to track performance and improve managerial decision-making. Prerequisites: BSYS 2065	3.0
BUSA 3500 Management Science	Introduces quantitative methods. Students will be introduced to some of the more common techniques in the Management Science field and will use microcomputer software to solve problems. Emphasis is placed on the formulation of problems and the interpretation of calculated results. Prerequisites: OPMT 1110 and OPMT 1130	3.0
BUSA 4850 Consulting Skills and Problem Solving	This is an introductory course in the theory and application of consulting skills and problem solving. The intent of the course is to provide students with a set of tools that will help them solve unstructured business problems. While the course is not specific to the Information Technology industry, the methodologies taught are widely practiced by IT and Management Consultants. Students will be provided with the opportunity to apply the concepts taught in a computer simulation of an information technology project.	2.0
FMGT 3221 Management Accounting Administration	Covers the management accountant's role in decision-making, planning and control of company operations through budgeting, standard costing and evaluation systems. Emphasis is on alternative methods for product costing, cost allocations, performance measurement and decision-making models. Prerequisites: FMGT 2100 or FMGT 2190	4.0
OPMT 2172 Applied Management Engineering	Introduces additional industrial engineering techniques used to analyze and improve workplace processes. The course focuses on application of the techniques to realistic case materials. Tools include activity sampling, critical examination, process charting, cause and effect diagrams, systematic layout planning, work measurement, ergonomics and performance measurements. The course	3.0

reinforces the systematic problem solving approach and teamwork skills introduced in first year core courses.

Prerequisites: OPMT 1100

Business Management

Please note that if you are selecting any of the courses highlighted below, they must be taken as a group.

Course Name	Description	BCIT
BLAW 3100 Business Law	Presents a practical study of Canadian business law, including the legal and administrative systems, torts, contracts, sale of goods and consumer protection, secured transactions, employment, agency and business organizations. Participation in this course, taught by lawyers, prepares you to recognize and feel comfortable with the legal aspects of doing business.	4.0
BSYS 3100 Database Applications	An introductory course on the theory and application of Database Management Systems (DBMS) using the Microsoft ACCESS Relational DBMS for Windows. The intent of the course is to provide enough theoretical background, practical skill and hands-on experience to make effective users of DBMS technology for business improvement. Prerequisites: BSYS 2060	3.0
BUSA 3800 Entrepreneurship	This course emphasizes entrepreneurial and entrepreneurial management with an emphasis on decision-making in small to medium sized firms. As such the major project will be the development of a business plan focusing on strategic concepts, leadership applications and operational controls. The business plan will be developed in conjunction with the change required by Canadian firms to be successful in the global economy. Prerequisites: BUSA 2100 and ECON 2200 and FMGT 2100	4.0
BUSA 3850 Management and Industry	This course will be focused on sectors and industries that are key to B.C.'s economy. This course provides an opportunity to explore various industries and sectors. Particular focus will be on the growing industry sectors in BC. Students will gain an in-depth knowledge on BC Industries through research and contact with industry associations and networking opportunities. The role of the manager will be examined within each of the industry sectors. Projects could also include specific areas of interest such as sustainability or globalization. Prerequisites: BUSA 2100	4.0
FMGT 3221 Management Accounting Administration	Covers the management accountant's role in decision-making, planning and control of company operations through budgeting, standard costing and evaluation systems. Emphasis is on alternative methods for product costing, cost allocations, performance measurement and decision-making models. Prerequisites: FMGT 2100 or FMGT 2190	4.0
MKTG 2341 Introduction to Marketing Research	Examines the basic approaches to market research. Discusses research techniques and tools and relates these tools to the decision-making process. Special applications of marketing research to simulated real-life situations are examined. Prerequisites: MKTG 2202 or MKTG 2203	3.0

ORGB 3600
Leadership and Change

This course is organized to provide students with comprehensive and behavioural understanding of organization development, change leadership models in working more effectively in the business world. It will deal with managing change in organizations, applying change models, interventions and evaluation of the process. Upon completion the student will have developed behavioural knowledge in: changing individual, small group and organizational behaviours, change facilitation, leadership skills, negotiation skills and teamwork. Students will also learn how other organizations manage change through effective leadership, conflict resolution and problem solving techniques. Students will also study some of history's great leaders, as well as major historical events.

Prerequisites: ORGB 1100 or ORGB 1105

3.0

Business Operations Management

Course Name	Description	BCIT
FMGT 3224 Managerial Accounting (OPMT)	Designed to give non-accounting majors an appreciation of the uses and limitations of cost and managerial accounting in the decision-making processes of an organization. Emphasis will be placed on identifying the relevance of this discipline to other functional areas: capital budgeting, production planning, cost minimization, contribution maximization, pricing and marketing policies. Concepts will be related to both manufacturing and knowledge-based, service business environments. Students will study a variety of analytical techniques that can be applied to financial and operational data to support management decisions. Prerequisites: FMGT 2100 or FMGT 2190	4.0
OPMT 1170 Project Management	Introduces the fundamentals of project management. Includes the unique characteristics of projects and fundamentals of project planning using techniques such as WBS, Gantt charts, CPM, dealing with people and team issues, maintenance and control of projects using check points and milestones, communication, and common sources of difficulty in project management. Use of MS Project.	2.5
OPMT 3240 Quality Management	Covers the basic elements of quality management in both manufacturing and service organizations. Topics include meaning of quality, TQM issues, design for quality, cost of quality, quality award criteria, ISO 9000/14000, HACCP standards, SPC, control charts, run charts, acceptance sampling, and OC curves procedure writing for quality systems.	3.0
OPMT 3308 Quantitative Business Analysis	This course is designed to increase quantitative problem solving skills. It will focus on the use of business and industrial models. Topics include decision analysis, time-series forecasting, quality-control charts and sampling, multiple regression. Prerequisites: OPMT 1208	4.0
OPMT 3361 Microcomputer Applications: Database	This course builds upon material presented in BSYS 2060 by covering, in more depth, the design of relational database management systems and the use of industry-standard software to meet reporting and decision support needs within an organization. Prerequisites: BSYS 2060	4.0

Accounting

Course Name	Description	BCIT
FMGT 3110 Financial Accounting 1	<p>Begins with a rigorous review of the concepts, principles, measurements and accounting process acquired in the introductory level. This foundation is subsequently built upon on a topic specific basis: current assets and relation valuations, current liabilities, fixed assets and critical income and expense recognition applications in diverse and complex business situations. These topics are continuously incorporated into an increasingly complex accounting module with the culmination (preparation, presentation and disclosures) of the financial statements (Income, Balance Sheet, Retained Earnings, and Statement of Cash Flows). The strengths, limitations and utility of the GAAP accounting module are discussed with each topic and its application</p> <p>Prerequisites: FMGT 2100 or FMGT 2105 or FMGT 2190</p>	5.0
FMGT 3210 Cost/Managerial Accounting 1	<p>Emphasizes the role of the management accountant, cost concepts and terminology, cost volume profit analysis, job costing, activity-based costing and activity-based management, budgeting and control, standard costs, variance analysis, and income effects of alternative inventory costing methods.</p> <p>Prerequisites: FMGT 2100 or FMGT 2105 or FMGT 2190</p>	4.0
FMGT 3310 Auditing 1	<p>This course discusses auditing principles and generally accepted auditing standards. Students study the meaning and purpose of the audit function and are introduced to techniques and procedures. Topics include history of auditing, internal control, audit evidence, audit considerations in various computerized environments and statistical audit techniques.</p> <p>Prerequisites: or FMGT 2190 or FMGT 2105</p>	3.0
FMGT 3410 Taxation 1	<p>The topical coverage is designed to follow the general structure of the Canadian Income Tax Act. Lecture, seminar and additional readings are utilized to help students locate, interpret and analyse the selected provisions. The course will examine the major income categories and applicable rules used to calculate net income for tax purposes.</p> <p>Prerequisites: FMGT 2100 or FMGT 2190</p>	4.0
FMGT 3510 Finance 1	<p>The purpose of the course is to give the student an understanding of the role finance plays in business and industry. Corporate finance is a tool that helps managers maximize the financial performance of a company for the long-term benefit of its shareholders.</p> <p>Prerequisites: FMGT 2100 or FMGT 2105 or FMGT 2190</p>	4.0
FMGT 3720 Advanced Computer Applications 1	<p>A general module that introduces students to both Intuit's QuickBooks and Microsoft Business Solutions - Great Plains accounting software packages. QuickBooks would be used by small business organization whilst a Great Plains would be used in a larger organization. Most of the course will deal with Microsoft Business Solutions - Great Plains.</p> <p>Prerequisites: (BSYS 2050 and BSYS 2060) or (FMGT 2100 or FMGT 2190) and (FMGT 2710 or COMP 1255)</p>	4.0

Financial Management (Corporate Finance)

Course Name	Description	BCIT
FMGT 3110 Financial Accounting 1	<p>Begins with a rigorous review of the concepts, principles, measurements and accounting process acquired in the introductory level. This foundation is subsequently built upon on a topic specific basis: current assets and relation valuations, current liabilities, fixed assets and critical income and expense recognition applications in diverse and complex business situations. These topics are continuously incorporated into an increasingly complex accounting module with the culmination (preparation, presentation and disclosures) of the financial statements (Income, Balance Sheet, Retained Earnings, and Statement of Cash Flows). The strengths, limitations and utility of the GAAP accounting module are discussed with each topic and its application</p> <p>Prerequisites: FMGT 2100 or FMGT 2105 or FMGT 2190</p>	5.0
FMGT 3210 Cost/Managerial Accounting 1	<p>Emphasizes the role of the management accountant, cost concepts and terminology, cost volume profit analysis, job costing, activity-based costing and activity-based management, budgeting and control, standard costs, variance analysis, and income effects of alternative inventory costing methods.</p> <p>Prerequisites: FMGT 2100 or FMGT 2105 or FMGT 2190</p>	4.0
FMGT 3410 Taxation 1	<p>The topical coverage is designed to follow the general structure of the Canadian Income Tax Act. Lecture, seminar and additional readings are utilized to help students locate, interpret and analyse the selected provisions. The course will examine the major income categories and applicable rules used to calculate net income for tax purposes.</p> <p>Prerequisites: FMGT 2100 or FMGT 2190</p>	4.0
FMGT 3510 Finance 1	<p>The purpose of the course is to give the student an understanding of the role finance plays in business and industry. Corporate finance is a tool that helps managers maximize the financial performance of a company for the long-term benefit of its shareholders. In this course, students learn how firms can efficiently allocate their resources and how they can raise funds to pay for those resources on as favourable terms as possible.</p> <p>Prerequisites: FMGT 2100 or FMGT 2105 or FMGT 2190</p>	4.0
FMGT 3720 Advanced Computer Applications 1	<p>A general module that introduces students to both Intuit's QuickBooks and Microsoft Business Solutions - Great Plains accounting software packages. QuickBooks would be used by small business organization whilst a Great Plains would be used in a larger organization. Most of the course will deal with Microsoft Business Solutions - Great Plains. Prerequisites: (BSYS 2050 and BSYS 2060) or (FMGT 2100 or FMGT 2190) and (FMGT 2710 or COMP 1255)</p>	4.0
FMGT 3610 Security Analysis 1	<p>The Financial Management technology at BCIT has entered into a partnership with the Canadian Securities Institute (CSI). This course, a product of the partnership, is the CSI's Canadian Securities Course (CSC) Volume 1. Topics include the Canadian investment marketplace, the nature of marketable securities, factors which influence their price and a review of the various methods employed to evaluate their worth. In addition, the operation of stock exchanges and investment dealers and the regulatory environment in which these institutions operate is discussed. Finally, the methods by which governments and corporations have their securities listed on the exchanges so that investors can trade them is studied.</p> <p>Prerequisites: FMGT 2100 or FMGT 2190 or FMGT 2105</p>	4.0

Financial Management (Financial Planning)

Course Name	Description	BCIT
FMGT 3130 Financial Statement Analysis 1	Financial Statement Analysis 1&2 evaluate the general principles of the financial reporting system, underscoring the critical role of the analysis of financial reports in the investment decision making process. FSA 1 introduces the range of information that an analyst may use in analyzing the financial performance of a company, including the principal financial statements (the income statement, balance sheet, cash flow statement, and statement of changes in owners' equity), notes to those statements, and management discussion and analysis of results. A general framework for addressing most financial statement analysis tasks is also presented. The presentation of financial information to the public by a company must conform to the governing set of financial reporting standards applying in the jurisdiction in which the information is released. FSA 1 explores the role of financial reporting standard-setting bodies worldwide and the International Financial Reporting Standards and the movement towards worldwide convergence of financial reporting standards is also introduced. Prerequisites: 65% in FMGT 2105 or 70% in FMGT 2100	4.0
FMGT 3210 Cost/Managerial Accounting 1	Emphasizes the role of the management accountant, cost concepts and terminology, cost volume profit analysis, job costing, activity-based costing and activity-based management, budgeting and control, standard costs, variance analysis, and income effects of alternative inventory costing methods. Prerequisites: FMGT 2100 or FMGT 2105 or FMGT 2190	4.0
FMGT 3410 Taxation 1	The topical coverage is designed to follow the general structure of the Canadian Income Tax Act. Lecture, seminar and additional readings are utilized to help students locate, interpret and analyse the selected provisions. The course will examine the major income categories and applicable rules used to calculate net income for tax purposes. The course will also determine who is subject to tax in Canada and the basis on which Canada levies income tax. Prerequisites: FMGT 2100 or FMGT 2190	4.0
FMGT 3510 Finance 1	The purpose of the course is to give the student an understanding of the role finance plays in business and industry. Corporate finance is a tool that helps managers maximize the financial performance of a company for the long-term benefit of its shareholders. In this course, students learn how firms can efficiently allocate their resources and how they can raise funds to pay for those resources on as favourable terms as possible. Prerequisites: FMGT 2100 or FMGT 2105 or FMGT 2190	4.0
FMGT 3610 Security Analysis 1	The Financial Management technology at BCIT has entered into a partnership with the Canadian Securities Institute (CSI). This course, a product of the partnership, is the CSI's Canadian Securities Course (CSC) Volume 1. Topics include the Canadian investment marketplace, the nature of marketable securities, factors which influence their price and a review of the various methods employed to evaluate their worth. In addition, the operation of stock exchanges and investment dealers and the regulatory environment in which these institutions operate is discussed. Finally, the methods by which governments and corporations have their securities listed on the exchanges so that investors can trade them is studied. Successful completion of this course and Security Analysis 2 (FMGT 4611) earns the student credit for the CSC and the Professional Financial Planning Course (PFPC) with the Canadian Securities Institute. Note: There is an extra fee of approximately \$800 (plus textbooks and GST) to enroll with the CSI for the CSC and a fee of approximately \$550 (plus textbooks and GST) to enroll in the PFPC. Prerequisites: FMGT 2100 or FMGT 2190 or FMGT 2105	4.0

FMGT 3830 Fundamentals of Financial Planning	Introduces students to the fundamental principles important to the discipline of personal Financial Planning. Students will acquire an understanding of the concepts and applications associated with financial planning, and the analysis of various financial situations. This course covers the basic issues to be considered in building a sound program to achieve long term financial goals. Topics include cash and debt management, insurance, investments and portfolio management, wills, estates, and tax planning. Prerequisite: FMGT 2105 or equivalent. FMGT 2105 (65%) or FMGT 2100 (70%).	4.0
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International Business Management (International Business Option)

Course Name	Description	BCIT
FMGT 3550 Business Finance 1	The purpose of the course is to give the student an understanding of the role finance plays in business and industry. Corporate finance is a tool that helps managers maximize the financial performance of a company for the long-term benefit of its shareholders. In this course students learn how firms can efficiently allocate their resources and how they can raise funds to pay for those resources on as favourable terms as possible. Prerequisites: FMGT 2100 or FMGT 2190	3.0
MKTG 3348 Global Sales Skills	This course is designed to introduce the student to the sales process using a needs based approach. The course will cover the mechanics of selling as well as provide information about the sales profession, sales theories and concepts and selling skills in order to build an understanding of the subject area and competence in buyer/seller communication and interpersonal skills. The focus will also be on international selling situations so the student can understand the selling process as it applies to different cultures. The student will participate in individual and team based role-plays and class discussions, to better understand the role of the professional sales person in a firm.	3.0
OPMT 3301 Quantitative Methods for Business	Introduces the solution of more complex business problems by mathematical processes. Forecasting methods are examined with computerized analysis of data. Aspects of management science that are particularly useful in the transportation business are examined manually and through the computer. These include linear programming, the transportation model, simulation, and waiting line analysis. The major emphasis is on interpretation of results and preparation of management oriented reports. Prerequisites: OPMT 1121	4.0
TDMT 2203 Transportation Economics	This course provides an understanding of the major economic issues involved in the provision of transportation services. The course will analyse the factors which determine the supply and demand for these services. Both practical and theoretical aspects of transportation economics, including both the domestic and international scenes, will be undertaken. Emphasis will be placed on applying these economic concepts to transportation problems.	4.0
TDMT 2250 Logistics Processes (CITT)	Provides an overview of physical distribution, contracts and bills of lading, damage prevention and claims, dangerous goods transportation, marine cargo insurance, Canadian Customs, INCOTERMS and the North American Free Trade Agreement (NAFTA), transportation computer applications, Canadian transportation regulations, and an introduction to the field of logistics. Prerequisites: TDMT 1150	4.0
TDMT 3301 Logistics 1	Business Logistics is a set of activities involved in the flow of materials and products through an organization to the market, and is therefore vital to the economy and to the individual firm. Logistics 1 presents an overview of the total supply chain management concept. The course examines the integrated logistics management concept, the role of logistics in a market-oriented society, the use of distribution channels respective of a firm's customer service objectives, purchasing within the materials management functions, the financial impact of inventory and the importance of order processing and information systems on logistical performance.	4.0

<p>TDMT 3305 International Business Strategies</p>	<p>This course further develops understanding of the international business landscape and the business issues critical to any organization becoming globally active (building on the international trade basics introduced in TDMT 1353) and then introduces students to specific unique characteristics of doing business globally, followed by a review of various global business strategies. Emphasis will be placed on the activities of market entry and business development strategies for a firm with intentional objectives. Students will be required to research and prepare a market entry plan for a specific technology/product/service and specific geographical target. To support this major assignment, students will participate in a thorough examination of real market segment opportunities after being introduced to the topic at the beginning of the term. Building on the initial introduction, students will review lectures to support their investigation and analysis and will begin to identify comparative advantages and disadvantages in the international marketplace of one strategy over another, and make recommendations regarding the selection of one market segment and plan over another in a chosen territory. Prerequisites: TDMT 1150</p>	<p>3.0</p>
<p>TDMT 3402 Introduction to Projects</p>	<p>Prepares students for their fourth term projects (TDMT 4411). Students are required to conduct a management level project, on campus, within BCIT. Students are required to demonstrate learned skills within set terms of reference that are mutually developed between the students and BCIT staff. Prerequisites: Successful completion of all Level 1 and 2 courses.</p>	<p>3.0</p>

International Business Management (Global Supply Chain Option)

Course Name	Description	BCIT
FMGT 3550 Business Finance 1	The purpose of the course is to give the student an understanding of the role finance plays in business and industry. Corporate finance is a tool that helps managers maximize the financial performance of a company for the long-term benefit of its shareholders. In this course students learn how firms can efficiently allocate their resources and how they can raise funds to pay for those resources on as favourable terms as possible. Prerequisites: FMGT 2100 or FMGT 2190	3.0
OPMT 2204 Business Process Improvement	Operations management may be defined as the design, operation and improvement of productive systems that create the organization's products or services. The demand for quality, time-based competition and international production has demonstrated the importance of operations management to the survival of the organization. The students will be introduced to the fields of Problem Solving, Process Improvement, and Design Based Development. A special emphasis will be placed on the development of teamwork skills and team problem solving and approaches to business improvement opportunities. Within the general educational philosophy of Collaborative Learning, the student, working in learning teams, will learn and apply various process improvement techniques within the Plan, Do, Check, Act (PDCA) cycle, such as Pareto's Law, Activity Sampling, Process Mapping, Multi-column Charts, Check Sheets, Histograms, Ishikawa diagrams, Critical Examination, Brainstorming, Nominal Group Technique, Multi-voting and the Multiple Criteria Evaluation Matrix. Prerequisites: OPMT 1100	3.0
OPMT 3301 Quantitative Methods for Business	Introduces the solution of more complex business problems by mathematical processes. Forecasting methods are examined with computerized analysis of data. Aspects of management science that are particularly useful in the transportation business are examined manually and through the computer. These include linear programming, the transportation model, simulation, and waiting line analysis. The major emphasis is on interpretation of results and preparation of management oriented reports. Prerequisites: OPMT 1121	4.0
TDMT 2203 Transportation Economics	This course provides an understanding of the major economic issues involved in the provision of transportation services. The course will analyse the factors which determine the supply and demand for these services. Both practical and theoretical aspects of transportation economics, including both the domestic and international scenes, will be undertaken. Emphasis will be placed on applying these economic concepts to transportation problems.	4.0
TDMT 2250 Logistics Processes (CITT)	Provides an overview of physical distribution, contracts and bills of lading, damage prevention and claims, dangerous goods transportation, marine cargo insurance, Canadian Customs, INCOTERMS and the North American Free Trade Agreement (NAFTA), transportation computer applications, Canadian transportation regulations, and an introduction to the field of logistics. Prerequisites: TDMT 1150	4.0
TDMT 3301 Logistics 1	Business Logistics is a set of activities involved in the flow of materials and products through an organization to the market, and is therefore vital to the economy and to the individual firm. Logistics 1 presents an overview of the total supply chain management concept. The course examines the integrated logistics management concept, the role of logistics in a market-oriented society, the use of distribution channels respective of a firm's customer service objectives, purchasing within the materials management functions, the financial impact of inventory and the importance of order processing and information systems on logistical performance.	4.0

TDMT 3305 International Business Strategies	This course further develops understanding of the international business landscape and the business issues critical to any organization becoming globally active (building on the international trade basics introduced in TDMT 1353) and then introduces students to specific unique characteristics of doing business globally, followed by a review of various global business strategies. Emphasis will be placed on the activities of market entry and business development strategies for a firm with intentional objectives. Students will be required to research and prepare a market entry plan for a specific technology/product/service and specific geographical target. To support this major assignment, students will participate in a thorough examination of real market segment opportunities after being introduced to the topic at the beginning of the term. Building on the initial introduction, students will review lectures to support their investigation and analysis and will begin to identify comparative advantages and disadvantages in the international marketplace of one strategy over another, and make recommendations regarding the selection of one market segment and plan over another in a chosen territory.	3.0
TDMT 3402 Introduction to Projects	Prepares students for their fourth term projects (TDMT 4411). Students are required to conduct a management level project, on campus, within BCIT. Students are required to demonstrate learned skills within set terms of reference that are mutually developed between the students and BCIT staff.	3.0
Prerequisites: Successful completion of all Level 1 and 2 courses.		

Marketing Management (Entrepreneurship)

Course Name	Description	BCIT
FMGT 3222 Managerial Finance (MKTG)	The purpose of the course is to give the student an appreciation of the role of finance in business and industry and an understanding of the inter-relationships between finance and the other functional aspects of business. It is also the objective of the course to teach the student some common decision-making techniques in finance to enable him/her to react optimally under varying conditions with a business environment of ever-increasing complexity. Prerequisites: FMGT 2100 or FMGT 2190	4.0
MKTG 3301 Computer Applications in Marketing	Presents a practical study of Canadian business law, including the legal and administrative systems, torts, contracts, sale of goods and consumer protection, secured transactions, employment, agency and business organizations. Participation in this course, taught by lawyers, prepares you to recognize and feel comfortable with the legal aspects of doing business.	3.0
MKTG 3306 Business Planning Principles	Teaches the practical skills required to successfully launch a new venture with emphasis on how to assess new business opportunities, compose a business plan and obtain the necessary financing. Students will be able to determine whether a new business concept has sufficient potential market demand, product/service provision capacity, management skill and financial commitment to represent a successful business opportunity. Prerequisites: MKTG 1102	4.0
MKTG 3309 Marketing Research	This marketing research course will explore research tools and techniques needed to execute various marketing research projects. Emphasis will be on how marketing research fits into the strategic planning process; conducting situation analyses and exploratory research; identifying and locating sources of secondary data including Internet and other online resources; evaluating and selecting appropriate methods for conducting primary research; designing data gathering tools; conducting effective survey fieldwork; and tabulating, analyzing and reporting of primary research findings. You will be required to complete a major multi-method marketing research project. Prerequisites: BSYS 2070 and OPMT 1130	4.0
MKTG 3334 Advanced Sales and Negotiation	Builds on the basic selling skills acquired previously and develops analytical, negotiating and conflict resolution skills that are required in complex selling situations. All aspects of professional, ethical conduct leading to successful seller/client contractual relationships are addressed through lecture and role playing activities. Students will be exposed to the use of industry standard tools and techniques. Prerequisites: MKTG 2243 or MKTG 1219	4.0
MKTG 3345 New Venture Creation	The unique Self Employment course puts the student in the place of an entrepreneur with a new idea, and teaches the student how to build the idea into a business. The course covers the basics of starting a business, from idea assessment to insurance, in a step by step manner. At the end of the course, the student will be prepared to pursue a detailed checklist of steps to create a new business venture	4.0

Marketing Management (Communications)

Please note that if you are selecting any of the courses highlighted below, they must be taken as a group.

Course Name	Description	BCIT
FMGT 3222 Managerial Finance (MKTG)	The purpose of the course is to give the student an appreciation of the role of finance in business and industry and an understanding of the inter-relationships between finance and the other functional aspects of business. It is also the objective of the course to teach the student some common decision-making techniques in finance to enable him/her to react optimally under varying conditions with a business environment of ever-increasing complexity. Prerequisites: FMGT 2100 or FMGT 2190	4.0
MKTG 3301 Computer Applications in Marketing	Presents a practical study of Canadian business law, including the legal and administrative systems, torts, contracts, sale of goods and consumer protection, secured transactions, employment, agency and business organizations. Participation in this course, taught by lawyers, prepares you to recognize and feel comfortable with the legal aspects of doing business.	3.0
MKTG 3309 Marketing Research	This marketing research course will explore research tools and techniques needed to execute various marketing research projects. Emphasis will be on how marketing research fits into the strategic planning process; conducting situation analyses and exploratory research; identifying and locating sources of secondary data including Internet and other online resources; evaluating and selecting appropriate methods for conducting primary research; designing data gathering tools; conducting effective survey fieldwork; and tabulating, analyzing and reporting of primary research findings. You will be required to complete a major multi-method marketing research project. Prerequisites: BSYS 2070 and OPMT 1130	4.0
MKTG 3317 Promotion and Event Marketing	Teaches the tools and techniques needed to execute a quantitative survey research project. Skills developed include: understanding how research fits into the strategic planning process; conducting situation analysis and exploratory research; identifying and locating sources of secondary data including Internet and other online resources; evaluating and selecting the appropriate method for primary research gathering; designing data gathering tools; conducting effective survey fieldwork; tabulating, analyzing and reporting of primary research findings. Students in this course must complete a major quantitative survey research project. Prerequisites: MKTG 1102 and BSYS 2070	4.0
MKTG 3320 Digital and Direct Marketing	Presents a study of promotional support activities used as part of an integrated marketing communications plan. Loyalty programs, couponing, specialty advertising, premiums and incentive programs are examples of the sales promotion tactics covered. Emphasis is on when and how to use them. Prerequisites: MKTG 2202	3.0
MKTG 3339 Public Relations Management	Examines the concept of direct marketing and why it has become an essential part of today's marketing strategies. This course studies the elements of direct marketing and how to apply them in creating a direct marketing plan that is part of an integrated marketing campaign.	4.0
MKTG 3417 Advertising Design and Production	Presents a study of planning and executing public relations campaigns including communication's techniques, media relations, special events, trade and consumer shows, exhibitions and lobbying. The course focuses on both external and internal publics, tactical planning to meet realistic budget constraints and budget development. Students experience hands-on, practical application of the basic public relations tactics. Emphasis is placed on developing campaigns as part of an integrated marketing communications plan. Prerequisites: MKTG 2202	4.0

Marketing Management (Professional Sales)

Course Name	Description	BCIT
FMGT 3222 Managerial Finance (MKTG)	The purpose of the course is to give the student an appreciation of the role of finance in business and industry and an understanding of the inter-relationships between finance and the other functional aspects of business. It is also the objective of the course to teach the student some common decision-making techniques in finance to enable him/her to react optimally under varying conditions with a business environment of ever-increasing complexity. Prerequisites: FMGT 2100 or FMGT 2190	4.0
MKTG 3301 Computer Applications in Marketing	This course concentrates on using complex formulas, charts and graphs, database lists and the consolidation of worksheet data within Excel to solve spreadsheet management tasks, and to manage data and lists. As well, students will learn how to use PowerPoint to create advanced, professional presentations. Students will also be provided with a general overview of contact management and scheduling software. Prerequisites: BSYS 2070	3.0
MKTG 3309 Marketing Research	This marketing research course will explore research tools and techniques needed to execute various marketing research projects. Emphasis will be on how marketing research fits into the strategic planning process; conducting situation analyses and exploratory research; identifying and locating sources of secondary data including Internet and other online resources; evaluating and selecting appropriate methods for conducting primary research; designing data gathering tools; conducting effective survey fieldwork; and tabulating, analyzing and reporting of primary research findings. You will be required to complete a major multi-method marketing research project. Prerequisites: BSYS 2070 and OPMT 1130	4.0
MKTG 3306 Business Planning Principles	Teaches the practical skills required to successfully launch a new venture with emphasis on how to assess new business opportunities, compose a business plan and obtain the necessary financing. Students will be able to determine whether a new business concept has sufficient potential market demand, product/service provision capacity, management skill and financial commitment to represent a successful business opportunity. Prerequisites: MKTG 1102	4.0
MKTG 3334 Advanced Sales and Negotiation	Builds on the basic selling skills acquired previously and develops analytical, negotiating and conflict resolution skills that are required in complex selling situations. All aspects of professional, ethical conduct leading to successful seller/client contractual relationships are addressed through lecture and role playing activities. Students will be exposed to the use of industry standard tools and techniques. Prerequisites: MKTG 2243 or MKTG 1219	4.0
MKTG 3343 Sales Management	Covers general principles of sales management. Emphasis is given to the human resource with stress placed on selection, assimilation, training and supervision. Examination of sales, planning, and organization. Prerequisites: MKTG 1102 and MKTG 2243	4.0

Marketing Management (Tourism)

Course Name	Description	BCIT
FMGT 3222 Managerial Finance (MKTG)	The purpose of the course is to give the student an appreciation of the role of finance in business and industry and an understanding of the inter-relationships between finance and the other functional aspects of business. It is also the objective of the course to teach the student some common decision-making techniques in finance to enable him/her to react optimally under varying conditions with a business environment of ever-increasing complexity. Prerequisites: FMGT 2100 or FMGT 2190	4.0
MKTG 3301 Computer Applications in Marketing	This course concentrates on using complex formulas, charts and graphs, database lists and the consolidation of worksheet data within Excel to solve spreadsheet management tasks, and to manage data and lists. As well, students will learn how to use PowerPoint to create advanced, professional presentations. Students will also be provided with a general overview of contact management and scheduling software. Prerequisites: BSYS 2070	3.0
MKTG 3306 Business Planning Principles	Teaches the practical skills required to successfully launch a new venture with emphasis on how to assess new business opportunities, compose a business plan and obtain the necessary financing. Students will be able to determine whether a new business concept has sufficient potential market demand, product/service provision capacity, management skill and financial commitment to represent a successful business opportunity. Prerequisites: MKTG 1102	4.0
MKTG 3309 Marketing Research	This marketing research course will explore research tools and techniques needed to execute various marketing research projects. Emphasis will be on how marketing research fits into the strategic planning process; conducting situation analyses and exploratory research; identifying and locating sources of secondary data including Internet and other online resources; evaluating and selecting appropriate methods for conducting primary research; designing data gathering tools; conducting effective survey fieldwork; and tabulating, analyzing and reporting of primary research findings. You will be required to complete a major multi-method marketing research project. Prerequisites: BSYS 2070 and OPMT 1130	4.0
TOUR 3452 International Tourism Marketing and Sales	Develops an appreciation of world tourism markets, competitive factors and diverse cultural heritages as related to both inbound and outbound tourism. The course will focus on the marketing challenges and opportunities as related to international tourism and cultures and will provide an international perspective to the tourism program.	3.0
TOUR 2900 Regional Tourism Field Study	Students will visit series of communities within BC to discover the tourism potential of the area, inventory current tourism products and services, assess resident awareness and attitudes toward the tourism industry and evaluate the infrastructure and superstructure within the communities. Interaction with Chambers of Commerce and municipal/regional representatives, as well as tourism entrepreneurs and special interest groups will be involved. Field assignments and a term report, as well as infield participation with instructors, will form the evaluation on course completion. A supplementary fee will be payable for this course. Prerequisites: TOUR 1260 or TOUR 1261	2.0
TOUR 3324 Strategic Planning in Tourism	Presents a study of effective processes for generating product ideas and the development of a marketing plan for a tourism product/business. Examines general demand factors and trends, travel motivation, market segmentation, advertising and promotion, branding, media relations, market development and sales, research applications and analysis and marketing risks and opportunities.	4.0

TOUR 3410
Event Management

Prepares students for the high-energy, growing opportunities in community special events and festivals, corporate, sports, non-profit, and fundraising activities. Planning and marketing of such events to generate gate interest, identity, and sponsorship are explored. A second emphasis is on development and correct use of press releases, media kits, public relations and communications strategies, and dealing with emergency situations involving media.

3.0