

**REPORT TO THE FACULTY OF BUSINESS FROM THE
UNDERGRADUATE CURRICULUM AND POLICY COMMITTEE**

FOR THE 2021-2022 ACADEMIC CALENDAR

JANUARY 2021

Summary of Proposed Changes

**FACULTY OF BUSINESS
REPORT TO SENATE
SUMMARY OF MAJOR CURRICULUM CHANGES FOR 2021-2022
ACADEMIC CALENDAR**

JANUARY 2021

This report highlights substantive changes being proposed to the Undergraduate curriculum. For a complete review of all changes, please refer to the Faculty of Business Curriculum Report for Changes to the 2021-2022 Undergraduate Calendar, located electronically at: <http://ug.degroote.mcmaster.ca/curriculum-report/>

New Programs

Program Closures

Major Revisions

**FACULTY OF BUSINESS
REPORT TO UNDERGRADUATE COUNCIL
SUMMARY OF CURRICULUM CHANGES FOR 2021-2022 ACADEMIC CALENDAR**

JANUARY 2021

This report highlights substantive changes being proposed to the Undergraduate curriculum. For a complete review of all changes, please refer to the Faculty of Business Curriculum Report for Changes to the 2021-2022 Undergraduate Calendar, located electronically at: <http://ug.degroote.mcmaster.ca/curriculum-report/>. Below is a summary of the proposed changes for approval by the Faculty of Business. Full proposals and course outlines can be found in the appendices beginning on page 29.

REVISIONS TO ADMISSION REQUIREMENTS

- N/A

REVISIONS TO MCMASTER GENERAL ACADEMIC REGULATIONS

- N/A

REVISIONS TO DEGROOTE SCHOOL OF BUSINESS (FACULTY OF BUSINESS) – ACADEMIC REGULATIONS

- Program for Students who Enter Business 1 in September 2021 or Later
- Programs for Students who Enter Business 1 in September 2020
- Programs for Students who Entered Business 1 in September 2016-2019
- Programs for Students who Entered the Integrated Business and Humanities Program in 2019 or Later
- Programs for Students who Entered the Integrated Business and Humanities Program Prior to 2019
- International / Cross-Cultural List
- Honours Commerce with Internship

REVISIONS TO EXISTING MINORS

- Minor in Finance
- Minor in Information Systems
- Specialized Minor in Commerce for Students Completing a Single Honours B.A. in Humanities

NEW COURSES

- **COMMERCE 2NG3** – Negotiations

REVISIONS TO EXISTING COURSES

- **COMMERCE 1DA3** – Business Data Analytics
- **COMMERCE 2DA3** – Decision Making with Analytics
- **COMMERCE 2GR0 A/B** – DeGroote Student Experience and Development II
- **COMMERCE 2FA3** – Introduction to Finance
- **COMMERCE 3FI3** - Market Trading with Options and Futures
- **COMMERCE 3AC3** – Intermediate Financial Accounting II
- **COMMERCE 3MC3** – Applied Marketing Management
- **COMMERCE 3QA3** – Management Science for Business
- **COMMERCE 4BG3** – Public Sector Collective Bargaining
- **COMMERCE 4KF3** – Project Management
- **COMMERCE 4SD3** – Commercial Law
- **COMMERCE 4SG3** – Sustainability: Corporations and Society
- **COMMERCE 4SM3** – Sports Management

- **COMMERCE 4SX3** - Special Topics in Strategic Management
- **IBH 2AE3** – Critical Thinking

REVISIONS TO DEGROOTE SCHOOL OF BUSINESS (FACULTY OF BUSINESS) – ACADEMIC REGULATIONS

A. Programs for Students who Enter Business I in September 2021 or Later

Program Notes

1. To be considered for entry into the Honours Commerce Program, a Business I student must have met all of the following:
 - achieved a GPA of at least 5.0 on a minimum of 24 units of course work for Business I and these must include all required courses of the Business I program;
 - successfully completed all Business I required courses (See Business I Requirements). An exception to this condition is that no more than a single failure of a Business I required course is allowed for students with a GPA of at least 5.0 on a minimum of 24 units of course work for Business I. These students must successfully complete the failed course at the earliest possible opportunity or they will not be able to continue in the program;
 - successfully completed ALL required units of Business I course work and successfully completed enough units of elective course work where the total of successful units of course work equals 24 units.
2. Students seeking a Minor in Mathematics and Statistics must take MATH 1A03 and should refer to the Faculty of Science section of this Calendar for the requirements for a Minor in Mathematics and Statistics. Students neither seeking this Minor nor planning on a transfer to the Faculty of Science, are advised to take MATH 1MM3.
3. Transfer students may be admitted from other universities or from other Faculties within McMaster University. Academic requirements for admission of transfer students will be more demanding than those for Business I students.
4. Courses that are cross-listed with Commerce courses are considered Commerce electives for the purposes of fulfilling program requirements. This is the case regardless of the course-code the student has enrolled under.
5. Non-Commerce students may enrol in specific upper-year Commerce courses if they have been accepted into a Specialized Minor offered by the Faculty of Business or can demonstrate that they are pursuing an interdisciplinary minor for which the specific Commerce courses are included.

Business I

Level I: 30 Units

Students admitted to Business I must complete 30 units as follows:

1 course

- **COMMERCE 1GR0 A/B** - DeGroote Student Experience and Development I

15 units

- **COMMERCE 1AA3** - Introductory Financial Accounting
- **COMMERCE 1BA3** - Organizational Behaviour
- **COMMERCE 1DA3** - Business Data Analytics
- **COMMERCE 1E03** - Business Environment and Organization
- **COMMERCE 1MA3** - Introduction to Marketing

6 units

- **ECON 1BB3** - Introductory Macroeconomics
- **ECON 1B03 (or 1BX3)** - Introductory Microeconomics for Business Students

3 units

from

- **MATH 1A03** - Calculus For Science I
 - **MATH 1LS3** - Calculus for the Life Sciences I
 - **MATH 1MM3** - Calculus for Business, Humanities and the Social Sciences
- (See *Program Note 2* regarding the Minor in Mathematics)

6 units

- Non-Commerce electives to total 30 units

Honours Commerce

Requirements for continuation in the Honours B.Com. Program are specified in the General Academic Regulations section of this Calendar.

Students who are currently registered in this program should refer to their advisement reports in Mosaic Student Centre or contact the Student Experience - Academic Office (DSB-112) to discuss their program requirements.

Requirements

Level II: 30 Units

1 course

- COMMERCE 2GR0 A/B - DeGroote Student Experience and Development II

24 units

- COMMERCE 2AB3 - Managerial Accounting I
- COMMERCE 2BC3 - Human Resource Management and Labour Relations
- COMMERCE 2DA3 - Decision Making with Analytics
- COMMERCE 2FA3 - Introduction to Finance
- COMMERCE 2FB3 - Managerial Finance
- COMMERCE 2KA3 - Information Systems in Business
- COMMERCE 2OC3 - Operations Management
- COMMERCE 2NG3 - Negotiations

6 units

- Electives from non-Commerce courses

Level III: 30 Units

1 course

- COMMERCE 3GR0 A/B - DeGroote Student Experience and Development III

3 units

- COMMERCE 3MC3 - Applied Marketing Management

12 units

- Electives from Commerce courses

6 units

- Electives from non-Commerce courses

9 units

- Open electives

Level IV: 30 Units

9 units

- COMMERCE 4GR3 - DeGroote Student Experience and Development IV
- COMMERCE 4PA3 - Business Policy: Strategic Management
- COMMERCE 4SA3 - International Business
-

6 units

- Electives from non-Commerce courses

15 units

- Open electives

Honours Commerce with Internship

Admission

Enrolment in this program is limited. Applications for admission into the Honours B.Com. with Internship will be accepted at the end of the Spring/Summer term and prior to the start of the Fall term (specific deadline dates will vary each year and will be communicated in the Undergraduate Faculty of Business Bulletin, OSCARplus and on DeGroote's website).

Only full-time Honours B.Com. students in good standing with a minimum cumulative Grade Point Average of 7.0 at the time of application, who have completed all Level II required courses (and who will have at least 18 units of course work left to complete following their internship) and have passed COMMERCE 2IN0 - Career Development Course, will be eligible to apply for the Honours B.Com. with Internship degree program. Selection into the program will be based on academic achievement, statement of interest, work and volunteer experience and interview.

Program Notes

1. To remain in the Honours B.Com. with Internship program, students must maintain a cumulative Grade Point Average of 7.0, and remain in good academic standing.
2. Only students completing an approved 16-month internship will enrol in COMMERCE 4IC0.
3. Students should refer to the table below to plan their enrolment for their work term.

Work Term	Spring/Summer	Fall	Winter	Spring/Summer
16-month	COMMERCE 4IA0	COMMERCE 4IB0	COMMERCE 4IC0	COMMERCE 4ID0
12-month beginning Spring term	COMMERCE 4IA0	COMMERCE 4IB0	COMMERCE 4ID0	-
12-month beginning Fall term	-	COMMERCE 4IA0	COMMERCE 4IB0	COMMERCE 4ID0

Requirements

Level I: 30 Units

30 units

Completed prior to admission in the program

Level II: 30 Units

30 units

Completed prior to admission in the program

Level III: 30 Units

1 course

- COMMERCE 3GR0 A/B - DeGroote Student Experience and Development III

3 units

- COMMERCE 3MC3 - Applied Marketing Management

12 units

- Electives from Commerce courses

6 units

- Electives from non-Commerce courses

9 units

- Open electives

Level IV: Work term

Commerce Internship Work Term (12-16 months)

Work term

3-4 courses

from

- COMMERCE 4IA0 - Internship 1
- COMMERCE 4IB0 - Internship 2
- COMMERCE 4IC0 - Internship 3 (see *Note 2* above.)
- COMMERCE 4ID0 - Internship Final Term (see *Note 3* above.)

Level V: 30 Units

9 units

- COMMERCE 4GR3 - DeGroote Student Experience and Development IV
- COMMERCE 4PA3 - Business Policy: Strategic Management
- COMMERCE 4SA3 - International Business

6 units

- Electives from non-Commerce courses

15 units

- Open electives

Commerce (B.Com.)

Requirements for continuation in the B.Com. Program are specified in the *General Academic Regulations* section of this Calendar.

Students who are currently registered in this program should refer to their advisement reports or contact the Student Experience - Academic Office (DSB-112) to discuss their program requirements.

Requirements

Level III: 30 Units

1 course

- COMMERCE 3GR0 A/B - DeGroote Student Experience and Development III

3 units

- COMMERCE 3MC3 - Applied Marketing Management

6 units

from

- Electives from Commerce Courses

12 units

- Electives from non-Commerce courses

9 units

- Open electives

Level IV: 30 units

9 units

- COMMERCE 4GR3 - DeGroote Student Experience and Development IV
- COMMERCE 4PA3 - Business Policy: Strategic Management
- COMMERCE 4SA3 - International Business

9 units

- Electives from non-Commerce courses

12 units

- Open electives

AB. Programs for Students who Enter Business I in September 2020 or Later

Program Notes

1. To be considered for entry into the Honours Commerce Program, a Business I student must have met all of the following:
 - achieved a GPA of at least 5.0 on a minimum of 24 units of course work for Business I and these must include all required courses of the Business I program;
 - successfully completed all Business I required courses (See Business I Requirements). An exception to this condition is that no more than a single failure of a Business I required course is allowed for students with a GPA of at least 5.0 on a minimum of 24 units of course work for Business I. These students must successfully complete the failed course at the earliest possible opportunity or they will not be able to continue in the program;
 - successfully completed ALL required units of Business I course work and successfully completed enough units of elective course work where the total of successful units of course work equals 24 units.

2. Students seeking a Minor in Mathematics and Statistics must take MATH 1A03 and should refer to the Faculty of Science section of this Calendar for the requirements for a Minor in Mathematics and Statistics. Students neither seeking this Minor nor planning on a transfer to the Faculty of Science, are advised to take MATH 1M03.
3. Transfer students may be admitted from other universities or from other Faculties within McMaster University. Academic requirements for admission of transfer students will be more demanding than those for Business I students.
4. Courses that are cross-listed with Commerce courses are considered Commerce electives for the purposes of fulfilling program requirements. This is the case regardless of the course-code the student has enrolled under.
5. Non-Commerce students may enrol in specific upper-year Commerce courses if they have been accepted into a Specialized Minor offered by the Faculty of Business or can demonstrate that they are pursuing an interdisciplinary minor for which the specific Commerce courses are included.

Business I

Level I: 30 Units

Students admitted to Business I must complete 30 units as follows:

1 course

- COMMERCE 1GR0 A/B - DeGroote Student Experience and Development I

15 units

- COMMERCE 1AA3 - Introductory Financial Accounting
- COMMERCE 1BA3 - Organizational Behaviour
- COMMERCE 1DA3 - Business Data Analytics
- COMMERCE 1E03 - Business Environment and Organization
- COMMERCE 1MA3 - Introduction to Marketing

6 units

- ECON 1BB3 - Introductory Macroeconomics
- ECON 1BX3 - Introductory Microeconomics for Business Students

3 units

from

- MATH 1A03 - Calculus For Science I
 - MATH 1LS3 - Calculus for the Life Sciences I
 - MATH 1M03 - Calculus for Business, Humanities and the Social Sciences
- (See *Program Note 2* regarding the Minor in Mathematics)

0-3 units

- MATH 1F03 - Introduction to Calculus and Analytic Geometry (for those students without Grade 12 Calculus and Vectors U or equivalent)

3-6 units

- Non-Commerce electives to total 30 units

Honours Commerce

Requirements for continuation in the Honours B.Com. Program are specified in the General Academic Regulations section of this Calendar.

Students who are currently registered in this program should refer to their advisement reports in Mosaic Student Centre or contact the Student Experience - Academic Office (DSB-112) to discuss their program requirements.

Requirements

Level II: 30 Units

1 course

- COMMERCE 2GR0 A/B - DeGroote Student Experience and Development II

21 units

- COMMERCE 2AB3 - Managerial Accounting I
- COMMERCE 2BC3 - Human Resource Management and Labour Relations
- COMMERCE 2DA3 - Decision Making with Analytics
- COMMERCE 2FA3 - Introduction to Finance
- COMMERCE 2FB3 - Managerial Finance
- COMMERCE 2KA3 - Information Systems in Business
- COMMERCE 2OC3 - Operations Management

6 units

- Electives from non-Commerce courses

3 units

- Open electives

Level III: 30 Units

1 course

- COMMERCE 3GR0 A/B - DeGroote Student Experience and Development III

6 units

- COMMERCE 3MC3 - Applied Marketing Management
- COMMERCE 3S03 - Management Skills Development

12 units

- Electives from Commerce courses

6 units

- Electives from non-Commerce courses

6 units

- Open electives

Level IV: 30 Units

9 units

- COMMERCE 4GR3 - DeGroote Student Experience and Development IV
- COMMERCE 4PA3 - Business Policy: Strategic Management
- COMMERCE 4SA3 - International Business

6 units

- Electives from non-Commerce courses

15 units

- Open electives

Honours Commerce with Internship

Admission

Enrolment in this program is limited. Applications for admission into the Honours B.Com. with Internship will be accepted at the end of the Spring/Summer term and prior to the start of the Fall term (specific deadline dates will vary each year and will be communicated in the Undergraduate Faculty of Business Bulletin, OSCARplus and on DeGroote's website).

Only full-time Honours B.Com. students in good standing with a minimum cumulative Grade Point Average of 7.0 at the time of application, who have completed **all** Level II **required courses** (and who will have at least 18 units of course work left to complete following their internship) and have passed COMMERCE 2IN0 – Career Development Course, will be eligible to apply for the Honours B.Com. with Internship degree program. Selection into the program will be based on academic achievement, statement of interest, work and volunteer experience and interview.

Program Notes

1. To remain in the Honours B.Com. with Internship program, students must maintain a cumulative Grade Point Average of 7.0, and remain in good academic standing.
2. Only students completing an approved 16-month internship will enrol in COMMERCE 4IC0.
3. Students should refer to the table below to plan their enrolment for their work term.

Work Term	Spring/Summer	Fall	Winter	Spring/Summer
16-month	COMMERCE 4IA0	COMMERCE 4IB0	COMMERCE 4IC0	COMMERCE 4ID0
12-month beginning Spring term	COMMERCE 4IA0	COMMERCE 4IB0	COMMERCE 4ID0	-
12-month beginning Fall term	-	COMMERCE 4IA0	COMMERCE 4IB0	COMMERCE 4ID0

Requirements

Level I: 30 Units

30 units

Completed prior to admission in the program

Level II: 30 Units

30 units

Completed prior to admission in the program

Level III: 30 Units

1 course

- COMMERCE 3GR0 A/B - DeGroote Student Experience and Development III

6 units

- COMMERCE 3MC3 - Applied Marketing Management
- COMMERCE 3S03 - Management Skills Development

12 units

- Electives from Commerce courses

6 units

- Electives from non-Commerce courses

6 units

- Open electives

Level IV: Work term

Commerce Internship Work Term (12-16 months)

Work term

3-4 courses

from

- COMMERCE 4IA0 - Internship 1
- COMMERCE 4IB0 - Internship 2
- COMMERCE 4IC0 - Internship 3 (see *Note 2* above.)
- COMMERCE 4ID0 - Internship Final Term (see *Note 3* above.)

Level V: 30 Units

9 units

- COMMERCE 4GR3 - DeGroote Student Experience and Development IV
- COMMERCE 4PA3 - Business Policy: Strategic Management
- COMMERCE 4SA3 - International Business

6 units

- Electives from non-Commerce courses

15 units

- Open electives

Commerce (B.Com.)

Requirements for continuation in the B.Com. Program are specified in the *General Academic Regulations* section of this Calendar.

Students who are currently registered in this program should refer to their advisement reports or contact the Student Experience - Academic Office (DSB-112) to discuss their program requirements.

Requirements

Level III: 30 Units

1 course

- COMMERCE 3GR0 A/B - DeGroote Student Experience and Development III

6 units

- COMMERCE 3MC3 - Applied Marketing Management
- COMMERCE 3S03 - Management Skills Development

6 units

from

- Electives from Commerce Courses

12 units

- Electives from non-Commerce courses

6 units

- Open electives

Level IV: 30 units

9 units

- COMMERCE 4GR3 - DeGroote Student Experience and Development IV
- COMMERCE 4PA3 - Business Policy: Strategic Management
- COMMERCE 4SA3 - International Business

9 units

- Electives from non-Commerce courses

12 units

- Open electives

BC. Programs for Students who Entered Business I in September 2016-2019

Program Notes

1. Students have only one opportunity to be reviewed for entry to a Commerce program. Other options may be pursued through the Student Experience - Academic Office (DSB-112).
2. To be considered for entry into the Honours Commerce Program, a Business I student must have met all of the following:
 - achieved a GPA of at least 5.0 on a minimum of 24 units of course work for Business I (on first attempts only) and these must include all required courses of the Business I program;
 - successfully completed, on first attempts only, all Business I required courses (See *Business I Requirements*). An exception to this condition is that no more than a single failure of a Business I required course is allowed for students with a GPA of at least 5.0 on a minimum of 24 units of course work for Business I. These students must successfully complete the failed course at the earliest possible opportunity or they will not be able to continue in the program;
 - successfully completed ALL required units of Business I course work and successfully completed enough units of elective course work where the total of successful units of course work equals 24 units.
3. Refer to Workload under the Academic Regulations section in the School of Business for information on full-time and part-time Business I course loads.
4. Students seeking a Minor in Mathematics and Statistics must take MATH 1A03 (or 1LS3) and should refer to the Faculty of Science section of this Calendar for the requirements for a Minor in Mathematics and Statistics. Students neither seeking this Minor nor planning on a transfer to the Faculty of Science, are advised to take MATH 1M03.
5. Transfer students may be admitted from other universities or from other Faculties within McMaster University. Academic requirements for admission of transfer students will be more demanding than those for Business I students.
6. Courses that are cross-listed with Commerce courses are considered Commerce electives for the purposes of fulfilling program requirements. This is the case regardless of the course-code the student has enrolled under.
7. Students who have been granted Faculty permission to take COMMERCE 4EL3 in Level III Commerce will have this course applied against the program requirements for Level IV Commerce as three of the six required units of Level III or IV Commerce courses. See the *DeGroote School of Business (Faculty of Business)* program requirements section of this calendar.

Business I

Level I: 30 units

Students admitted to Business I must complete 30 units as follows:

1 course

- COMMERCE 1DE0 - Business I Orientation

9 units

- COMMERCE 1AA3 - Introductory Financial Accounting
- COMMERCE 1BA3 - Organizational Behaviour
- COMMERCE 1E03 - Business Environment and Organization

6 units

- ECON 1B03 - Introductory Microeconomics
- ECON 1BB3 - Introductory Macroeconomics

3 units

from

- MATH 1A03 - Calculus For Science I

- MATH 1LS3 - Calculus for the Life Sciences I
- MATH 1M03 - Calculus for Business, Humanities and the Social Sciences
(See *Program Note 4* regarding the Math Minor)

0-3 units

- MATH 1F03 - Introduction to Calculus and Analytic Geometry (for those students without Grade 12 Calculus and Vectors U or equivalent)

0-3 units

- STATS 1L03 - Probability and Linear Algebra (for those students without Grade 12 Mathematics of Data Management U or equivalent)

9-12 units

- Electives to total 30 units. See also the *International/Cross-Cultural/Language Menu*

Honours Commerce

Requirements for continuation in the Honours B.Com. Program are specified in the *General Academic Regulations* section of this Calendar.

Students who are currently registered in this program should refer to their advisement reports in Mosaic Student Centre or contact the Student Experience - Academic Office (DSB-112) to discuss their program requirements.

Requirements

Level II: 30 units

24 units

- COMMERCE 2AB3 - Managerial Accounting I
- COMMERCE 2BC3 - Human Resource Management and Labour Relations
- COMMERCE 2FA3 - Introduction to Finance
- COMMERCE 2KA3 - Information Systems in Business
- COMMERCE 2MA3 - Introduction to Marketing
- COMMERCE 2OC3 - Operations Management
- COMMERCE 2QA3 - Applied Statistics for Business
- COMMERCE 3FA3 - Managerial Finance

6 units

- Electives from non-Commerce courses (See also the *International/Cross-Cultural/Language Menu*).

Level III: 30 units

9 units

- COMMERCE 3MC3 - Applied Marketing Management
- COMMERCE 3QA3 - Management Science for Business
- COMMERCE 3S03 - Management Skills Development

12 units

- Level III or IV Commerce courses

9 units

- Electives from non-Commerce courses (See also the *International/Cross-Cultural/Language Menu*.)

Level IV: 30 units

6 units

- COMMERCE 4PA3 - Business Policy: Strategic Management
- COMMERCE 4SA3 - International Business

15 units

from

- Level III or IV Commerce courses
- Electives from non-Commerce courses

9 units

- Electives from non-Commerce courses (See also the *International/Cross-Cultural/Language Menu*).

Honours Commerce with Internship Admission

Enrolment in this program is limited. Applications for admission into the Honours B.Com. with Internship will be accepted at the end of the Spring/Summer term and prior to the start of the Fall term (specific deadline dates will vary each year and will be communicated in the Undergraduate Faculty of Business Bulletin, OSCARplus and on DeGroote's website).

Only full-time Honours B.Com. students in good standing with a minimum cumulative Grade Point Average of 7.0 at the time of application, who have completed all Level II required courses (and who will have at least 18 units of course work left to complete following their internship) and have passed COMMERCE 2IN0 - Career Development Course, will be eligible to apply for the Honours B.Com. with Internship degree program. Selection into the program will be based on academic achievement, statement of interest, work and volunteer experience and interview.

Program Notes

4. To remain in the Honours B.Com. with Internship program, students must maintain a cumulative Grade Point Average of 7.0, and remain in good academic standing.
5. Only students completing an approved 16-month internship will enrol in COMMERCE 4IC0.
6. Students should refer to the table below to plan their enrolment for their work term.

Work Term	Spring/Summer	Fall	Winter	Spring/Summer
16-month	COMMERCE 4IA0	COMMERCE 4IB0	COMMERCE 4IC0	COMMERCE 4ID0
12-month beginning Spring term	COMMERCE 4IA0	COMMERCE 4IB0	COMMERCE 4ID0	-
12-month beginning Fall term	-	COMMERCE 4IA0	COMMERCE 4IB0	COMMERCE 4ID0

Requirements

Level I: 30 Units

30 units

Completed prior to admission in the program

Level II: 30 Units

30 units

Completed prior to admission in the program

Level III: 30 Units

9 units

- COMMERCE 3MC3 - Applied Marketing Management
- COMMERCE 3QA3 - Management Science for Business
- COMMERCE 3S03 - Management Skills Development
-

12 units

- Electives from Commerce courses

9 units

- Electives from non-Commerce courses (See also the *International/Cross-Cultural/Language Menu.*)

Level IV: Work term

Commerce Internship Work Term (12-16 months)

Work term

3-4 courses

from

- COMMERCE 4IA0 - Internship 1
- COMMERCE 4IB0 - Internship 2
- COMMERCE 4IC0 - Internship 3 (see *Note 2* above.)
- COMMERCE 4ID0 - Internship Final Term (see *Note 3* above.)

Level V: 30 Units

6 units

- COMMERCE 4PA3 - Business Policy: Strategic Management
- COMMERCE 4SA3 - International Business

6 units

- Electives from non-Commerce courses (See also the *International/Cross-Cultural/Language Menu.*)

15 units

- Open electives

Commerce (B.Com.)

Requirements for continuation in the B.Com. Program are specified in the *General Academic Regulations* section of this Calendar.

Students who are currently registered in this program should refer to their advisement reports in Mosaic Student Centre or contact the Student Experience - Academic Office (DSB-112) to discuss their program requirements.

Requirements

Level III: 30 units

9 units

- COMMERCE 3MC3 - Applied Marketing Management
- COMMERCE 3QA3 - Management Science for Business
- COMMERCE 3S03 - Management Skills Development

3 units

from

- Level III or IV Commerce courses

18 units

- Electives from non-Commerce courses (See also the *International/Cross-Cultural/Language Menu*).

Level IV: 30 units

6 units

- COMMERCE 4PA3 - Business Policy: Strategic Management
- COMMERCE 4SA3 - International Business

9 units

from

- Level III or IV Commerce courses
- Electives from non-Commerce courses

15 units

- Electives from non-Commerce courses (See also the *International/Cross-Cultural/Language Menu*).

CD. Programs for Students who Entered the Integrated Business & Humanities Program (IBH Program) in 2019 or Later

Integrated Business and Humanities

Program Notes

1. Students cannot take elective work until Level III of the program.
2. Students have only one opportunity to be reviewed for entry to Level II. Other options may be pursued through the Student Experience - Academic Office (DSB-112.)
3. To be considered for entry into Level II of the IBH Program, students must have met all of the following:
 - achieved a cumulative GPA of at least 5.0 on a minimum of 24 units of the required course work for Level I (on first attempts only.)
 - cannot have failed more than one required course. These students must successfully complete the failed course at the earliest possible opportunity or they will not be able to continue in the program.
4. Students are responsible for ensuring that their course selection is meeting the requirements of their degree.

Requirements

Level I: 30 Units

24 units

- IBH 1AA3 - Financial Accounting
- IBH 1AB3 - Perspectives on Canadian Business
- IBH 1AC3 - Introduction to Language and Society
- IBH 1AD3 - IBH in the Community
- IBH 1BA3 - Leadership Coaching 1
- IBH 1BB3 - Insight and Inquiry: Questions to Change the World
- IBH 1BC3 - Fundamentals of Ethics
- IBH 1BD3 - Introduction to Peace Studies for IBH

6 units

- ECON 1BB3 - Introductory Macroeconomics
- ECON 1BX3 - Introductory Microeconomics for Business Students

Level II: 30 Units

30 units

- IBH 2AA3 - Introduction to Marketing
- IBH 2AB3 - Information Systems in Management
- IBH 2AC3 - Talent Management
- IBH 2AD3 - Statistical Data Analysis
- IBH 2AE3 - Critical Thinking
- IBH 2AF3 - Global Business Experience
- IBH 2BA3 - Managerial Accounting
- IBH 2BB3 - Introduction to Finance
- IBH 2BD3 - Moral Issues
- IBH 2BF3 - History of Capitalism

Level III: 30 Units

27 units

- IBH 3AA3 - Relationship Management
- IBH 3AB3 - Applied Marketing Management
- IBH 3AC3 - Corporate Finance
- IBH 3AD3 - Cross-Cultural Communication
- IBH 3BA3 - Understanding Entrepreneurship and Social Entrepreneurship From a Historical and Theoretical Lens
- IBH 3BB3 - Organizational Strategy
- IBH 3BC3 - Poverty, Privilege and Protest in Canadian History
- IBH 3BD3 - Interpersonal Communication
- IBH 3BE3 - Operations Management

3 units

- Open electives

Level IV: 30 Units

12 units

- IBH 4AA3 - Leadership: Fostering Effective Communication Through Visual Literacy
- IBH 4BA3 - Leadership Effectiveness: Building Personal and Organizational Success
- IBH 4AB6 A/B - Social Entrepreneurship Capstone

18 units

- Open electives

Integrated Business and Humanities with Internship Program

Admission

Enrolment in this program is limited. Applications for admission into the Integrated Business and Humanities with Internship will be accepted at the end of the Spring/Summer term and prior to the start of the Fall term (specific deadline dates will vary each year and will be communicated in the Undergraduate Faculty of Business Bulletin, OSCARplus and on DeGroote's website).

Only full-time IBH students in good standing with a minimum cumulative Grade Point Average of 7.0 at the time of application, who have completed **all** Level II **required courses** (and who will have at least 18 units of course work left to complete following their internship) and have passed COMMERCE 2IN0 - Career Development Course, will be eligible to apply for the Integrated Business and Humanities with Internship degree program. Selection into the program will be based on academic achievement, statement of interest, work and volunteer experience and interview.

Program Notes

1. To remain in the Integrated Business and Humanities with Internship program, students must maintain a cumulative GPA of 7.0, and remain in good academic standing.
2. Only students completing an approved 16-month internship will enrol in COMMERCE 4IC0.
3. Students should refer to the table below to plan their enrolment for their work term.

Work Term	Spring/Summer	Fall	Winter	Spring/Summer
16-month	COMMERCE 4IA0	COMMERCE 4IB0	COMMERCE 4IC0	COMMERCE 4ID0
12-month beginning Spring term	COMMERCE 4IA0	COMMERCE 4IB0	COMMERCE 4ID0	-
12-month beginning Fall term	-	COMMERCE 4IA0	COMMERCE 4IB0	COMMERCE 4ID0

Requirements

Level I: 30 Units

30 units

Completed prior to admission in the program

Level II: 30 Units

30 units

Completed prior to admission in the program

Level III: 30 Units

27 units

- IBH 3AA3 - Relationship Management
- IBH 3AB3 - Applied Marketing Management
- IBH 3AC3 - Corporate Finance
- IBH 3AD3 - Cross-Cultural Communication
- IBH 3BA3 - Understanding Entrepreneurship and Social Entrepreneurship From a Historical and Theoretical Lens
- IBH 3BB3 - Organizational Strategy
- IBH 3BC3 - Poverty, Privilege and Protest in Canadian History
- IBH 3BD3 - Interpersonal Communication
- IBH 3BE3 - Operations Management

3 units

- Open electives

Level IV: Work term

Commerce Internship Work Term (12-16 months)

Work term

3-4 courses

from

- COMMERCE 4IA0 - Internship 1
- COMMERCE 4IB0 - Internship 2
- COMMERCE 4IC0 - Internship 3 (See *Note 2* above.)
- COMMERCE 4ID0 - Internship Final Term (See *Note 3* above.)

Level V: 30 Units

12 units

- IBH 4AA3 - Leadership: Fostering Effective Communication Through Visual Literacy
- IBH 4BA3 - Leadership Effectiveness: Building Personal and Organizational Success
- IBH 4AB6 A/B - Social Entrepreneurship Capstone

18 units

- Open electives

DE. Programs for Students who Entered the Integrated Business & Humanities Program (IBH Program) Prior to 2019

Integrated Business and Humanities

Program Notes

1. Students cannot take elective work until Level III of the program.
2. Students have only one opportunity to be reviewed for entry to Level II. Other options may be pursued through the Student Experience - Academic Office (DSB-112.)
3. To be considered for entry into Level II of the IBH Program, students must have met all of the following:
 - achieved a cumulative Grade Point Average of at least 5.0 on a minimum of 24 units of the required course work for Level I (on first attempts only.)
 - cannot have failed more than one required course. These students must successfully complete the failed course at the earliest possible opportunity or they will not be able to continue in the program.
4. Students are responsible for ensuring that their course selection is meeting the requirements of their degree.

Requirements

Level I: 30 units

Students admitted to the Integrated Business & Humanities Program must complete 30 units as follows:

24 units

- IBH 1AA3 - Financial Accounting
- IBH 1AB3 - Perspectives on Canadian Business
- IBH 1AC3 - Introduction to Language and Society
- IBH 1AD3 - IBH in the Community
- IBH 1BA3 - Leadership Coaching 1
- IBH 1BB3 - Insight and Inquiry: Questions to Change the World
- IBH 1BC3 - Fundamentals of Ethics
- IBH 1BD3 - Introduction to Peace Studies for IBH

6 units

- ECON 1B03 - Introductory Microeconomics
- ECON 1BB3 - Introductory Macroeconomics

Level II: 30 units

30 units

- IBH 2AA3 - Introduction to Marketing
- IBH 2AB3 - Information Systems in Management
- IBH 2AC3 - Talent Management
- IBH 2AD3 - Statistical Data Analysis
- IBH 2AE3 - Critical Thinking
- IBH 2BA3 - Managerial Accounting
- IBH 2BB3 - Introduction to Finance
- IBH 2BC3 - Operations Management
- IBH 2BD3 - Moral Issues
- IBH 2BE3 - Canadian Business History: the Canadian Experience in International Perspective

Level III: 30 Units

24 units

- IBH 3AA3 - Relationship Management
- IBH 3AB3 - Applied Marketing Management
- IBH 3AC3 - Corporate Finance
- IBH 3AD3 - Cross-Cultural Communication
- IBH 3BA3 - Understanding Entrepreneurship and Social Entrepreneurship From a Historical and Theoretical Lens
- IBH 3BB3 - Organizational Strategy
- IBH 3BC3 - Poverty, Privilege and Protest in Canadian History
- IBH 3BD3 - Interpersonal Communication

6 units

- Open electives

Level IV: 30 units

12 units

- IBH 4AA3 - Leadership: Fostering Effective Communication Through Visual Literacy
- IBH 4BA3 - Leadership Effectiveness: Building Personal and Organizational Success
- IBH 4AB6 A/B - Social Entrepreneurship Capstone

18 units

- Open electives

Integrated Business and Humanities with Internship Program

Admission

Enrolment in this program is limited. Applications for admission into the Integrated Business and Humanities with Internship will be accepted at the end of the Spring/Summer term and prior to the start of the Fall term (specific deadline dates will vary each year and will be communicated in the Undergraduate Faculty of Business Bulletin, OSCARplus and on DeGroote's website).

Only full-time IBH students in good standing with a minimum cumulative Grade Point Average of 7.0 at the time of application, who have completed all Level II required courses (and who will have at least 18 units of course work left to complete following their internship) and have passed COMMERCE 2IN0 - Career Development Course, will be eligible to apply for the Integrated Business and Humanities with Internship degree program. Selection into the program will be based on academic achievement, statement of interest, work and volunteer experience and interview.

Program Notes

4. To remain in the Integrated Business and Humanities with Internship program, students must maintain a cumulative GPA of 7.0, and remain in good academic standing.
5. Only students completing an approved 16-month internship will enrol in COMMERCE 4IC0.
6. Students should refer to the table below to plan their enrolment for their work term.

Work Term	Spring/Summer	Fall	Winter	Spring/Summer
16-month	COMMERCE 4IA0	COMMERCE 4IB0	COMMERCE 4IC0	COMMERCE 4ID0
12-month beginning Spring term	COMMERCE 4IA0	COMMERCE 4IB0	COMMERCE 4ID0	-
12-month beginning Fall term	-	COMMERCE 4IA0	COMMERCE 4IB0	COMMERCE 4ID0

Requirements

Level I: 30 Units

30 units

Completed prior to admission in the program

Level II: 30 Units

30 units

Completed prior to admission in the program

Level III: 30 Units

24 units

- IBH 3AA3 - Relationship Management
- IBH 3AB3 - Applied Marketing Management
- IBH 3AC3 - Corporate Finance
- IBH 3AD3 - Cross-Cultural Communication
- IBH 3BA3 - Understanding Entrepreneurship and Social Entrepreneurship From a Historical and Theoretical Lens
- IBH 3BB3 - Organizational Strategy
- IBH 3BC3 - Poverty, Privilege and Protest in Canadian History
- IBH 3BD3 - Interpersonal Communication

6 units

- Open electives
-

Level IV: Work term

Commerce Internship Work Term (12-16 months)

Work term

3-4 courses

from

- COMMERCE 4IA0 - Internship 1
- COMMERCE 4IB0 - Internship 2
- COMMERCE 4IC0 - Internship 3 (See *Note 2* above.)
- COMMERCE 4ID0 - Internship Final Term (See *Note 3* above.)

Level V: 30 Units

12 units

- IBH 4AA3 - Leadership: Fostering Effective Communication Through Visual Literacy
- IBH 4BA3 - Leadership Effectiveness: Building Personal and Organizational Success
- IBH 4AB6 A/B - Social Entrepreneurship Capstone

18 units

- Open electives

INTERNATIONAL CROSS-CULTURAL LIST

International/Cross-Cultural/Language Menu for Students in the Honours Bachelor of Commerce and Bachelor of Commerce Programs

The School of Business emphasizes the importance of breadth of knowledge. Students who entered Business I prior to September, 2020 are required to take courses in a variety of business disciplines, thus giving them a sound understanding of business functions and their relationships. They also obtain exposure to international and cross-cultural issues. This will provide them with the knowledge needed for the world of global organizations. Prior to graduation, students who entered prior to September 2020 are required to successfully complete **two courses** from an International/Cross-Cultural/Language menu. **Note:** Students who participate in an official McMaster University exchange are required to successfully complete one course from an International/Cross-Cultural/Language menu prior to graduation. Students must satisfy the normal prerequisites for the courses listed on the menu. Students follow the menu requirements of the Calendar in force when they enter Business I, however, when a later Calendar expands the menu options, students may choose from those additional courses as well.

The menu for 2021-2022 ~~2020-21~~ is as follows:

- All Anthropology courses
- All courses in the Faculty of Humanities open to Commerce students, with the exception of all Multimedia courses, PHILOS 2N03 and English courses other than those listed below.
- All Indigenous Studies courses
- All Political Science courses, except POLSCI 4O06 A/B
- All Religious Studies and Society, Culture, and Religion courses
- All SCAR (Society, Culture & Religion) courses
- CSCT 1CS3
- ECON 3H03 - International Monetary Economics
- ECON 3HH3 - International Trade
- ECON 3T03 - Economic Development
- ENGLISH 1CS3 - Studying Culture: A Critical Introduction
- ENGLISH 2C03 - Contemporary Canadian Fiction
- ENGLISH 3D03 - Science Fiction
- ENGLISH 3EE3 - African American Literature
- ENGLISH 3Y03 - Children's Literature
- ENVSOCTY 1HA3 - Society, Culture and Environment (or GEOG 1HA3)
- ENVSOCTY 1HB3 - Population, Cities and Development (or GEOG 1HB3)
- ENVSOCTY 3RW3 - Regional Geography of a Selected World Region (or GEOG 3RW3)
- ENVSOCTY 3UR3 - Urban Social Geography (or GEOG 3UR3)
- SOCIOL 3Z03 - Ethnic Relations
- All courses included under the Peace Studies Minor (See *Minor in Peace Studies* in the Faculty of Humanities section of this Calendar)

Rationale: Updated to reflect new course code offering of SCAR courses (Society, Culture and Religion). This aligns with other references and course codes throughout the University.

Honours Commerce with Internship

Admission

Enrolment in this program is limited. Applications for admission into the Honours B.Com. with Internship will be accepted at the end of the Spring/Summer term and prior to the start of the Fall term (specific deadline dates will vary each year and will be communicated in the Undergraduate Faculty of Business Bulletin, OSCARplus and on DeGroote's website).

Only full-time Honours B.Com. students in good standing with a minimum cumulative Grade Point Average of 7.0 at the time of application, who have completed all Level II required courses (and who will have at least 18 units of course work left to complete following their internship) and have passed COMMERCE 2IN0 - Career Development Course, will be

eligible to apply for the Honours B.Com. with Internship degree program. Selection into the program will be based on academic achievement, statement of interest, work and volunteer experience and interview.

Program Notes

1. To remain in the Honours B.Com. with Internship program, students must maintain a cumulative Grade Point Average of 7.0, and remain in good academic standing.
2. Only students completing an approved 16-month internship will enrol in COMMERCE 4IC0.
3. Students should refer to the table below to plan their enrolment for their work term.

Work Term	Spring/Summer	Fall	Winter	Spring/Summer
16-month	COMMERCE 4IA0	COMMERCE 4IB0	COMMERCE 4IC0	COMMERCE 4ID0
12-month beginning Spring term	COMMERCE 4IA0	COMMERCE 4IB0	COMMERCE 4ID0	-
12-month beginning Fall term	-	COMMERCE 4IA0	COMMERCE 4IB0	COMMERCE 4ID0

Requirements

Level I: 30 Units

30 units

Completed prior to admission in the program

Level II: 30 Units

30 units

Completed prior to admission in the program

Level III: 30 Units

1 course

- COMMERCE 3GR0 A/B - DeGroote Student Experience and Development III

6 units

- COMMERCE 3MC3 - Applied Marketing Management
- COMMERCE 3S03 - Management Skills Development

12 units

- Electives from Commerce courses

6 units

- Electives from non-Commerce courses

6 units

- Open electives

Level IV: Work term

Commerce Internship Work Term (12-16 months)

Work term

3-4 courses

from

- COMMERCE 4IA0 - Internship 1
- COMMERCE 4IB0 - Internship 2
- COMMERCE 4IC0 - Internship 3 (see *Note 2* above.)
- COMMERCE 4ID0 - Internship Final Term (see *Note 3* above.)

Level V: 30 Units

9 units

- COMMERCE 4GR3 - DeGroote Student Experience and Development IV
- COMMERCE 4PA3 - Business Policy: Strategic Management
- COMMERCE 4SA3 - International Business

6 units

- Electives from non-Commerce courses

15 units

- Open electives

Admission

Enrolment in this program is limited. Applications for admission into the Integrated Business and Humanities with Internship will be accepted at the end of the Spring/Summer term and prior to the start of the Fall term (specific deadline dates will vary each year and will be communicated in the Undergraduate Faculty of Business Bulletin, OSCARplus and on DeGroote's website).

Only full-time IBH students in good standing with a minimum [cumulative Grade Point Average](#) of 7.0 at the time of application, who have completed **all** Level II required courses (and who will have at least 18 units of course work left to complete following their internship) and have passed [COMMERCE 2IN0 - Career Development Course](#), will be eligible to apply for the Integrated Business and Humanities with Internship degree program. Selection into the program will be based on academic achievement, statement of interest, work and volunteer experience and interview.

REVISIONS TO EXISTING MINORS

Minor in Finance

The School of Business will admit a maximum of 30 students to the Minor in Finance each year. Admission decisions are made on behalf of the Undergraduate Recruitment, Admissions, and Student Affairs Committee of the DeGroote School of Business.

Notes

1. The Minor is not open to students registered in any Commerce or Engineering and Management program.
2. ~~For admission, students must complete an application for admission to the Minor by using the Service Request function in the Student Centre in Mosaic before April 30th.~~
3. To apply for admission into the minor, students must email their interest to the Business Faculty Office at buscom@mcmaster.ca before April 30th each year. Students seeking the Minor must have completed ECON 1B03 and 1BB3 with an average of at least 7.0.
4. Students seeking to obtain the Minor must complete both ECON 2B03 and 2H03 before undertaking any Level III or Level IV Finance courses.
5. For the purposes of this Minor, all courses listed as anti-requisite for COMMERCE 2QA3 in the Course Listings section of the Undergraduate Calendar will be accepted as a substitute for ECON 2B03.
6. For those taking COMMERCE 2FA3 ~~and/or 3FA3~~, it is strongly recommended that MATH **1MM3** (or 1M03) be completed.
7. **COMMERCE 4FW3 and COMMERCE 4FP3 do not count towards the Minor.**

Requirements

30 units total

6 units

- ECON 1B03 (or 1BX3) – Introductory Microeconomics
- ECON 1BB3 - Introductory Macroeconomics

6 units

- ECON 2B03 - Analysis of Economic Data
- ECON 2H03 - Intermediate Macroeconomics I
(See *Notes 4* and *5* above)

9 units

from

- COMMERCE 1AA3 - Introductory Financial Accounting
- COMMERCE 2FA3 - Introduction to Finance (or ECON 2I03)

- COMMERCE 2FB3 - Managerial Finance (or 3FA3)
- 9 units
- Levels III, IV Finance courses (See Note 7)

Rationale: Commerce 4FW3 and 4FP3 are added as excluded courses for this Minor, aligning with wording that is currently part of these course descriptions. Updated reference to MATH 1M03 to reflect new MATH 1MM3 course. The admission notes were an addition from the previously approved December 2020 curriculum submission.

Minor in Information Systems

The School of Business will admit a maximum of 30 students to the Minor in Information Systems each year. Admission decisions are made on behalf of the Undergraduate Recruitment, Admissions, and Student Affairs Committee of the DeGroote School of Business.

Notes

1. The Minor is not open to students registered in Commerce or Engineering and Management.
2. ~~For admission, students must complete an application for admission to the Minor by using the Service Request function in the Student Centre in Mosaic before April 30th.~~
To apply for admission into the minor, students must email their interest to the Business Faculty Office at buscom@mcmaster.ca before April 30th each year.
3. Students seeking the Minor must have completed, with a minimum grade of B-, one of COMPSCI 1BA3, 1MA3, 1JC3, 1TA3, ECON 1B03, 1BX3 or ECON 1BB3.

Requirements

24 - 25 units total

3-4 units

from

- COMPSCI 1JC3 - Introduction to Computational Thinking
- ~~COMPSCI 1MA3~~
- COMPSCI 1TA3 - Elementary Computing and Computer Use

- ENGINEER 1D04 - Engineering Computation

3 units

from

- ECON 1BB3 - Introductory Macroeconomics
- ~~ECON 1BX3 - Introductory Macroeconomics for Business Students~~
- ECON 1B03 (or 1BX3) – Introductory Macroeconomics

3 units

- COMMERCE 2KA3 - Information Systems in Business

6 units

from

- COMMERCE 3KA3 - System Analysis and Design
- COMMERCE 3KD3 - Database Design Management and Applications
- COMMERCE 3KE3 - Management of Enterprise Data Analytics

9 units

from

- COMMERCE 4KF3 - Project Management
- COMMERCE 4KH3 - Strategies for Electronic and Mobile Business
- COMMERCE 4KI3 - Business Process Management
- COMMERCE 4KX3 - Special Topics in Information Systems

Rationale: Updating Information Systems Minor to remove old courses. Admission additions are carried forward from the previously approved December 2020 curriculum submission for consistency.

Specialized Minor in Commerce for Students Completing a Single Honours B.A. in Humanities

The Specialized Minor in Commerce for Humanities students is administered by the DeGroote School of Business. A maximum of 30 students will be admitted each year to this Specialized Minor.

Notes

1. For admission, Humanities students (Level 1) must complete an application for admission to the Minor by using the Service Request function in the Student Centre in Mosaic during the Program/Plan Selection process in April.
2. Students must also be admitted to a Single Honours B.A. in one of the following programs: Art History, Classics, Cognitive Science of Language, Communication Studies, English and Cultural Studies, French, History, Justice, Political Philosophy and Law, Linguistics, Multimedia, Media Arts, Philosophy, or Theatre & Film Studies.
3. Students seeking the Specialized Minor in Commerce for Humanities must have completed ECON 1B03, and one of MATH 1MM3 (or 1M03) or ECON 1BB3.
4. Students must have a Grade Point Average of at least 6.0 to be considered for entry into the Minor.
5. Students planning to apply to the accelerated MBA program at McMaster are strongly encouraged to consult with MBA Admissions at the Ron Joyce Centre regarding admission requirements. In addition to meeting all other admission criteria students must complete, with a minimum grade of B-, the following courses:
 - all three of ECON 1B03, 1BB3, and MATH 1MM3 (or 1M03);
 - all level 1 and 2 Commerce courses listed below with the exception of COMMERCE 2DA3;
 - COMMERCE 3MC3

Requirements

33 units total

6 units

- COMMERCE 1AA3 - Introductory Financial Accounting
- COMMERCE 1BA3 - Organizational Behaviour
- COMMERCE 1DA3 - Business Data Analytics
- COMMERCE 1MA3 - Introduction to Marketing

18 units

from

- COMMERCE 2AB3 - Managerial Accounting I
- COMMERCE 2BC3 - Human Resource Management and Labour Relations
- COMMERCE 2DA3 - Decision Making with Analytics
- COMMERCE 2FA3 - Introduction to Finance
- COMMERCE 2FB3 - Managerial Finance
- COMMERCE 2KA3 - Information Systems in Business
- COMMERCE 2OC3 - Operations Management
- COMMERCE 3MC3 - Applied Marketing Management
- COMMERCE 3S03 - Management Skills Development

3 units

from

- HUMAN 3LM3 - Foundations of Leadership
- or
- HUMAN 3CM3 - Leadership: Cross-Cultural Mentoring Lab

6 units

- Level III or IV Commerce courses

Rationale: Updating to reflect new MATH 1MM3 course. The inclusion of 'Media Arts' aligns with the program name change from the Department of Communication Studies and Multimedia and Faculty of Business from the December 2020 curriculum submission.

NEW COURSES

COMMERCE 2NG3 - Negotiations

3 unit(s)

The purpose of this course is to provide students with foundational knowledge on the theories and practice of negotiation and its sub-processes; they will also learn important skills on the use of strategies and tactics, conflict resolution, and the tenets of ethical bargaining. Embracing experiential learning, students will take part in case studies and exercises to deepen their knowledge of the skills required in negotiations.

Lectures (two hours); tutorial (one hour)

Prerequisite(s): COMMERCE 1BA3; and registration in any Bachelor of Commerce Program

Antirequisite(s): COMMERCE 3S03, IBH 3AA3

***Rationale:** 3S03 sought to provide students with more general management skills, however, these skills are currently being developed in cognate courses (i.e., 1BA3, 1GR0, 2GR0, 3GR0) and other workshops available to the students. The new 2S03 course will build on the communication, conflict management, and team dynamic skills covered in these courses, in the context of deepening students' skills in negotiation. These are skills that are highly valuable in the market but are thinly treated in DeGroote's undergraduate curriculum. This course will deepen students' understanding of the theories of negotiation, as well as foster the development of practical negotiation skills that can be applied in a variety of professional settings. They will familiarize themselves with the literature on negotiations, as well as learn about how negotiations take place in practice through hands-on exercises (e.g., negotiating job offers, applying conflict resolution practices).*

Given that we are suggesting that this course move to students' second year, and that the curriculum involve interpersonal and team dynamics (through many exercises and groupwork), another benefit of this course would be that it develops a richer atmosphere encouraging relationship-building and collegiality across students.

There is also a critical thinking component to this course. While providing students with an opportunity to learn state-of-the-art negotiation skills, a key strategy in the course design will involve exploring how to ensure that one's negotiation practices meet high standards for ethics and for preserving interpersonal relationships. In doing so, students will need to debunk "commonly held wisdom" surrounding negotiations. In doing so, they will be pushed to deeply reflect on their negotiation styles and on whether their instincts align with the literature on what constitutes ethical bargaining practices. This critical thinking component will not only help students to engage in more analytic thinking when engaging in professional negotiations, but will help students to become better citizens in the workplace.

REVISIONS TO EXISTING COURSES

COMMERCE 1DA3 - Business Data Analytics

3 unit(s)

The main emphasis will be on the applications of statistical data analysis in business. Students learn different aspects of working with and making sense of data and learn how to use data to provide insight into different business problems. Some examples include the application of visualization, probabilities, confidence intervals, hypothesis testing, simple and multiple regressions, etc. Application of data analysis techniques in business problems will be introduced and practiced using software (through a course project).

Lectures (three hours), tutorials (one hour)

Antirequisite(s): COMMERCE 2QA3, IBH 2AD3, ARTSSCI 2R03, ECON 2B03, HTHSCI 1F03, NURSING 2R03, SOCSOI 2J03, STATS 2B03, 2MB3, 3J04, 3N03, 3Y03

Rationale: Anti-requisites have been updated to reflect courses that have overlapping statistic content.

COMMERCE 2DA3 – Decision Making with Analytics

The course will study five widely used quantitative management science tools (problem modelling, linear programming, decision analysis, simulation, and waiting lines) used in business data analytics when conditions are reasonably certain or somewhat uncertain. All five tools are implemented in Excel. The course is taught through lectures, computer work with Excel, lecture notes and textbook readings, practice problems, and online podcasts.

Lectures (three hours), tutorials (one hour)

Prerequisite(s): COMMERCE 1DA3 (or 2QA3), IBH 2AD3, ARTSSCI 2R03, ECON 2B03, HTHSCI 1F03, NURSING 2R03, SOCSCI 2J03, STATS 2B03, 2MB3, 3J04, 3N03, 3Y03 or one of STATS 2MB3, 3J04, 3N03 or 3Y03; and registration in any four or five level program or applicable minor (see *Faculty Note 2.*)

Rationale: *Anti-requisites have been updated to reflect courses that have overlapping statistic content.*

COMMERCE 2FA3 - Introduction to Finance

3 unit(s)

This course introduces the main instruments and institutions in the Canadian financial system. The basic concepts and models of modern financial theory are introduced through lectures and 'hands-on' problem solving. Topics include: the time value of money, capital budgeting, the trade-off between risk and return and security valuation.

Lectures (two hours), tutorial (one hour)

Prerequisite(s): COMMERCE 1AA3 and ECON 1B03 (or ECON 1BX3); one of MATH 1A03, 1LS3, IMM3, 1M03, 1N03, 1X03, 1ZA3 or 1Z04; and registration in any four or five level program or applicable minor (see *Faculty Note 2.*)

Antirequisite(s): IBH 2BB3; Not open to students with credit or registration in ECON 2I03

Rationale: *Update the prerequisites to recognize ECON 1BX3 as satisfying the Econ 1B03 prerequisite ("Econ 1B03 or Econ 1BX3"). The Economics department will be deleting 1BX3 and revert back to 1B03. Updated to reflect addition of new MATH IMM3 course.*

Commerce 2GR0 A/B – DeGroote Student Experience and Development II

0 unit(s)

This course builds on 1GR0 and continues to provide experiential activities for students to develop (or enhance) and apply foundational knowledge of highly sought skills in the workplace such as critical thinking, collaboration, communication and self-management. Further, this course offers career development tools and learning experiences that facilitate students' success in the Business Program and their careers. Students will gain strategies for academic success, and knowledge of the various services and opportunities available to them within the university.

Course will consist of in-person and online learning experiences such as presentations, videos, resources, self-assessment, workshops, competitions, conferences, etc.

Prerequisite(s): Registration in Level II or above in the Honours Bachelor of Commerce Program

Rationale: *Providing description for the second in a required series of orientation and development courses*

COMMERCE 3FI3 - Market Trading with Options and Futures

3 unit(s)

This experiential course develops practical skills in trading financial securities - money market instruments, bonds, equities, indices, ETFs, currencies, commodities, and their corresponding derivatives options focusing on trading strategies that minimize market exposure through risk management measurement. The course uses industry tools such as Thomson Reuters Refinitiv and Bloomberg Professional.

Lectures (three hours)

Prerequisite(s): COMMERCE 2FB3 (or 3FA3) or IBH 3AC3; and registration in any Bachelor of Commerce or Engineering and Management program or relevant minor (see *Faculty Note 2.*)

Rationale: *In course description, wording is reflected to replace 'options' with 'derivatives' and replace 'measurement' with 'management'.*

COMMERCE 3AC3 - Intermediate Financial Accounting II

3 unit(s)

A second course in intermediate financial accounting dealing with reporting issues that relate to liabilities and owners' equity. In particular, the concepts of recognition, measurement and disclosure of such items as bonds, taxes, leases and pensions as well as the phenomenon of off-balance sheet financing are examined.

Lectures (three hours), tutorial (one hour)

Prerequisite(s): COMMERCE 1AA3 or IBH 1AA3 ~~COMMERCE 3AB3~~; and registration in any Bachelor of Commerce or Engineering and Management program or relevant minor (see *Faculty Note 2.*)

Rationale: *Removing reference to Commerce 3AB3, as Commerce 3AB3 and 3AC3 can be completed in either order or concurrently.*

COMMERCE 3QA3 - Management Science for Business

3 unit(s)

This course is a study of analytical approaches that assist managerial decision-making; it provides coverage of decision theory and an introduction to optimization methods, computer simulation and the general approach of management science.

Lectures (three hours), ~~tutorial (one hour)~~

Prerequisite(s): COMMERCE 2QA3 or IBH 2AD3; and registration in any Bachelor of Commerce program; or one of ELECENG 3TQ3, 3TQ4, STATS 2MB3, 3J04, 3N03, 3Y03, ENGPYHS 3W04 (or 3W04 A/B) and registration in any Engineering and Management program

Rationale: *Remove tutorial, not required for this class.*

COMMERCE 4BG3 - Public Sector Collective Bargaining

3 unit(s)

This course examines unionization and collective bargaining for employees in the public sector. Topics include: bargaining issues, bargaining outcomes and impasse resolution.

Prerequisite(s): COMMERCE 2BC3 or IBH 2AC3; and registration in any Bachelor of Commerce or Engineering and Management program or relevant minor (see *Faculty Note 2.*). COMMERCE 4BC3 is also recommended.

~~**Cross-list(s):** LABRST 4C03~~

Rationale: *This course has already been removed in other Calendar versions, this class is no longer cross-listed with LABRST 4C03.*

COMMERCE 4KF3 - Project Management

3 unit(s)

Topics include: project selection, project organization structures, life cycles, planning, estimation, budgeting, resource allocation, contracting, project management software, reporting and controlling issues and conflict management.

Lectures and online (three hours)

Prerequisite(s): Registration in level ~~II~~ ~~III~~ or above in any Bachelor of Commerce or Engineering and Management program or relevant minor (see *Faculty Note 2.*)

Antirequisite(s): COMMERCE 4QF3

Rationale: *Remove level requirement, not required for this course.*

COMMERCE 4SD3 - Commercial Law

3 unit(s)

This course emphasizes those areas of law which are most relevant to business activity. Particular attention is given to the law relating to contracts and business organizations. Other areas of study include: sources of law, the judicial process, real and personal property, torts, agency, credit and negotiable instruments.

Lectures (three hours)

Prerequisite(s): Registration in level ~~II~~ ~~III~~ or above in any Bachelor of Commerce or Engineering and Management program or Level IV of the Justice, Political Philosophy, and Law Program or relevant minor (see *Faculty Note 2.*)

Rationale: Allow students in Level II or above to enrol in this course.

COMMERCE 4SG3 - Sustainability: Corporations and Society

3 unit(s)

The goal of this course is to familiarize students with a variety of sustainability related concepts including the triple bottom line, resilience, stakeholder engagement, the tragedy of the commons, sustainability and technology, and sustainable business models. Using cases, simulations, guest speakers, a group project and reflection, students will sharpen their ability to critically analyze and debate complex and systemic issues from an informed position. Students will emerge from this course understanding both the challenges and opportunities inherent in sustainability.

Lectures (three hours)

Prerequisite(s): Registration in ~~Level II or above~~ ~~Level III or IV~~ of a four or five year program or instructor permission

Rationale: Allow students in Level II or above to enrol in this course.

COMMERCE 4SM3 - Sports Management

3 unit(s)

This course emphasizes management principles as they relate to the business of sports. Students are introduced to the following sports management issues: marketing and advertising of sports events and brands, understanding of legal and ethical issues in sport, media and promotion, sponsorship and event management, sports equipment and product management, recreational sports management and other related areas. There is an emphasis on developing and improving communication skills as much of the course content will be case-based. An overview is provided with regard to career opportunities in the sports management field.

Lectures (three hours)

Prerequisite(s): Registration in Level ~~II~~ ~~IV~~ or above in any Bachelor of Commerce or Engineering and Management program or relevant minor (see *Faculty Note 2.*)

Rationale: Allow students in Level II or above to enrol in this course.

COMMERCE 4SX3 - Special Topics in Strategic Management

3 unit(s)

Various topics in business are considered. They will vary depending upon recent developments in the field and upon the interests of the instructor. The topics to be included are announced at the time of the course offering.

Lectures (three hours)

Prerequisite(s): Registration in level ~~II~~ ~~III~~ or above in any Bachelor of Commerce or Engineering and Management program or relevant minor (see *Faculty Note 2.*)

Rationale: Allow students in Level II or above to enrol in this course.

IBH 2AE3 - Critical Thinking

3 unit(s)

This course aims to develop students' skills in identifying and evaluating various kinds of reasoning frequently encountered in everyday life. Likely topics covered in the course include typical reasoning patterns, methods for identifying and classifying reasoning when reading, methods for assessing the quality of reasoning, and fallacies or cognitive biases that can negatively impact reasoning.

~~Critical thinking essentially distinguishes between the capacity and quality of human thought. That is, it essentially denies that thought is merely the ability to process information and to make judgments with respect to it. Rather, critical thinking attests that there are certain modes of thinking that we can cultivate to clearly and carefully understand, evaluate, and communicate information. This course introduces students to such modes of thought. In order to facilitate such an introduction the course will be guided by four intellectual virtues that~~

critical thinking fundamentally involves:

- 1) humility (the ability to admit limitations, ignorance, or confusion, etc.);
- 2) carefulness (the ability to identify and avoid mistakes and errors in reasoning);
- 3) thoroughness (the ability to think clearly and distinctly, providing sufficient justification for claims), and
- 4) open mindedness (the ability judge fairly, empathetically, and with sensitivity to alternative beliefs).

Within these guidelines course topics will include the nature, limitations and justifications of knowledge, cognitive errors, formal and informal fallacies of reasoning, the structure of arguments, deductive and inductive reasoning, basic propositional and categorical logic, and socio-cultural criticism.

Lectures (three hours), tutorial (one hour)

Prerequisite(s): Registration in Level II of the Integrated Business and Humanities Program.

Rationale: *The course instructor requested the change to reflect how she teaches this course in the IBH program.*



**RECOMMENDATION FOR CHANGE IN
UNDERGRADUATE CURRICULUM FOR 2021-2022
New Course Proposal**

**DeGroote School of Business
McMaster University**

1. All sections of this form must be completed.
2. This form must be completed for all course changes.
3. If the committee has any questions regarding this proposal, who should be contacted?

Instructor or Chair Name: **Dr. Sean O'Brady**
Extension: **obradys@mcmaster.ca**

4. A faculty representative will be required to attend the DeGroote Undergraduate Curriculum & Calendar Committee meeting and the DeGroote Faculty of Business meeting at which this recommendation for change in undergraduate curriculum is to be discussed.

Submitted by which area group (select one):

- ☐ Strategic Management
- ☐ Marketing
- ☐ Health Policy and Management
- ☐ Accounting and Financial Management Services
- ☐ Finance and Business Economics
- ☒ Human Resources and Management
- ☐ Information Systems
- ☐ Operations Management
- ☐ Joint Areas (please specify):

Proposed Course Details:

Course Title: Negotiations
Instructor(s): **Dr. Sean O'Brady**
Prerequisites: 1BA3; and registration in any Bachelor of Commerce Program
Aniterequisites: Commerce 3S03

Course Code: **2NG3**
Credit Value: **3**

Rationale: Explain briefly the reasons behind the recommendation. If the course is being re-named, give the old and new titles, and old and new course numbers. If the course is to be cancelled, state the rationale.

Old title: Management Skills Development

New title: Negotiations

Rationale

3SO3 sought to provide students with more general management skills, however, these skills are currently being developed in cognate courses (i.e., 1BA3, 1GR0, 2GR0, 3GR0) and other workshops available to the students. The new 2SO3 course will build on the communication, conflict management, and team dynamic skills covered in these courses, in the context of deepening students' skills in negotiation. These are skills that are highly valuable in the market but are thinly treated in DeGroote's undergraduate curriculum. This course will deepen students' understanding of the theories of negotiation, as well as foster the development of practical negotiation skills that can be applied in a variety of professional settings. They will familiarize themselves with the literature on negotiations, as well as learn about how negotiations take place in practice through hands-on exercises (e.g., negotiating job offers, applying conflict resolution practices).

Given that we are suggesting that this course move to students' second year, and that the curriculum involve interpersonal and team dynamics (through many exercises and groupwork), another benefit of this course would be that it develops a richer atmosphere encouraging relationship-building and collegiality across students.

There is also a critical thinking component to this course. While providing students with an opportunity to learn state-of-the-art negotiation skills, a key strategy in the course design will involve exploring how to ensure that one's negotiation practices meet high standards for ethics and for preserving interpersonal relationships. In doing so, students will need to debunk "commonly held wisdom" surrounding negotiations. In doing so, they will be pushed to deeply reflect on their negotiation styles and on whether their instincts align with the literature on what constitutes ethical bargaining practices. This critical thinking component will not only help students to engage in more analytic thinking when engaging in professional negotiations, but will help students to become better citizens in the workplace.

Course Description: Provide a brief description to be included in the Undergraduate Calendar (max. 6 lines).

The purpose of this course is to provide students with foundational knowledge on the theories and practice of negotiation and its sub-processes; they will also learn important skills on the use of strategies and tactics, conflict resolution, and the tenets of ethical bargaining. Embracing experiential learning, students will take part in case studies and exercises to deepen their knowledge of the skills required in negotiations.

Prerequisites: 1BA3, 1GR06

Antirequisites: none

Statement of purpose (How does the course fit into the Faculty's programme?):

Our AACSB requirements stipulate that students must develop competencies in interpersonal and communication skills. Our students have also expressed that they would like to learn more about negotiations (a popular course in our MBA program).

We have therefore developed a course that will provide students with an opportunity to develop their communication and interpersonal skills while learning about the theoretical and practical aspects of negotiation and conflict resolution.

Class size (please provide context if below standard class-size: 45

Half the course instruction will be through asynchronous videos, while the remainder will consist of in-person experiential exercises (e.g., negotiation with other students, negotiation with teams of other students, negotiation with the TA). The smaller course size is necessary to make these exercises manageable.

A smaller class size is already in effect with this course's predecessor (3SO3).

Method of presentation of course material:

Each week, students will watch 1.5 hours of asynchronous videos recorded by Dr. Sean O’Brady (broken into shorter segments). These videos will cover the theoretical aspects of negotiation, in a topical and engaging way.

The next 1.5 hours of class time will be spent doing in-person experiential exercises, as described above.

Method of evaluation (exams, essays, assignments, group projects, class participation, etc.):

Midterm exam	25%
Negotiation simulation	15%
Negotiation diary	15%
Participation	10%
Final exam (integrative)	35%

To prevent overlap, is a similar course being offered elsewhere on campus? If so, please attach any relevant correspondence with the other area(s) or department(s)? **x not offered elsewhere**

If the proposed course is to be **cross-listed** in another department/faculty, please attach relevant correspondence with the department/faculty. **x not cross-listed elsewhere**

If this course is intended primarily for students **outside the DeGroote School of Business**, have you the support of the department concerned? **x not intended for students outside the faculty**

A **draft course outline** is attached to this form. ☒ Yes it is included.

Configuration for Mosaic Course Catalog**Class Component(s) required for Scheduling:**

*Check all that apply to a maximum of 3. All components used in the catalog **must be scheduled** or students won’t be able to enrol in the course. For example, if a course is approved with lecture and tutorial components and the tutorial is not scheduled, students will not be able to enrol into the course. The components configured in Mosaic should also match the calendar description (i.e. if the phrase “Three hours (lectures, tutorials); one term” is used, then lectures and tutorials should be used in Mosaic.)*

☒ Lecture ☐ Tutorial ☐ Lab ☐ Seminar ☐ Field Study ☐ Independent Study ☐ Placement

☐ Project ☐ Thesis ☐ Work Experience

Default section size:

45

(For the primary component, how many seats per section would an average offering of this course have? This can be adjusted later.)	
Note regarding Personal Interest Courses (PIC):	
All undergraduate courses will be eligible for PIC unless they use a field study, independent study, placement or thesis component. Additionally, students are not eligible to use the PIC option for required (program) courses.	
Is a Registrar-scheduled exam required?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
What is the grading basis for the course?	<input checked="" type="checkbox"/> Standard (A+ to F) <input type="checkbox"/> Pass/Fail <input type="checkbox"/> Other (specify):
Is this course repeatable for credit?	<input checked="" type="checkbox"/> No <input type="checkbox"/> Yes, to a maximum of units.
Is permission required to enrol in the course?	<input checked="" type="checkbox"/> No <input type="checkbox"/> Yes; department permission <input type="checkbox"/> Yes; instructor permission
Is this a multi-term (A/B) course?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No

Commerce 2NG3
Negotiations
Fall 2022 Course Outline

Human Resources & Management Area
DeGroote School of Business
McMaster University

COURSE OBJECTIVES

The purpose of this course is to provide students with foundational knowledge about the theories and practice of negotiation, such as the process and sub-processes of negotiations; they will also learn important skills such as strategies and tactics, conflict resolution, and the tenets to ethical bargaining. Embracing experiential learning, students will take part in case studies and exercises to deepen their knowledge of and skill in negotiations.

INSTRUCTOR AND CONTACT INFORMATION

Online Lectures/In-Class Workshops
Dr. Sean O'Brady
Instructor
obradys@mcmaster.ca
Office: DSB 406

Office Hours: By appointment
Tel: (905) 905-525-9140 ext. 24250
Class Location: Zoom

Student TA

TBD

XXX@mcmaster.ca

COURSE ELEMENTS

Credit Value:	3	Leadership:	Yes	IT skills:	No	Global view:	Yes
A2L:	Yes	Ethics:	Yes	Numeracy:	No	Written skills:	Yes
Participation:	Yes	Innovation:	No	Group work:	Yes	Oral skills:	Yes
Evidence-based:	Yes	Experiential:	Yes	Final Exam:	Yes	Guest speaker(s):	Yes

COURSE DESCRIPTION

This course will explore:

- The processes and sub-processes of negotiation, and how they relate to conflict and cooperation
- The art of formulating negotiation strategies and tactics
- How personality, emotions, and interpersonal relationship influence bargaining dynamics and outcomes
- The role of power and ethics in shaping negotiation dynamics and outcomes
- Differences between single party and multi-party negotiations
- Negotiations in a changing world that is increasingly virtual and multi-cultural

LEARNING OUTCOMES

Upon successful completion of this course, students will be able to:

- Demonstrate knowledge of the negotiation theories, processes, and sub-processes, and how they interrelate.
- Explain how personality, emotions, power, ethics, virtual context, cultural differences, and interpersonal relationships influence bargaining dynamics and outcomes.
- Formulate and apply successful negotiation strategies and tactics (for teams and individuals), and explain why some strategies are unsuccessful.

COURSE MATERIALS AND READINGS

Thompson, L. (2020). *The Heart and Mind of the Negotiator, 7th Edition*. Upper Saddle River, NJ: Pearson Education, Inc.

Courseware: current articles and cases, to be determined.

BREAKDOWN OF CLASS ACTIVITIES

ACTIVITY	DELIVERY	DESCRIPTION	TOOL(S)
Lectures (video)	Asynch	Online sessions by instructor (1.5 hrs weekly)	Avenue to Learn
Exercises / group discussions	Synch	Exercises and group discussions in-class	Provided by instructor in-class
Negotiation simulation	Synch	Mock negotiation simulation	Zoom or in-person
Negotiation diary	Asynch	Updated throughout semester	Microsoft Word
Readings	Asynch	Mandatory course readings	Avenue to Learn

COURSE OVERVIEW AND ASSESSMENT

Missed tests/exams will receive a grade of zero unless the student has submitted and been approved for a Notification of Absence or MSAF. Late assignments will be penalized 10% for each day they are late. Your final grade will be calculated as follows:

COMMUNICATION AND FEEDBACK

Students who wish to correspond with instructors or TAs directly via email must send messages that originate from their official McMaster University email account. This protects the confidentiality and sensitivity of information as well as confirms the identity of the student. Emails regarding course issues should NOT be sent to the Area Administrative Assistants. All students must receive feedback regarding their progress prior to the final date by which a student may cancel the course without failure by default.

- *For Level 1 and Level 2 courses, this feedback must equal a minimum of 20% of the final grade.*

- *For Level 3 courses and above, this feedback must equal a minimum of 10% of the final grade.*

Instructors may solicit feedback via an informal course review with students by Week #4 to allow time for modifications in curriculum delivery.

EVALUATION

GRADE COMPONENT	WEIGHT	DESCRIPTION
Participation	10%	Based on participation in exercises and case discussions in-class
Midterm	25%	Completion of a timed exam in Avenue to Learn
Negotiation Simulation	15%	Participation in a simulated job offer negotiation
Negotiation log/diary	15%	Submission of a 11-page report what students learned in class (1/session)
Final Exam	35%	Completion of a timed exam in Avenue to Learn in the exam period (integrative)

REQUESTING RELIEF FOR MISSED ACADEMIC WORK

In the event of an absence for medical or other reasons, students should review and follow the Academic Regulation in the Undergraduate Calendar “Requests for Relief for Missed Academic Term Work” and the link below;

<http://ug.degroote.mcmaster.ca/forms-and-resources/missed-course-work-policy/>

ACADEMIC INTEGRITY

You are expected to exhibit honesty and use ethical behaviour in all aspects of the learning process. Academic credentials you earn are rooted in principles of honesty and academic integrity. **It is your responsibility to understand what constitutes academic dishonesty.**

Academic dishonesty is to knowingly act or fail to act in a way that results or could result in unearned academic credit or advantage. This behaviour can result in serious consequences, e.g. the grade of zero on an assignment, loss of credit with a notation on the transcript (notation reads: "Grade of F assigned for academic dishonesty"), and/or suspension or expulsion from the university.

For information on the various types of academic dishonesty please refer to the [Academic Integrity Policy](https://secretariat.mcmaster.ca/university-policies-procedures-guidelines/), located at <https://secretariat.mcmaster.ca/university-policies-procedures-guidelines/>

The following illustrates only three forms of academic dishonesty:

- plagiarism, e.g. the submission of work that is not one's own or for which other credit has been obtained.
- improper collaboration in group work.
- copying or using unauthorized aids in tests and examinations.

AUTHENTICITY/PLAGIARISM DETECTION

Some courses may use a web-based service (Turnitin.com) to reveal authenticity and ownership of

student submitted work. For courses using such software, students will be expected to submit their work electronically either directly to Turnitin.com or via an online learning platform (e.g. A2L, etc.) using plagiarism detection (a service supported by Turnitin.com) so it can be checked for academic dishonesty.

Students who do not wish their work to be submitted through the plagiarism detection software must inform the Instructor before the assignment is due. No penalty will be assigned to a student who does not submit work to the plagiarism detection software.

All submitted work is subject to normal verification that standards of academic integrity have been upheld (e.g., on-line search, other software, etc.). For more details about McMaster's use of Turnitin.com please go to www.mcmaster.ca/academicintegrity.

COURSES WITH AN ON-LINE ELEMENT

Some courses may use on-line elements (e.g. e-mail, Avenue to Learn (A2L), LearnLink, web pages, capa, Moodle, ThinkingCap, etc.). Students should be aware that, when they access the electronic

components of a course using these elements, private information such as first and last names, user names for the McMaster e-mail accounts, and program affiliation may become apparent to all other students in the same course.

The available information is dependent on the technology used. Continuation in a course that uses on-line elements will be deemed consent to this disclosure. If you have any questions or concerns about such disclosure please discuss this with the course instructor.

ONLINE PROCTORING

Some courses may use online proctoring software for tests and exams. This software may require students to turn on their video camera, present identification, monitor and record their computer activities, and/or lock/restrict their browser or other applications/software during tests or exams. This software may be required to be installed before the test/exam begins.

CONDUCT EXPECTATIONS

As a McMaster student, you have the right to experience, and the responsibility to demonstrate, respectful and dignified interactions within all of our living, learning and working communities. These expectations are described in the [Code of Student Rights & Responsibilities](#) (the “Code”). All

students share the responsibility of maintaining a positive environment for the academic and personal growth of all McMaster community members, **whether in person or online**.

It is essential that students be mindful of their interactions online, as the Code remains in effect in virtual learning environments. The Code applies to any interactions that adversely affect, disrupt, or interfere with reasonable participation in University activities. Student disruptions or behaviours that interfere with university functions on online platforms (e.g. use of Avenue 2 Learn, WebEx or Zoom for delivery), will be taken very seriously and will be investigated. Outcomes may include restriction or removal of the involved students’ access to these platforms.

ACADEMIC ACCOMMODATION OF STUDENTS WITH DISABILITIES

Students with disabilities who require academic accommodation must contact [Student Accessibility Services](#) (SAS) at 905-525-9140 ext. 28652 or sas@mcmaster.ca to make arrangements with a Program Coordinator. For further information, consult McMaster University’s [Academic Accommodation of Students with Disabilities](#) policy.

ACADEMIC ACCOMMODATION FOR RELIGIOUS, INDIGENOUS OR SPIRITUAL OBSERVANCES (RISO)

Students requiring academic accommodation based on religious, indigenous or spiritual observances should follow the procedures set out in the [RISO](#) policy. Students should submit their request to their Faculty Office ***normally within 10 working days*** of the beginning of term in which they anticipate a need for accommodation or to the Registrar's Office prior to their examinations. Students should also contact their instructors as soon as possible to make alternative arrangements for classes, assignments, and tests.

COPYRIGHT AND RECORDING

Students are advised that lectures, demonstrations, performances, and any other course material provided by an instructor include copyright protected works. The Copyright Act and copyright law protect every original literary, dramatic, musical and artistic work, **including lectures** by University instructors.

The recording of lectures, tutorials, or other methods of instruction may occur during a course. Recording may be done by either the instructor for the purpose of authorized distribution, or by a student for the purpose of personal study. Students should be aware that their voice and/or image may be recorded by others during the class. Please speak with the instructor if this is a concern for you.

EXTREME CIRCUMSTANCES

The University reserves the right to change the dates and deadlines for any or all courses in extreme circumstances (e.g., severe weather, labour disruptions, etc.). Changes will be communicated through regular McMaster communication channels, such as McMaster Daily News, A2L and/or McMaster email.

RESEARCH USING HUMAN SUBJECTS

All researchers conducting research that involves human participants, their records or their biological material are required to receive approval from one of McMaster's Research Ethics Boards before (a)

they can recruit participants and (b) collect or access their data. Failure to comply with relevant policies is a research misconduct matter. Contact these boards for further information about your requirements and the application process.

McMaster Research Ethics Board (General board): <https://reo.mcmaster.ca/>

Hamilton Integrated Research Ethics Board (Medical board): <http://www.hireb.ca/>

ACKNOWLEDGEMENT OF COURSE POLICIES

Your enrolment in Commerce 2SO3 will be considered to be an implicit acknowledgement of the course policies outlined above, or of any other that may be announced during lecture and/or on A2L. **It is your responsibility to read this course outline, to familiarize yourself with the course policies and to act accordingly.**

Lack of awareness of the course policies **cannot be invoked** at any point during this course for failure to meet them. It is your responsibility to ask for clarification on any policies that you do not understand.

COURSE SCHEDULE

Commerce 2SO3 **Negotiations** **Fall 2022 Course Schedule**

WEEK	DATE	ASSIGNMENT
Session 1 <i>Introduction to negotiation</i>	Week 1	Readings: Thompson, L. (2020). <i>The Heart and Mind of the Negotiator, 7th Edition</i> . Upper Saddle River, NJ: Pearson Education, Inc. (Chapter 1) Exercise: TBD
Session 2 <i>Preparing for negotiations</i>	Week 2	Reading: Thompson, L. (2020). <i>The Heart and Mind of the Negotiator, 7th Edition</i> . Upper Saddle River, NJ: Pearson Education, Inc. (Chapter 2) Exercise: TBD
Session 3 <i>Distributive Negotiations: Claiming Value</i>	Week 3	Readings: Thompson, L. (2020). <i>The Heart and Mind of the Negotiator, 7th Edition</i> . Upper Saddle River, NJ: Pearson Education, Inc. (Chapter 3) Exercise: TBD
Session 4	Week	Readings: Thompson, L. (2020). <i>The Heart and Mind of the Negotiator, 7th Edition</i> . Upper Saddle River, NJ:

<i>Integrative Negotiations: Expanding the Pie</i>	4	Pearson Education, Inc. (Chapter 4) Exercise: TBD
Session 5	Week 5	Mid-term recess
Session 6 <i>The role of personality and emotions</i>	Week 6	Readings: Thompson, L. (2020). <i>The Heart and Mind of the Negotiator, 7th Edition</i> . Upper Saddle River, NJ: Pearson Education, Inc. (Chapters 5 and 6) Exercise: TBD
Session 7	Week 7	Online midterm on Avenue to Learn during regularly scheduled class time.
Session 8 <i>The role of trust and relationships</i>	Week 8	Readings: Thompson, L. (2020). <i>The Heart and Mind of the Negotiator, 7th Edition</i> . Upper Saddle River, NJ: Pearson Education, Inc. (Chapters 7) Exercise: TBD
Session 9 <i>Power, ethics, and negotiations</i>	Week 9	Readings: Thompson, L. (2020). <i>The Heart and Mind of the Negotiator, 7th Edition</i> . Upper Saddle River, NJ: Pearson Education, Inc. (Chapter 8) Exercise: TBD
Session 10 <i>Solving problems in negotiations</i>	Week 10	Readings: Thompson, L. (2020). <i>The Heart and Mind of the Negotiator, 7th Edition</i> . Upper Saddle River, NJ: Pearson Education, Inc. (Chapter 9) Exercise: TBD
Session 11 Multi-party negotiations	Week 11	Readings: Thompson, L. (2020). <i>The Heart and Mind of the Negotiator, 7th Edition</i> . Upper Saddle River, NJ: Pearson Education, Inc. (Chapter 10) Exercise: TBD
Session 12 Cross-cultural negotiations	Week 12	Readings: Thompson, L. (2020). <i>The Heart and Mind of the Negotiator, 7th Edition</i> . Upper Saddle River, NJ: Pearson Education, Inc. (Chapter 11) Exercise: TBD
Session 13 Negotiating in a virtual world	Week 13	Readings: Thompson, L. (2020). <i>The Heart and Mind of the Negotiator, 7th Edition</i> . Upper Saddle River, NJ: Pearson Education, Inc. (Chapter 12) Exercise:

		TBD
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RECOMMENDATION FOR CHANGE IN UNDERGRADUATE CURRICULUM FOR 2021-2022 Course and Calendar Change Proposal Form

DeGroote School of Business McMaster University

5. All sections of this form must be completed.
6. This form must be completed for all course changes.
7. If the committee has any questions regarding this proposal, who should be contacted?

Instructor's Name: **Manish Verma**
Extension: **x 27438**

8. A faculty representative will be required to attend the DeGroote Undergraduate Curriculum & Calendar Committee meeting and the DeGroote Faculty of Business meeting at which this recommendation for change in undergraduate curriculum is to be discussed.

Submitted by which area group (select one):

- ☐ Strategic Management
- ☐ Marketing
- ☐ Health Policy and Management
- ☐ Accounting and Financial Management Services
- ☐ Finance and Business Economics
- ☐ Human Resources and Management
- ☐ Information Systems
- ☒ Operations Management
- ☐ Student Experience Office
- ☐ Joint Areas (please specify):

Nature of recommendation (check whichever is applicable):

- ☐ Course cancellation
- ☐ Change in delivery (blended/online/etc)
- ☒ Change in prerequisites / corequisites
- ☐ Change in course title
- ☐ Change in credit value: from credits to credits
- ☐ Change in Academic Calendar Text
- ☐ Other:

Current Course Description

Rationale: Explain briefly the reasons behind the recommendation for change.

Anti-requisites have been updated to reflect courses that have overlapping statistic content.

Please copy and paste the text as it appears now in the calendar, and then provide a strikethrough edit as proposed.
Please visit <http://academiccalendars.romcmaster.ca> for the most complete version of this calendar.

COMMERCE 1DA3 - Business Data Analytics

3 unit(s)

The main emphasis will be on the applications of statistical data analysis in business. Students learn different aspects of working with and making sense of data and learn how to use data to provide insight into different business problems. Some examples include the application of visualization, probabilities, confidence intervals, hypothesis testing, simple and multiple regressions, etc. Application of data analysis techniques in business problems will be introduced and practiced using software (through a course project).

Lectures (three hours), tutorials (one hour)

Antirequisite(s): COMMERCE 2QA3, IBH 2AD3, ARTSSCI 2R03, ECON 2B03, HTHSCI 1F03, NURSING 2R03, SOCSCI 2J03, STATS 2B03, 2MB3, 3J04, 3N03, 3Y03

RECOMMENDATION FOR CHANGE IN UNDERGRADUATE CURRICULUM FOR 2021-2022 Course and Calendar Change Proposal Form

DeGroote School of Business McMaster University

9. All sections of this form must be completed.
10. This form must be completed for all course changes.
11. If the committee has any questions regarding this proposal, who should be contacted?

Instructor's Name:

Extension: x

12. A faculty representative will be required to attend the DeGroote Undergraduate Curriculum & Calendar Committee meeting and the DeGroote Faculty of Business meeting at which this recommendation for change in undergraduate curriculum is to be discussed.

Submitted by which area group (select one):

- ☐ Strategic Management
☐ Marketing
☐ Health Policy and Management
☐ Accounting and Financial Management Services
☐ Finance and Business Economics
☐ Human Resources and Management
☐ Information Systems
☒ Operations Management
☐ Student Experience Office
☐ Joint Areas (please specify):

Nature of recommendation (check whichever is applicable):

- ☐ Course cancellation
☐ Change in delivery (blended/online/etc)
☒ Change in prerequisites / corequisites
☐ Change in course title
☐ Change in credit value: from credits to credits
☐ Change in Academic Calendar Text
☐ Other:

Current Course Description

Course Title: **Decision Making With Analytics**

Course Code: **COMMERCE
2DA3**

Rationale: Explain briefly the reasons behind the recommendation for change.

Anti-requisites have been updated to reflect courses that have overlapping statistic content.

Please copy and paste the text as it appears now in the calendar, and then provide a strikethrough edit as proposed.
Please visit <http://academiccalendars.romcmaster.ca> for the most complete version of this calendar.

COMMERCE 2DA3 – Decision Making with Analytics

The course will study five widely used quantitative management science tools (problem modelling, linear programming, decision analysis, simulation, and waiting lines) used in business data analytics when conditions are reasonably certain or somewhat uncertain. All five tools are implemented in Excel. The course is taught through lectures, computer work with Excel, lecture notes and textbook readings, practice problems, and online podcasts.

Lectures (three hours), tutorials (one hour)

Prerequisite(s): COMMERCE 1DA3 (or 2QA3), IBH 2AD3, ARTSSCI 2R03, ECON 2B03, HTHSCI 1F03, NURSING 2R03, SOCSCI 2J03, STATS 2B03, 2MB3, 3J04, 3N03, 3Y03 ~~or one of STATS 2MB3, 3J04, 3N03 or 3Y03~~; and registration in any four or five level program or applicable minor (see *Faculty Note 2*.)

RECOMMENDATION FOR CHANGE IN UNDERGRADUATE CURRICULUM FOR 2021-2022 Course and Calendar Change Proposal Form

DeGroote School of Business McMaster University

13. All sections of this form must be completed.
14. This form must be completed for all course changes.
15. If the committee has any questions regarding this proposal, who should be contacted?

Instructor's Name: **Trevor Chamberlain**
Extension: **x 23980**

16. A faculty representative will be required to attend the DeGroote Undergraduate Curriculum & Calendar Committee meeting and the DeGroote Faculty of Business meeting at which this recommendation for change in undergraduate curriculum is to be discussed.

Submitted by which area group (select one):

- ☐ Strategic Management
☐ Marketing
☐ Health Policy and Management
☐ Accounting and Financial Management Services
☒ Finance and Business Economics
☐ Human Resources and Management
☐ Information Systems
☐ Operations Management
☐ Student Experience Office
☐ Joint Areas (please specify):

Nature of recommendation (check whichever is applicable):

- ☐ Course cancellation
☐ Change in delivery (blended/online/etc)
☒ Change in prerequisites / corequisites
☐ Change in course title
☐ Change in credit value: from credits to credits
☐ Change in Academic Calendar Text
☐ Other:

Current Course Description

Course Title: **Introduction to Finance**

Course Code: **COMMERCE
2FA3**

Rationale: Explain briefly the reasons behind the recommendation for change.

Update the prerequisites to recognize ECON 1BX3 as satisfying the Econ 1B03 prerequisite (“Econ 1B03 or Econ 1BX3”). The Economics department will be deleting 1BX3 and revert back to 1B03. Updated to reflect new MATH 1MM3 course.

Please copy and paste the text as it appears now in the calendar, and then provide a strikethrough edit as proposed. Please visit <http://academiccalendars.romcmaster.ca> for the most complete version of this calendar.

COMMERCE 2FA3 - Introduction to Finance

3 unit(s)

This course introduces the main instruments and institutions in the Canadian financial system. The basic concepts and models of modern financial theory are introduced through lectures and 'hands-on' problem solving. Topics include: the time value of money, capital budgeting, the trade-off between risk and return and security valuation.

Lectures (two hours), tutorial (one hour)

Prerequisite(s): COMMERCE 1AA3 and ECON 1B03 (or ECON 1BX3); one of MATH 1A03, 1LS3, 1MM3, 1M03, 1N03, 1X03, 1ZA3 or 1Z04; and registration in any four or five level program or applicable minor (see *Faculty Note 2*.)

Antirequisite(s): IBH 2BB3; Not open to students with credit or registration in ECON 2I03

RECOMMENDATION FOR CHANGE IN UNDERGRADUATE CURRICULUM FOR 2021-2022 Course and Calendar Change Proposal Form

DeGroote School of Business McMaster University

17. All sections of this form must be completed.
18. This form must be completed for all course changes.
19. If the committee has any questions regarding this proposal, who should be contacted?

Instructor's Name: **Dr. Sue McCracken**
Extension: **x 23993**

20. A faculty representative will be required to attend the DeGroote Undergraduate Curriculum & Calendar Committee meeting and the DeGroote Faculty of Business meeting at which this recommendation for change in undergraduate curriculum is to be discussed.

Submitted by which area group (select one):

- ☐ Strategic Management
☐ Marketing
☐ Health Policy and Management
☐ Accounting and Financial Management Services
☐ Finance and Business Economics
☐ Human Resources and Management
☐ Information Systems
☐ Operations Management
☒ Student Experience Office
☐ Joint Areas (please specify):

Nature of recommendation (check whichever is applicable):

- ☐ Course cancellation
☐ Change in delivery (blended/online/etc)
☐ Change in prerequisites / corequisites
☐ Change in course title
☐ Change in credit value: from credits to credits
☒ Change in Academic Calendar Text
☐ Other:

Current Course Description

Course Title: **DeGroote Student Experience and Development II**

Course Code: **COMMERCE
2GR0 A/B**

Rationale: Explain briefly the reasons behind the recommendation for change.

Providing description for the second in a required series of orientation and development courses

Please copy and paste the text as it appears now in the calendar, and then provide a strikethrough edit as proposed.
Please visit <http://academiccalendars.romcmaster.ca> for the most complete version of this calendar.

Commerce 2GR0 A/B – DeGroote Student Experience and Development II

0 unit(s)

This course builds on 1GR0 and continues to provide experiential activities for students to develop (or enhance) and apply foundational knowledge of highly sought skills in the workplace such as critical thinking, collaboration, communication and self-management. Further, this course offers career development tools and learning experiences that facilitate students' success in the Business Program and their careers. Students will gain strategies for academic success, and knowledge of the various services and opportunities available to them within the university.

Course will consist of in-person and online learning experiences such as presentations, videos, resources, self-assessment, workshops, competitions, conferences, etc.

Prerequisite(s): Registration in Level II or above in the Honours Bachelor of Commerce Program

RECOMMENDATION FOR CHANGE IN UNDERGRADUATE CURRICULUM FOR 2021-2022 Course and Calendar Change Proposal Form

DeGroote School of Business McMaster University

21. All sections of this form must be completed.
22. This form must be completed for all course changes.
23. If the committee has any questions regarding this proposal, who should be contacted?

Instructor's Name: **Trevor Chamberlain**
Extension: **x 23980**

24. A faculty representative will be required to attend the DeGroote Undergraduate Curriculum & Calendar Committee meeting and the DeGroote Faculty of Business meeting at which this recommendation for change in undergraduate curriculum is to be discussed.

Submitted by which area group (select one):

- ☐ Strategic Management
☐ Marketing
☐ Health Policy and Management
☐ Accounting and Financial Management Services
☒ Finance and Business Economics
☐ Human Resources and Management
☐ Information Systems
☐ Operations Management
☐ Student Experience Office
☐ Joint Areas (please specify):

Nature of recommendation (check whichever is applicable):

- ☐ Course cancellation
☐ Change in delivery (blended/online/etc)
☐ Change in prerequisites / corequisites
☐ Change in course title
☐ Change in credit value: from credits to credits
☒ Change in Academic Calendar Text
☐ Other:

Current Course Description

Course Title: **Market Trading with Options and Futures**

Course Code: **COMMERCE
3FI3**

Rationale: Explain briefly the reasons behind the recommendation for change.

In course description, wording is reflected to replace 'options' with 'derivatives' and replace 'measurement' with 'management'. The last sentence reflects the online nature of the course.

Please copy and paste the text as it appears now in the calendar, and then provide a strikethrough edit as proposed.
Please visit <http://academiccalendars.romcmaster.ca> for the most complete version of this calendar.

COMMERCE 3FI3 - Market Trading with Options and Futures

3 unit(s)

This experiential course develops practical skills in trading financial securities - money market instruments, bonds, equities, indices, ETFs, currencies, commodities, and their corresponding ~~derivatives options~~ focusing on trading strategies that minimize market exposure through risk ~~management measurement~~. The course uses industry tools such as Thomson Reuters Refinitiv and Bloomberg Professional.

Lectures (three hours)

Prerequisite(s): COMMERCE 2FB3 (or 3FA3) or IBH 3AC3; and registration in any Bachelor of Commerce or Engineering and Management program or relevant minor (see Faculty Note 2.)

RECOMMENDATION FOR CHANGE IN UNDERGRADUATE CURRICULUM FOR 2021-2022 Course and Calendar Change Proposal Form

DeGroote School of Business McMaster University

25. All sections of this form must be completed.
26. This form must be completed for all course changes.
27. If the committee has any questions regarding this proposal, who should be contacted?

Instructor's Name: **Khalid Nainar**
Extension: **x 23990**

28. A faculty representative will be required to attend the DeGroote Undergraduate Curriculum & Calendar Committee meeting and the DeGroote Faculty of Business meeting at which this recommendation for change in undergraduate curriculum is to be discussed.

Submitted by which area group (select one):

- ☐ Strategic Management
☐ Marketing
☐ Health Policy and Management
☒ Accounting and Financial Management Services
☐ Finance and Business Economics
☐ Human Resources and Management
☐ Information Systems
☐ Operations Management
☐ Student Experience Office
☐ Joint Areas (please specify):

Nature of recommendation (check whichever is applicable):

- ☐ Course cancellation
☐ Change in delivery (blended/online/etc)
☒ Change in prerequisites / corequisites
☐ Change in course title
☐ Change in credit value: from credits to credits
☐ Change in Academic Calendar Text
☐ Other:

Current Course Description

Course Title: **Intermediate Financial Accounting II**

Course Code: **COMMERCE
3AC3**

Rationale: Explain briefly the reasons behind the recommendation for change.

Removing reference to Commerce 3AB3, as Commerce 3AB3 and 3AC3 can be completed concurrently.

Please copy and paste the text as it appears now in the calendar, and then provide a strikethrough edit as proposed.
Please visit <http://academiccalendars.romcmaster.ca> for the most complete version of this calendar.

COMMERCE 3AC3 - Intermediate Financial Accounting II

3 unit(s)

A second course in intermediate financial accounting dealing with reporting issues that relate to liabilities and owners' equity. In particular, the concepts of recognition, measurement and disclosure of such items as bonds, taxes, leases and pensions as well as the phenomenon of off-balance sheet financing are examined.

Lectures (three hours), tutorial (one hour)

Prerequisite(s): COMMERCE 1AA3 or IBH 1AA3 ~~COMMERCE 3AB3~~; and registration in any Bachelor of Commerce or Engineering and Management program or relevant minor (see *Faculty Note 2.*)

RECOMMENDATION FOR CHANGE IN UNDERGRADUATE CURRICULUM FOR 2021-2022 Course and Calendar Change Proposal Form

DeGroote School of Business McMaster University

29. All sections of this form must be completed.
30. This form must be completed for all course changes.
31. If the committee has any questions regarding this proposal, who should be contacted?

Instructor's Name: **Sourav Ray**
Extension: **x 22370**

32. A faculty representative will be required to attend the DeGroote Undergraduate Curriculum & Calendar Committee meeting and the DeGroote Faculty of Business meeting at which this recommendation for change in undergraduate curriculum is to be discussed.

Submitted by which area group (select one):

- ☐ Strategic Management
☒ Marketing
☐ Health Policy and Management
☐ Accounting and Financial Management Services
☐ Finance and Business Economics
☐ Human Resources and Management
☐ Information Systems
☐ Operations Management
☐ Student Experience Office
☐ Joint Areas (please specify):

Nature of recommendation (check whichever is applicable):

- ☐ Course cancellation
☐ Change in delivery (blended/online/etc)
☒ Change in prerequisites / corequisites
☐ Change in course title
☐ Change in credit value: from credits to credits
☐ Change in Academic Calendar Text
☐ Other:

Current Course Description

Course Title: **Applied Marketing Management**

Course Code: **COMMERCE
3MC3**

Rationale: Explain briefly the reasons behind the recommendation for change.

IBH students have their own version of this course, we can remove IBH 2AA3 from the pre-requisite.

Please copy and paste the text as it appears now in the calendar, and then provide a strikethrough edit as proposed.
Please visit <http://academiccalendars.romcmaster.ca> for the most complete version of this calendar.

COMMERCE 3MC3 - Applied Marketing Management

3 unit(s)

Builds upon material in COMMERCE 2MA3 but is more applied in nature and covers the 4 P's in greater depth. It also has a heavier industrial and service sector component, and relies more on practical, real world cases. A major field project (student teams working with companies) is a critical part of the course.

Lectures (three hours)

Prerequisite(s): COMMERCE 1MA3 (or 2MA3) ~~or IBH 2AA3~~; and registration in any Bachelor of Commerce or Engineering and Management program or relevant minor (see *Faculty Note 2.*)

Antirequisite(s): IBH 3AB3

RECOMMENDATION FOR CHANGE IN UNDERGRADUATE CURRICULUM FOR 2021-2022 Course and Calendar Change Proposal Form

DeGroote School of Business McMaster University

33. All sections of this form must be completed.
34. This form must be completed for all course changes.
35. If the committee has any questions regarding this proposal, who should be contacted?

Instructor's Name: **Manish Verma**
Extension: **x 27438**

36. A faculty representative will be required to attend the DeGroote Undergraduate Curriculum & Calendar Committee meeting and the DeGroote Faculty of Business meeting at which this recommendation for change in undergraduate curriculum is to be discussed.

Submitted by which area group (select one):

- ☐ Strategic Management
☐ Marketing
☐ Health Policy and Management
☐ Accounting and Financial Management Services
☐ Finance and Business Economics
☐ Human Resources and Management
☐ Information Systems
☒ Operations Management
☐ Student Experience Office
☐ Joint Areas (please specify):

Nature of recommendation (check whichever is applicable):

- ☐ Course cancellation
☐ Change in delivery (blended/online/etc)
☐ Change in prerequisites / corequisites
☐ Change in course title
☐ Change in credit value: from credits to credits
☐ Change in Academic Calendar Text

☒ Other: **Remove tutorial**

Current Course Description

Course Title: **Management Science for Business**

Course Code: **COMMERCE
3QA3**

Rationale: Explain briefly the reasons behind the recommendation for change.

No required tutorial for this class, remove from Calendar

Please copy and paste the text as it appears now in the calendar, and then provide a strikethrough edit as proposed.
Please visit <http://academiccalendars.romcmaster.ca> for the most complete version of this calendar.

COMMERCE 3QA3 - Management Science for Business

3 unit(s)

This course is a study of analytical approaches that assist managerial decision-making; it provides coverage of decision theory and an introduction to optimization methods, computer simulation and the general approach of management science.

Lectures (three hours), ~~tutorial (one hour)~~

Prerequisite(s): COMMERCE 2QA3 or IBH 2AD3; and registration in any Bachelor of Commerce program; or one of ELECENG 3TQ3, 3TQ4, STATS 2MB3, 3J04, 3N03, 3Y03, ENGPYHS 3W04 (or 3W04 A/B) and registration in any Engineering and Management program

Rationale: *Remove tutorial, not required for this class.*

RECOMMENDATION FOR CHANGE IN UNDERGRADUATE CURRICULUM FOR 2021-2022 Course and Calendar Change Proposal Form

DeGroote School of Business McMaster University

37. All sections of this form must be completed.
38. This form must be completed for all course changes.
39. If the committee has any questions regarding this proposal, who should be contacted?

Instructor's Name: **Catherine Connelly**
Extension: **x 23954**

40. A faculty representative will be required to attend the DeGroote Undergraduate Curriculum & Calendar Committee meeting and the DeGroote Faculty of Business meeting at which this recommendation for change in undergraduate curriculum is to be discussed.

Submitted by which area group (select one):

- ☐ Strategic Management
☐ Marketing
☐ Health Policy and Management
☐ Accounting and Financial Management Services
☐ Finance and Business Economics
☒ Human Resources and Management
☐ Information Systems
☐ Operations Management
☐ Student Experience Office
☐ Joint Areas (please specify):

Nature of recommendation (check whichever is applicable):

- ☐ Course cancellation
☐ Change in delivery (blended/online/etc)
☒ Change in prerequisites / corequisites
☐ Change in course title
☐ Change in credit value: from credits to credits
☐ Change in Academic Calendar Text
☐ Other:

Current Course Description

Course Title: **Public Sector Collective Bargaining**

Course Code: **COMMERCE
4BG3**

Rationale: Explain briefly the reasons behind the recommendation for change.

This course has already been removed in other Calendar versions, this class is no longer cross-listed with LABRST 4C03.

Please copy and paste the text as it appears now in the calendar, and then provide a strikethrough edit as proposed. Please visit <http://academiccalendars.romcmaster.ca> for the most complete version of this calendar.

COMMERCE 4BG3 - Public Sector Collective Bargaining

3 unit(s)

This course examines unionization and collective bargaining for employees in the public sector. Topics include: bargaining issues, bargaining outcomes and impasse resolution.

Prerequisite(s): COMMERCE 2BC3 or IBH 2AC3; and registration in any Bachelor of Commerce or Engineering and Management program or relevant minor (see *Faculty Note 2.*). COMMERCE 4BC3 is also recommended.

~~**Cross-list(s):** LABRST 4C03~~

RECOMMENDATION FOR CHANGE IN UNDERGRADUATE CURRICULUM FOR 2021-2022 Course and Calendar Change Proposal Form

DeGroote School of Business McMaster University

41. All sections of this form must be completed.
42. This form must be completed for all course changes.
43. If the committee has any questions regarding this proposal, who should be contacted?

Instructor's Name: **Brian Detlor**
Extension: **x 23949**

44. A faculty representative will be required to attend the DeGroote Undergraduate Curriculum & Calendar Committee meeting and the DeGroote Faculty of Business meeting at which this recommendation for change in undergraduate curriculum is to be discussed.

Submitted by which area group (select one):

- ☐ Strategic Management
☐ Marketing
☐ Health Policy and Management
☐ Accounting and Financial Management Services
☐ Finance and Business Economics
☐ Human Resources and Management
☒ Information Systems
☐ Operations Management
☐ Student Experience Office
☐ Joint Areas (please specify):

Nature of recommendation (check whichever is applicable):

- ☐ Course cancellation
☐ Change in delivery (blended/online/etc)
☒ Change in prerequisites / corequisites
☐ Change in course title
☐ Change in credit value: from credits to credits
☐ Change in Academic Calendar Text
☐ Other:

Current Course Description

Course Title: **Project Management**

Course Code: **COMMERCE
4KF3**

Rationale: Explain briefly the reasons behind the recommendation for change.

Remove level requirement, not required for this course.

Please copy and paste the text as it appears now in the calendar, and then provide a strikethrough edit as proposed.
Please visit <http://academiccalendars.romcmaster.ca> for the most complete version of this calendar.

COMMERCE 4KF3 - Project Management

3 unit(s)

Topics include: project selection, project organization structures, life cycles, planning, estimation, budgeting, resource allocation, contracting, project management software, reporting and controlling issues and conflict management.

Lectures and online (three hours)

Prerequisite(s): Registration in ~~level III or above in~~ any Bachelor of Commerce or Engineering and Management program or relevant minor (see *Faculty Note 2*.)

Antirequisite(s): COMMERCE 4QF3

RECOMMENDATION FOR CHANGE IN UNDERGRADUATE CURRICULUM FOR 2021-2022 Course and Calendar Change Proposal Form

DeGroote School of Business McMaster University

45. All sections of this form must be completed.
46. This form must be completed for all course changes.
47. If the committee has any questions regarding this proposal, who should be contacted?

Instructor's Name: **Nick Bontis**
Extension: **x 23918**

48. A faculty representative will be required to attend the DeGroote Undergraduate Curriculum & Calendar Committee meeting and the DeGroote Faculty of Business meeting at which this recommendation for change in undergraduate curriculum is to be discussed.

Submitted by which area group (select one):

- ☒ Strategic Management
☐ Marketing
☐ Health Policy and Management
☐ Accounting and Financial Management Services
☐ Finance and Business Economics
☐ Human Resources and Management
☐ Information Systems
☐ Operations Management
☐ Student Experience Office
☐ Joint Areas (please specify):

Nature of recommendation (check whichever is applicable):

- ☐ Course cancellation
☐ Change in delivery (blended/online/etc)
☒ Change in prerequisites / corequisites
☐ Change in course title
☐ Change in credit value: from credits to credits
☐ Change in Academic Calendar Text
☐ Other:

Current Course Description

Course Title: **Commercial Law**

Course Code: **COMMERCE
4SD3**

Rationale: Explain briefly the reasons behind the recommendation for change.

Allow students in Level II or above to enrol in this course.

Please copy and paste the text as it appears now in the calendar, and then provide a strikethrough edit as proposed.
Please visit <http://academiccalendars.romcmaster.ca> for the most complete version of this calendar.

COMMERCE 4SD3 - Commercial Law

3 unit(s)

This course emphasizes those areas of law which are most relevant to business activity. Particular attention is given to the law relating to contracts and business organizations. Other areas of study include: sources of law, the judicial process, real and personal property, torts, agency, credit and negotiable instruments.

Lectures (three hours)

Prerequisite(s): Registration in ~~Level III or above~~ and in any Bachelor of Commerce or Engineering and Management program or Level IV of the Justice, Political Philosophy, and Law Program or relevant minor (see *Faculty Note 2*.)

RECOMMENDATION FOR CHANGE IN UNDERGRADUATE CURRICULUM FOR 2021-2022 Course and Calendar Change Proposal Form

DeGroote School of Business McMaster University

49. All sections of this form must be completed.
50. This form must be completed for all course changes.
51. If the committee has any questions regarding this proposal, who should be contacted?

Instructor's Name: **Nick Bontis**
Extension: **x 23918**

52. A faculty representative will be required to attend the DeGroote Undergraduate Curriculum & Calendar Committee meeting and the DeGroote Faculty of Business meeting at which this recommendation for change in undergraduate curriculum is to be discussed.

Submitted by which area group (select one):

- ☒ Strategic Management
☐ Marketing
☐ Health Policy and Management
☐ Accounting and Financial Management Services
☐ Finance and Business Economics
☐ Human Resources and Management
☐ Information Systems
☐ Operations Management
☐ Student Experience Office
☐ Joint Areas (please specify):

Nature of recommendation (check whichever is applicable):

- ☐ Course cancellation
☐ Change in delivery (blended/online/etc)
☒ Change in prerequisites / corequisites
☐ Change in course title
☐ Change in credit value: from credits to credits
☐ Change in Academic Calendar Text
☐ Other:

Current Course Description

Course Title: **Sustainability: Corporations and Society**

Course Code: **COMMERCE
4SG3**

Rationale: Explain briefly the reasons behind the recommendation for change.

Allow students in Level II or above to enrol in this course.

Please copy and paste the text as it appears now in the calendar, and then provide a strikethrough edit as proposed.
Please visit <http://academiccalendars.romcmaster.ca> for the most complete version of this calendar.

COMMERCE 4SG3 - Sustainability: Corporations and Society

3 unit(s)

The goal of this course is to familiarize students with a variety of sustainability related concepts including the triple bottom line, resilience, stakeholder engagement, the tragedy of the commons, sustainability and technology, and sustainable business models. Using cases, simulations, guest speakers, a group project and reflection, students will sharpen their ability to critically analyze and debate complex and systemic issues from an informed position. Students will emerge from this course understanding both the challenges and opportunities inherent in sustainability.

Lectures (three hours)

Prerequisite(s): Registration in **Level II or above** ~~Level III or IV~~ of a four or five year program or instructor permission

RECOMMENDATION FOR CHANGE IN UNDERGRADUATE CURRICULUM FOR 2021-2022 Course and Calendar Change Proposal Form

DeGroote School of Business McMaster University

53. All sections of this form must be completed.
54. This form must be completed for all course changes.
55. If the committee has any questions regarding this proposal, who should be contacted?

Instructor's Name: **Nick Bontis**
Extension: **x 23918**

56. A faculty representative will be required to attend the DeGroote Undergraduate Curriculum & Calendar Committee meeting and the DeGroote Faculty of Business meeting at which this recommendation for change in undergraduate curriculum is to be discussed.

Submitted by which area group (select one):

- ☒ Strategic Management
☐ Marketing
☐ Health Policy and Management
☐ Accounting and Financial Management Services
☐ Finance and Business Economics
☐ Human Resources and Management
☐ Information Systems
☐ Operations Management
☐ Student Experience Office
☐ Joint Areas (please specify):

Nature of recommendation (check whichever is applicable):

- ☐ Course cancellation
☐ Change in delivery (blended/online/etc)
☒ Change in prerequisites / corequisites
☐ Change in course title
☐ Change in credit value: from credits to credits
☐ Change in Academic Calendar Text
☐ Other:

Current Course Description

Course Title: **Sports Management**

Course Code: **COMMERCE
4SM3**

Rationale: Explain briefly the reasons behind the recommendation for change.

Allow students in Level II or above to enrol in this course.

Please copy and paste the text as it appears now in the calendar, and then provide a strikethrough edit as proposed.
Please visit <http://academiccalendars.romcmaster.ca> for the most complete version of this calendar.

COMMERCE 4SM3 - Sports Management

3 unit(s)

This course emphasizes management principles as they relate to the business of sports. Students are introduced to the following sports management issues: marketing and advertising of sports events and brands, understanding of legal and ethical issues in sport, media and promotion, sponsorship and event management, sports equipment and product management, recreational sports management and other related areas. There is an emphasis on developing and improving communication skills as much of the course content will be case-based. An overview is provided with regard to career opportunities in the sports management field.

Lectures (three hours)

Prerequisite(s): Registration in Level ~~II~~ **IV** or above in any Bachelor of Commerce or Engineering and Management program or relevant minor (see *Faculty Note 2*.)

RECOMMENDATION FOR CHANGE IN UNDERGRADUATE CURRICULUM FOR 2021-2022 Course and Calendar Change Proposal Form

DeGroote School of Business McMaster University

57. All sections of this form must be completed.
58. This form must be completed for all course changes.
59. If the committee has any questions regarding this proposal, who should be contacted?

Instructor's Name: **Nick Bontis**
Extension: **x 23918**

60. A faculty representative will be required to attend the DeGroote Undergraduate Curriculum & Calendar Committee meeting and the DeGroote Faculty of Business meeting at which this recommendation for change in undergraduate curriculum is to be discussed.

Submitted by which area group (select one):

- ☒ Strategic Management
☐ Marketing
☐ Health Policy and Management
☐ Accounting and Financial Management Services
☐ Finance and Business Economics
☐ Human Resources and Management
☐ Information Systems
☐ Operations Management
☐ Student Experience Office
☐ Joint Areas (please specify):

Nature of recommendation (check whichever is applicable):

- ☐ Course cancellation
☐ Change in delivery (blended/online/etc)
☒ Change in prerequisites / corequisites
☐ Change in course title
☐ Change in credit value: from credits to credits
☐ Change in Academic Calendar Text
☐ Other:

Current Course Description

Course Title: **Special Topics in Strategic Management**

Course Code: **COMMERCE
4SX3**

Rationale: Explain briefly the reasons behind the recommendation for change.

Allow students in Level II or above to enrol in this course.

Please copy and paste the text as it appears now in the calendar, and then provide a strikethrough edit as proposed.
Please visit <http://academiccalendars.romcmaster.ca> for the most complete version of this calendar.

COMMERCE 4SX3 - Special Topics in Strategic Management

3 unit(s)

Various topics in business are considered. They will vary depending upon recent developments in the field and upon the interests of the instructor. The topics to be included are announced at the time of the course offering.

Lectures (three hours)

Prerequisite(s): Registration in level ~~II~~ ~~III~~ or above in any Bachelor of Commerce or Engineering and Management program or relevant minor (see *Faculty Note 2*.)



RECOMMENDATION FOR CHANGE IN UNDERGRADUATE CURRICULUM FOR 2021-2022 Course and Calendar Change Proposal Form

DeGroote School of Business McMaster University

61. All sections of this form must be completed.
62. This form must be completed for all course changes.
63. If the committee has any questions regarding this proposal, who should be contacted?

Instructor's Name: **Megan Stotts**
Extension: **x 24125**

64. A faculty representative will be required to attend the DeGroote Undergraduate Curriculum & Calendar Committee meeting and the DeGroote Faculty of Business meeting at which this recommendation for change in undergraduate curriculum is to be discussed.

Submitted by which area group (select one):

- ☐ Strategic Management
☐ Marketing
☐ Health Policy and Management
☐ Accounting and Financial Management Services
☐ Finance and Business Economics
☐ Human Resources and Management
☐ Information Systems
☐ Operations Management
☐ Student Experience Office
☒ Joint Areas (please specify): **Department of Philosophy through IBH program**

Nature of recommendation (check whichever is applicable):

- ☐ Course cancellation
☐ Change in delivery (blended/online/etc)
☐ Change in prerequisites / corequisites
☐ Change in course title
☐ Change in credit value: from credits to credits
☐ Change in Academic Calendar Text
☒ Other: **Change in course description**

Current Course Description

Course Title: **Critical Thinking**

Course Code: **IBH 2AE3**

Rationale: Explain briefly the reasons behind the recommendation for change.

The course instructor requested this change to reflect how she teaches this course in the IBH program.

Please copy and paste the text as it appears now in the calendar, and then provide a strikethrough edit as proposed. Please visit <http://academiccalendars.romcmaster.ca> for the most complete version of this calendar.

~~Critical thinking essentially distinguishes between the capacity and quality of human thought. That is, it essentially denies that thought is merely the ability to process information and to make judgments with respect to it. Rather, critical thinking attests that there are certain modes of thinking that we can cultivate to clearly and carefully understand, evaluate, and communicate information. This course introduces students to such modes of thought. In order to facilitate such an introduction the course will be guided by four intellectual virtues that critical thinking fundamentally involves:~~

- ~~1) humility (the ability to admit limitations, ignorance, or confusion, etc.);~~
- ~~2) carefulness (the ability to identify and avoid mistakes and errors in reasoning);~~
- ~~3) thoroughness (the ability to think clearly and distinctly, providing sufficient justification for claims), and~~
- ~~4) open-mindedness (the ability judge fairly, empathetically, and with sensitivity to alternative beliefs).~~

~~Within these guidelines course topics will include the nature, limitations and justifications of knowledge, cognitive errors, formal and informal fallacies of reasoning, the structure of arguments, deductive and inductive reasoning, basic propositional and categorical logic, and sociocultural criticism.~~

This course aims to develop students' skills in identifying and evaluating various kinds of reasoning frequently encountered in everyday life. Likely topics covered in the course include typical reasoning patterns, methods for identifying and classifying reasoning when reading, methods for assessing the quality of reasoning, and fallacies or cognitive biases that can negatively impact reasoning.