

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

**FOR THE 2022-2023 ACADEMIC CALENDAR**

**JANUARY 2022**

**FACULTY OF BUSINESS  
REPORT TO SENATE  
SUMMARY OF MAJOR CURRICULUM CHANGES FOR 2022-2023  
ACADEMIC CALENDAR**

**JANUARY 2022**

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 2022-2023 Undergraduate Calendar, located electronically at: <http://ug.degroote.mcmaster.ca/curriculum-report/>

**New Programs**

- N/A

**Program Closures**

- N/A

**Major Revisions**

- N/A

**FACULTY OF BUSINESS**  
**REPORT TO UNDERGRADUATE COUNCIL**  
**SUMMARY OF CURRICULUM CHANGES FOR 2022-2023 ACADEMIC CALENDAR**

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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 2022-2023 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 17.

**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**

- A. Programs for Students who Enter Business 1 in September 2021 or Later
- Programs for Students who Entered the Integrated Business & Humanities Program (IBH Program) in 2022 or later
- D. Programs for Students who Entered the Integrated Business & Humanities Program (IBH Program) in 2019 or Later

**REVISIONS TO EXISTING MINORS**

- Minor in Business
- Minor in Finance

**REVISIONS TO EXISTING CERTIFICATES**

- Business Technology Management Certificate

**NEW COURSES**

- Commerce 3GR0 - DeGroote Student Experience and Development III
- Commerce 4GR3 - DeGroote Student Experience and Development IV
- IBH 1LD0 - Leadership Development – Self Awareness

**REVISIONS TO EXISTING COURSES**

- Commerce 1DA3 – Business Data Analytics
- Commerce 2DA3 – Decision Making with Analytics
- Commerce 2FA3 – Introduction to Finance
- Commerce 2FB3 – Managerial Finance
- Commerce 2GR0 – DeGroote Student Experience and Development II
- Commerce 2KA3 – Information Systems in Business
- Commerce 3FL3 – Sustainable and Social Finance
- Commerce 3MC3 – Applied Marketing Management
- Commerce 3QA3 – Management Science for Business
- Commerce 4DA3 – Modelling and Prescriptive Analytics
- Commerce 4FE3 – Options and Futures
- Commerce 4FG3 – Financial Theory

- Commerce 4FL3 – Personal Financial Management
- Commerce 4FM3 – Personal Financial Planning and Advising
- Commerce 4FU3 – Behavioural Finance: The Psychology of Markets

### **COURSE DELETION**

- N/A

# 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

- ~~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.~~

- For entry into the Honours Commerce Program, a Business 1 students;
  - Must have a Grade Point Average (GPA) of at least **5.0**
  - Must have passed a minimum of 24 units of course work for Business I
  - Must have attempted all required courses of the Business I program
  - Cannot have failed more than one required course or have more than six units of failure
  - May repeat failed courses in order to qualify for Level II. Please refer to the [McMaster Repeat Policy](#).
- 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.
- 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.
- 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.
- 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.

**Rationale:** Clear wording regarding program requirements.

## D. Programs for Students who Entered the Integrated Business & Humanities Program (IBH Program) in 2022 or Later

### Integrated Business and Humanities

#### Program Notes

- Students cannot take elective work until Level III of the program.
- Students have only one opportunity to be reviewed for entry to Level II. Other options may be pursued through the Student Experience - Academic Office
- 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.
- Students are responsible for ensuring that their course selection is meeting the requirements of their degree.

#### Requirements

##### Level I: 30 Units

##### 1 course

- IBH 1LD0 - Leadership Development – Self Awareness

##### 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 1B03 - Introductory Microeconomics for Business Students

## Level II: 30 Units

1 course

- IBH 2LD0 - Leadership Development – Leadership Emergence

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

1 course

- IBH 3LD0 - Leadership Development – Leadership Effectiveness

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

1 course

- IBH 4LD0 - Leadership Development – Leadership Capstone

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 enroll 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

- IBH 3LD0 - Leadership Development – Leadership Effectiveness

### 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

1 course

- IBH 4LD0 - Leadership Development – Leadership Capstone

### 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

**Rationale:** When approved in 2016-2017, the New Program Proposal for the IBH listed leadership development as one of the pillars of the IBH program. Moreover, leadership development for Business students is DSB priority where the school is dedicating a leadership development centre in the McLean Centre for Collaborative Learning.

**DE. Programs for Students who Entered the Integrated Business & Humanities Program (IBH Program) in September 2019 – 2021 or Later**

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



## REVISIONS TO EXISTING MINORS

### Minor in Business

#### Notes

1. The Minor is not open to students registered in any Commerce or Engineering and Management program.
2. For purposes of the Business Minor, ECON 2I03 will be accepted as a substitute for COMMERCE 2FA3. All courses listed as anti-requisite for COMMERCE 1DA3 (or 2QA3) in the *Course Listings* section of the Undergraduate Calendar will be accepted as a substitute for COMMERCE 1DA3 (or 2QA3).

#### Requirements

24 units total

6 24 units

from

- COMMERCE 1AA3 - Introductory Financial Accounting
- COMMERCE 1BA3 - Organizational Behaviour
- COMMERCE 1DA3 - Business Data Analytics (or 2QA3)
- COMMERCE 1MA3 Introduction to Marketing (or 2MA3)
- ECON 1B03 - Introductory Microeconomics

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 (or 3FA3)
- **COMMERCE 2KA3 - Information Systems in Business**
- ~~COMMERCE 2MA3 - Introduction to Marketing~~
- COMMERCE 2OC3 - Operations Management
- ~~COMMERCE 2QA3 - Applied Statistics for Business~~
- COMMERCE 3MC3 - Applied Marketing Management

**Rationale:** With many of our courses being added to Level I, we are seeking to recognize the work completed by students towards our minor.

Commerce 2MA3 has become Commerce 1MA3 and Commerce 2QA3 has become Commerce 1DA3. Removing from list of courses as they will no longer be offered in future years.

### 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. 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 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 - Introductory Microeconomics (or 1BX3)
- 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 5~~ 7.)

***Rationale:*** *Notes are no longer relevant*

## REVISIONS TO EXISTING CERTIFICATES

### Concurrent Certificates

#### Certificate in Business Technology Management (BTM)

##### Note

1. SFWRTECH 3IT3 and SFWRTECH 3PR3 are anti-requisites.
2. Many of the SFWRTECH courses are graded on a pass/fail basis. This may impact a student's eligibility for the Deans' Honour List as a minimum of 24 units of graded work is required for consideration.

##### Admission

Enrolment in an Honours Bachelor of Commerce (B.Com.) program is required for admission to the certificate.

##### Requirements

*27 units total*

##### 21 units

- COMMERCE 3KA3 - System Analysis and Design
- COMMERCE 3KD3 - Database Design Management and Applications
- COMMERCE 3KE3 - Management of Enterprise Data Analytics
- COMMERCE 4KF3 - Project Management
- COMMERCE 4KG3 - Data Mining For Business Analytics
- COMMERCE 4KH3 - Strategies for Electronic and Mobile Business
- COMMERCE 4KI3 - Business Process Management

##### 6 units

from

- SFWRTECH 3CS3 - Computer Security
- SFWRTECH 3IT3 - Fundamentals of Networking
- SFWRTECH 3PR3 - Procedural and Object Oriented Programming Concepts
- SFWRTECH 3RQ3 - Software Requirements and Specification
- SFWRTECH 4SD3

**Rationale:** The Software Engineering Technology Dept. has changed the grading basis for many of their courses, including those included in this certificate. The courses will now be assessed on a pass/fail basis. This may have implications for student eligibility for the Deans' Honour List and we are adding a note to inform students.

## NEW COURSES

### **Commerce 3GR0 - DeGroote Student Experience and Development III**

0 unit(s)

This course builds on 2GR0 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.

**Pre-requisite(s):** Registration in Level III or above in the Honours Bachelor of Commerce or Bachelor of Commerce Programs

**Rationale:** *Providing greater detail for this required course which will have its first offering in Sept 2022.*

### **Commerce 4GR3 - DeGroote Student Experience and Development IV**

3 unit(s)

This course builds on the knowledge, skills, and experiences gained through the GR0 series and required Commerce courses. Students will work in project groups to further develop their self-leadership and collaboration skills. Classroom and experiential activities will be utilized to develop a comprehensive and integrated understanding of the various business disciplines studies throughout the program.

**Pre-requisite(s):** Registration in Level IV or above in the Honours Bachelor of Commerce or Bachelor of Commerce Programs

**Rationale:** *Providing greater detail for this required course which will have its first offering in Jan 2023.*

### **IBH 1LD0 - Leadership Development – Self Awareness**

0 unit(s)

As the first course in leadership development, each student will undergo a battery of leadership self-awareness assessments, receive individualized feedback on the assessments, submit a reflection on assessment outcome, and submit a personalized leadership development plan.

**Pre-requisite(s):** Registration in Level I of the Integrated Business and Humanities Program

**Rationale:** *Providing greater detail for this required course which will have its first offering in Sept 2022.*

## 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):** ARTSSCI 2R03, COMMERCE 2QA3, ECON 2B03, HTHSCI 1F03, **IBEHS 4C03**, IBH 2AD3, NURSING 2R03, SOCSOI 2J03, STATS 2B03, 2MB3, 3J04, 3N03, 3Y03

**Rationale:** Adding IBEHS 4C03 – Statistical Methods in Biomedical Engineering to anti-requisites. Students in iBioMed take IBEHS 4C03 and some students wish to pursue a Business Minor, where they could use this course in lieu of Commerce 2QA3.

### **COMMERCE 2DA3 - Decision Making with Analytics**

3 unit(s)

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):** ~~ARTSSCI 2R03, COMMERCE 1DA3 (or 2QA3)~~ or equivalent, **ECON 2B03**, ~~HTHSCI 1F03, IBH 2AD3, NURSING 2R03, SOCSOI 2J03, STATS 2B03, 2MB3, 3J04, 3N03, 3Y03~~; and registration in any four or five level program or applicable minor (see Faculty Note 5.)

**Antirequisite(s):** Commerce 3QA3

**Rationale:** Editing for clarity

### **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, 1M03, 1MM3, 1N03, 1X03, 1ZA3 or 1Z04; and registration in any four or five level program or applicable minor (see Faculty Note 5.)

**Antirequisite(s):** **ECON 2I03, ENGINEER 2B03, IBH 2BB3**; ~~Not open to students with credit or registration in ECON 2I03~~

**Rationale:** ENG 2B03 has been assessed as sufficiently equivalent by the Area Chair.

### **COMMERCE 2FB3 - Managerial Finance**

3 unit(s)

This course examines various aspects of the financial management of the firm including the sources and methods of financing, capital structure, dividend policy, leasing, mergers and acquisitions, working capital management, effects of taxation on financial decisions and international aspects of finance.

Lectures (three hours)

**Prerequisite(s):** COMMERCE 2FA3 or ECON 2I03 **or ENG 2B03**; and registration in any four or five level program or applicable minor (see Faculty Note 5.)

**Antirequisite(s):** COMMERCE 3FA3; IBH 3AC3

**Rationale:** ENG 2B03 has been added as an anti-requisite to Commerce 2FA3 and would be required before Engineering students can register in Commerce 2FB3.

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

0 unit(s)

This course builds on [COMMERCE 1GR0 A/B](#) 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:** *After delivering this course as a full-year course, we are updating the content and course title to deliver this course in one term only.*

## COMMERCE 2KA3 - Information Systems in Business Management

3 unit(s)

This course emphasizes the strategic role of information systems in modern business. Topics include: the technical foundations of information systems, the impact of information systems on business operations and decision-making and the processes that are required for successful implementation of business information systems.

Lectures (three hours)

**Prerequisite(s):** Registration in any four or five level program or applicable minor (see *Faculty Note 2.*)

**Antirequisite(s):** [IBH 2AB3](#)

**Rationale:** Changing name to better reflect course content

## COMMERCE 3FL3 - Sustainable and Social Finance

3 unit(s)

Students will discuss how financial markets can play a socially-beneficial role. How public companies play a role in creating a more sustainable world. What role endowments play in the success of the nonprofit sector. The role socially-responsible businesses, impact investments and green bonds play in helping to improve social outcomes. A major focus will be learning to evaluate public companies from an Environmental, Social and Governance (ESG) perspective. ESG has become a critical skill set in evaluating investments.

**Prerequisite(s):** **Prerequisite(s):** [COMMERCE 2FB3](#) (or [3FA3](#)) [COMMERCE 2FA3](#) or [ECON 2I03](#) or [IBH 2BB3](#); and registration in level III or above in any Bachelor of Commerce or Engineering and Management program or relevant minor (see *Faculty Note 5.*)

**Rationale:** *Commerce 3FL3 has been incorporated into the Minor in Sustainability. In order for this class to become more accessible for non-Commerce or Engineering and Management, the pre-requisites have been updated.*

## COMMERCE 3MC3 - Applied Marketing Management

3 unit(s)

Builds upon material in COMMERCE 1MA3 (or 2MA3) but is more applied in nature and covers the marketing mix in greater depth. It relies more on practical, real world cases. A major field project (for example, student teams working with companies) is a critical part of the course.

Lectures (three hours)

**Prerequisite(s):** COMMERCE 1MA3 (or 2MA3); and registration in [Level III or above in](#) any Bachelor of Commerce or Engineering and Management program or relevant minor (see *Faculty Note 5.*)

**Antirequisite(s):** IBH 3AB3

**Rationale:** We have observed many students taking this course in Level II now that we offer our introductory course in Level I. We are making the Level requirement explicit.

## 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, 3TQ3, STATS 2MB3, 3J04, 3N03, 3Y03, ENGPYHS 3W04 (or 3W04 A/B) and registration in any Engineering and Management program

**Antirequisite(s):** Commerce 2DA3

**Rationale:** Creating a new antirequisite of Commerce 2DA3, as 2DA3 is a new version of Commerce 3QA3.

### **COMMERCE 4DA3 - ~~Modelling and Analytics Using Excel~~ Modelling and Prescriptive Analytics**

3 unit(s)

This course will enable students to gain familiarity with analytics, and then develop a comprehensive understanding of prescriptive analytics. They will develop the ability to logically model managerial problems drawn from various functional areas in a spreadsheet domain MS Excel (and in some instances mathematically). Students will use the optimization and simulation modules in Analytic Solver (a spreadsheet add-in) and other software to solve the posed problems, and to analyze them to develop useful managerial insights. ~~Students will use Excel add-in functions (and other software as needed) to solve the posed problems, and analyze them to develop useful managerial insights.~~

Lectures (three hours)

**Prerequisite(s):** COMMERCE 2DA3 (or 3QA3) or 4QA3; and registration in any Bachelor of Commerce or Engineering and Management program

**Rationale:** The title is being revised to underscore the focus of the course, and the use of a variety of software packages used in analytics. While the course will use MS Excel, the emphasis will be placed on using more versatile package such as Analytic Solver, and its modules on optimization and simulation.

### **COMMERCE 4FE3 - Options and Futures**

3 unit(s)

This course provides an integrated approach to understanding the relations between options, futures, and their underlying assets. The theory of pricing of options and futures and the application of the theory to instruments currently traded in financial markets are considered.

**Prerequisite(s):** COMMERCE 2FB3 (or 3FA3) or IBH 3AC3; and registration in any Bachelor of Commerce or Engineering and Management, Honours Actuarial and Financial Mathematics program or relevant minor (see *Faculty Note 5*.)

**Rationale:** DSB is expanding the number of Finance electives available to students in the Actuarial and Financial Mathematics program.

### **COMMERCE 4FG3 - Financial Theory**

3 unit(s)

This course explores the theoretical foundations of finance and their applications to corporate finance policy. Topics covered include rational investment decisions, asset pricing, efficient markets, financial decisions and the role of information in financial decision-making.

Lectures (three hours)

**Prerequisite(s):** COMMERCE 2FB3 (or 3FA3) or IBH 3AC3 or ECON 2I03 and ECON 3G03; and registration in any Bachelor of Commerce or Engineering and Management, Honours Actuarial and Financial Mathematics program or relevant minor (see *Faculty Note 5*)

**Rationale:** DSB is expanding the number of Finance electives available to students in the Actuarial and Financial Mathematics program.

### **COMMERCE 4FL3 – Personal Financial Management**

3 unit(s)

The course covers various topics that are relevant to the financial decision making of individuals. These decisions include investment, retirement planning, debt and credit management, renting vs. buying a home, insurance and risk management and personal income tax planning and strategies.

Lectures (three hours)

**Prerequisite(s):** [COMMERCE 2FA3](#) or [ECON 2I03](#) or [IBH 2BB3](#) ; and registration in any Bachelor of Commerce or Engineering and Management, Honours Actuarial and Financial Mathematics program or relevant minor (see *Faculty Note 5*)

**Rationale:** DSB is expanding the number of Finance electives available to students in the Actuarial and Financial Mathematics program.

### **COMMERCE 4FM3 - Personal Financial Planning and Advising**

3 unit(s)

Students will examine financial planning concepts by undertaking a major integrative project. This course is strongly recommended for students working towards the CFP designation.

Lectures (three hours)

**Prerequisite(s):** COMMERCE 4FL3 or COMMERCE 4FP3; and registration in any Bachelor of Commerce or, Engineering and Management, Honours Actuarial and Financial Mathematics program or relevant minor (see *Faculty Note 5*.)

**Rationale:** DSB is expanding the number of Finance electives available to students in the Actuarial and Financial Mathematics program.

### COMMERCE 4FU3 - Behavioural Finance: The Psychology of Markets

3 unit(s)

An introduction to the emerging field of behavioural finance. Psychology and finance are integrated in studying how investors' emotions affect stock prices and markets.

Lectures (three hours)

**Prerequisite(s):** COMMERCE 2FB3 (or 3FA3) or IBH 3AC3; and registration in any Bachelor of Commerce or, Engineering and Management, Honours Actuarial and Financial Mathematics program or relevant minor (see *Faculty Note 5*.)

**Rationale:** DSB is expanding the number of Finance electives available to students in the Actuarial and Financial Mathematics program.





## RECOMMENDATION FOR CHANGE IN UNDERGRADUATE CURRICULUM FOR 2022-2023 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. Sue McCracken  
Extension: x 23993

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): **Student Experience**

#### Proposed Course Details:

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

Instructor(s): **Brent McKnight**

Prerequisites: Registration in Level III or above in the Honours Bachelor of Commerce or Bachelor of Commerce Programs

Course Code: **COMMERCE  
3GR0**

Credit Value: **0**

**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.

This is a new Level III course that will be part of a 'GR0' series of courses. These courses are grounded in the development of key competencies and providing experiences for students that will lead to their academic and professional success.

- Level 1: COMMERCE 1GR0 A/B - DeGroote Student Experience and Development I
- Level 2: COMMERCE 2GR0 - DeGroote Student Experience and Development II
- Level 3: COMMERCE 3GR0 - DeGroote Student Experience and Development III
- Level 4: COMMERCE 4GR3 - DeGroote Student Experience and Development IV

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

This course builds on 2GR0 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.

This course provides students with the foundation to engage in community-engaged, experiential learning. Students will learn about McMaster's 6 principles of community engagement and how to apply them in developing and maintaining positive and productive engagement with community partners. Students will explore new ways of "knowing" the world around them. They will start to integrate insights from different business disciplines, the social purpose sector as well as indigenous ways of knowing into a cohesive and inclusive manner. They will then apply this knowledge on community engagement and ways of knowing to a community-based experiential activity where students will apply their data analytical skills to reflect a nuanced understanding of community issues.

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

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

This course builds on 2GR0 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.

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

All Level III Commerce students. (Approx. 900-1100 students)  
This course is not intended for students outside the faculty.

**Method of presentation of course material:**

The course will consist of synchronous and asynchronous learning activities such as presentations, videos, readings, resources, self-assessments, competitions, etc.

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

Pass/Fail for this course is determined by the level of student engagement and reflection on the various learning activities completed for the course.

**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. X ☐ 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 ☐ X Tutorial ☐ Lab ☐ Seminar ☐ Field Study ☐ Independent Study ☐ Placement

☐ Project ☐ Thesis ☐ Work Experience

##### **Default section size:**

4

(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 type="checkbox"/> Yes <input checked="" type="checkbox"/> No
What is the grading basis for the course?	<input type="checkbox"/> Standard (A+ to F) <input checked="" 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 checked="" type="checkbox"/> Yes <input type="checkbox"/> No

<p style="text-align: center;"><b>COMMERCE 3GR0</b> <b>DeGROOTE STUDENT EXPERIENCE AND DEVELOPMENT III 2022-23</b> <b>COURSE OUTLINE - DRAFT</b></p>
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**DeGroote School of Business**  
**McMaster University**

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*COURSE OBJECTIVE*

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This course builds on 2GR0 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.

*INSTRUCTOR AND CONTACT INFORMATION*

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<b>Name:</b> Brent McKnight	<b>E-Mail:</b> mcknigba@mcmaster.ca
<b>Class Times:</b> TBD	
<b>Virtual Office Hours:</b> TBD	

**Course website:** <http://www.avenue.mcmaster.ca>

---

*COURSE ELEMENTS*

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Credit Value: 0	Leadership: Yes	IT skills: Yes	Global view: Yes
A2L: Yes	Ethics: Yes	Numeracy: Yes	Written skills: Yes
Participation: Yes	Innovation: Yes	Group work: Yes	Oral skills: Yes
Evidence-based: Yes	Experiential: Yes	Final Exam: No	Guest speaker(s): Yes

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## *COURSE DESCRIPTION*

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This course offers career development tools and learning experiences that facilitate students' success in the Business Program and their careers. This course provides students with the foundation to engage in community-engaged, experiential learning. Students will learn about McMaster's 6 principles of community engagement and how to apply them in developing and maintaining positive and productive engagement with community partners. Students will explore new ways of "knowing" the world around them. They will start to integrate insights from different business disciplines, the social purpose sector as well as indigenous ways of knowing into a cohesive and inclusive manner. They will then apply this knowledge on community engagement and ways of knowing to a community-based experiential activity where students will apply their data analytical skills to reflect a nuanced understanding of community issues.

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## *LEARNING OUTCOMES*

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By the end of this course, you should be able to:

1. Explain the 6 McMaster principles of Community Based Learning:
  - Relationships Build Community
  - Reciprocity
  - Equity
  - Continuity
  - Openness to Learning
  - Commitment to Act
2. Recognize when to draw upon a principle to guide your community engagement.
3. Distinguish among different ways of knowing and ideological approaches to business, community, and personal life.
4. Reflect on the complexity and interconnectedness of community.
5. Reflect a nuanced understanding of community issues in relation to their participation in an experiential learning opportunity.
6. Explain one's own unconscious bias and the role it plays in perception and decision-making.

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## *COURSE MATERIALS*

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There is no required textbook for this course. All course materials will be provided in Avenue to Learn. Please check Avenue to Learn regularly throughout the course.

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*COURSE  
DELIVERY*

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LEARNING ACTIVITIES	DESCRIPTION	TOOL(S)
Lecture	Live sessions (in-person and/or virtual) led by instructor and guest speakers.	TBD
Self-Study	Various multimedia learning materials.	TBD
Experiential Activity	Experiential learning event (in-person and/or virtual) led by instructor and guest speakers.	TBD

---

***COURSE OVERVIEW AND ASSESSMENT***

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This is a pass/fail course.

EVALUATIONS	WEIGHT	DESCRIPTION
Participation	20%	Attendance and engagement in lecture and live events.
Quizzes	30%	Completion of quizzes.
Reflection Assignments	25%	Submission of reflection on learning experiences.
Experiential Activity	25%	Completion and submission of activities.

---

*COURSE DELIVERABLES*

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***Participation***

Participation is an important component of this course maintain student engagement. Students unable to attend a class/learning activity should inform the instructor and/or teaching assistant via email of the conflict before the class/learning activity.

***Quizzes***

The quizzes will relate to the required reading materials and class content and activities. Non-completion of a quiz will result in a score of zero on that quiz.

*Reflection Assignments*

Students will be asked to complete reflections that will relate to the material and learnings activities from the course.

#### Experiential Activity

Students will work in groups to complete activities in an experiential learning event.

**Commerce 3GR0  
DeGroote Student Experience and  
Development III 2022-23 Course  
Schedule**

Week of	Module	Evaluation	Due Dates
	Module 1: Community-Engagement Principles	<ul style="list-style-type: none"><li>• Participation</li><li>• Quiz</li></ul>	
	Module 2: Different Ways of Knowing	<ul style="list-style-type: none"><li>• Participation</li><li>• Reflection 1</li></ul>	
	Module 3: Engaging with Social Issues	<ul style="list-style-type: none"><li>• Participation</li><li>• Reflection 2</li></ul>	





## RECOMMENDATION FOR CHANGE IN UNDERGRADUATE CURRICULUM FOR 2022-2023 New Course Proposal

### 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 or Chair Name: **Rick Hackett**

Extension: x28193

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
- ☐ Joint Areas (please specify):

#### Proposed Course Details:

Course Title: **Leadership Development- Self Awareness**

Instructor(s): **TBD**

Prerequisites: Enrolment in Level I of Integrated Business and Humanities

Course Code: **1LD0**

Credit Value: **0**

**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.

This is the first course in in the sequence of four-year leadership development courses in the IBH program.

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

As the first course in leadership development, each student will undergo a battery of leadership self-awareness assessments, receive individualized feedback on the assessments, submit a reflection on assessment outcome, and submit a personalized leadership development plan.

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

When approved in 2016-2017, the New Program Proposal for the IBH listed leadership development as one of the pillars of the IBH program. Moreover, leadership development for Business students is DSB priority where the school is dedicating a leadership development centre in the McLean Centre for Collaborative Learning.

**Class size (please provide context if below standard class-size: 60**

**Method of presentation of course material:**

Individual coaching sessions, workshops, and lectures.

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

Completing assessment instruments, meeting with leadership coordinator, and the submission of individual leadership development plan.

**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)? ☒ not offered elsewhere

If the proposed course is to be **cross-listed** in another department/faculty, please attach relevant correspondence with the department/faculty. ☒ 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? ☒ 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

<b>Class Component(s) required for Scheduling:</b>	
<i>Check all that apply to a maximum of 3. All components used in the catalog <b>must be scheduled</b> 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.)</i>	
X Lecture <input type="checkbox"/> Tutorial <input type="checkbox"/> Lab <input type="checkbox"/> Seminar <input type="checkbox"/> Field Study <input type="checkbox"/> Independent Study <input type="checkbox"/> Placement	
X Project <input type="checkbox"/> Thesis <input type="checkbox"/> Work Experience	
<b>Default section size:</b>	60
<i>(For the primary component, how many seats per section would an average offering of this course have? This can be adjusted later.)</i>	
<b><u>Note regarding Personal Interest Courses (PIC):</u></b>	
<i>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.</i>	
<b>Is a Registrar-scheduled exam required?</b>	<input type="checkbox"/> Yes   X No
<b>What is the grading basis for the course?</b>	<input type="checkbox"/> Standard (A+ to F)   X Pass/Fail  <input type="checkbox"/> Other (specify):
<b>Is this course repeatable for credit?</b>	X No <input type="checkbox"/> Yes, to a maximum of   units.
<b>Is permission required to enrol in the course?</b>	X No  <input type="checkbox"/> Yes; department permission  <input type="checkbox"/> Yes; instructor permission
<b>Is this a multi-term (A/B) course?</b>	X Yes <input type="checkbox"/> No



RECOMMENDATION  
FOR CHANGE IN  
UNDERGRADUATE  
CURRICULUM FOR 2022-2023



## 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: **Behrouz Bakhtiari**  
Extension: x **23998**

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: Business Data Analytics

Course Code: **Commerce  
1DA3**

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

### **Adding a course as a new Stats course taught in iBioMed as anti requisite as confirmed by the Area Chair**

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)

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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):** [ARTSSCI 2R03](#), [COMMERCE 2QA3](#), [ECON 2B03](#), HTHSCI 1F03, [IBH 2AD3](#), [IBEHS 4C03](#), NURSING 2R03, [SOCSCI 2J03](#), [STATS 2B03](#), [2MB3](#), [3J04](#), 3N03, [3Y03](#)



## RECOMMENDATION FOR CHANGE IN UNDERGRADUATE CURRICULUM FOR 2022-2023 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: **Behrouz Bakhtiari**  
Extension: **x 23998**

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: Business Data Analytics

Course Code: **Commerce  
2DA3**

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

**Updating prerequisites for clarity, brevity, and flexibility.  
Adding Commerce 3QA3 as an antirequisite for back-end repeat rule configuration**

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  
3 unit(s)

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

**Antirequisite(s):** Commerce 3QA3



## RECOMMENDATION FOR CHANGE IN UNDERGRADUATE CURRICULUM FOR 2022-2023 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: **Trevor Chamberlain**  
Extension: **x 23980**

- 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: Introduction to Finance

Course Code: **Commerce  
2FA3**

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

**Including a new antirequisite course as confirmed by the Area Chair and updating the formatting for the antireq for consistency.**

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)

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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](#), 1M03, [1MM3](#), 1N03, [1X03](#), [1ZA3](#) or 1Z04; and registration in any four or five level program or applicable minor (see *Faculty Note 2*.)

**Antirequisite(s):** **ECON 2I03, ENGINEER 2B03, [IBH 2BB3](#)**; ~~Not open to students with credit or registration in [ECON 2I03](#)~~



## RECOMMENDATION FOR CHANGE IN UNDERGRADUATE CURRICULUM FOR 2022-2023 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: Managerial Finance

Course Code: **Commerce  
2FB3**

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

**Including a new prerequisite course as confirmed by the Area Chair.**

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 2FB3 - Managerial Finance  
3 unit(s)

---

This course examines various aspects of the financial management of the firm including the sources and methods of financing, capital structure, dividend policy, leasing, mergers and acquisitions, working capital management, effects of taxation on financial decisions and international aspects of finance.

Lectures (three hours)

**Prerequisite(s):** [COMMERCE 2FA3](#) or [ECON 2I03](#) or ENGINEER 2B03; and registration in any four or five level program or applicable minor (see *Faculty Note 2.*)

**Antirequisite(s):** [COMMERCE 3FA3](#); [IBH 3AC3](#)



## RECOMMENDATION FOR CHANGE IN UNDERGRADUATE CURRICULUM FOR 2022-2023 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: Sue McCracken  
Extension: x **23993**

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

**X** Joint Areas (please specify): **Dean's Office**

#### Nature of recommendation (check whichever is applicable):

- ☐ Course cancellation  
☐ Change in delivery (blended/online/etc)  
☐ Change in prerequisites / corequisites

**X** 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.

**Changing the code to reflect that the course will be offered in one term rather than over the full year. Removing the “A/B” notation.**

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 [COMMERCE 1GR0 A/B](#) 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 2022-2023 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: Ali Montezemi  
Extension: x **27434**

- 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

**X** Change in course title

☐ Change in credit value: from  credits to  credits

☐ Change in Academic Calendar Text

☐ Other:

### Current Course Description

Course Title: Information Systems in Business

Course Code: COMMERCE  
**2KA3**

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

**Changing the name to better reflect the content 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 2KA3 - Information Systems in ~~Business~~ Management  
3 unit(s)

---

This course emphasizes the strategic role of information systems in modern business. Topics include: the technical foundations of information systems, the impact of information systems on business operations and decision-making and the processes that are required for successful implementation of business information systems.

Lectures (three hours)

**Prerequisite(s):** Registration in any four or five level program or applicable minor (see *Faculty Note 2.*)

**Antirequisite(s):** [IBH 2AB3](#)



## RECOMMENDATION FOR CHANGE IN UNDERGRADUATE CURRICULUM FOR 2022-2023 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: **Trevor Chamberlain**  
Extension: **x 23980**

- 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:

**Current Course Description**

Course Title: Sustainable and Social Finance

Course Code: **Commerce  
3FL3**

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

**After teaching this new course for two years, it is clear that students will only need Commerce 2FA3 and not necessarily 2FB3. This will make the course accessible to a greater number of students.**

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 3FL3 - Sustainable and Social Finance  
3 unit(s)

---

Students will discuss how financial markets can play a socially-beneficial role. How public companies play a role in creating a more sustainable world. What role endowments play in the success of the nonprofit sector. The role socially-responsible businesses, impact investments and green bonds play in helping to improve social outcomes. A major focus will be learning to evaluate public companies from an Environmental, Social and Governance (ESG) perspective. ESG has become a critical skill set in evaluating investments.

**Prerequisite(s):** ~~COMMERCE 2FB3 (or 3FA3)~~ COMMERCE 2FA3 or ECON 2I03 or IBH 2BB3; and registration in level III or above in any

Bachelor of Commerce or Engineering and Management program or relevant minor (see *Faculty Note 5*.)



## RECOMMENDATION FOR CHANGE IN UNDERGRADUATE CURRICULUM FOR 2022-2023 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: **Sourav Ray**  
Extension: **x 22370**

- 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: Applied Marketing Management

Course Code: COMMERCE  
**3MC3**

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

**The current prerequisites are allowing Level II students to enroll now that they take their introductory Marketing course in Level I**

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 1MA3 (or 2MA3) but is more applied in nature and covers the marketing mix in greater depth. It relies more on practical, real world cases. A major field project (for example, student teams working with companies) is a critical part of the course.

Lectures (three hours)

Prerequisite(s): COMMERCE 1MA3 (or 2MA3); and 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): IBH 3AB3



## RECOMMENDATION FOR CHANGE IN UNDERGRADUATE CURRICULUM FOR 2022-2023 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: **Manish Verma**  
Extension: **x 27438**

- 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)
- X 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: Management Science for Business

Course Code: **Commerce  
3QA3**

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

**Adding Commerce 2DA3 as an antirequisite for back-end repeat rule configuration**

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](#), [3TQ3](#), [STATS 2MB3](#), [3J04](#), 3N03, [3Y03](#), [ENGPYHS 3W04](#) (or 3W04 A/B) and registration in any Engineering and Management program

**Antirequisite(s):** Commerce 2DA3



## RECOMMENDATION FOR CHANGE IN UNDERGRADUATE CURRICULUM FOR 2022-2023 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: **Manish Verma**  
Extension: 27438

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: **Modelling and Prescriptive Analytics**

Course Code: **4DA3**

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

The title is being revised to underscore the focus of the course, and the use of a variety of software packages used in analytics. While the course will use MS Excel, the emphasis will be placed on using more versatile package such as Analytic Solver, and its modules on optimization and simulation.

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.

This course will enable students to gain familiarity with analytics, and then develop a comprehensive understanding of prescriptive analytics. They will develop the ability to logically model managerial problems drawn from various functional areas in a spreadsheet domain ~~MS Excel~~ (and in some instances mathematically). Students will use the optimization and simulation modules in Analytic Solver (a spreadsheet add-in) and other software to solve the posed problems, and to analyze them to develop useful managerial insights. ~~Excel add-in functions (and other software as needed) to solve the posed problems, and analyze them to develop useful managerial insights.~~



## **RECOMMENDATION FOR CHANGE IN UNDERGRADUATE CURRICULUM FOR 2022-2023 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: **Trevor Chamberlain**  
Extension: **x 23980**

- 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: Options and Futures

Course Code: **Commerce  
4FE3**

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

**Including students from the Actuarial Financial Mathematics program as eligible to take this course as confirmed by the Area Chair**

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 4FE3 - Options and Futures  
3 unit(s)

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This course provides an integrated approach to understanding the relations between options, futures, and their underlying assets. The theory of pricing of options and futures and the application of the theory to instruments currently traded in financial markets are considered.

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



## RECOMMENDATION FOR CHANGE IN UNDERGRADUATE CURRICULUM FOR 2022-2023 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: **Trevor Chamberlain**  
Extension: **x 23980**

- 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: Financial Theory

Course Code: **Commerce  
4FG3**

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

**Including students from the Actuarial Financial Mathematics program as eligible to take this course as confirmed by the Area Chair**

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 4FG3 - Financial Theory  
3 unit(s)

---

This course explores the theoretical foundations of finance and their applications to corporate finance policy. Topics covered include rational investment decisions, asset pricing, efficient markets, financial decisions and the role of information in financial decision-making.

Lectures (three hours)

**Prerequisite(s):** [COMMERCE 2FB3](#) (or [3FA3](#)) or [IBH 3AC3](#) or [ECON 2I03](#) and [ECON 3G03](#); and registration in any Bachelor of Commerce or Engineering and Management program or Actuarial Financial Mathematics program or relevant minor (see *Faculty Note 2*.)



## RECOMMENDATION FOR CHANGE IN UNDERGRADUATE CURRICULUM FOR 2022-2023 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: **Trevor Chamberlain**  
Extension: **x 23980**

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: Personal Financial Management

Course Code: **Commerce  
4FL3**

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

**Including students from the Actuarial Financial Mathematics program as eligible to take this course as confirmed by the Area Chair**

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 4FL3 - Personal Financial Management

3 unit(s)

---

The course covers various topics that are relevant to the financial decision making of individuals. These decisions include investment, retirement planning, debt and credit management, renting vs. buying a home, insurance and risk management and personal income tax planning and strategies.

Lectures (three hours)

**Prerequisite(s):** [COMMERCE 2FA3](#) or [ECON 2I03](#) or [IBH 2BB3](#) ; and registration in any Bachelor of Commerce or Engineering and Management program or Actuarial Financial Mathematics program or relevant minor (see *Faculty Note 2.*)



## RECOMMENDATION FOR CHANGE IN UNDERGRADUATE CURRICULUM FOR 2022-2023 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: **Trevor Chamberlain**  
Extension: **x 23980**

- 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):

**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: Personal Financial Planning and Advising

Course Code: **Commerce  
4FM3**

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

**Including students from the Actuarial Financial Mathematics program as eligible to take this course as confirmed by the Area Chair**

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 4FM3 - Personal Financial Planning and Advising  
3 unit(s)

---

Students will examine financial planning concepts by undertaking a major integrative project. This course is strongly recommended for students working towards the CFP designation. Lectures (three hours)

**Prerequisite(s):** [COMMERCE 4FL3](#) or [COMMERCE 4FP3](#); and registration in any Bachelor of Commerce or Engineering and Management program or **Actuarial Financial Mathematics** or relevant minor (see *Faculty Note 2.*)



## RECOMMENDATION FOR CHANGE IN UNDERGRADUATE CURRICULUM FOR 2022-2023 Course and Calendar Change Proposal Form

### DeGroote School of Business McMaster University

- 65. All sections of this form must be completed.
- 66. This form must be completed for all course changes.
- 67. If the committee has any questions regarding this proposal, who should be contacted?

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

- 68. 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: Behavioural Finance: The Psychology of Markets

Course Code: **Commerce 4FU3**

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

**Including students from the Actuarial Financial Mathematics program as eligible to take this course as confirmed by the Area Chair**

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 4FU3 - Behavioural Finance: The Psychology of Markets  
3 unit(s)

---

An introduction to the emerging field of behavioural finance. Psychology and finance are integrated in studying how investors' emotions affect stock prices and markets.

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 Actuarial Financial Mathematics or relevant minor (see *Faculty Note 2.*)