

# BUSINESS (BUSI)

This is a list of the Business (BUSI) courses available at Kwantlen.

## **BUSI 1110 CR-3**

### **Fundamentals of Business in Canada**

Students will study and apply a broad range of business concepts in a Canadian context. They will learn the basic roles and responsibilities of managers in the major functional areas of business including human resources, industrial relations, information systems, operations, marketing, accounting and finance. Students will also get an overview of economic systems, forms of business ownership, general management principles, Canadian business law and ethics.

*Transferable (refer to transfer guide)*

## **BUSI 1204 CR-2**

### **Supervisory Skills for Horticulture Technicians & Florists**

Students will study basic supervisory skills for small work-groups (up to 20 co-workers) in horticultural businesses. They will learn interpersonal communication techniques to help resolve work-group issues and problems. Students will also learn motivation concepts, principles of working in culturally diverse work environments and how to conduct effective group meetings.

## **BUSI 1205 CR-3**

### **Supervisory Skills**

This course is designed for students in programs other than business management. It is primarily intended for students in the Horticulture Technology program, but it may also be of interest to students in other disciplines who are preparing for supervisory positions in various fields. The role of supervisor is presented within the framework of the four functions of management: planning, organizing, leading and controlling. Students will be introduced to contemporary supervision techniques, participative leadership and team concepts which can be applied at the supervisory level.

*Transferable (refer to transfer guide)*

## **BUSI 1209 CR-3**

### **Business Management in Horticulture**

Students in Horticulture will learn the basic concepts of business management needed to be successful in the industry, including: budgeting, cash flow management, working with financial statements, basic banking procedures and dealing with financial institutions. The students also learn basic record keeping and inventory management. Key government regulation affecting horticulture businesses and management of risk in British Columbia will also be covered.

## **BUSI 1210 CR-3**

### **Essentials of Management**

Students will learn the principles of management through an in-depth examination of the universal functions of management: planning, organizing, leading and controlling. They will explore the role of managers as decision makers responsible for achieving the strategic goals and objectives of organizations. Students will study contemporary management practices, concepts and issues including key contingency models, strategic analysis tools, quality control techniques and perspectives on managerial ethics.

*Transferable (refer to transfer guide)*

## **BUSI 1215 CR-3**

### **Organizational Behaviour I**

Students will learn how the behaviour of individuals and groups in work environments affect organizational performance. Topics will include individual attributes, motivation theories and strategies, group dynamics, teamwork, organizational structure, job design, leadership, organizational culture and politics, communication, conflict, stress and change management. Special emphasis is placed on diversity, cross-cultural issues and ethical conduct in organizations.

*Transferable (refer to transfer guide)*

## **BUSI 1250 CR-3**

### **Human Resources Management I**

Students will learn a strategic approach to human resources management, with special emphasis on current management practices relating to equity, diversity and employee rights. They will study and practise techniques and procedures such as HRM planning, recruiting, selection, employee relations, labour relations, performance management, compensation, training and development, health and safety and international HRM.

*Transferable (refer to transfer guide)*

## **BUSI 2315 CR-3**

### **Human Relations in Organizations**

Students will study key concepts and applications of human behaviour in organizations, with in depth focus on the phenomena of communication, leadership, decision-making, conflict and change at the individual, group, and organizational levels. They will have opportunities to develop interpersonal skills that contribute to effective functioning in organizational settings. Students will assess their human relations strengths and weaknesses.

*Prerequisites: Second year standing including BUSI 1210 or 1215*

*Transferable (refer to transfer guide)*

**BUSI 2340 CR-3****Personal Management Skills for Success in Business**

In this course students learn to develop effective interpersonal, leadership and personal organization skills. Topics include time management, personal goal management, values, attitudes, motivation, confidence development, group dynamics, corporate politics, stress management, leadership, conflict management and business negotiations.

**BUSI 2350 CR-3****Human Resources Management II**

This course offers an opportunity to analyze the application of human resources techniques and practices. The processes of human resources management are analyzed including factors and influences affecting policies and organizational effectiveness. Current practices and research, and future trends in human resources management are appraised.

*Prerequisites: Second year standing including BUSI 1210 and/or BUSI 1215*

*Transferable (refer to transfer guide)*

**BUSI 2360 CR-3****Union Management Relations**

This is a survey of the Canadian labour scene: the historical evolution of Canadian Unionism; the impact of trade unions on industry and commerce; union objectives; employer organizations and labour unions as institutions; existing labour legislation and trends; labour-management relations; mediation and arbitration. The course is largely directed to current events, particularly in B.C.

*Prerequisites: Second year standing including BUSI 1210 and/or BUSI 1215*

*Transferable (refer to transfer guide)*

**BUSI 2390 CR-3****Business Law**

A review of the meaning, sources, and administration of commercial law, plus a more detailed examination of the law of contract with particular reference to business situations.

*Transferable (refer to transfer guide)*

**BUSI 2405 CR-3****Operations Management**

Students will learn and practise concepts, tools and techniques used in operations management in manufacturing and service industries. They will be exposed to practices employed by entrepreneurs and managers to manage production and operations particularly in small and medium-sized enterprises in Canada. Students will apply the theoretical approaches to solve problems through exercises, case analyses, and a term project involving direct or simulated work with real-world organizations.

*Prerequisites: 30 credits of 1100-level or higher including at least one of BUSI 1210 or BUSI 1215*

*Transferable (refer to transfer guide)*

**BUSI 2415 CR-3****Management Control**

The main objective of the course is the acquisition of essential managerial skills for achieving overall organizational control. Major areas discussed are management control structures, management planning, and control processes.

*Prerequisites: 30 credit hours of 1100-level or higher including at least one of BUSI 1210 or BUSI 1215.*

**BUSI 2425 CR-3****Enterprise Development and Business Planning**

Students utilize their knowledge of business principles to develop business plans, form companies, and actively manage their companies via a computer simulation. Students will apply several key concepts relating to the major functional areas of a business and will make realistic management decisions in a simulated competitive environment.

*Prerequisites: 30 credit hours of 1100-level or higher including at least one of BUSI 1210 or BUSI 1215.*

*Transferable (refer to transfer guide)*

**BUSI 2435 CR-3****Development of Business Plans**

This offering is designed for both mature business students and business practitioners having an interest in small and medium enterprise development. Participants should enter the course with advance knowledge and/or experience in Canadian business fundamentals, marketing concepts, and accounting principles. Topics range from strategic planning to survival and growth techniques, while the main focus is on the step-by-step approach to developing an effective business plan. A combination of lectures, readings, and case discussions are used in tandem with the week-by-week formulation of individual plans.

*Prerequisites: BUSI 1110 (ACCT 1160 or ACCT 1110) and (MRKT 1130 or MRKT 1120) or equivalent courses/experience*

**BUSI 2450 CR-3****Business Simulation**

Students will analyze business situations involving decision-making in various management aspects such as employee motivation, employee resistance to change, human resources, leadership, managerial controls and conflict, marketing or finance. The course is developed around a computerized business simulation and allows students to use knowledge accumulated in many business courses. The course focuses on building skills in four main areas: decision-making, report writing, individual and group presentations, and group discussions.

*Prerequisites: Second year standing including BUSI 1210 and/or BUSI 1215*

*Transferable (refer to transfer guide)*

**BUSI 2455 CR-3**  
**International Trade**

This course is designed to provide students with a good grasp of the various aspects of international trade from a Canadian perspective. The emphasis is to learn the principles and practice of export/import marketing. Among the topics covered are the Canadian trade position and the institutional frameworks and procedures within which international trade functions; elements and analysis of international information systems, alternative exporting and importing methods; effective advertising and promotion overseas; packaging, shipping, documentation, and marine insurance; export pricing; quotations, and credit appraisal; financing and management of foreign exchange risk; government rules, policies, and assistance programs affecting international trade, and discussion of contemporary international trade issues.

*Prerequisites: Second year standing including BUSI 1210 and/or BUSI 1215*

*Co-requisites: MRKT 2455 MRKT 2455*

*Transferable (refer to transfer guide)*

**BUSI 2460 CR-3**  
**Collective Bargaining**

This is an examination of conflict resolution among management, workers, and government in the pluralistic environment of the firm. Contract formulation and collective bargaining are analyzed in the light of various theories of industrial and human relations. The course is developed around a Contract Negotiations Simulation.

*Prerequisites: Second year standing including BUSI 1210 and/or BUSI 1215*

*Transferable (refer to transfer guide)*

**BUSI 2465 CR-3**  
**Business Negotiations**

Students will learn negotiation techniques that may be used to achieve a variety of business objectives. They will experience the negotiation process and apply the principles of distributive and integrative bargaining through a spectrum of role-plays and simulations, with special emphasis on the importance of developing pre-negotiation plans and establishing benchmarks.

*Prerequisites: BUSI 1210 or BUSI 1215*

*Transferable (refer to transfer guide)*

**BUSI 2490 CR-3**  
**International Business**

Students will study modern strategic approaches and implementation activities used in the creation and operation of successful international businesses. They will develop specific managerial skills in order to deal effectively with international business matters from the techniques of international business transactions to the challenges of globalization, including the roles of culture, political economy, and technology. Students will be exposed to leading practices employed by entrepreneurs and managers and will apply the theories and concepts to solve problems through exercises, case analyses, and a term project involving direct or simulated work with real-world organizations.

*Prerequisites: 30 credit hours of 1100-level or higher including at least one of BUSI 1210 or BUSI 1215.*

*Transferable (refer to transfer guide)*