

MEMORIAL UNIVERSITY OF NEWFOUNDLAND
SENATE

A meeting of Senate was held on May 11, 2021, via Webex.

127. PRESENT

The President, Dr. M. Abrahams, Dr. N. Bose, Mr. G. Blackwood, Dr. D. Hardy Cox, Dr. A. Surprenant, Dr. G. Watson, Dr. S. Bugden, Ms. S. Cleyle, Dr. A. Cunsolo, Dr. I. Dostaler, Dr. M. Hunter (for Ms. C. Ennis-Williams), Dr. T. Fridgen, Dr. G. Galway, Dr. H. Hair, Dr. K. Jacobsen, Mr. T. Nault, Dr. R. Scott (for Dr. M. Piercy-Normore), Dr. L. Rohr, Dr. J. Simpson, Dr. K. Bulmer (for Dr. I. Sutherland), Dr. T. Adey, Ms. A. Ambi, Dr. S. Barkanova, Mr. P. Brett, Mr. C. Couturier, Dr. G. Cox, Dr. R. Croll, Mr. E. Durnford, Mr. G. Etienne, Dr. S. Ganz, Dr. G. George, Dr. M. Haghiri, Dr. E. Haven, Dr. R. Haynes, Dr. E. Kendall, Dr. J. Lokash, Dr. S. MacDonald, Dr. M. Marshall, Dr. S. Matthews, Dr. S. McConnell, Dr. J. Munroe, Dr. S. O'Neill, Dr. K. Parsons, Dr. D. Peters, Dr. K. Power, Dr. C. Purchase, Dr. C. Schiller, Dr. H. Skanes, Dr. K. Snelgrove, Dr. M. Stordy, Ms. C. Walsh, Dr. J. Westcott, Dr. R. Whitaker, Mr. B. Mishkat, Mr. D. Dunphy, Ms. H. Hennessey, Mr. J. Mweemba.

Chair of the Senate Committee on Undergraduate Studies (Standing Invitation)

Shannon Sullivan

The President welcomed all Senators to this special meeting of Senate.

Land acknowledgement:

We respectfully acknowledge the territory in which we gather as the ancestral homelands of the Beothuk, and the island of Newfoundland as the ancestral homelands of the Mi'kmaq and Beothuk. We would also like to recognize the Inuit of Nunatsiavut and NunatuKavut and the Innu of Nitassinan, and their ancestors, as the original people of Labrador. We strive for respectful partnerships with all the peoples of this province as we search for collective healing and true reconciliation and honour this beautiful land together.

The President noted that it would be appreciated if you please introduce yourself and your constituency when addressing Senate. Keep your microphone on mute unless you are speaking. If you wish to speak on an item, please use the comment feature in WebEx to identify that you wish to speak. The chat feature should only be used to request to speak on a motion. Please do not engage in debate or other discussion in the chat. For motions of substance, we will use the WebEx feature. You will have approximately 30 seconds to vote on each motion. Senators who are calling in will not be able to vote. In the event of a close vote, Senators on the phone will be asked to verbally vote by roll call.

128. APOLOGIES

No apologies recorded.

129. MOTION TO ADOPT AGENDA

It was moved by Dr. M. Haghiri, seconded by Dr. D. Peters, and carried to adopt the agenda, as amended.

130. MINUTES

It was moved by Mr. P. Brett, seconded by Dr. H. Skanes, and carried that the Minutes of the regular meeting held on April 13, 2021, and the Special meeting of Senate that followed directly after the regular meeting be taken as read and confirmed.

131. Remarks from the Chair

The President commented on the following:

- The President presented to the Treasury Board on the budget.
 - o Requested no budget cuts for this year due to the impacts of the pandemic
 - o There are going to be discussions about tuition and cuts for next year.
- We continue to work on Government relations.
- The Spring Semester and Kickstart program are beginning soon.
- The VP Advancement search has been narrowed to a short list.
- Hope to conclude the searches for Dean of Social Work and Dean of Libraries positions soon.
- There are currently a large number of acting deans: Dr. A. Craig (HSS), Dr. G. Galway (Education), Dr. K. Bulmer (Music), and Dr. H. Hair (Social Work).
- The return-to-campus plan for the Fall semester is still a primarily on-campus plan, depending, of course, on vaccination rates and number of Covid cases. It is anticipated that 80% of the population will have been vaccinated by July 2nd. In order to be ready for the Fall semester, the university plans for a July/August return for faculty and staff. There are still a lot of unknowns, but health and safety continues to be the university's top priority.
- The Post-Secondary review and Greene report have been given to the university.
 - o Some of the recommendations within the Post-Secondary review are as follows:
 - Increase technology training
 - Consolidation of Nursing centres
 - More cooperation with the College of the North Atlantic
 - More autonomy within the Memorial University Act
 - Conduct an economic impact study
 - Increase research funding
 - Focus on student outcomes

- Increase the numbers of graduate students
- Lift tuition freeze. Keep government funding.
- Some recommendations from the Greene report are as follows:
 - Concentration on environmental fisheries management
 - Strengthen the Faculty of Education
 - Consistency in Nursing education
 - Review Medicine's administration
 - Update the Memorial University Act – increase accountability and autonomy
 - Increase operations budget
- Tuition is the biggest issue in the reports.
- The President had been asked to denounce the recommendations. She will not; though she agreed it was not perfect. She didn't like the 30% cut being suggested, for example, but stated she saw much good in the report, as well.

Questions/Comments from Senators:

- Overall, some senators felt the Post-Secondary review was pretty good, but they were very worried about the proposed 30% financial cut. Implementation of the cut is over a short period of time, and senators wondered how the university would transition its funding model.
 - If there is a sudden 30% cut that will mean the university will have to raise tuition to \$7000.00 per year. The university, however, is proposing a \$5000.00 annual tuition and is asking for the 30% reduction in funding to happen over the course of five years.
 - The tuition freeze makes the university look cheap. The low tuition rates could mean people think our education has less quality than more expensive schools.
 - The tuition freeze was supposed to support those in need, but it actually supports everyone evenly. There are those who can afford to pay more for their education.
 - A raise in tuition will not be applied to those students already enrolled.
 - The university will have to make tuition decision by July 2021. The university has asked the treasury board and the Premier to work with the university to come up with a plan.
 - Senate has already seen a report that requests lifting the tuition freeze. We want to keep education accessible, but being so dependent on the government makes the university vulnerable.
- A senator wondered what it will mean to open the university's books to the Auditor General.
 - The President replied that she had not been concerned about that. After going through processes with the Auditor General at the university where she was previously President, her experience was not bad. It is true that the university's problems may become public by partnering with the Auditor, but overall the experience can be very helpful.
 - It was asked why the university has resisted opening the Act in the past. No senator had an answer. The university is not hiding anything and

- should not be afraid to make amendments to the Act. The university community should not be fearful of working with the Auditor General.
- One senator mentioned that the University Planning and Budget Committee has given the government lots of financial information in the past. They wondered if the university is hoping to determine its public good component by conducting an economic impact study. If so, this information could help formulate the percentage of funding from government, as they would see more clearly the benefit of the university to the province.
 - o It was mentioned that the university did an economic impact study when considering the law school proposal. It indicated the law school could generate 12 million dollars for the province, and it also showed the university their expected revenue from implementing a new law school.
 - A senator pointed out that the President was not asked by MUNFA to denounce the whole Post-Secondary review, just the 30% cut. Moreover, students don't see this university as "cheap" but rather as affordable. The senator also asked what the Board of Regents' role is with regards to the tuition question.
 - o The President responded that "cheap" is a perspective. She has heard that perspective. She does not debate the quality of the university's education.
 - o The President has denounced the 30% cut. It is unrealistic and if suddenly applied all at once it would be crippling to the university.
 - o The Board of Regents is to discuss tuition and provide oversight to the university. They are advocates for the university, and 9 new members are soon joining the Board.
 - Another senator mentioned that transparency about finances will ensure better relations with government. Also, there is inaccurate information in the reviews about the Faculty of Medicine. It is important that the reports are based on accurate information. It is equally important that the government sees the university as an economic driver of the province.
 - o It was noted that the reports give "recommendations". We don't need to implement all of the recommendations.
 - o The 30% cut recommendation is not based on good evidence.
 - A student senator stated that their decision to come to Memorial University was based on cost and location. They stated that they decided to come to the university because it was "cheap" and because Newfoundland is their home. They continued to say that they have not had to take a loan to study at Memorial, but they plan to transfer to a different university if the cost at Memorial rises. They further stated that all the evidence-based data needs to be accurate before and decisions are made concerning tuition.
 - Senators stated that every year about 20-25% come from outside the province, and anecdotally that is because of the low tuition cost. Increasing tuition will likely reduce the number of students applying to the university. If we triple tuition will we lose half of our students? For the past 22 years the tuition freeze has acted like a social program, which combats the narrative about "cheapness".
 - Another senator agreed that increasing tuition may not have the positive revenue flow that we hope for.

- It was noted that there has been much modelling done with regards to tuition increases. The research indicates that tuition and enrolment are not connected in the broad sense.
- If there is an immediate 30% cut the university does not have a plan. It will require a serious, thoughtful, and reasoned approach.
- A senator asked if the President had any concerns about the fact that the Chair of the Board of Regents was one of the authors of the Post-Secondary review.
 - The President had no concerns about the intentions of the Board of Regents. The Chair was not representing the Board or the university in their role as a member of the task-force. Their contributions were solely given as a member of the province's business community.

CONSENT AGENDA

It was moved by Dr. G. George, seconded by Dr. A. Surprenant, and carried that the consent agenda, be approved as follows.

132. Report of the Senate Committee on Undergraduate Studies

132.1 Science – Proposal to amend BIOL 4710 and cross-list with OCSC 3500

Page 529, 2020-2021 Calendar, under the heading 12.2 Biology, amend BIOL 4710 as follows:

“4710 Experimental Marine Ecology of Newfoundland Waters (same as Ocean Sciences 3500) is a two-week intensive course that examines the ecology of cold oceans, focussing on energy flux through ~~marine pelagic and benthic flora and fauna~~ of Newfoundland waters, and how the dynamics of this environment influence linkages among organisms in different habitats. The course is field and lab intensive, with lectures and a strong hands-on field component. Students will collect field samples, identify local organisms from the plankton or the benthos, plan and conduct an experiment, and learn to interpret and present the gathered results and study how and why they vary in time and space. This course is offered during two weeks of the Spring semester.

PR: Science 1807 and Science 1808; BIOL 2600 or at least three of Ocean Sciences 2000 (or BIOL 3710), 2001, 2100, 2200, 2300.

CR: Ocean Sciences 3500”

Page 547, 2020-2021 Calendar, under the heading 12.9 Ocean Sciences, add OCSC 3500 as follows:

“3500 Experimental Marine Ecology (same as Biology 4710) is a two-week intensive course that examines the ecology of cold oceans, focussing on energy flux through Newfoundland waters, and how the dynamics of this environment influence linkages among organisms in different habitats. The course is field and lab intensive, with lectures and a strong hands-on component. Students will collect field samples, identify local organisms from the plankton or the benthos, plan and

conduct an experiment, and learn to interpret and present the gathered results. This course is offered during two weeks of the Spring semester.

PR: Science 1807 and Science 1808; Biology 2600 or at least three of OCSC 2000 (or Biology 3710), 2001, 2100, 2200, 2300.

CR: Biology 4710”

Page 489, 2020-2021 Calendar, under the heading 10.1.13.2 Program of Study, amend clause 9 as follows:

“9. Ocean Sciences 1000, 2000 (or Biology 3710), 2001, 2100, and at least one of 2500 or 3500 (or Biology 4710);”

Page 489, 2020-2021 Calendar, under the heading 10.2.21 Marine Biology Joint Honours, amend clause 9 as follows:

“9. Ocean Sciences 1000, 2000 (or Biology 3710), 2001, 2100, and at least one of 2500 or 3500 (or Biology 4710);”

Page 512, 2020-2021 Calendar, under the heading 11.9 Ocean Sciences, amend sections as follows:

11.9.3.2 Program Regulations for the Major in Ocean Sciences

Students must successfully complete:

1. the 30 specified credit hours required under Admission Requirements for the Major in Ocean Sciences or the Major in Ocean Sciences (Environmental Systems);
2. Statistics 2550 or any of the courses listed in the credit restrictions of Statistics 2550;
3. Physics 1021 or 1051;
4. a minimum of 30 credit hours in Ocean Sciences, including:
 - a. Ocean Sciences 2000 (or Biology 3710), 2001, 2100 and at least one of 2500 or 3500 (or Biology 4710). Ocean Sciences 1000, successfully completed under Admission Requirements for the Major in Ocean Sciences or the Major in Ocean Sciences (Environmental Systems), will count as 3 of the required 30 credit hours in Ocean Sciences;
 - b. at least one of Ocean Sciences 2200 or 2300; and
 - c. at least 9 credit hours in Ocean Sciences courses at the 3000 and/or 4000 level.
5. extra Science courses as necessary to fulfil the minimum requirement for 78 credit hours in Science as stipulated under Electives of the Degree Regulations for the General Degree of Bachelor of Science. The program should include a minimum of 15 credit hours in Science courses at the 3000 and/or 4000 level; and
6. elective courses as necessary to make up the total of 120 credit hours.

11.9.3.3 Program Regulations for the Major in Ocean Sciences (Environmental Systems)

Students must successfully complete:

1. the 30 credit hours required under Admission Requirements for the Major in Ocean Sciences or the Major in Ocean Sciences (Environmental Systems);
2. Statistics 2550 or any of the courses listed in the credit restrictions of Statistics 2550;
3. Physics 1021 or 1051;
4. Geography 1050, and at least two of Geography 2102, 2195, or 2425;
5. Earth Sciences 1002, 2502;
6. at least 9 credit hours at the 3000 and/or 4000 level chosen from:
 - a. Geography 3120, 3140, 3250, 3425, 3510, 3905, 4050, 4060, 4250, 4917; and
 - b. Earth Sciences 3600, 4605, 4903.
7. a minimum of 30 credit hours in Ocean Sciences, including:
 - a. Ocean Sciences 2000 (or Biology 3710), 2001, 2100 and at least one of 2500 or 3500 (or Biology 4710). Ocean Sciences 1000, successfully completed under Admission Requirements for the Major in Ocean Sciences or the Major in Ocean Sciences (Environmental Systems), will count as 3 of the required 30 credit hours in Ocean Sciences;
 - b. at least 9 credit hours in Ocean Sciences courses at the 3000 and/or 4000 level.
8. elective courses as necessary to make up the total of 120 credit hours.

11.9.4.2 Program Regulations for the Honours in Ocean Sciences

Students must successfully complete:

1. the 30 credit hours required under Admission Requirements for the Major in Ocean Sciences or the Major in Ocean Sciences (Environmental Systems);
2. Chemistry 2400 (or equivalent). Chemistry 2440 will be accepted as a substitute for Chemistry 2400. However, a number of advanced Science courses may require Chemistry 2400 and 2401. Students are therefore strongly encouraged to successfully complete the Chemistry 2400/2401 sequence or otherwise carefully plan their options;
3. Physics 1021 or 1051;
4. Statistics 2550 or any of the courses listed in the credit restrictions of Statistics 2550;
5. a minimum of 12 credit hours chosen from:
 - a. Biology 2060, 2122, 2250, 2600, 2900;
 - b. Biochemistry 2100, 2201 or the former 2101, 3206 or 3106, 3207 or 3107, 3108;
6. a minimum of 45 credit hours in Ocean Sciences, including:

- a. Ocean Sciences 2000 (or Biology 3710), 2001, 2100, 2200, 2300 and at least one of 2500 or 3500 (or Biology 4710). Ocean Sciences 1000, successfully completed under Admission Requirements for the Major in Ocean Sciences or the Major in Ocean Sciences (Environmental Systems), will count as 3 of the required 45 credit hours in Ocean Sciences;
- b. at least 18 credit hours in Ocean Sciences courses at the 3000 and/or 4000 level.”

132.2 Science – Proposal to amend pre-requisites for OCSC 3002, 3600, and 4200

Page 547, 2020-2021 Calendar, under the heading 12.9 Ocean Sciences, amend the following courses as indicated:

“**3002 Aquaculture and Fisheries Biotechnology** is an introduction to biotechnology and genetics as they are applied to aquaculture and fisheries. Topics covered include genetic variation; genetic structure of fish and shellfish populations; the genetic basis of aquaculture traits; finfish and shellfish genomic research; marker-assisted selection in aquaculture; manipulation of ploidy; genetic engineering in aquaculture; and techniques used to study the responses of aquatic animals to external stressors such as hypoxia, temperature stress, acidification, and pathogens.

PR: Biology 2250 or Biochemistry 2100 or Biochemistry 2200

3600 Marine Microbiology provides an overview of microbial activity in the ocean, both in natural and applied settings. The focus is on interactions between microorganisms and other biota, ranging from deep-sea vent invertebrates to commercially cultured fish species. Prospective topics include effluent discharge, water quality, bacterial metabolism and nutrient cycles, bacteria-virus and bacteria-host interactions (including symbioses and pathogenesis), and marine microbial biotechnology.

PR: Biology 2250 or Biochemistry 2100 or Biochemistry 2200

4200 Marine Omics provides an overview of marine genomics, transcriptomics, proteomics, glycomics, metabolomics, and lipidomics. Omics-based studies of a variety of marine organisms (e.g. fungi, algae, animals), as well as several industrial applications (e.g. biofuel, nutrigenomics, pharmacogenomics, aquaculture and fisheries), will be considered.

PR: OCSC 1000 and Biology 2250 (or Biochemistry 2100 or 2200), or OCSC 3002”

133. Report of the Academic Council of the School of Graduate Studies

133.1 Education – Revisions to section 13.8.6.2

Page 637, 2020-2021 Calendar, under the heading 13.8.6.2 Program Requirements, amend clause 1 as follows:

“13.8.6.2 Program Requirements

1. Students for the Master of Education (Post-Secondary Studies) are required to complete courses that form the program core.
 - 6100 Research Designs and Methods in Education
 - 6801 Foundations of Post-Secondary Programs
 - 6802 Adult Learning and Development
 - 6803 Research in Post-Secondary Education (prerequisite 6100)
 - And not fewer than 6 credit hours from closed electives in 7. below.”

133.2 Music – Revisions to sections 9.11.3 and 23.5

Page 611, 2020-2021 Calendar, under the heading 9.11.3 Courses, amend section as follows:

“9.11.3 Courses

Public and Applied Ethnomusicology and Folklore:

Music 6700 Career Skills for Musicians

Music 6750 Music Industries Internship (2 credit hours)

Music 6900 Public and Applied Ethnomusicology

Folklore 6740 Public Sector Folklore

Folklore 6760 Archiving

Folklore 6790 Museums: Perspectives and Practices

Folklore 6800 Applied Folklore”

Page 661, 2020-2021 Calendar, under the heading 23.5 Courses, amend section as follows:

“23.5 Courses

6000 Music Research Methods (1 credit hour)

6002 Graduate Seminar (*prerequisite: Music 6000*)

6005 Performance Practice

6006 Instrumental Ensemble Repertoire

6007 Choral Repertoire

6008 Orchestral Repertoire

6009 Music Literature

6100 Score Study and Analysis

6210 Instrumental Conducting I

6211 Instrumental Conducting II (*prerequisite: Music 6210*)

6212 Instrumental Conducting Internship I (1 to 3 credit hours)

6213 Instrumental Conducting Internship II (1 to 3 credit hours)

6310 Choral Conducting I

6311 Choral Conducting II (*prerequisite: Music 6310*)

6312 Choral Conducting Internship I (1 to 3 credit hours)

6313 Choral Conducting Internship II (1 to 3 credit hours)

6400 Music Pedagogy

645A/B Principal Applied Study I (6 credit hours)

646A/B Secondary Principal Applied Study (4 credit hours)
647A/B Principal Applied Study I (6 credit hours)
6500 Chamber Music (2 credit hours per semester. Maximum: 8 credit hours)
6501 Chamber Music (3 credit hours per semester. Maximum: 12 credit hours)
6502 Opera Performance (2 credit hours)
6503 Opera Performance (3 credit hours)
6504 Chamber Music (1 credit hour per semester. Maximum: 4 credit hours)
6505 Conducted Instrumental Ensemble (1 credit hour per semester. Maximum: 4 credit hours)
6510 Seminar in Performance Issues
6600 Pedagogy Seminar
6610 Pedagogy Internship I
6611 Pedagogy Internship II
6700 Career Skills for Musicians
6701 Music in the Community (1 credit hour) (*prerequisite: Music 6700*)
6702 Music in the Community (2 credit hours) (*prerequisite: Music 6700*)
6703 Music in the Community (3 credit hours) (*prerequisite: Music 6700*)
6750 Music Industries Internship (2 credit hours)
6751 Music Industries Internship
6900 Public and Applied Ethnomusicology
7002 Research Paper
7010 World Music: Music of Asia and Oceania
7011 World Music: Music of Africa and the Americas
7012 Canadian Musical Traditions
7013 Music and Culture
7017 Folksong
7018 Jazz and Blues: The Roots of Popular Music
7210 Instrumental Conducting III (*prerequisite: Music 6211*)
7310 Choral Conducting III (*prerequisite: Music 6311*)
745A/B Principal Applied Study II (6 credit hours) (*prerequisite: Music 645B*)
747A/B Principal Applied Study II (6 credit hours) (*prerequisite: Music 647B*)

Special Topics Courses

6800-6809
~~6900-6901-6909~~
7800-7809”

Page 715, 2020-2021 Calendar, under the heading 37.13.3 Courses, amend section as follows:

“37.13.3 Courses

Public and Applied Ethnomusicology and Folklore:
Music 6750 Music Industries Internship (2 credit hours)
Music 6900 Public and Applied Ethnomusicology
Folklore 6740 Public Sector Folklore
Folklore 6760 Archiving
Folklore 6790 Museums: Perspectives and Practices

Folklore 6800 Applied Folklore”

134. Report of the Senate Committee on Elections, Committees and Bylaws

134.1 Senate Report: 2021-2022 Elected Members

The Committee on Senate Elections and Committees declared the election/re-election of the following people to the Senate for a term of office commencing September 1, 2021 and expiring August 31, 2024:

<u>CONSTITUENCY</u>	<u>NAME</u>
ENGINEERING AND APPLIED SCIENCE	Dr. Glyn George Mr. Pat Sullivan
HUMANITIES AND SOCIAL SCIENCES	Dr. Amanda Bittner Dr. Norm Catto Dr. Rose Ricciardelli 1 vacancy
LIBRARY	1 vacancy
MARINE INSTITUTE	Dr. Jillian Westcott
MEDICINE	Dr. Kathleen Hodgkinson Dr. Laurie Twells Dr. Jeremy Pridham
MUSIC	1 vacancy
NURSING	1 vacancy
PHARMACY	Dr. Debbie Kelly
SCIENCE	Dr. Ronald Haynes 1 vacancy
SOCIAL WORK	1 vacancy

In addition, the following people were declared elected/re-elected to the Senate for a term of office commencing September 1, 2021 and expiring August 31, 2023:

<u>CONSTITUENCY</u>	<u>NAME</u>
MEDICINE	Dr. Danielle O’Keefe Dr. Jennifer Flynn Dr. Edward Kendall

In the ten constituencies where vacancies existed, the first call resulted in eight nominations. An extension of the deadline resulted in six additional nominations. While fourteen of the twenty seats have now been filled, six vacancies remain as noted above. The Committee on Senate Elections, Committees & Bylaws recommends that these vacancies stand until the start of the 2021 Academic year, and that a by-election to fill vacant seats commence in September 2021.

134.2 Senate Report: Names of Membership for Senate's Standing Committees

The Committee on Elections and Committees has approved the following membership on Senate Standing Committees for a term commencing September 1, 2021, and expiring August 31, 2024:

Academic Unit Planning Committee

Dr. Sulaimon Giwa (Social Work)

Committee on Academic Appeals **

Dr. Darrell Boone (Medicine)

Dr. Jerry McGrath (Medicine)

Dr. Kathleen Hodgkinson (Medicine)

Dr. Kevin Power (Human Kinetics and Recreation)

Dr. Sulaimon Giwa (Social Work)

Committee on Course Evaluation

Dr. Sulaimon Giwa (Social Work)

Committee on Honorary Degrees and Ceremonial

Dr. Annette Staveley (Deputy Public Orator)

Mr. Bert Riggs (University Marshall)

Dr. Craig Purchase (Biology)

Dr. Darrell Boone (Medicine)

Dr. Jan Buley (Education)

Dr. Kirby Shannahan (Business)

Dr. Martin Mulligan (Biochemistry)

Mr. Paul Brett (Marine Institute)

Dr. Steven Piercey (Earth Sciences)

Dr. Vaughan Grimes (Archaeology)

Committee on Research

Dr. Benjamin Zendel (Medicine)

Mr. Cyr Couturier (Marine Institute)

Dr. Kathleen Hodgkinson (Medicine)

Dr. Kirby Shannahan (Business)

Dr. Sulaimon Giwa (Social Work)

Dr. Anne Burke (Education)

Committee on Undergraduate Scholarships, Bursaries and Awards

Dr. Jerry McGrath (Medicine)

Committee on Undergraduate Studies

Mr. Darrell Wells (Marine Institute)

Teaching and Learning Committee

Dr. Christina Thorpe (Psychology)

Dr. Darrell Boone (Medicine)

Dr. Sulaimon Giwa (Social Work)

University Planning and Budget Committee

Dr. Carlos Bazan (Engineering)

Mr. Paul Brett (Marine Institute)

** As a result of a rise in the number of cases of academic misconduct being seen by the Committee, it was requested, and approved, that new members of the Senate Committee on Academic Appeals be appointed immediately rather than wait until September 1, 2021.

REGULAR AGENDA

135. Report of the Senate Committee on Undergraduate Studies

135.1 Faculty of Business Administration – Significant updates to the Faculty of Business Administration’s undergraduate programming

It was moved by Dr. I. Dostaler, seconded by Dr. G. Watson, and carried that the following calendar changes be approved.

The proposal is to retire the Bachelor of Business Administration program and replace it with the Bachelor of Commerce program. This program is an evolution from the former BBA program. It represents a new section in the calendar, with extensive updates. As such, a 2020-2021 calendar compared to the proposed rewrite has been provided as Appendix 10 (attached). Appendix 11 (attached) has been provided as the complete calendar entry as it should appear in the next calendar publication.

It also carried that the following secondary calendar changes be approved:

Page 24, 2020-2021 Calendar, under the heading 10.1 Online Learning, amend section as follows:

“...These include bachelor degrees in business (Bachelor of ~~Business Administration~~ Commerce and Bachelor of Business Administration (Transfer from other post-secondary institutions) - Grenfell Campus)...”

Page 46, 2020-2021 Calendar, under the heading 6.2.2 Year of Degree and Departmental Regulations – All Other Faculties and Schools, amend section as follows:

“1. A student registered in any program, other than programs in the Faculty of Humanities and Social Sciences, programs in the Faculty of Science, the Bachelor of Commerce ~~Business Administration~~ program offered by the Faculty of Business Administration, or in the Bachelor of Maritime Studies or Bachelor of Technology programs offered by the Fisheries and Marine Institute will normally follow regulations in effect in the academic year in which the student first successfully completes a course(s) in the faculty or school following formal admission to that program. However, the student may elect to follow subsequent regulations introduced during the student’s tenure in a program.
2. ~~A student completing a Bachelor of Business Administration will normally follow the degree regulations in effect in the academic year in which the student first earns a total of 12 credit hours in Business courses at the 1000 level. However, the student may elect to follow subsequent regulations introduced during the student’s tenure in a program.”~~

Page 421, 2020-2021 Calendar, under the heading 4.4 Interdisciplinary Minor in Music and Culture, amend section as follows:

“This Minor is available to students in the Bachelor of Arts, Bachelor of Science, Bachelor of Commerce ~~Business Administration~~, Bachelor of Commerce (Co-operative), Bachelor of Recreation, Bachelor of Recreation (Honours), Bachelor of Recreation (Cooperative), and Bachelor of Recreation (Cooperative) (Honours).”

Page 435, 2020-2021 Calendar, under the heading 8.3 Interdisciplinary Minor in Music and Culture, amend section as follows:

“1. This Minor is available to students in the Bachelor of Arts, Bachelor of Science, Bachelor of Commerce ~~Business Administration~~, Bachelor of Commerce (Co-operative), Bachelor of Recreation, Bachelor of Recreation (Honours), Bachelor of Recreation (Cooperative), and Bachelor of Recreation (Cooperative) (Honours). The Minor in Music and Culture is not applicable to the Bachelor of Music degree.”

Page 422, 2020-2021 Calendar, under the heading 5.3 Admission/Readmission Requirements to the Bachelor of Music Degree Program, amend section as follows:

“In addition to meeting these requirements, applicants for the Joint Degrees of Bachelor of Music and Bachelor of Commerce ~~Business Administration~~ must meet additional requirements as outlined under Joint Degrees of Bachelor of

Music and Bachelor of Commerce Business Administration, Admission Requirements below.”

Page 424, 2020-2021 Calendar, under the heading 5.6 Joint Degrees of Bachelor of Music and Bachelor of Business Administration, amend the following sections as indicated:

“5.6 Joint Degrees of Bachelor of Music and Bachelor of Commerce Business Administration”

This program is offered jointly with the Faculty of Business Administration. Applicants for the joint degrees program must meet the **Admission/Readmission Requirements to the Bachelor of Music Degree Program**, must be admitted to the Bachelor of Music Degree program, and be admitted into the joint program upon review by the admissions committee. ~~and must select the Bachelor of Business Administration Degree program on their online application to the University or on the Declaration/Change of Academic Program Form.~~ Applications must be submitted by January 15 for admission to the following Fall semester.

5.6.1 Admission Requirements

1. Admission to the program is competitive and selective. Prospective students are therefore encouraged to consider an alternate degree program in the event that they are not accepted into the **Joint Degrees of Bachelor of Music and Bachelor of Commerce Business Administration** program.
2. Applicants who have been awarded a Bachelor of Music Degree or an undergraduate Business degree from this University may not complete the **Joint Degrees of Bachelor of Music and Bachelor of Commerce Business Administration**.
3. Applicants for the **Joint Degrees of Bachelor of Music and Bachelor of Commerce Business Administration** program must meet the **Admission/Readmission Requirements to the Bachelor of Music Degree Program** and must be admitted to that program.
4. All applicants must submit a 750-word letter of motivation highlighting the applicant’s relevant past experiences, career plans, and motivation for pursuing the joint degrees program.
5. Applicants may be requested to attend an interview.
6. The final decision on admission or readmission to the Joint Degrees of Bachelor of Music and Bachelor of Commerce rests with the Admissions Committee.

5.6.2 Major in General Musical Studies

Students enrolled in the Joint Degrees of Bachelor of Music and Bachelor of Commerce Business Administration program may choose to declare a major in

General Music Studies. Students for the General Musical Studies Major need not submit an application. All students who have not been admitted to another Major by the end of their fourth semester in the Bachelor of Music program will automatically be admitted to the General Musical Studies Major.

5.6.3 Major in Composition

Students enrolled in the Joint Degrees of Bachelor of Music and Bachelor of ~~Commerce Business Administration~~ program may choose to apply for a major in Composition. Students interested in the Major in Composition are strongly encouraged to take Music 3100 in their second year. Students for this Major must apply in writing to the Dean by February 15th in the semester during which they are registered for Music 2108, submitting up to three of their own compositions by the end of classes in that semester. Applicants will be interviewed by a panel of composition faculty. Admission to this Major will be based on the applicant's:

1. submitted compositions,
2. interview,
3. achievement in Music 1107, 1108, 1700, 2107, 2108, 3100 and any other elective courses in music theory and composition,
4. general academic achievement, and
5. potential for a career and/or graduate work in composition.

5.6.4 Major in Performance

Students enrolled in the Joint Degrees of Bachelor of Music and Bachelor of ~~Commerce Business Administration~~ program may choose to apply for a major in Performance. Applicants for this Major must apply in writing to the Dean by February 15th in the semester during which they are registered for Music 240B. Applicants are required to audition for this program and will be evaluated by a performance jury. A reference letter from the applied instructor must be submitted to the Dean prior to the jury taking place. Where possible, the jury examination for Music 240B and for admission to the Major in Performance will be the same. Admission to this Major will be based on the applicant's:

1. performance on the audition and achievement in Music 140A/B and 240A/B, normally represented by a minimum 85% grade in Music 240A,
2. general academic achievement, normally represented by a minimum 70% average in Music courses, and
3. potential for a career and/or graduate work in performance.”

Page 425. 2020-2021 Calendar, under the heading 5.7 Admission Requirements to Minor Programs, amend section as follows:

“1. The Interdisciplinary Minor in Music and Culture and Minor in Music History are available to students in the Bachelor of Arts, Bachelor of Science, Bachelor of ~~Commerce Business Administration~~, Bachelor of Commerce (Co-operative), Bachelor of Recreation, Bachelor of Recreation (Honours), Bachelor of Recreation (Cooperative), and Bachelor of Recreation (Cooperative)

(Honours). Students wishing to complete either of these minors must declare so on the Change of Academic Program Form, which is available at www.mun.ca/regoff/registration/Declare_Change_Academic_Program.pdf or in person at the Office of the Registrar.

2. Students wishing to be considered for admission to the Minor in Music History must also meet the prerequisites for Music 1107 and 1117.”

Page 430, 2020-2021 Calendar, under the heading 6.13 Joint Degrees of Bachelor of Music and Bachelor of Business Administration, amend the following sections as indicated:

**“6.13 Joint Degrees of Bachelor of Music and Bachelor of Commerce
~~Business Administration~~”**

6.13.1 The Curriculum

1. To be considered for the award of the Joint Degrees of Bachelor of Music and Bachelor of Commerce ~~Business Administration~~, a student shall comply with all regulations of the School of Music and the Faculty of Business Administration regarding the respective degrees, except:
 - a. Notwithstanding clauses 5., 6., and 7. of the **Core Program Requirements** under the Bachelor of Music Degree Regulations, students in the Bachelor of Music program who are concurrently completing the Bachelor of Commerce ~~Business Administration~~ program will be exempted from clauses 5. and 6., and will be permitted to replace clause 7. with the following:

Ensemble II: 10 credit hours according to **Principal Applied Study** below:

- i. **Voice:** Music 2700 and 2701, and 2 credit hours from Music 2611-2612, plus 6 additional credit hours from Music 2611, 2612, 2616, 2617, 3517 or 3518 with a maximum of 1 credit hour from Music 3517-3518. Students will be placed in one of these ensemble courses during each semester in which they are enrolled in Principal Applied Study. The assignment will be based on their ensemble audition, the appropriateness of the ensemble for the student’s musical development and program of study, and the need to create balanced ensembles.
- ii. **Piano, organ, or guitar:** 8 credit hours chosen from Music 2611-2620, 3517, 3518 with at least 2 credit hours from Music 2611-2612 and no more than 2 credit hours from Music 3517-3518. An additional 2 credit hours of music electives chosen from courses beyond the 1000 level. Students will be placed in one of these ensemble courses during each semester in which they are enrolled in Principal Applied Study. The assignment will be based on their ensemble audition, the appropriateness of the ensemble for the student’s musical development and program of

study, and the need to create balanced ensembles.

- iii. **All other Principal Applied Study, i.e. percussion or a string or wind instrument:** 10 credit hours from Music 2611-2615, 2619, 2620, 3517, 3518, with at least 1 credit hour chosen from Music 2611 or Music 2612, and no more than 1 credit hour chosen from Music 3517 or 3518. Students will be placed in one of these ensemble courses during each semester in which they are enrolled in Principal Applied Study. The assignment will be based on their ensemble audition, the appropriateness of the ensemble for the student's musical development and program of study, and the need to create balanced ensembles.
 - b. Notwithstanding clause 4.a. 2.e. of **The Program Regulations Curriculum** under **Regulations for the General Degree of Bachelor of Commerce Business Administration (B.B.A.)**, students in the Bachelor of Commerce Business Administration program who are concurrently completing the Bachelor of Music program will be permitted to replace that clause as follows: Statistics 2500, Business 1000, 2011, 2012, 2111, 2112, 2205, 2600, 2720, 3005, 3310, 3325, 3335, 3401, 3550, 3700, 4306, 4720 and 5002. Business 1000, 1101, 1210, 1600, 2010, 2101, 2210, 2400, 2710, 3310, 3401, 3700, 4000, 4050, 4320, 4330, 4500, 5301, and 7002. Students are encouraged to note the prerequisites for Business 7002 and to plan their courses so that they have completed the prerequisites prior to the semester in which they plan to take Business 7002.
 - c. These adjustments to the normal curriculum will only be permitted for students who are graduating with the Bachelor of Bachelor of Music and the Bachelor of Commerce Business Administration degrees at the same convocation graduation. In order to meet all of the requirements of both degree programs at the same time, students who are completing the joint degrees are strongly advised to follow **Table 1 Joint Degrees of Bachelor of Music with a Major in General Musical Studies and Bachelor of Commerce Business Administration**, **Table 2 Joint Degrees of Bachelor of Music with a Major in Composition and Bachelor of Commerce Business Administration**, or **Table 3 Joint Degrees of Bachelor of Music with a Major in Performance and Bachelor of Commerce Business Administration**, as appropriate. Students are reminded that they must meet the continuance requirements of the Bachelor of Commerce program and the Bachelor of Music program. Students who fail to meet the continuance requirements are advised to seek academic advice from the appropriate academic unit.
2. Students completing the Joint Degrees of Bachelor of Commerce and Bachelor of Music must meet the following additional continuance requirement:
 - a. Students must have an average of at least 65% on the 30 credit hours that comprise Business One as noted in clause 3. The Curriculum under Regulations for the General Degree of Bachelor of Commerce at the time they complete those 30 credit hours.

6.13.1.1 Joint Degrees of Bachelor of Music with a Major in General Musical Studies and Bachelor of Commerce Business

Administration

To be considered for the award of the Joint Degrees of Bachelor of Music with a Major in General Musical Studies and Bachelor of Commerce ~~Business Administration~~, students must successfully complete the following 157 ~~160~~ credit hours with a grade point average on those ~~157~~ 160 credit hours of at least 2.5 and a numeric average on those 157 ~~160~~ credit hours of at least 60%:

1. 53 credit hours from the Music **Core Program Requirements** as modified in clause 1.a. of **The Curriculum** above;
2. Music 340A/B, 440A/B, 4800;
3. 6 credit hours chosen from Musicologies or Music Theory and Composition courses beyond the 2000 level;
4. 12 credit hours chosen from Music courses beyond the 1000 level including:
 - a. maximum of 2 credit hours from Music 2611-2614, 2619, 2620, 263A/B, in addition to those from the Music **Core Program Requirements** modified in clause 1.a. of **The Curriculum** above;
 - b. a maximum of 2 credit hours from Music 2615-2617, 265A/B, 3514-3518 in addition to those from the Music **Core Program Requirements** modified in clause 1.a. of **The Curriculum** above;
 - c. a maximum of 3 credit hours from Music 2021-2023; and
 - d. a maximum of 6 credit hours from Music 3500-3513;
5. ~~6 credit hours of English which must include English 1110 or 1021;~~ 6 credit hours in English courses, 3 credit hours of which may be replaced by any Memorial University of Newfoundland Critical Reading and Writing (CRW) course;
6. Mathematics 1000;
7. Economics 1010 and 1020;
8. Statistics 2500; and
9. Business 200W, 400W, 500W, 1000, 2011, 2012, 2111, 2112, 2205, 2600, 2720, 3005, 3210, 3310, 3325, 3335, 3401, 3550, 3700, 4306, 4720 and 5002. ~~1000, 1101, 1210, 1600, 2010, 2101, 2210, 2400, 2710, 3210, 3310, 3401, 3700, 4000, 4050, 4320, 4330, 4500, 5301, and 7002.~~

Table 1 Joint Degrees Bachelor of Music with a Major in General Music Studies and Bachelor of Commerce ~~Business Administration~~

Fall Academic Term 1	Business 1000 Mathematics 1090 or 1000 [see note 1 below] MUS 140A, 1005, 1107, 1117, 1700 1 credit hour chosen to meet Ensemble II credit requirements outlined in clause 1.a. of The Curriculum
Winter Academic Term 2	Business 1600 <u>2600</u> Economics 1010 or Mathematics 1000 if not successfully completed in Term 1 [see note 1 below] English 1090 MUS140B, 1006, 1108, 1118 1 credit hour chosen to meet Ensemble II credit requirements outlined in clause 1.a. of

	The Curriculum
Fall Academic Term 3	Economics 1020 English 1110 <u>3 credit hours of Memorial University of Newfoundland Critical Reading and Writing (CRW) course</u> MUS 240A, 2005, 2107, 2117 1 credit hour chosen to meet Ensemble II credit requirements outlined in clause 1.a. of The Curriculum
Winter Academic Term 4	Business 1210, 2010 <u>2011, 2205</u> Economics 1010 if not successfully completed in Term 2 [see note 1 below] MUS 240B, 2006, 2108, 2118 1 credit hour chosen to meet Ensemble II credit requirements outlined in clause 1.a. of The Curriculum
Fall Academic Term 5	Business 1101, 2210 <u>200W, 2012, 2111</u> MUS 340A, 3009, 3105 1 credit hour chosen to meet Ensemble II credit requirements outlined in clause 1.a. of The Curriculum
Winter Academic Term 6	Business 2101, 2400 <u>2112, 2720</u> MUS 340B Statistics 2500 1 credit hour chosen to meet Ensemble II credit requirements outlined in clause 1.a. of The Curriculum 3 credit hours chosen to meet requirements outlined in 6.13.1.1, 3. or 6.13.1.1, 4. above
Fall Academic Term 7	Business 2710, 400W , 3310, <u>3401, 3700</u> MUS 440A 1 credit hour chosen to meet Ensemble II credit requirements outlined in clause 1.a. of The Curriculum 3 credit hours chosen to meet requirements outlined in clauses 6.13.1.1, 3. or 6.13.1.1, 4. above
Winter Academic Term 8	Business 3401, 4000, 4330 <u>3005, 3335, 3550</u> MUS 440B 1 credit hour chosen to meet Ensemble II credit requirements outlined in clause 1.a. of The Curriculum 3 credit hours chosen to meet requirements outlined in 6.13.1.1, 3. or 6.13.1.1, 4. above
Fall Academic Term 9	Business 4050, 4320, 4500 <u>500W, 3325, 4306, 4720</u> 1 credit hour chosen to meet Ensemble II credit requirements outlined in clause 1.a. of The Curriculum 3 credit hours chosen to meet requirements outlined in 6.13.1.1, 3. or 6.13.1.1, 4. above
Winter Academic Term 10	Business 3210, 5301, 7002 <u>5002</u> MUS 4800 1 credit hour chosen to meet Ensemble II credit requirements outlined in clause 1.a. of The Curriculum
Harlow Campus	Optional: 6 credit hours in the Harlow Music Semester offered at Harlow Campus. [see note 2 below]

Notes:

1. *Students who are required to take Mathematics 1090 prior to Mathematics 1000 should complete Mathematics 1090 in Term 1, Mathematics 1000 in place of Economics 1010 in Term 2, and Economics 1010 in Term 4.*
2. *Students who elect not to participate in the Harlow Music Semester offered at Harlow Campus must complete a total of 6 additional credit hours chosen to meet requirements outlined in 6.13.1.1, 3. or 6.13.1.1, 4. above as opportunities arise and as courses are offered during Term 5 through Term 10.*
3. *Students who wish to deviate from the above curriculum, including students who wish to complete online courses or courses in the Spring semester, Intersession, or Summer session, should consult with an advisor in the Faculty of Business Administration or the School of Music to ensure that they do not experience unforeseen delays in completing the joint degrees program.*

6.13.1.2 Joint Degrees of Bachelor of Music with a Major in Composition and Bachelor of Commerce Business Administration

To be considered for the award of the Joint Degrees of Bachelor of Music with a Major in Composition and Bachelor of Commerce Business Administration, students must successfully complete the following 160 ~~163~~ credit hours with a grade point average on those ~~163~~ 160 credit hours of at least 2.5 and a numeric average on those 163 credit hours of at least 60%.

1. 53 credit hours from the Music **Core Program Requirements** as modified in clause 1.a. of **The Curriculum** above;
2. Music 340A/B, 440A/B, 4800;
3. 6 credit hours of Music 3140 and 3 credit hours of Music 4140;
4. 12 credit hours chosen from Music 3100, 3104, 3112, 4104, 4112, and either 3106 or 3108. Students interested in this Major are strongly encouraged to take Music 3100 in second year.
5. ~~6 credit hours of English which must include English 1110 or 1021;~~ 6 credit hours in English courses, 3 credit hours of which may be replaced by any Memorial University of Newfoundland Critical Reading and Writing (CRW) course;
6. Mathematics 1000;
7. Economics 1010 and 1020;
8. Statistics 2500; and
9. Business 200W, 400W, 500W, 1000, 2011, 2012, 2111, 2112, 2205, 2600, 2720, 3005, 3210, 3310, 3325, 3335, 3401, 3550, 3700, 4720, 4306 and 5002. ~~4000, 1101, 1210, 1600, 2010, 2101, 2210, 2400, 2710, 3210, 3310, 3401, 3700, 4000, 4050, 4320, 4330, 4500, 5301, and 7002.~~

Table 2 Joint Degrees Bachelor of Music with a Major in Composition and Bachelor of Commerce Business Administration

Fall Academic Term 1	Business 1000 Mathematics 1090 or 1000 [see note 1 below] MUS 140A, 1005, 1107, 1117, 1700
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	1 credit hour chosen to meet Ensemble II credit requirements outlined in clause 1.a. of The Curriculum
Winter Academic Term 2	Business 1600 <u>2600</u> Economics 1010 or Mathematics 1000 if not successfully completed in Term 1 [see note 1 below] English 1090 MUS140B, 1006, 1108, 1118 1 credit hour chosen to meet Ensemble II credit requirements outlined in clause 1.a. of The Curriculum
Fall Academic Term 3	Economics 1020 English 1110 <u>3 credit hours of Memorial University of Newfoundland Critical Reading and Writing (CRW) course</u> MUS 240A, 2005, 2107, 2117, 3100 1 credit hour chosen to meet Ensemble II credit requirements outlined in clause 1.a. of The Curriculum
Winter Academic Term 4	Business 1210, 2010 <u>2011, 2205</u> Economics 1010 if not successfully completed in Term 2 [see note 1 below] MUS 240B, 2006, 2108, 2118 1 credit hour chosen to meet Ensemble II credit requirements outlined in clause 1.a. of The Curriculum
Fall Academic Term 5	Business 1101, 2210 <u>200W, 2012, 2111</u> MUS 340A, 3009, 3105, 3140 1 credit hour chosen to meet Ensemble II credit requirements outlined in clause 1.a. of The Curriculum
Winter Academic Term 6	Business 2101, 2400 <u>2112, 2720</u> MUS 340B, 3140 Statistics 2500 1 credit hour chosen to meet Ensemble II credit requirements outlined in clause 1.a. of The Curriculum 3 credit hours chosen to meet requirements outlined in 6.13.1.2, 4.. above
Fall Academic Term 7	Business 2710, 400W, <u>3310, 3401, 3700</u> MUS 440A, 4140 1 credit hour chosen to meet Ensemble II credit requirements outlined in clause 1.a. of The Curriculum
Winter Academic Term 8	Business 3401, 4000, 4330 <u>3005, 3335, 3550</u> MUS 440B 1 credit hour chosen to meet Ensemble II credit requirements outlined in clause 1.a. of The Curriculum 3 credit hours chosen to meet requirements outlined in 6.13.1.2, 4. above
Fall Academic Term 9	Business 4050, 4320, 4500 <u>500W, 3325, 4306, 4720</u> 1 credit hour chosen to meet Ensemble II credit requirements outlined in clause 1.a. of The Curriculum 3 credit hours chosen to meet requirements outlined in 6.13.1.2, 4. above
Winter Academic Term 10	Business 3210, 5301, 7002 <u>5002</u> MUS 4800

	1 credit hour chosen to meet Ensemble II credit requirements outlined in clause 1.a. of The Curriculum
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Notes:

1. *Students who are required to take Mathematics 1090 prior to Mathematics 1000 should complete Mathematics 1090 in Term 1, Mathematics 1000 in place of Economics 1010 in Term 2, and Economics 1010 in Term 4.*
2. *Students who wish to deviate from the above curriculum, including students who wish to complete online courses or courses in the Spring semester, Intersession, or Summer session, should consult with an advisor in the Faculty of Business Administration or the School of Music to ensure that they do not experience unforeseen delays in completing the joint degrees program.*

6.13.1.3 Joint Degrees of Bachelor of Music with a Major in Performance and Bachelor of Commerce Business Administration

To be considered for the Joint Degrees of Bachelor of Music with a Major in Performance and Bachelor of Commerce Business Administration, students must successfully complete the following ~~164~~ 167 credit hours with a grade point average on those ~~164~~ 167 credit hours of at least 2.5 and a numeric average on those ~~164~~ 167 credit hours of at least 60%.

1. 53 credit hours from the Music **Core Program Requirements** as modified in clause 1.a. of **The Curriculum** above;
2. Music 345A/B, 445A/B, 4800;
3. 3 credit hours chosen from Music 3722, 3732, 3742, 3751, 3764, 3774, 4701, 4702, 4703;
4. 6 credit hours chosen from Music 2615, 2616, 2617, 265A/B, 3500, the former 3510, 3511-3518, 3611-3613;
5. For students whose Principal Applied Study is Voice, 12 credit hours, including:
 - a. 3 credit hours chosen from courses beyond the 2000 level in Musicologies and Music Theory/Composition; and
 - b. 3 credit hours in each of Italian, German, and French for a total of 9 credit hours;
6. For students whose Principal Applied Study is Piano, Organ, Guitar, Percussion, or a String or Wind instrument, 12 credit hours chosen from Music courses beyond the 1000 level, including:
 - a. At least 6 credit hours chosen from courses beyond the 2000 level in Musicologies and Music Theory/Composition;
 - b. A maximum of 2 credit hours from Music 2611-2614, 2619, 2620, 263A/B, in addition to those from the Music **Core Program Requirements** as modified in clause 1.a. of **The Curriculum** above;
 - c. A maximum of 2 credit hours from Music 2615-2617, 265A/B, 3514-3518, 3611-3613 in addition to those from the Music **Core Program Requirements** as modified in clause 1.a. of **The Curriculum** above;
 - d. A maximum of 3 credit hours from Music 2021-2023;
 - e. A maximum of 6 credit hours from Music 3500-3513;
7. ~~6 credit hours of English which must include English 1110 or 1021;~~ 6 credit hours in English courses, 3 credit hours of which may be replaced by any Memorial

University of Newfoundland Critical Reading and Writing (CRW) course:

8. Mathematics 1000;
9. Economics 1010 and 1020;
10. Statistics 2500; and
11. Business 200W, 400W, 500W, 1000, 2011, 2012, 2111, 2112, 2205, 2600, 2720, 3005, 3210, 3310, 3325, 3335, 3401, 3550, 3700, 4720, 4306 and 5002. ~~4000, 4101, 1210, 1600, 2010, 2101, 2210, 2400, 2710, 3210, 3310, 3401, 3700, 4000, 4050, 4320, 4330, 4500, 5301, and 7002.~~

Table 3 Joint Degrees Bachelor of Music with a Major in Performance and Bachelor of Commerce ~~Business Administration~~

Fall Academic Term 1	Business 1000 Mathematics 1090 or 1000 [see note 1 below] MUS 140A, 1005, 1107, 1117, 1700 1 credit hour chosen to meet Ensemble II credit requirements outlined in clause 1.a. of The Curriculum
Winter Academic Term 2	Business 1600 <u>2600</u> Economics 1010 or Mathematics 1000 if not successfully completed in Term 1 [see note 1 below] English 1090 MUS140B, 1006, 1108, 1118 1 credit hour chosen to meet Ensemble II credit requirements outlined in clause 1.a. of The Curriculum
Fall Academic Term 3	Economics 1020 English 1110 <u>3 credit hours of Memorial University of Newfoundland Critical Reading and Writing (CRW) course</u> MUS 240A, 2005, 2107, 2117 1 credit hour chosen to meet Ensemble II credit requirements outlined in clause 1.a. of The Curriculum
Winter Academic Term 4	Business 1210, 2010 <u>2011, 2205</u> Economics 1010 if not successfully completed in Term 2 [see note 1 below] MUS 240B, 2006, 2108, 2118 1 credit hour chosen to meet Ensemble II credit requirements outlined in clause 1.a. of The Curriculum
Fall Academic Term 5	Business 1101, 2210 <u>200W, 2012, 2111</u> MUS 345A, 3009 [see note 2 below], 3105 1 credit hour chosen to meet Ensemble II credit requirements outlined in clause 1.a. of The Curriculum 3 credit hours chosen to meet requirements outlined in 6.13.1.3, 3. or 6.13.1.3, 4. above
Winter Academic Term 6	Business 2101, 2400 <u>2112, 2720</u> MUS 345B Statistics 2500 1 credit hour chosen to meet Ensemble II credit requirements outlined in clause 1.a. of The Curriculum 3 credit hours chosen to meet requirements outlined in 6.13.1.3, 3. or 6.13.1.3, 4. above

Fall Academic Term 7	Business 2710, 400W , 3310, <u>3401</u> , 3700 MUS 445A 1 credit hour chosen to meet Ensemble II credit requirements outlined in clause 1.a. of The Curriculum 3 credit hours chosen to meet requirements outlined in 6.13.1.3, 3. or 6.13.1.3, 4. above
Winter Academic Term 8	Business 3401, 4000, 4330 <u>3005, 3335, 3550</u> MUS 445B 1 credit hour chosen to meet Ensemble II credit requirements outlined in clause 1.a. of The Curriculum 3 credit hours chosen to meet requirements outlined in 6.13.1.3, 5. or 6.13.1.3, 6. above
Fall Academic Term 9	Business 4050, 4320, 4500 <u>500W, 3325, 4306, 4720</u> 1 credit hour chosen to meet Ensemble II credit requirements outlined in clause 1.a. of The Curriculum 3 credit hours chosen to meet requirements outlined in 6.13.1.3, 5. or 6.13.1.3, 6. above
Winter Academic Term 10	Business 3210, 5301, 7002 <u>5002</u> MUS 4800 1 credit hour chosen to meet Ensemble II credit requirements outlined in clause 1.a. of The Curriculum 3 credit hours chosen to meet requirements outlined in 6.13.1.3, 5. or 6.13.1.3, 6. above
Harlow Campus	Optional: 6 credit hours in the Harlow Music Semester offered at Harlow Campus. [see note 2 below]

Notes:

1. *Students who are required to take Mathematics 1090 prior to Mathematics 1000 should complete Mathematics 1090 in Term 1, Mathematics 1000 in place of Economics 1010 in Term 2, and Economics 1010 in Term 4.*
2. *Students who attend Harlow campus in the summer receive 3 credit hours of Musicologies. The remaining 3 credit hours may count as music electives or as a substitute for MUS 3009. Students who elect not to participate in the Harlow Music Semester must complete a total of 3 additional credit hours chosen to meet requirements outlined in 6.13.1.3, 5. or 6.13.1.3, 6. above as opportunities arise and as courses are offered during Term 5 through Term 10.*
3. *Students who wish to deviate from the above curriculum, including students who wish to complete online courses or courses in the Spring semester, Intersession, or Summer session, should consult with an advisor in the Faculty of Business Administration or the School of Music to ensure that they do not experience unforeseen delays in completing the joint degrees program.”*

Page 435, 2020-2021 Calendar, under the heading 8.3 Interdisciplinary Minor in Music and Culture, amend section as follows:

“1. This Minor is available to students in the Bachelor of Arts, Bachelor of Science, Bachelor of Commerce ~~Business Administration~~, Bachelor of Commerce (Co-operative), Bachelor of Recreation, Bachelor of Recreation (Honours), Bachelor of Recreation (Cooperative), and Bachelor of Recreation (Cooperative) (Honours). The Minor in Music and Culture is not applicable to the Bachelor of Music degree.”

Page 435, 2020-2021 Calendar, under the heading 8.4 Minor in Music History, amend section as follows:

“1. This Minor is available to students in the Bachelor of Arts, Bachelor of Science, Bachelor of Commerce ~~Business Administration~~, Bachelor of Commerce (Co-operative), Bachelor of Recreation, Bachelor of Recreation (Honours), Bachelor of Recreation (Cooperative), and Bachelor of Recreation (Cooperative) (Honours). The Minor in Music History is not applicable to the Bachelor of Music degree.”

Page 436, 2020-2021 Calendar, under the heading 13.1 Applied Music Courses, amend section as follows:

“**4800 Music Business in Practice** allows students to develop and explore business pathways and opportunities in the music industry through project based, experiential learning. The course is structured around applied projects where students explore one or more of the following in practice: entrepreneurship, social enterprise, music industry internship, volunteer opportunities. In addition to applied project work, students meet in seminar format to share and deepen their learning.

CO: Business 7002

PR: admission to the Joint Degrees of Bachelor of Music and Bachelor of Commerce ~~Business Administration~~ program”

Page 304, 2020-2021 Calendar, under the heading 13.1.1 Dean's List Procedure and Criteria, amend clause 3 as follows:

“All full-time students who have declared a Major or Honours program in the Faculty of Humanities and Social Sciences are eligible and will be automatically considered. A student must be enrolled in a Bachelor of Arts, Bachelor of Arts (Honours), International Bachelor of Arts, Bachelor of Arts (Co-operative), Joint Bachelor of Arts/Bachelor of Science or Joint Bachelor of Arts/Bachelor of Commerce (Co-operative) program. Alternatively, a student may complete the requirements for the degree during the nominating period. Students with INC grades are treated on a case-by-case basis.”

Page 282, 2020-2021 Calendar, under the heading 6.7 Joint Degrees of Bachelor of Arts and Bachelor of Commerce (Co-operative), amend as is indicated in the following side-by-side comparison table:

Current Calendar

Proposed Calendar

6.7 Joint Degrees of Bachelor of Arts and Bachelor of Commerce (Co-operative)

In order to meet all of the requirements of the Bachelor of Arts and Bachelor of Commerce (Co-operative) degree programs at the same time, students who are completing the joint degrees are strongly advised to follow the **Suggested Program of Studies** outlined below, to take account of the accompanying advisory notes, and to seek advice from the department or program of their Major in order to ensure that their proposed program is possible within the constraints of course scheduling and prerequisites.

See **General Academic Regulations (Undergraduate), Residence Requirements, Second Degree.**

6.7.1 Suggested Program of Studies for the Bachelor of Arts and Bachelor of Commerce (Co-operative) Prior to admission to the Bachelor of Commerce (Co-operative) Program

For the joint degrees of Bachelor of Arts and Bachelor of Commerce (Co-operative), students must successfully complete a minimum of 150 credit hours in courses applicable to the degrees. To be eligible for admission to Term 1 of the Bachelor of Commerce (Co-operative) program, an applicant must have successfully completed 30 credit hours with an overall average of at least 65% on the courses comprising those credit hours. The 30 credit hours must comprise:

6 credit hours in English courses which must include either English 1021 or 1110;

either Mathematics 1090 (or 109A/B) and 1000 or Mathematics 1000 and 3 credit hours in one of a language other than English or in the subject of the intended Major program;

Economics 1010 (or the former 2010) and Economics 1020 (or the former 2020);

Business 1000; and

9 additional credit hours in non-Business courses. It is strongly recommended that these 9 credit hours include courses in a language other than English and courses in the subject of the intended Major program as the Bachelor of Arts degree requires 6 credit hours in single language other than English.

6.7 Joint Degrees of Bachelor of Arts and Bachelor of Commerce (Co-operative)

In order to meet all of the requirements of the Bachelor of Arts and Bachelor of Commerce (Co-operative) degree programs at the same time, students who are completing the joint degrees are strongly advised to follow the **Suggested Program of Studies** outlined below, to take account of the accompanying advisory notes, and to seek advice from the department or program of their Major in order to ensure that their proposed program is possible within the constraints of course scheduling and prerequisites.

See **General Academic Regulations (Undergraduate), Residence Requirements, Second Degree.**

6.7.1 Suggested Program of Studies for the Bachelor of Arts and Bachelor of Commerce (Co-operative) Prior to admission to the Bachelor of Commerce (Co-operative) Program

For the joint degrees of Bachelor of Arts and Bachelor of Commerce (Co-operative), students must successfully complete a minimum of 150 credit hours in courses applicable to the degrees. To be eligible for admission to Term 1 of the Bachelor of Commerce (Co-operative) program, an applicant must declare Business One as their program of study and must complete a minimum of 15 credit hours as a Business One student at Memorial University of Newfoundland in order to be considered for admission into the Bachelor of Commerce Co-operative program. To declare Business One applicants should contact the Office of the Registrar (reghelp@mun.ca). Applicants must have an overall average of 65% on the 30 credit hours required for Business One:

The 30 credit hours must comprise:

6 credit hours in English courses, 3 credit hours of which may be replaced by any Memorial University of Newfoundland Critical Reading and Writing (CRW) course

either Mathematics 1090 (or 109A/B) and 1000; or Mathematics 1000 and 3 credit hours in a language study (LS) course or Mathematics 1000 and 3 credit hours in the subject of the intended Major program;

Economics 1010 and Economics 1020;

Following admission to the Bachelor of Commerce (Co-operative) program, the curriculum is as set out below in **Table 1 Bachelor of Commerce (Co-operative) Curriculum (Completed Jointly with The Degree of Bachelor of Arts)**.

Please refer to the Calendar entry for the **Faculty of Business Administration** for complete course descriptions and regulations for the **Joint Degrees of Bachelor of Commerce (Co-operative) and Bachelor of Arts**.

Business 1000; and

9 additional credit hours in non-Business courses. It is strongly recommended that these 9 credit hours include language study (LS) courses and courses in the subject of the intended Major program. The Bachelor of Arts degree requires 6 credit hours in LS courses in a single language.

Following admission to the Bachelor of Commerce (Co-operative) program, the curriculum is as set out below in **Table 1 Bachelor of Commerce (Co-operative) Curriculum (Completed Jointly with The Degree of Bachelor of Arts)**.

Please refer to the Calendar entry for the **Faculty of Business Administration** for complete course descriptions and regulations for the **Joint Degrees of Bachelor of Commerce (Co-operative) and Bachelor of Arts**.

Table 1 Bachelor of Commerce (Co-operative) Curriculum (Completed Jointly with the Bachelor of Arts)

Terms A/B	6 credit hours in English courses which must include English 1110 or 1021 Mathematics 1000 Economics 1010 (or the former 2010) and Economics 1020 (or the former 2020) Business 1000 12 additional credit hours in non-Business electives [see Note 1. below]
Fall Academic Term 1	Business 1101 Business 1210 Statistics 2500 6 credit hours chosen from: Business 1600, Business 2010, Business 2400, Business 2710, and 3 credit hours in Major, Core or elective courses [see Note 1. below]
Winter Academic Term 2	Business 2101 Business 2210 Remaining 9 credit hours chosen from: Business 1600, Business 2010, Business 2400, Business 2710, and 3 credit hours in Major, Core or elective courses [see Note 1. below]
Spring	[see Note 2. below]
Fall Academic Term 3	Business 300W Business 3310 Business 3401 Business 3700 At least 6 credit hours in Major, Core or elective courses [see Note 3. below]
Winter	Business 399W [see Note 2. below]
Spring Academic Term 4	Business 4000 Business 4050 Business 4320 Business 4330 Business 4500
Fall	Business 499W [see Note 2. below]
Winter Academic Term 5	Business 5301 At least 12 credit hours in Major, Core or elective courses [see Note 3. below]
Spring	Business 599W [see Note 2. below]
Fall Academic Term 6	Business 7000 At least 12 credit hours in Major, Core or elective courses [see Note 3. below]
Winter Academic Term 7	At least 15 credit hours in Major, Core or elective courses [see Note 3. below]

Table 1 Bachelor of Commerce (Co-operative) Curriculum (Completed Jointly with the Bachelor of Arts)

Business One	6 credit hours in English, 3 credit hours of which may be replaced by any Memorial University of Newfoundland Critical Reading and Writing (CRW) course Mathematics 1000 Economics 1010 and Economics 1020 Business 1000 12 additional credit hours in non-Business electives [see Note 1. below]
Fall Academic Term 1	Business 2011 Business 2111 Statistics 2500 Remaining 6 credit hours chosen from: Business 2205, Business 2600, Business 2720, and 3 credit hours in Major, Core or elective courses [see Note 1. below]
Winter Academic Term 2	Business 200W Business 2012 Business 2112 Remaining 9 credit hours chosen from: Business 2205, Business 2600, Business 2720, and 3 credit hours in Major, Core or elective courses [see Note 1. below]
Spring	[see Note 2. below]
Fall Academic Term 3	Business 300W Business 3325 Business 3401 Business 3550 At least 6 credit hours in Major, Core or elective courses [see Note 1. and 3. below]
Winter Work Term 1	Business 399W [see Note 2. below]
Spring Academic Term 4	Business 400W Business 3005 Business 3310 Business 3335 Business 3700 At least 3 credit hours in Major, Core or elective courses [see Note 1. and 3. below]
Fall Work Term 2	Business 499W [see Note 2. below]
Winter Academic Term 5	Business 4720 At least 12 credit hours in Major, Core or elective courses [see Note 1. and 3. below]
Spring Work Term 3	Business 599W [see Note 2. below]
Fall Academic Term 6	Business 500W Business 4306 At least 12 credit hours in Major, Core or elective courses [see Note 3. below]
Winter Academic Term 7	Business 5001 At least 12 credit hours in Major, Core or elective courses [see Note 3. below]

Notes:

The Bachelor of Arts requires completion of a **Major Program**, a **Minor Program**, a set of **Core Requirements** (comprising a **Breadth of Knowledge Requirement**, a **Critical Reading and Writing (CRW Requirement)**, a **Language Study (LS) Requirement**, a **Quantitative Reasoning (QR) Requirement**), and **Elective** courses, totalling at least 78 credit hours in courses offered by departments within the Faculty of Humanities and Social Sciences. Majors are also available from the following Departments in the Faculty of Science: Computer Science, Mathematics and Statistics, and Psychology provided that additional credit hours are completed in Humanities and/or Social Sciences courses as stipulated below. When the Bachelor of Arts is completed jointly with the Bachelor of Commerce (Co-operative):

Minor program requirements are satisfied by Business

Notes:

No fewer than 78 credit hours must be completed in courses offered by departments within the Faculty of Humanities and Social Sciences.

The Bachelor of Arts program requires completion of a **Major Program**, a **Minor Program**, a set of **Core Requirements** (comprising a **Breadth of Knowledge Requirement**, a **Critical Reading and Writing (CRW Requirement)**, a **Language Study (LS) Requirement**, and a **Quantitative Reasoning (QR) Requirement**), and **Elective** courses.

The 6 credit hours for the **QR requirement** for the Bachelor of Arts program are satisfied by

*courses specified in **Table 1 Bachelor of Commerce (Co-operative) Curriculum (Completed Jointly with the Degree of Bachelor of Arts).***

*Core requirements for English **Critical Reading and Writing (CRW)** courses and **Quantitative Reasoning (QR)** are satisfied by courses successfully completed in Terms A/B or during Terms 1 or 2 of the Bachelor of Commerce (Co-operative) degree. English 1021 does not qualify as a CRW course except for students completing the Joint Degrees of Bachelor of Commerce (Co-operative) and Bachelor of Arts.*

It is recommended that the Core Requirement for 6 credit hours in courses in a single language other than English be completed in Terms A/B of the Bachelor of Commerce (Co-operative) degree program.

*Major requirements for the Bachelor of Arts may be satisfied in 36 to 45 credit hours, depending on the department or program chosen. Students are strongly recommended to seek advice from the department or program of their Major to ensure that their proposed degree program is possible within the constraints of course scheduling and prerequisites. When a Major is completed in Computer Science, Mathematics, Statistics or Psychology, all credit hours used to fulfill the B.A. **Core Requirements** (excluding the **Quantitative Reasoning Requirement**) and the B.A. **Electives** must be completed in Humanities and/or Social Science areas of study listed in the Bachelor of Arts **Breadth of Knowledge Requirement**.*

Students are advised that, in order to complete the joint degrees within the minimum 150 credit hours, they must complete at least five of the courses required for the Bachelor of Arts as opportunities arise and as courses are offered. These courses may be completed during the Spring semesters between Terms A/B and Term 1, between Terms 2 and 3, or during any of the three Work Terms (for example, in the evening or by distance), or as sixth courses during any of the academic terms (following submission of a course load waiver).

*To meet the requirements for the Bachelor of Commerce (Co-operative), not fewer than 15 and not more than 36 credit hours in Business electives must be chosen from **Table 3 Business Electives**. Students intending to complete the joint degrees in the minimum number of 150 credit hours should ensure that at least 78 of these credit hours are completed in courses offered by departments within the Faculty of Humanities and Social Sciences. Subject to the aforementioned limitations, Majors are also available from the following Departments in the Faculty of Science: Computer Science, Mathematics and Statistics,*

Mathematics 1000 and Statistics 2500.

Major requirements for the Bachelor of Arts program may be satisfied in 36 to 45 credit hours, depending on the department or program chosen. Students are strongly encouraged to seek advice from the department or program of their Major to ensure that their proposed degree program is possible within the constraints of course scheduling and prerequisites.

Minor program requirements for the Bachelor of Arts program are satisfied by BUSI courses specified in Table 8 Bachelor of Commerce (Co-operative) Curriculum (Completed Jointly with the Bachelor of Arts) above.

Students who choose to pursue a major from the Faculty of Science (Computer Science, Mathematics and Statistics, and Psychology) will require more than 150 credit hours to complete their program to ensure they meet the 78 credit hour requirement from the Faculty of Humanities and Social Sciences. Regular consultation with the appropriate academic advisors within the Faculty of Humanities and Social Sciences and Faculty of Science is encouraged.

Students are advised that, in order to complete the joint degrees within the minimum 150 credit hours, they must complete at least 15 credit hours required for the Bachelor of Arts program as opportunities arise and as courses are offered. These credit hours may be completed during the Spring semesters between Business One and Term 1, between Terms 2 and 3, during any of the three Work Terms or as sixth courses during any of the academic terms, following the submission and approval of a course load waiver request to the Academic Programs Office.

To meet the requirements for the Bachelor of Commerce (Co-operative) program, not fewer than 18 and not more than 39 credit hours in approved **Business Electives**. Students intending to complete the joint degrees in the minimum number of 150 credit hours should ensure that at least 78 of these credit hours are completed in courses offered by departments within the Faculty of Humanities and Social Sciences. Majors are also available from the following Departments in the Faculty of Science: Computer Science, Mathematics and Statistics, and Psychology. Careful planning, particularly in the selection of elective courses as well as in the sequence of Major program courses, is therefore recommended to ensure timely completion of the

and Psychology. Careful planning, particularly in the selection of elective courses as well as in the sequence of Major program courses, is therefore recommended to ensure timely completion of the joint degrees.

Page 87, 2020-2021 Calendar, under the heading 11.2 Core and Elective Course Descriptions, insert the following new courses:

“BUSI 200W: Business Professional Development Seminar 1 encourages students to recognize, foster and apply their interests and strengths towards the selection and achievement of their career and educational goals. Students will develop skills relevant to professional standards worldwide, providing them a first step towards their professional ambitions.

AR: attendance is required

CH: 0

LC: as scheduled

PR: admission to the Faculty of Business Administration, completion of at least 48 credit hours

BUSI 400W: Business Professional Development Seminar 2 is designed for students who are further along within their program and focuses more on individual skill development than 200W. Resume building and enhancement remains an important component, but there are also further opportunities to explore more specific topics and areas.

AR: attendance is required

CH: 0

LC: as scheduled

PR: BUSI 200W, BUSI 2012, completion of at least 75 credit hours

BUSI 500W: Business Professional Development Seminar 3 focuses on preparing students for life after the completion of their undergraduate program. Students in this course will develop self-reflective learning skills through the creation of a professional portfolio. They will demonstrate how their academic experience directly applies to the next stage of their career plan and how to articulate those experiences for the intended audiences.

AR: attendance is required

CH: 0

LC: as scheduled

PR: BUSI 400W, completion of at least 90 credit hours”

Page 87, 2020-2021 Calendar, under the heading 11.2 Core and elective Course Descriptions, amend section as follows:

“BUSI 1000 Introduction to Business in Society (formerly BUSI 2001) introduces the basics of business and business corporations in society, in a real-world relevant manner. Particular attention is given to societal stakeholders and to corporations' internal business processes and management functions. Major emphases include corporate social responsibilities and management ethics, and these are recurring themes in other topics such as technology, globalization and people in organizations. The course is a combination of textbook theory and guided learning activities and assignments based on finding and integrating real-world information.

is designed to provide students with an introduction to the Canadian business environment, business issues and functions, including entrepreneurship, accounting and financial management, human resource management, and marketing. These areas will be examined in profit and not-for-profit contexts. Students will explore the importance of business ethics, sustainability, and social responsibility in an increasingly global environment.

CR: the former BUSI 2001, Business 1010

UL: may be used in place of Business 1010 in programs offered in Business Administration at the Grenfell Campus

1210 Introduction to Marketing Strategy

~~introduces students to the concepts, analyses, and activities that comprise marketing strategy, and provides practice in assessing and solving strategic problems in marketing. The course is also a foundation for BUSI 2210 Introduction to Marketing Tactics, and for advanced electives in marketing. Topics include: marketing strategy, environmental analysis, competitive analysis, customer behaviour, marketing research, segmentation, targeting, and positioning.~~

~~CR: the former BUSI 1201; Business 2200~~

~~PR: English 1110 or 1021, BUSI 1000~~

2010 Business Research and Writing

~~develops research, writing, and oral communication skills In an interactive environment that encourages practice and participation. Through ongoing evaluation, students learn the fundamentals of business research using secondary sources. A key focus is the writing process, including grammar, punctuation, structure, flow, and style. Students develop oral presentation skills through in-class presentations. Students must demonstrate mastery of the material by successfully completing each of the written communication, grammar, and oral communication course components.~~

~~CR: BUSI 2000, Business 2020~~

~~PR: BUSI 1000, and English 1110 or 1021~~

2000 Business Communications – inactive course.

BUSI 2011 Business Writing introduces students to the fundamentals of effective business writing. Students will learn how to apply writing and research skills, and produce professional-quality business documents. In reading, analyzing, planning, and writing documents for various audiences, students will learn about the distinctive elements of business writing. Students will develop awareness of language and tone, and learn how to reference, organize and convey ideas and information using appropriate means to accomplish their intended purpose.

CR: BUSI 2010

PR: BUSI 1000, and 6 credit hours in English (3 credit hours of which may be replaced by any Memorial University of Newfoundland Critical Reading and Writing (CRW) course)

BUSI 2012 Business Professionalism introduces students to the essential skills which help business professionals be successful. Beyond strong technical and analytical skills, business graduates are expected to possess effective presentation, social and emotional skills with ethics, integrity and attention to inclusion and diversity. This knowledge and skill set will be developed through use of various readings, exercises, group work and individual presentations to foster professionalism, empathy, and effective interactions with all stakeholders.

CR: BUSI 2010

PR: BUSI 1000 and BUSI 2011

BUSI 2102 Introductory Accounting for Non-Business Students provides full introductory coverage of both financial and managerial accounting topics. The course focuses on the most widely used accounting theory and practice. Areas covered include financial statements, break-even analysis and budgeting.

CR: BUSI 2111 or the former BUSI 1101, BUSI 2112 or the former BUSI 2101

BUSI ~~2111~~ ~~1101~~ Principles of Accounting Introductory Financial Accounting (same as the former 1101) emphasize the concepts and issues of introductory financial accounting as they relate to the Canadian conceptual framework, and will also address the strengths and weaknesses of financial reporting at an introductory level. The student will be introduced to the accounting process and analysis of the balance sheet, income statement, and the statement of cash flows. Introduces the student to financial accounting principles, concepts, and issues. The course provides an introduction to generally accepted accounting principles (GAAP); measurement and valuation of financial statement items; and preparation and usefulness of financial statements.

CR: the former BUSI 1101, BUSI 2102, the former BUSI 3100, Business 2100

PR: Mathematics 1090 or 109B or a combination of placement test and high school Mathematics scores acceptable to the Faculty

BUSI 2112 ~~2101~~ Managerial Accounting Introductory Management Accounting (same as the former 2101) ~~provides an overview of the use of financial data for managerial decision making. The student will be introduced to basic budgeting and analysis techniques for both service-oriented and manufacturing businesses.~~ introduces management accounting by developing students' ability to prepare, interpret, and communicate accounting information that supports management decisions. The course also considers the limitations inherent in this information. For example, a product cost system seldom perfectly satisfies the information requirements of both external (financial accounting) and internal (management accounting) users. Main topics covered in the course include costing systems, cost behaviour, cost-volume-profit analysis, relevant costing, business decisions, budgeting, and performance evaluation.

CR: BUSI 2102, Business 2110, the former BUSI-4100 2101
PR: BUSI 2111 or the former BUSI 1101

BUSI 2205 Introduction to Marketing provides a relationship-focused introduction to the marketing principles that support evidence based decision making. Students are introduced to the marketing process, social responsibility and marketing ethics, marketing research, consumer and business buyer behaviour, market segmentation, targeting and positioning, and product planning, pricing, distribution, and marketing communication. In this course, students will become familiar with the strategic and tactical components of a comprehensive marketing plan.

CR: BUSI 2210, Business 2200, Business 2250
PR: BUSI 1000
CO: BUSI 2011

~~**2210 Introduction to Marketing Tactics** introduces students to the concepts, analyses, and activities that comprise marketing tactics, and provides practice in making decisions about tactical problems in marketing. The course is also a foundation for advanced electives in marketing. Topics include: product management, pricing, marketing communications, channels of distribution, implementation, and budgeting.~~

CR: the former BUSI 2201, Business 2250
PR: BUSI 1210 or the former BUSI 1201

BUSI 2220 Personal and Business Branding with Social Media develops students' ability to design and refine on-line personal brands and display brands through social media channels.

CR: ~~the former BUSI 6004, the former BUSI 6042 and the former BUSI 6240~~;
Business 3230

BUSI 2400 Decision Modeling provides an introduction to: ~~spreadsheet modeling~~; linear optimization and the related topics of integer, assignment, and transportation models; and decision analysis including payoff matrices, decision trees, and Bayesian revision. All topics will be taught within the context of business applications.

CO: Statistics 2500

CR: ~~the former BUSI 4401~~-PR: Mathematics 1000

BUSI 2600 Entrepreneurial Thinking and Behaviour (same as the former BUSI 1600) ~~1600 Introduction to Entrepreneurship~~ provides students with a basic understanding of entrepreneurship and its vital role in innovation and economic development. ~~The course will explore and critique the entrepreneurship phenomenon while fostering the development of an entrepreneurial mindset and the skills and knowledge necessary for participating in the entrepreneurial process. The course will examine opportunity identification and evaluation, creative problem solving, the ability to recognize entrepreneurial potential, risk taking, exercising initiative and personal responsibility to achieve goals, the process of launching new ventures, local and international entrepreneurial ventures, and various paths to firm ownership. The course approaches entrepreneurship as a way of thinking and acting that can be useful in any organizational setting.~~

is an introductory course designed to give students an understanding of the broad field of entrepreneurship, the significant role that entrepreneurship plays in business and society and their potential for entrepreneurial careers. Students are encouraged to think and act entrepreneurially and to be creative in assessing business opportunities. Skills gained in this course will be useful in any organization.

CR: the former BUSI 1600

BUSI 2710 Modeling and Implementing Business Processes introduces techniques for understanding and modelling business processes and implementing them in modern enterprise systems. Course work will be project-based; students will create small-scale business applications, including web-based applications, using current design and development methodologies and tools.

PR: BUSI 1000, and ~~English 1110 or 1021~~ BUSI 2011

BUSI 2720 Business Computer Applications features a strong hands-on, problem-based approach rooted in a variety of business disciplines to allow students to develop practically relevant technology skills. Students will learn to explore and solve business problems and communicate findings using current

productivity applications including spreadsheets, programming languages and graphical visualization tools.

PR: BUSI 1000

BUSI ~~3005~~ 4000 Business Law I (same as the former BUSI 4000 formerly BUSI 3000) is a course dealing with the law relating to certain aspects of business activity; includes introductory material on the nature of law and legal processes, together with a detailed study of certain aspects of the law of contract, examination of the general principles of the law of agency as they affect business operations; introduction to selected topics in company and partnership law.

is an introductory course that focuses on the laws relating to business activity in Canada and Newfoundland and Labrador, including key aspects of the nature of law and legal processes, an examination of the law of contract, tort, business organizations and agency.

CR: the former BUSI ~~3000~~4000, Business 3030

PR: BUSI 2011

BUSI ~~3160~~ 5160 Cost Accounting (formerly same as the former BUSI ~~7100~~ 5160) deals with the use of accounting data for decision making. Topics covered include: cost estimation, pricing, joint costs, advanced variance analysis, total quality management, just-in-time, decentralization, transfer pricing, performance evaluations, activity based accounting, and backflush costing.

CR: the former BUSI ~~5160~~ 7100

PR: BUSI 2112 or the former BUSI 2101 with a grade of at least 60% in the completed course

BUSI 3210 Consumer Behaviour (formerly BUSI 5200) deals with concepts related to factors which influence the purchase and consumption behaviour of individuals including culture, social class, reference groups, perception, learning, motivation, personality and lifestyle. The unique aspects of groups and organizational buyers will also be examined.

CR: ~~the former BUSI 5200~~, Business 3240

PR: ~~BUSI 2010~~ BUSI 2011, and BUSI 2205 or the former BUSI 2210 ~~or the former BUSI 2201~~

BUSI ~~3250~~ 5250 Business and Industrial Marketing (same as the former BUSI 5250, ~~BUSI 7250~~) presents a comprehensive view of business markets, including industrial, institutional, and government markets. There is a balanced focus on strategy development and implementation. Particular attention is given to organizational buying behaviour, relationship management, global competitiveness, and the marketing of new high technology products and services.

CR: the former BUSI ~~7250~~5250

PR: ~~BUSI 2010~~ BUSI 2011, and BUSI 2205 or the former BUSI 2210 or the former BUSI 2201

BUSI 3310 Organizational Behaviour (formerly ~~BUSI 2301 and 4300~~) focuses on the study of individual and group processes in formal organizations. ~~The student is introduced to the nature of work, the systematic approach to the study of behaviour, organizational roles and socialization, motivation, leadership, communication, and group dynamics. Taking a systematic approach to the study of behaviour this course addresses the areas of personality, job attitudes, diversity, motivation, leadership, negotiation, conflict, decision making and group/team dynamics.~~

CR: ~~the former BUSI 2301 and the former BUSI 4300~~; Business 2300

PR: ~~English 1110 or 1021~~ BUSI 2011

BUSI ~~3325~~ 4320 Human Resource Management (same as the former BUSI 4320) introduces the student to the design, operation and management of HRM processes, their evaluation, and their contribution to employee and organization effectiveness. The principal processes considered are staffing, development, employment relations, and compensation. Consideration of the influence of relevant organizational and external conditions on HRM is included. The course views the management of human resources as the joint responsibility of line and HRM managers.

provides an introduction to Human Resource Management (HRM). It includes a basic overview of the activities in the area of HRM. Key topics include job analysis, human resources planning, legal issues, recruiting and selecting, employee onboarding, training and development, performance management, diversity, compensation and benefits, occupational health and safety, and how unions impact HRM functions. It reviews the role of HRM in contributing to the well-being of the total enterprise.

CR: ~~the former BUSI 4320~~, Business 3300

PR: BUSI 2012 ~~BUSI 3310 or the former BUSI 2301~~

BUSI ~~3335~~ 4330 Introduction to Labour Relations (same as the former BUSI 4330 formerly BUSI 3320) provides an introduction to the field of industrial and labour relations in Canada, with primary emphasis on the labour management relationship. Students will be introduced to the basic elements of an industrial relations system, including the participants, their roles and relationships, the social, economic, legal and political environment in which the participants interact, and the process and outcomes of collective bargaining. Students may be exposed to various role playing exercises that are applicable to industrial and labour relations.

examines labour relations via an Industrial Relations Systems Model and other theoretical perspectives. Key components include environmental factors, parties of interest (such as workers/unions, employers, and government), interaction between the parties, dispute resolution, and outcomes such as strikes/lockouts, and terms and conditions of work in unionized and non-union settings. To explore these topics, students will be exposed to various experiential exercises including a collective bargaining simulation.

CR: the former BUSI 4330, Business 3320

PR: ~~English 1110 or 1021~~ BUSI 2011

BUSI 3401 Operations Management teaches fundamental concepts, methods, tools, and techniques to understand, analyze, and effectively manage as well as improve operations in business organizations. The course covers operations competitiveness and strategy, productivity, forecasting, capacity planning, material requirements planning, waiting lines analysis, project management, inventory management, quality control and its improvement, and supply chain management.

CR: ~~the former BUSI 5400,~~ Business 3410

PR: Statistics 2500 and ~~BUSI 2400 or the former BUSI 2401~~

BUSI ~~3405~~ 5401 Linear Optimization and Extensions I: Applications (same as the former 5401) extends the formulation seen in Business 2400 to ~~is~~ more complex ~~linear~~ optimization models. ~~Emphasis will be on formulation and computer based sensitivity analysis, applications to other fields of business, cases in linear optimization and related fields.~~

CR: the former BUSI 5401

PR: BUSI 2400 ~~or the former BUSI 4401,~~ and Statistics 2500

BUSI ~~3406~~ 5402 Linear Optimization and Extensions II: Algorithms (same as the former 5402) covers the algorithms needed to solve the computer models made in Business 2400: the simplex and revised simplex algorithms, the interior-point algorithm, sensitivity analysis and duality, goal optimization, advanced formulation of 0/1 models, and the branch and bound algorithm., ~~network models: assignment, transportation, transshipment, shortest path, critical path, minimal spanning tree, and maximal flow.~~

CR: the former BUSI 5402

PR: BUSI 2400 ~~or the former BUSI 4401,~~ and Statistics 2500

BUSI ~~3550~~ 4500 Financial Management I (same as the former BUSI 4500) is designed to introduce the student to the role of financial management in business, ~~financial analysis techniques, working capital management, and long-term and short-term financing.~~

introduces students to theoretical and practical aspects of financial management, including current technology for financial analysis and trading. Topics covered include: the time value of money, pricing of stocks and bonds, risk and return, diversification, the Capital Asset Pricing Model, and capital budgeting.

CR: Economics 3160, the former BUSI 4440-4500, Business 3500

PR: BUSI 2111 or the former BUSI 1101, Statistics 2500, and Economics 1010
(~~or the former~~)

BUSI 3610 Regulatory and Taxation Issues for Small Business (~~same as the former BUSI 7610~~) is designed for non-accounting students to and provides students with a general knowledge base of the various tax and other regulatory issues that should be considered in starting a business. The role of that tax plays in decision making will be is examined as well as the types of corporate funding to establish a new business through government grants, conventional loans and tax credits as provided under the Income Tax Act. Alternative corporate structures, will be examined as well as aspects of employee compensation, and business valuations; and Ppractical aspects of starting your own a business, such as registration requirements, will also be examined. This course is designed for non-accounting students.

CR: ~~the former BUSI 7610~~

PR: ~~BUSI 1101~~ completion of at least 48 credit hours(40)

BUSI 3630 Venture Creation (same as the former BUSI 5600) covers the business creation process from the idea conception stage to the launch stage. Students learn how to search for, screen and evaluate opportunities, and to plan and assemble the required resources, including the preparation of an actual business plan. Alternatives to new venture creation, such as purchasing an existing business and purchasing a franchise, are also explored. Extensive group work is required.

CR: ~~the former BUSI 5030, the former BUSI 5600, the former BUSI 7030,~~
Business 3600

PR: completion of at least ~~45~~ 48 credit hours

BUSI 3700 Information Systems ~~examines the operational and strategic importance of information systems in organizations. Topics include: types of systems; business requirements and information systems planning; approaches to acquiring information systems; managing information systems resources; and ethics, security and privacy issues in information management.~~

examines information systems in an organizational context. Students will learn to: explain how information systems generate organizational value; identify, describe, and evaluate options for acquiring information systems; assess the appropriateness of an information systems strategy in the context of an organizational strategy, and identify and analyze information systems-related

risks and learn to propose mitigation approaches to those risks by creating appropriate policies and procedures.

CR: ~~the former BUSI 3701~~

PR: BUSI 1000, and ~~English 1110 or English 1021~~ BUSI 2011

BUSI 4005 5000 Business Law II (same as the former BUSI 5000) ~~is designed to show the student how principles of Law are applied to four areas of Business. The areas dealt with in this course are accounting/finance, marketing, personnel and production.~~

is an advanced course that focuses on real and intellectual property law, special types of contracts, business and banking law, business succession planning law and the evolving legal business environment.

CR: the former BUSI 5000, Business 4030

PR: BUSI 3005 or the former BUSI 4000

BUSI 4006 6040 International Business Law (same as the former BUSI 6040) develops the skills a business student must have in understanding the laws and regulations that exist and relate to international business decision making. The course will equip students with a knowledge and understanding of laws and regulations that currently prevail in international business operations.

CR: the former BUSI 6040

PR: BUSI 3005 or the former BUSI 4000

BUSI 4011 6010 Strategic Management of Technology and Innovation (same as the former BUSI 6010) is designed to explore the strategic management of technology and Innovation for improving competitiveness and ~~for~~ business development. This will include market-strategy technology connections, and technical innovation/new product development processes. Technology and technical innovation are viewed as fundamental to strategic competitiveness and business development and as important elements of the management of strategic change in the business firm. In approaching technical innovation as strategic implementation, business environmental, organizational capability, human resources and management factors will be discussed.

CR: the former BUSI 6010

PR: BUSI 3700, BUSI 3005 or the former BUSI 4000, ~~BUSI 4050, BUSI 3325~~ or the former BUSI 4320, BUSI 3335 or the former BUSI 4330, and BUSI 3550 or the former BUSI 4500, ~~and BUSI 5301~~

BUSI 4015 7010 Business and Society (same as the former BUSI 7010) examines the inter-relationships among business, government, society and the environment. Topics include: the social-economic business system, business ideologies, social responsibilities of business, business ethics, stakeholder and issues management, and selected current issues in business.

CR: the former BUSI 7010, Business 2060, Business 4020

PR: BUSI 1000, BUSI 5301, 2012

BUSI 4021 5020 Topics In Resource-Based-Industries Management (same as the former BUSI 5020) enables students to engage with resource-based industry companies and agencies through an integrated working knowledge of the sector and its operations. Topics include: an overview of the oil and mining industries, regulation, social license concerns, human resources issues, procurement, and contracting. The course provides opportunities for student involvement with industry leaders and events through the use of guest speakers.

CR: the former BUSI 5020

PR: BUSI 4050

4050 Strategic Management I

~~introduces students to the strategic management approach. The course builds upon the knowledge and concepts developed in Business 1000 and prepares students for later business courses in their programs, especially Business 7000. Through experience and analysis in and of real or reality based situations and issues, students will develop critical and integrative thinking and information literacy. Activity and action components of the strategic management process are the basis for student learning. The purpose of this course is to recognize the importance of situational analysis and strategy in the management process, including business functional and organizational integrative thinking, and decision making regarding courses of action, resource allocation, and leadership.~~

CO: BUSI 4000 and 4330

CR: Business 4010

PR: BUSI 1600, BUSI 2010, BUSI 2101, BUSI 2210, BUSI 2400, BUSI 3310, BUSI 3401, BUSI 3700

BUSI 4101 6100 Intermediate Accounting I (same as the former 6100)

~~continues the study of financial accounting by focussing on specific topics such as current assets, long term investments, capital assets, intangibles, current liabilities, and long term liabilities. Emerging issues in accounting will also be covered. covers intermediate areas of accounting for assets, revenue and expense recognition, and presentation and disclosure of issues pertinent to general-purpose financial statements.~~

CR: the former BUSI 6100, Business 3100

PR: BUSI 2111 or the former BUSI 1101 with a grade of at least 60% in the completed course

BUSI 4102 6110 Intermediate Accounting II (same as the former 6110) is designed to integrate the principles, concepts and skills acquired in previous accounting courses and to enhance the student's analytical and decision making capabilities. The course will focus on specific topics related to deferred taxes, employee future benefits, shareholders' equity, and financial statement presentation. The skills acquired in earlier courses will be integrated for

purposes of interpreting and analysing financial information. covers intermediate areas of accounting for liabilities, both short and long-term including deferred taxes; employees' future benefits and leases; shareholders' equity; and financial statement presentation including earnings per share.

CR: the former BUSI 6110, Business 3110

PR: BUSI 2111 or the former BUSI 1101 with a grade of at least 60% in the completed course

BUSI 6120 4121 Taxation I (same as the former 6120) ~~is a determination of the federal and provincial income tax liability of individuals including succession and estate planning for individuals, and legal form and structures under the Income Tax Act. covers personal income tax including the calculation of net and taxable income, federal and provincial income taxes and surtaxes including basic tax planning for Individuals.~~

CR: the former BUSI 6120, Business 3120

PR: either BUSI 2111 or the former BUSI 1101, or, the former BUSI 3100; and BUSI 3005 or the former BUSI 4000

BUSI 6130 4131 Auditing (same as the former 6130) ~~introduces the student to the practice of auditing and to stress the auditor's decision-making process when determining the nature and amount of evidence the auditor should accumulate. Specific topics to be covered include the auditor's legal liability, materiality, internal control, transaction cycles, and audit of information processed through electronic data processing systems. covers the theory and practice of external auditing according to Canadian Auditing Standards (CASs). The course also provides an overview of other assurance services and reports.~~

CR: the former BUSI 6130, Business 4130

PR: ~~either BUSI 4101 or the former BUSI 6100 with a grade of at least 60% in the completed course; or BUSI 4102 or the former BUSI 6110 with a grade of at least 60% in the completed course~~

BUSI 4215 5210 Marketing Communications (same as the former BUSI 5210; BUSI 6210) provides a theoretical background on the nature, role and principles of marketing communications; and develops analytical and decision-making skills in planning, executing, evaluating and controlling marketing communications campaigns.

CR: the former BUSI 6210/5210

PR: ~~BUSI 2010~~ BUSI 2011, and BUSI 2205 or the former BUSI 2210 or the former BUSI 2204

BUSI 4217 5217 Professional Selling (same as the former BUSI 5217) provides a detailed introduction to and application of the principles of personal selling. The course introduces the basic concepts of professional selling, including

customer analysis, communication skills, effective openings and closings, and customer relations. Selling skills and concepts are developed through the extensive use of sales exercises, role-plays and presentations.

CR: the former BUSI ~~6220~~5217

PR: ~~BUSI 2010~~ BUSI 2011, and BUSI 2205 or the former BUSI 2210 ~~or the former BUSI 2201~~

BUSI 4218 ~~6217~~ Salesforce Management (same as the former BUSI 6217) examines the elements of an effective salesforce as a key component of the organization's total marketing effort. The course will apply theory relating to salesforce management from a manager's point of view. Topics include the sales process, the relationship between sales and marketing salesforce structure, territory design, use of technology to improve salesforce effectiveness, and issues in recruiting, selecting, training, motivating, compensating and retaining salespeople.

CR: the former BUSI ~~6220~~6217

PR: ~~BUSI 2010~~ BUSI 2011, and BUSI 2205 or the former BUSI 2210 ~~or the former BUSI 2201~~

BUSI 4221 ~~5220~~ Marketing Research (same as the former BUSI 5220, ~~BUSI 6200~~) is designed to acquaint the student with the use of marketing research as an aid to management. This is a comprehensive survey of the scope and methods of marketing research.

CR: the former BUSI ~~6200~~5220, Business 4210

PR: Statistics 2500, ~~BUSI 2010~~ BUSI 2011, and BUSI 2205 or the former BUSI 2210 ~~or the former BUSI 2201~~

BUSI 4235 ~~6230~~ Services Marketing (same as the former BUSI 6230) ~~is intended to~~ examines the marketing of services and the role of services in supporting the marketing of tangible products. ~~The distinction between the marketing of tangibles and intangibles will be stressed. This course will identify and examine~~ the distinct issues which are encountered in ~~the marketing of services marketing and will explore appropriate~~ services marketing and will explore appropriate strategies for implementing services marketing programs., ~~primarily in services organizations, including health care, transportation, telecommunications, education, etc. Specifically, This course will examine~~ in detail the role of people in delivering services, the importance of service quality as a strategic differentiating tool, and the importance of collaboration between marketing and human resource management in the delivery of services.

CR: the former BUSI 6230, Business 3220

PR: ~~BUSI 2010~~ BUSI 2011, and BUSI 2205 or the former BUSI 2210 ~~or the former BUSI 2201~~

BUSI 4241 ~~6241~~ Digital Marketing (same as the former BUSI 6241) is designed to acquaint students with Internet and other electronic based marketing efforts. It addresses the use of the Internet as a digital channel and communications medium.

is designed to instruct students on the best practices and trends for digital marketing, specifically through the utilization of digital advertising across web and social media, communications and engagement through messaging applications, and optimizing web presence. Throughout the course, an introduction to digital analytics for each channel will be discussed. This course complements BUSI 2220 where the focus is on the effective utilization of social media channels and other online platforms.

CR: the former BUSI ~~6004~~6241, and the former BUSI 6240

PR: ~~BUSI 2010~~ BUSI 2011, and BUSI 2205 or the former BUSI 2210 or the former BUSI 2201

BUSI 4246 ~~7240~~ International Marketing (same as the former BUSI 7240) provides an understanding of the effects that the international dimension has upon the strategies and management of the marketing efforts of the firm. In particular, the student is introduced to the analysis techniques of the various environments that constitute a country analysis. Entry strategies are discussed with an emphasis upon the export process. Finally, the standardization/adaptation question is discussed in the context of each element of the marketing mix.

CR: the former BUSI 7240, Business 4230

PR: ~~BUSI 2010~~ BUSI 2011, and BUSI 2205 or the former BUSI 2210 or the former BUSI 2201

BUSI 4250 ~~6250~~ Retailing Management (same as the former BUSI 6250; BUSI 7210) provides an integrative examination of the activities involved in marketing goods and services directly to the ultimate consumer. Specifically, the following areas will be examined within a managerial framework: the evolution of retailing; retailing within the marketing channel; market analysis and planning; shopping behaviour; image and retail advertising; trading area and site analysis; store layout; shelf space utilization; merchandising; and the future prospects for retailing.

CR: the former BUSI ~~7210~~6250

PR: ~~BUSI 2010~~ BUSI 2011, and BUSI 2205 or the former BUSI 2210 or the former BUSI 2201

BUSI 4305 ~~6301~~ New Directions in Organizational Behaviour (same as the former BUSI 6301) provides an opportunity for students to explore and to develop their interests in topics in a dynamic field. Topics will be selected according to current emphases in the organizational behaviour literature.

CR: the former BUSI 6301

PR: BUSI 3310 or the former BUSI 2301, and BUSI 5301

BUSI 4306 5302 International Business (formerly same as the former BUSI 5302 7302) is designed to introduce students to the issues of international business: these are the processes of cultural confrontation and compromise; the problems of competitive sovereignty involving multinational corporations and the governments of host societies; the organization, structure, operation and control of diverse international businesses; and, finally, the role of multinational enterprise as a catalyst in economic development and resource employment, in particular, the North-South context. The relevance of international business as an area of study to the Canadian economy is discussed. The course is both conceptual and empirical in content.

introduces students to essential frameworks and different political, economic, legal systems and technological forces that impact the global business environment. Content includes globalization, de-globalization, the global business environment, global strategy and cross cultural management. Students will be able to explain the drivers and consequences of globalization, analyze the role of multinationals, and evaluate the role of ethics and social responsibility in the global economy.

CR: the former BUSI 5302 7302, Business 4040

PR: BUSI 1000, BUSI 2012, BUSI 3005 or the former BUSI 4000, Economics 1010 (or the former 2010) and Economics 1020 (or the former 2020)

BUSI 4315 5301 Organizational Theory (same as the former BUSI 5301 formerly BUSI 5300) focuses on the organization, its environment, and its subsystems. From providing a basic appreciation of the role and practice of research in organizations, study extends to measures of organizational effectiveness, determinants of structure and design, power and politics, intergroup conflicts and conflict resolution, and organizational development and change.

CR: the former BUSI 5300 5301, Business 3010

PR: BUSI 3310 or the former BUSI 2301

BUSI 4322 6312 Employee Recruitment and Selection (same as the former BUSI 6312 formerly BUSI 6022) is a critical factor in creating high performance work systems. This course examines the role of selection in HRM, legal issues, measurement, selection criteria, job competencies, testing, and interviewing, and making the employment decision.

CR: the former BUSI 6022 6312, Business 4310

PR: BUSI 3325 or the former BUSI 4320

BUSI 4325 6310 Advanced Human Resource Management (same as the former BUSI 6310) reinforces the applied aspects of theory covered in BUSI 4320 by examining approaches to (a) the avoidance of lawsuits, arbitration and performance related problems which could result from the lack of both due process and effective policies and procedures, and (b) processes for the management of contemporary issues in Human Resource Management. Topics include ~~problem solving in the areas of promotion policy, performance appraisal, test validation, training and development, compensation, job evaluation and pay equity, wrongful dismissal, occupational health and safety, absenteeism, substance abuse and AIDS. Students will examine cases and other material involving worker management conflict in the above areas and seek to relate these to the legal, ethical and behavioural foundations of Human Resource Management in both unionized and non-unionized settings.~~ examines processes for managing contemporary Human Resource Management (HRM) issues. Topics include problem solving in the areas of promotion policy, performance appraisal, test validation, training and development, compensation, job evaluation and pay equity, wrongful dismissal, occupational health and safety, absenteeism, equity, diversity, inclusion and racism. Students will examine cases and other material involving worker-management conflict and seek to relate these to the legal, ethical and behavioural foundations of HRM in both unionized and non-unionized settings.

CR: the former BUSI 6310

PR: BUSI 3325 or the former BUSI 4320

BUSI 4326 6311 International Human Resource Management (same as the former BUSI 6311) develops the skills a business student must have in understanding the processes and practices of international human resource management (IHRM) for a successful managerial career. The course will equip students with a solid knowledge and understanding of human resource functions and practices that currently prevail in global/international business operations.

CR: the former BUSI 6311

PR: BUSI 3325 or the former BUSI 4320

BUSI 4335 6320 Advanced Labour Relations (same as the former BUSI 6320) provides advanced ~~level~~ treatment of ~~the field of~~ industrial and labour relations (ILR) in Canada, with primary emphasis on ~~the~~ labour-management relationship. ~~Emphasis is placed on and~~ understanding recent ILR problems/issues ~~in industrial and labour relations and the range of resolution options available for resolving these same problems.~~ Topics ~~examined~~ may include: industrial relations theory; labour law reform; union growth and structure; management strategy; the role of third parties; workplace innovations; alternative dispute

resolution mechanisms; union impact; public sector labour relations; comparative industrial relations; etc. Students may be exposed to various role playing exercises ~~that are applicable to industrial and labour relations~~ ILR.

CR: the former BUSI 6320

PR: BUSI 3335 or the former BUSI 4330; ~~or the former BUSI 3320~~

BUSI 4336 6330 International Labour Relations (same as the former BUSI 6330 ~~same as the former BUSI 6024~~) aims to place Canadian industrial relations in an international context by studying industrial relations in a number of different countries, bearing in mind the challenges faced by practitioners and policy makers arising from globalization and the information age. The review includes a selection of long established industrialized countries as well as later industrializing countries.

CR: the former BUSI 6024-6330

PR: BUSI 3335 or the former BUSI 4330

BUSI 4410 7410 Project Management (same as the former 7410) introduces appropriate methodology and theory for selecting, planning and managing projects ~~This includes including the project portfolio selection, the initial~~ creation of a plan including ~~in terms of the~~ breakdown of ~~the~~ tasks, construction of ~~the~~ inherent relationships and dependencies ~~inherent in any plan~~, and controlling ~~the~~ execution of ~~the~~ activities according to the plan ~~as the project proceeds~~. Emphasis ~~is~~ will be placed on resource allocation, leveling and management, critical path analysis, risk analysis, accounting for uncertainties and time-cost trade offs. ~~The role of the project manager and project team as well as issues related to multi-project management will also be addressed. Also~~ addressed are issues related to multi-project management and the roles of the project manager and team.

CR: the former BUSI 7410

PR: ~~BUSI 2400, 3401, Statistics 2500~~ completion of at least 78 credit hours

BUSI 4415 6415 Supply Chain Management (same as the former 6415) ~~covers~~ is about the management of the processes, assets, and flows of material and information required to satisfy customers' demands. In this course, ~~a few~~ important supply chain drivers will be identified and investigated in details such as inventory, information and pricing. Those drivers determine the performance of a supply chain. The understanding of these key drivers and their inter-relationships with strategy and other functions of the company are really crucial in the management of any supply chain.

CR: the former BUSI 6415

CO: BUSI 3401, BUSI 3700

PR: ~~BUSI 2400, BUSI 3401, BUSI 3700, Statistics 2500~~

BUSI 4420 6410 Logistics Management (same as the former 6410) will focus on transportation, location, procurement and distribution aspects of logistics management, within local and global settings. A number of classical and latest models related to the focus areas will ~~would~~ be introduced, and some real-life case examples discussed. The focus is on modes of transportation, transportation management, facility location, procurement and supplier selection, distribution strategies, and global logistics.

CR: the former BUSI 6410

PR: ~~BUSI 2400~~, BUSI 3401, Statistics 2500

BUSI 4540 6510 Investments (same as the former BUSI 6510) (~~formerly BUSI 6140~~) is a study of investment securities, risks, markets and mechanics; an appraisal of the economy, the industry and the firm; and portfolio management for personal and institutional investments.

CR: the former BUSI ~~6140-6510~~, Business 4510

PR: BUSI 3550 4500 or the former BUSI ~~4110 4500~~

BUSI 4545 7510 Options and Futures (same as the former BUSI 7510) (~~formerly BUSI 7170~~) is an extension of BUSI 4540 6510, Investments, which will introduce the student to the workings of the options and futures markets. Specific topics will include the institutional structure of the markets, option pricing, strategies such as straddles and spreads, hedging, spot/forward/futures markets, speculation, risk transference and market efficiency considerations.

CR: the former BUSI ~~7170~~7510

PR: BUSI 4540 or the former BUSI 6510 ~~or the former BUSI 6140~~

BUSI 4550 5500 Financial Management II (same as the former BUSI 5500) (~~formerly BUSI 7140~~) is an extension of BUSI 3550 4500. Topics include € capital investment decision-making using discounted cash flow methodologies ~~¥~~; investments under uncertainty; financial structure and leverage; analysis of money and capital markets; further examination of long-term external financing.

CR: the former BUSI ~~5140~~5500~~the former BUSI 7140~~, Business 3510

PR: BUSI 3550 or the former BUSI 4500 ~~or the former BUSI 4110~~

BUSI 4560 6550 International Finance (same as the former BUSI 6550) examines the ~~additional~~ risks and ~~profitable~~-opportunities that arise for the firms when ~~it~~ they extends ~~its~~ operations into international markets. Specific topics will include the determination of exchange rates, the international monetary system, balance of payments, the foreign exchange market, international money and capital markets, the parity conditions, accounting exposure, economic exposure, transactions exposure, political risk, and global financing. Knowledge of these topic areas will give further understanding with respect to operating within the constraints of the international marketplace.

CR: the former BUSI ~~6008~~6550

PR: BUSI 3550 or the former BUSI 4500 ~~or the former BUSI 411~~

BUSI ~~4605~~ ~~6605~~ Small Business Consulting (same as the former BUSI 6605) introduces students to the nature of business consulting and the challenges associated with growth in small firms. The course draws upon knowledge from various functional areas and emphasizes complex and interdisciplinary applications of this knowledge in a real-world environment. Topics include models of the consulting process, problem diagnosis, managing the client relationship, research design, document preparation and ethics in consulting. Working in teams students, will undertake a problem-solving project for a local organization. ~~Students will not be permitted to register for the course after the first day of classes.~~

AR: attendance is required

OR: Students will not be permitted to register for the course after the first day of classes.

CR: the former BUSI 6605

PR: BUSI 3005 or the former BUSI 4000, ~~BUSI 4050~~, BUSI 3335 or the former BUSI 4330, BUSI ~~5301~~4306

BUSI ~~4615~~ ~~6610~~ Small Enterprise and Regional Development (same as the former BUSI 6610) (~~formerly BUSI 7031~~) explores the potential and constraints on efforts to foster small enterprise formation and expansion as a means to promote regional economic development. It critically examines government initiatives to promote small business as the panacea for depressed regional economies, and reviews changes in the global economy and the organization of production which may enhance small business competitiveness. Both Canadian and international cases are studied, with theoretical and empirical findings related to the Newfoundland context.

CR: the former BUSI ~~6009~~6610 ~~the former BUSI 7031~~

BUSI ~~4700~~ ~~5700~~ Information Systems Analysis and Design (same as the former 5700) provides students with the skills to identify business problems which may be solved using information technology, determine requirements for information systems (~~IS~~) solutions, and develop detailed designs which form the basis for implementing systems. Topics may include: role of the user in systems development, systems development life cycle, requirements analysis and conceptual modelling, structured analysis and design, and trends in systems development methodologies. The importance of CASE tools in modern systems development ~~will be~~ is emphasized through hands-on exercises.

CR: the former BUSI 5700

PR: BUSI 3700

BUSI 4710 5702 Business Models and Strategy of Electronic Commerce

(same as the former 5702) (~~formerly BUSI 6027~~) examines business concepts, social issues, and technology issues related to e-commerce, as well as providing an introduction to current practices, opportunities and challenges in implementing e-commerce solutions. Topics include: business models associated with web-based commerce; security, privacy, and intellectual property issues; payment and distribution systems; internet marketing; and strategic and planning issues.

CR: the former BUSI ~~6027~~5702

PR: BUSI 3700

BUSI 4720 Business Analytics introduces concepts and techniques to select, evaluate, prepare and process data for decision making in organizations. Students learn to select and apply descriptive, predictive and prescriptive techniques, including deep learning, sequence analysis and text mining, to solve business problems, and learn to interpret and communicate results. The course also examines ethical and legal issues in the use of business analytics and discusses appropriate governance and oversight. Students analyze real-life data using modern software.

PR: BUSI 2720, Mathematics 1000, Statistics 2500

BUSI 5001 7000 Strategic Management 2 (same as the former BUSI 7000) ~~emphasizes concepts of strategic management and strategy in various contexts and situations covering corporations and businesses, and other institutions or organizations and their purposeful activities. Through in-depth analysis of reality based situations and strategic issues, students will develop their contextual and situational orientation, and further develop their applied, investigative critical thinking and information search skills. Further, students will be expected to develop an applied ability in the contextual and situational analysis of corporations/businesses and institutions/purposeful activities, and in corresponding strategy formulation and planning for strategy implementation. Student learning activities may be based on published business cases, decision-making and group dynamics exercises, business simulation exercises, and information search projects. Learning outcomes also may include research and information search methodologies and information literacy, and good writing.~~

develops students' skills to create and implement organizational strategy aimed at achieving superior performance and sustaining it over the long run. Primarily based on case studies and experiential learning, students apply theories of strategy and integrate concepts of the various functional areas of business, learning how successful strategy simultaneously satisfies internal and external circumstances of an organization.

CO: ~~BUSI 5301~~

CR: the former BUSI 7000, Business 4010

PR: BUSI 4000, BUSI 4050, BUSI 4330, BUSI 4500 BUSI 2012, BUSI 2205, BUSI 3550 or the former BUSI 4500, BUSI 3325 or the former BUSI 4320, and BUSI 4306 or the former BUSI 5302

BUSI 5002 7002 Strategic Management in the Music Industry (same as the former BUSI 7002) develops a comprehensive approach for understanding the important, organization-wide issues involved in strategy making in the music industry. Using experiential learning activities, the course focuses on key trends in the music sector and considers the strategic actions needed to achieve successful positioning in the industry. Strategy implementation is also covered. Students will examine how organizational culture, structure, and control systems can be key instruments for realization of business and corporate strategies, leading to business sustainability.

CR: the former BUSI 7002

CO: BUSI 5301, Music 4800

PR: BUSI 2205, BUSI 3005 or the former BUSI 4000, BUSI 4050, BUSI 3325 or the former BUSI 4320, BUSI 3335 or the former BUSI 4330, and BUSI 3550 or the former BUSI 4500, and admission to the Joint Degrees of Bachelor of Commerce-Business Administration and Bachelor of Music program

BUSI 5120 7120 Advanced Financial Accounting (same as the former 7120) ~~covers specific topics such as long-term investments, consolidated financial statements, joint ventures, segmented financial information, and fund accounting.~~ covers specific topics such as long-term investments, consolidated financial statements, joint ventures, and not-for-profit accounting.

CR: the former BUSI 7120

PR: BUSI 4101 or the former BUSI 6100 with a grade of at least 60% in the completed course; and BUSI 4102 or the former BUSI 6110 with a grade of at least 60% in the completed course

BUSI 5125 7125 Accounting Capstone (same as the former 7125) is a capstone course designed to prepare students to pursue a Canadian professional accounting designation. Students will be introduced to foreign currency transactions and translation, corporate income tax issues, and integrated case analysis and will further develop financial reporting, income tax, and auditing competencies.

CO: BUSI 5120 or the former BUSI 7120

CR: the former BUSI 7125

PR: BUSI 4101 or the former BUSI 6100 with a grade of at least 60% in the completed course, BUSI 4102 or the former BUSI 6110 with a grade of at least 60% in the completed course, BUSI 4121 or the former BUSI 6120 with a grade of at least 60% in the completed course, BUSI 4131 or the former BUSI 6130 with a grade of at least 60% in the completed course

BUSI 5165 7160 Advanced Topics in Managerial Accounting (same as the former 7160) introduces the student to an in-depth study of advanced qualitative and quantitative methodology available to the managerial accountant. The application of mathematical models and behavioural theories to realistic challenges faced by various fiscal entities will be stressed. Class instruction will include the use of cases and rely heavily on a multidisciplinary approach towards solving the unstructured problem.

CR: the former BUSI 7160

PR: BUSI 3160 or the former BUSI 5160 with a grade of at least 60% in the completed course

BUSI 5218 7218 Customer Relationship Management (CRM) (same as the former 7218, formerly the former BUSI 6218) is the evolution and integration of marketing ideas, data, technology, and organizational factors. Relying on the integration of people, processes, and marketing capabilities and facilitated by information technology, effective CRM optimizes the identification, acquisition, growth, and retention of desired customers. The history of CRM and the benefits and challenges of its implementation in business and consumer markets are addressed. The course culminates in the student's creation of a CRM strategic plan.

CR: the former BUSI 6218, the former BUSI 7218

PR: ~~BUSI 2010~~ BUSI 2011, and BUSI 2205 or the former BUSI 2210 or the former BUSI 2204, BUSI 4221 or the former BUSI 5220

BUSI 5230 7230 Strategic Marketing Management (same as the former BUSI 7230) is designed to integrate the principles, concepts and skills acquired in previous marketing courses and to enhance the student's analytical and decision-making capabilities ~~with regard to developing marketing strategies~~. The course will focus on: market analysis, marketing planning, the strategic decisions to be made within the framework of the marketing mix (~~product, price, promotion, and distribution~~); and the control systems related to the marketing program. The use of market research and knowledge from other functional areas of the organization (~~accounting, finance, economics, etc.~~) will be considered throughout the course.

CR: the former BUSI 7230

PR: ~~BUSI 2010~~ BUSI 2011, BUSI 3210 or the former BUSI 5200, BUSI 3550 or the former BUSI 4500, and BUSI 4221 or the former BUSI 5220

BUSI 5320 7315 Human Resource Management Training (same as the former BUSI 7315) exposes students, through a variety of methods including lecture, discussion, case analysis, research, and the development of a detailed training program, to many topics in the area of human resource management training; including: needs analysis, training design, on and off-the-job training

methods, technology and training, training implementation and delivery, transfer of training, and training evaluation.

CR: the former BUSI 60247315

PR: BUSI 3325 or the former BUSI 4320

BUSI 5325 7310 Seminar in Human Resource Management (same as the former BUSI 7310) seeks to integrate policies, procedures and methods covered in BUSI 4325 6310 with other functional areas which impact upon the management of Human Resource Systems. Stakeholder assumptions about: work-force characteristics; management philosophy; business strategy; labour markets; laws and society; task technology and unions will be examined via a combination of cases, readings, research, peer discussion and dialogue with guest speakers.

CR: the former BUSI 7310

PR: BUSI 3325 or the former BUSI 4320

BUSI 5332 7322 Labour Law (same as the former BUSI 7322) provides an overview of laws regulating the employment relationship in Canada, including the common law, general employment and collective bargaining laws, and the Charter of Rights and Freedoms. Emphasis is placed on the law of collective bargaining in the private sector, including the acquisition and termination of bargaining rights, unfair labour practices, the duty to bargain, industrial conflict and the administration of the collective agreement.

CR: the former BUSI 7322

PR: BUSI 3005 or the former BUSI 4000; and BUSI 3335 or the former BUSI 4330

BUSI 5335 7320 Collective Agreement Administration and Arbitration (same as the former BUSI 7320) provides advanced coverage of the substantive and procedural rights of employers, unions and employees under collective agreements, and the means by which disputes over these rights are resolved through the grievance arbitration process. ~~Topics examined include: the legal framework and place of grievance arbitration in the industrial relations system; the nature and scope of the arbitrator's role; preparation for and conduct of arbitration hearings; arbitral jurisprudence; alternative dispute resolution processes; and the development of a sound labour relations climate.~~ Students will undertake extensive reviews of labour arbitration cases and will examine the impact of jurisprudence on the philosophy and practice of management in the private and public sectors. Students may be exposed to various role playing exercises that are applicable to industrial and labour relations.

CR: the former BUSI 7320

PR: BUSI 3005 or the former BUSI 4000; and BUSI 3335 or the former BUSI 4330

BUSI 5410 6400 Advanced Management Science (same as the former 6400) provides advanced level treatment of special topic(s) in Management Science, such as queueing theory~~waiting lines~~, stochastic dominance, stochastic dynamic programming, etc. The topic(s) to be covered in any particular year will be chosen by the Instructor and may vary from year to year.

CR: the former BUSI 6400

PR: either BUSI 3405 or the former BUSI 5401; or BUSI 3406 or the former BUSI 5402

BUSI 5414 7400 Simulation in Management (same as the former 7400) emphasizes the use of simulation modeling technique to study and analyze management systems. Generally, simulation is considered as an experimental technique and is used in problem situations whose complexity precludes the use of analytical problem solving techniques. Topics to be covered include: simulation methodology, model building, developing and building simulation models, simulation languages, generation of random numbers, and simulating a business system. Computers and case studies will be used to study various applications of simulation in ~~B~~business.

CR: the former BUSI 7400

PR: either BUSI 3405 or the former BUSI 5401; or BUSI 3406 or the former BUSI 5402

BUSI 5415 7415 Managing Business Process Flows (same as the former 7415) employs a logical, rigorous approach to studying the fundamentals of business processes. This approach is based on modeling business process and its flows, studying causal relationships between the business process and its performance, and formulation implications for managerial action by determining business process drivers and their impact on process management and performance. The focus is on business process flow, capability, productivity, variability, control, improvement, risk sharing and management, coordination and integration.

CR: the former BUSI 7415

PR: ~~BUSI 2400~~, BUSI 3401, BUSI 3700, Statistics 2500

BUSI 5530 Public Finance - inactive course.

BUSI 5550 7500 Advanced Finance (same as the former BUSI 7500) (~~formerly BUSI 7130~~) examines advanced developments in finance. Several topics will be selected, researched and discussed. These topics shall vary as financial practices change.

CO: BUSI 4540 or the former BUSI 6510

CR: ~~the former BUSI 7130~~ 7500

PR: BUSI 4550 or the former BUSI 5500

BUSI 5601 7600 Current Topics in Entrepreneurship (same as the former BUSI 7600) (~~formerly BUSI 7032~~) endeavours to address recent research findings in various aspects of entrepreneurship. Students will have the opportunity to pursue issues in entrepreneurship development covering a wide range of topics using publications, journals and conference proceedings.

CR: the former BUSI 7032/7600

PR: BUSI 3630 or the former BUSI 5600

BUSI 5701 Information Systems Development - inactive course.

BUSI 5703 Information Security, Privacy, and Ethics – inactive course.

BUSI 5720 6700 Data Management (same as the former BUSI 6700) is based on the premise that data is a valuable resource which needs to be managed effectively to provide accurate, complete, timely, relevant, and accessible information to support decision making. Topics may include: enterprise data modelling, logical database design, database management systems, query languages, transaction management and concurrent access, and security.

CR: the former BUSI 6700

PR: BUSI 3700 or the former BUSI 6300

~~7005 International Strategic Management (same as the former BUSI 6012) examines corporate strategy and strategic management in enterprises whose interests extend across national boundaries. International business managers and consultants must be able to formulate business strategy in environments that are affected by different politics, cultures, laws, economics, among other factors. The adept international business strategist will have a competitive edge if able to be at home in looking at international issues through a multidisciplinary prism. This course strives to help students to develop such an edge by providing an opportunity to acquire the knowledge and skills necessary to understand and make strategic decisions in the international business environment.~~

~~CR: the former BUSI 6012~~

~~PR: BUSI 5302~~

BUSI 6000-6029 - Reserved for special topics

BUSI 6041-6060 - Reserved for special topics

BUSI 6701 Information Technology Management – inactive course.

BUSI 7110 Accounting Theory – inactive course.

BUSI 7150 Taxation II – inactive course.

BUSI 7321 Dispute Settlement in Labour Relations – inactive course.

BUSI 7330 Organizational Development – inactive course.

BUSI 7700 Strategic Information Systems – inactive course.

BUSI 7701 Current Topics in Information Systems – inactive course

BUSI 200W: Business Professional Development Seminar 1 encourages students to recognize, foster and apply their interests and strengths towards the selection and achievement of their career and educational goals. Students will develop skills relevant to professional standards worldwide, providing them a first step towards their professional ambitions.

AR: attendance is required

CH: 0

LC: as scheduled

PR: admission to the Faculty of Business Administration, completion of at least 48 credit hours

BUSI 300W Business Co-operative Education Professional Development Seminars expose students to both theoretical and practical aspects of co-operative education in general and the work term in specific prior to the first work term. The seminars will utilize a combination of lectures, workshops, guest speakers, panel discussions, and practical exercises to prepare students for their work terms. This course will be evaluated as PAS or FAL based on attendance, participation, and assignments.

AR: attendance is required

CH: 0

LC: as scheduled

PR: admission to the Bachelor of Commerce (Co-operative) program

BUSI 400W: Business Professional Development Seminar 2 is designed for students who are further along within their program and focuses more on individual skill development than 200W. Resume building and enhancement remains an important component, but there are also further opportunities to explore more specific topics and areas.

AR: attendance is required

CH: 0

LC: as scheduled

PR: BUSI 200W, BUSI 2012, completion of at least 75 credit hours

BUSI 500W: Business Professional Development Seminar 3 focuses on preparing students for life after the completion of their undergraduate program. Students in this seminar will develop self-reflective learning skills through the creation of a professional portfolio. They will demonstrate how their academic experience directly applies to the next stage of their career plan and how to effectively articulate those experiences for the intended audiences.

AR: attendance is required

CH: 0

LC: as scheduled

PR: BUSI 400W, completion of at least 90 credit hours

~~**BUSI 399W Work Term I** follows the successful completion of Academic Term 3. For most students, it represents their first professional work experience in a business environment and as such represents their first opportunity to evaluate their choice of pursuing a career in business administration. Students are expected to learn, develop and practice the high standards of behaviour and performance normally expected in the work environment. (A detailed description of each job is normally posted during the job competition.)~~

~~As one component of the work term, the student is required to complete a work report. The work report, as a minimum requirement should~~

- ~~• analyse an issue/problem related to the student's work environment,~~
- ~~• demonstrate an understanding of the structure of a professional report, and~~
- ~~• show reasonable competence in written communication and presentation skills. Students should consult UNIVERSITY REGULATIONS – Good Writing, and the evaluation form provided in the placement package~~

~~Note: Students shall not conduct primary research as part of the Work Report.~~

follows the successful completion of Academic Term 3. Students have the opportunity to learn, develop and practice the high standards of behaviour and performance expected in the work environment. In addition to the work experience, students are required to complete a work report that will demonstrate an understanding of the structure of a professional report, and show developing competence in written communication skills. Students should consult the Business Co-operative Education Handbook for more information.

CH: 0

LC: 0

PR: 300W

BUSI 499W Work Term 2 follows the successful completion of Academic Term 4. Students are expected to further develop and expand their knowledge and work-related skills and should be able to accept increased responsibility and challenge. In addition, students are expected to demonstrate an ability to deal with increasingly complex work-related concepts and problems. Students should conscientiously assess the various business opportunities relative to their individual interests.

The Work Report, as a minimum requirement should

- analyse an issue/problem related to the student's work environment and demonstrate an understanding of business concepts relative to the student's academic background;
- demonstrate competence in creating a professional report, and
- show competence in written communication and presentation skills.

Note: Students are permitted to conduct primary research as part of the Work Report, when it is required to achieve the report's research objectives. If primary research is conducted as part of the Work Report, it must be conducted in accordance with all policies and regulations of the University and the Faculty of Business Administration, including Memorial University of Newfoundland's policy on ethics of research involving human participants (www.mun.ca/policy/site/policy.php?id=139).

follows the successful completion of Academic Term 4. Students should develop and expand their professional knowledge and skills, demonstrating the ability to accept increased responsibility in the workplace. In addition to the work experience, students demonstrate competence in written communication skills through completing a professional work report which demonstrates an understanding of business concepts relative to the student's academic background. Students should consult the Business Co-operative Education Handbook for more information.

CH: 0

LC: 0

PR: 399W

BUSI 599W Work Term 3 follows the successful completion of Academic Term 5. Students should have sufficient academic grounding and work experience to contribute in a positive manner to the management and problem-solving processes needed and practiced in the workplace. Students should become better acquainted with their discipline of study, should observe and appreciate the attitudes, responsibilities, and ethics normally expected of business managers and should exercise greater independence and responsibility in their assigned work.

~~The Communications Component should reflect the growing professional development of the student and, as a minimum requirement, the student will;~~

- ~~• demonstrate an ability to analyse a significant business issue/problem related to the student's experience in the workplace,~~
- ~~• demonstrate a high level of competence in delivering a professional oral presentation, and~~
- ~~• demonstrate a high level of competence in written communications.~~

~~The Communications Component for Work Term 3 consists of an Oral Presentation on a workplace related business issue/problem. The presentation should be of about seven minutes duration followed by a three minute question period and will normally be given on campus in a formal setting after students have returned to Academic Term. A written Executive Summary is also required. Guidelines for the preparation and delivery of this oral presentation along with deadlines are provided in the Business Co-operative Education Handbook.~~

follows the successful completion of Academic Term 5. Students should have sufficient academic and work experience to contribute to the management and problem-solving processes needed and practiced in the workplace. In addition to the work experience, students must complete a communications component that demonstrates a high level of competency in professional communications, through preparing an executive summary and delivering a formal oral presentation. Students should consult the Business Co-operative Education Handbook for more information.

CH: 0

LC: 0

PR: 499W”

Page 216, 2020-2021 Calendar, under the heading Grenfell Campus: 13.4.1 Core Program Course Descriptions, amend course descriptions as follows:

“1010

Introduction to Business

provides students with an overview of business in the Canadian environment, with a focus on the economic and business systems, as well as major social, technological, and global trends. The course introduces students to fundamental concepts related to many functional areas of business, such as human resource management, marketing, production, operations management, accounting, and financial management. Emphasis is placed on relating the course material to current events in the business world, as well as helping students acquire critical and analytical thinking skills.

CR: Business 1000 and the former Business 2001

UL: may be used in place of Business 1000 in programs offered by the Faculty of Business Administration ~~at the St. John's Campus~~

1020

Introduction to Entrepreneurship

is designed to give students a broad understanding of the field of entrepreneurship, the role that entrepreneurship plays in society, and the importance of small business in Canada. Topics will include the nature and theories of entrepreneurship, the characteristics and behaviours of entrepreneurs, and the entrepreneurial process in small and large firms. Students will get to think and act in a creative manner, engage with local entrepreneurs, and evaluate their own entrepreneurial skill set. Students will learn entrepreneurial, technical and communication skills that will be useful in any organizational setting.

CR: Business 2600, the former Business 1600

2020

Business and Professional Communication

focuses on the development of written, oral, and visual communication skills for modern professional environments. Students will learn the fundamentals of business research, analytical thinking, presentation design and delivery, professional document creation, and effective writing. This course will introduce theoretical background and provide the opportunity for students to develop their expertise in teamwork, critical thinking, writing and presentation skills.

CR: Business 2000, Business 2011, the former Business 2010

PR: 6 credit hours in first-year English

2100

Financial Accounting I

introduces the concepts of financial accounting using the Canadian framework. Topics include the nature of accounting, the accounting cycle, and preparation of financial statements: balance sheet, income statement, statement of owner's equity and statement of cash flow. Specific topics include accounting for assets as well as current and long-term liabilities in both service and merchandising operations.

CR: Business 2111, the former Business 1101, Business 2102, the former Business 3100, the former Business 2100

2110

Managerial Accounting I

introduces students to the concepts of preparing and using financial data for managerial decision making. Topics include job costing, process costing, activity-based costing, cost-volume-profit analysis, budgeting, and variance analysis.

CR: Business 2112, or the former Business 2101, Business 2102, the former Business 4100

PR: BUSN 2100 or Business 2111, or the former Business 1101

2200

Marketing I

introduces students to marketing strategy development, including a consideration of a firm's marketing-specific goals, strengths, weaknesses, and opportunities, environmental and competitive analysis, marketing research, consumer behaviour, and market segmentation, targeting and positioning. Students will assess and develop marketing strategies and action plans that address strategic marketing challenges in these areas.

CR: Business 2205, the former Business 1210, the former Business 1201, the former Business 2201, the former Business 3200
PR: BUSN 1010 or Business 1000 or BUSN 1020

2250

Marketing II

introduces students to practical decision making based on the concepts, analyses, and activities that comprise marketing tactics: product management, pricing considerations, promotional strategies, channels of distribution, customer relationship marketing, implementation, evaluation, and control.

CR: Business 2205, the former Business 2210, the former Business 1201, the former Business 2201, the former Business 3200
PR: BUSN 2200 or Business 1210
PR: BUSN 2300 or Business 3310 or the former Business 2301

3030

Canadian Business Law I

introduces the student to the Canadian legal system and substantive areas of the law that are of particular relevance to the business setting. Topics include torts, negligence, contracts, legal structures for business formation, employment and property law. Emphasis will be placed on risk management. The course is taught through a variety of means used to improve the student's critical thinking skills.

CR: Business 3005, the former Business 4000, the former Business 3000
PR: completion of at least 60 credit hours

3300

Human Resource Management

provides background in the theory and practice of human resource management (HRM) in modern organizations. Students will learn the fundamentals of traditional human resource functions that focus on forecasting, attracting, retaining, developing, evaluating, and compensating employees. Contemporary issues in HRM will also be considered.

CR: Business 3325, the former Business 4320
PR: BUSN 2300 or Business 3310

3410

Operations Management

teaches fundamental concepts regarding the nature, design and management of the operations function of organizations. Focus will be on capacity planning, forecasting, quality management, inventory management, and material requirements planning.

CR: Business 3401, the former Business 5400
PR: Statistics 2500 or equivalent

3500

Financial Management I

introduces the concepts of financial management in Canadian capital markets. Focus will be on financial analysis and forecasting; working capital management; time value of money; and financing options.

CR: Business 3550, the former Business 4500, the former Business 4110
PR: BUSN 2100, Economics 1010 (or the former 2010), and
Statistics 2500 or equivalent

3600

Enterprise Development

explores and examines the venture creation process. Emphasis is on the critical role of the entrepreneur and the underlying attributes and norms guiding the steps in creating a new business venture. Students will have the opportunity to experience closely the entrepreneurial process, as well as gain the skills and competencies required in developing a viable business plan and negotiating for start-up financing.

CR: Business 3630, the former Business 5030, the former Business 5600,
the former Business 7030
PR: BUSN 1020 or Business 2600 or the former Business 1600,
BUSN 2100 or Business 2111 or the former Business 1101, and
BUSN 2250 or Business 2205 or the former Business 2210

4010

Strategic Management

teaches students how to analyze and evaluate an organization's corporate strategies from the perspective of the CEO. This capstone course integrates and synthesizes knowledge acquired in the program and applies skills developed in all functional areas of business. Students work to identify, diagnose and recommend appropriate action for challenges faced in various types of business organizations. Conceptual frameworks, analytical tools and critical thinking are emphasized.

CO: BUSN 4040
CR: Business 4050, Business 5001 or the former Business 7000
PR: BUSN 2110 or Business 2112 or the former Business 2101,
BUSN 2250 or Business ~~2205~~ or the former Business 2210,
BUSN 2300 or Business 3310, BUSN 3010 or Business 5301,
BUSN 3030 or Business 3005 or the former Business 4000,
BUSN 3300 or Business 4320, BUSN 3500 or Business 3550 or the
former Business 4500, and BUSN 4040 or Business 4306 or the former
Business 5302

4040

International Business Management

focuses on issues of globalization and the role of business in the global economy. Topics include the role of multinational corporations in economic development, market entry strategies for small- and medium-sized enterprises, the challenges of managing economic, cultural, and technological changes and differences, the role of international investment and FDI, as well as international business strategies required to compete in today's highly interconnected world. Students will gain the skills to function within the international and global business context.

CR: Business 4306, the former Business 5302, the former Business 7302
PR: BUSN 1010 or Business 1000, Economics 1010 (or the former 2010) and Economics 1020 (or the former 2020)

4070

Strategy Implementation and Change Management

examines the current thinking and research regarding the strategic management of change. Change in a variety of organization settings will be introduced and analyzed with respect to identifying barriers to change, using change agents, creating learning environments, implementing, and evaluating. The course will focus on methods of implementation, the creation of a culture for change, and the role of leaders in these processes.

PR: BUSN 4010, or Business 4050 or Business 5001 or the former Business 7000

3100

Intermediate Accounting I

continues the study of financial accounting by focusing on specific topics such as current assets, long-term investments, capital assets, intangibles, financial assets and revenue recognition.

CR: Business 4101 of the former Business 6100
PR: BUSN 2100 or Business 2111 or the former Business 1101

3110

Intermediate Accounting II

continues the study of financial accounting by focusing on specific topics such as long term debt, employee future benefits, shareholders' equity, and financial statement presentation and analysis.

CR: Business 4102 or the former Business 6110
PR: BUSN 2100 or Business 2111 or the former Business 1101

3120

Taxation I

is an introduction to the fundamentals and principles of the taxation system in Canada. Emphasis is placed upon the calculation of the tax liability of individuals and corporations.

CR: Business 4121 or the former Business 6120
PR: BUSN 2100 or Business 2111 or the former Business 1101, and BUSN 3030 or Business 3005 or the former Business 4000

3150

Intermediate Managerial Accounting

is the study of in-depth managerial accounting concepts. This course will focus on topics such as budget preparation and analysis, cost management, cost analysis, pricing decisions, and performance management techniques.

PR: BUSN 2110 or Business 2112 or the former Business 2101

3220

Services Marketing

explores the distinctive nature and characteristics of services, the unique opportunities and challenges associated with the marketing of services, the role of service providers in determining service quality and its connection to customer satisfaction, and the distinctions and connections between tangibles and intangibles. In addition to considering how services marketing requires an alternative application of the traditional marketing mix, students will also examine how service marketing mix strategies vary in the context of for-profit and non-profit organizations.

CR: Business 4235 or the former Business 6230

PR: BUSN 2250 or Business 2205 or the former Business 2210 or the former Business 2201

3230

Social Media Marketing

examines the relevance and importance of social media tools in a contemporary marketing environment. Students will learn to apply and adapt traditional marketing strategy and tactics in a social media context and will gain practical experience through the development of an integrated social media strategy.

CR: Business 2220, the former Business 6004, the former Business 6042, the former Business 6240

PR: BUSN 2250 or Business 2205 or the former Business 2210 or the former Business 2201

3240

Understanding Consumer Behaviour

considers the impact of consumer behaviour and the consumer decision making process on corporate and marketing strategy. Students will examine the complexity of concepts that influence the purchase, consumption, and post-purchase behaviours of individuals including culture, reference groups, self-image, perception, personality and lifestyle.

CR: Business 3210, the former Business 5200

PR: BUSN 2250 or Business 2205 or the former Business 2210 or the former Business 2201

3320

Labour Relations

introduces the structure and function of the Canadian labour relations system. Labour relations management in Canada is highlighted with emphasis on the players in the union environment, the collective bargaining process, the dispute resolution process and the overall administration of the collective agreement.

CR: Business 3335 or the former Business 4330 or the former Business 3320

PR: BUSN 1010 or Business 1000

3510

Financial Management II

continues the concepts of financial management in Canadian capital markets. Focus will be on asset management, capital budgeting, valuation, dividend policy and extension of long-term financing options.

CR: Business 4550, the former Business 5500, the former Business 5140, the former Business 7140

PR: BUSN 3500 or Business 3550 or the former Business 4500

3610

Social Entrepreneurship

examines the research and practice of social entrepreneurship. The course introduces students to the theories and models of social entrepreneurship; students will also learn about the role and contribution of social entrepreneurship to society, define viable social enterprise concepts, and evaluate the characteristics of social entrepreneurs.

PR: BUSN 1020 or Business 2600 or the former Business 1600

3620

Franchising and Buying a Business

introduces students to the concept of franchising and buying an enterprise. Topics include the nature of franchising in Canada, the characteristics of the franchisee-franchisor agreement, legal considerations, as well as policies and strategies in successful franchising. Students will also learn the important factors involved in buying and selling an enterprise, the valuation models to assess the value of a business, as well as the negotiation dynamics in the buying and selling process.

CR: the former Business 6500

PR: BUSN 1020 or Business 2600 or the former Business 1600

4020

Business Ethics and Corporate Social Responsibility

acknowledges the complexities of ethical and socially responsible workplace decision making given the pressures and inter-relationships among business, government, society and the environment. Students will explore topics such as the social-economic business system, business ideologies, business ethics, social responsibilities of business, stakeholder and issues management, and sustainability.

CR: Business 4015, the former Business 7010

PR: BUSN 3010 or Business 5301

4030

Canadian Business Law II

expands upon the topics covered in Canadian Business Law I. The substantive areas of law from BUSN 3030 are considered at a more advanced level; additional topics include landlord and tenant, leasing, insurance and guarantees, sale of goods, mortgages and real estate transactions, the regulation of business, and international business transactions. Critical analysis is emphasized in this course.

CR: Business 4005, the former Business 5000

PR: BUSN 3030 or Business 3005 or the former Business 4000

4060

Managing Non-Profit Organizations

explores the management of non-profit organizations in Canada. Students will learn what distinguishes the non-profit sector from traditional descriptions of business and government, with particular emphasis given to organizational structure, funding, and culture. Topics considered may include organizational strategy and governance, managing paid and non-paid human resources, fundraising and financial management, marketing and communications, and accountability.

PR: BUSN 2110 or Business 2112 or the former Business 2101,
BUSN 2250 or Business 2205 or the former Business 2210,
BUSN 2300 or Business 3310, BUSN 3300 or Business 3325 or the former Business 4320

4120

Taxation II

is a continuation in the study of the income tax system in Canada. Focus will be on tax planning for corporations and individuals, sales tax, succession and estate planning, partnerships, trusts, and deferred income plans.

CR: Business 7150

PR: BUSN 3120 or Business 4121 or the former Business 6120

4130

External Auditing

introduces the theory and concepts of external auditing. Emphasis will be placed upon legal liability, materiality and risk, internal control, and audit evidence and strategy as well as the case studies of the audit of specific business processes.

CR: Business 4131, the former Business 6130

PR: BUSN 3100 or BUSN 3110 or Business 4101 or the former Business 6100 or Business 4102 or the former Business 6110

4210

Marketing Research

is designed to help students develop an understanding of the value of marketing research in strategic decision making. Students will become familiar with

different methods and tools for collecting, analyzing, and interpreting data in a marketing research context.

CR: Business 4221, the former Business 5220, the former Business 6200
PR: Statistics 2500 or equivalent, and BUSN 2250 or Business 2205 or the former Business 2210 or the former Business 2201

4220

Business-to-Business Marketing and Relationships

presents a comprehensive view of the complexities of business-to-business marketing concepts, and the critical role of developing and managing business relationships. Particular attention is paid to organizational buying/purchasing behavior, supplier relationship management, and the analysis of business relationships from both dyadic and network perspectives.

CR: ~~BUSI~~ Business 3250 or the former Business 5250
PR: BUSN 2250

4230

International Marketing

examines marketing in a global context with a particular focus on the strategic significance of the international dimension on marketing efforts. Students will explore various marketing challenges around global marketing opportunities such as exporting and direct entry strategies, contending in unfamiliar competitive environments, navigating complex social and cultural and political and legal environments, and adapting the marketing mix and activities to suit specific foreign market needs.

CR: Business 4246 or the former Business 7240, the former Business 6001
PR: BUSN 2250 or Business 2205 or the former Business 2210 or the former Business 2201

4310

Recruitment and Selection

explores the role of recruitment and selection in the larger context of human resource management. Students will acquire the knowledge and skills needed to successfully design and implement strategic recruitment and selection initiatives in a variety of organizations. Topics may include the analysis of job requirements, legal considerations, selection criteria and methods, testing methods, interviewing techniques, and process evaluation.

CR: Business 4322, the former Business 6312
PR: BUSN 3300 or Business 3325 or the former Business 4320

4510

Investments

is a study of capital markets and the financial services industry. Emphasis will be placed upon investment securities, risks, markets and mechanics, and portfolio management for personal and institutional investments.

CR: Business 4540 or the former Business 6510, the former Business 6140
PR: BUSN 3500 or Business 3350 or the former Business 4500

4610

Family Business Management

focuses on introducing students to the theory and practice of family business issues, such as understanding the difference between family business and other types of businesses and examining the role of family and non-family members involved in the business. Other topics include understanding the succession planning process, learning to resolve and manage conflicts, and exploring the challenges of multigenerational businesses.

CR: the former Business 6500

PR: BUSN 1020 or Business 2600 or the former Business 1600”

Page 164, 2020-2021 Calendar, under the heading 6.1 Bachelor of Maritime Studies, amend Tables as follows:

Table 2 Bachelor of Maritime Studies - Maritime Management Major, Group B Electives:

“Business 2111 ~~4404~~ or 2102
Business 3005 ~~4000~~”

Table 3 Bachelor of Maritime Studies - Safety Management Major, Group B Electives:

“Business 2111 ~~4404~~ or 2102”

Page 165, 2020-2021 Calendar, under the heading 6.2 Bachelor of Technology, amend Tables as follows:

Table 4 Bachelor of Technology - Engineering Technology and Applied Science Major, Group A Electives:

“Business 2111 ~~4404~~ or 2102
Business 3005 ~~4000~~”

Table 5 Bachelor of Technology - Health Science Technology Major, Group A Electives:

“Business 2111 ~~4404~~ or 2102
Business 3005 ~~4000~~”

Page 349, 2020-2021 Calendar, under the heading 15.15.11.5 Course List, amend clause 2 as follows:

“As per the [Degree Regulations, General and Honours Degrees, The Major Program, Major Programs of Study](#), up to 6 credit hours obtained in undergraduate courses at Memorial University of Newfoundland that are not listed in the Faculty of Humanities and Social Sciences [Course Descriptions](#) may be deemed eligible towards the Major in Law and Society, or 3 such credit hours towards the Minor in Law and Society. Undergraduate courses not delivered by the Faculty of Humanities and Social Sciences that have been approved as Table 2 electives include Business [3005 4000](#), [4005 5000](#), [4006 6040](#), [5332 7322](#); Education 4420; Human Kinetics and Recreation 3535; Psychology 2150; Social Work 3720.”

Page 87, 2020-2021 Calendar, under the heading [11.2 Core and Elective Course Descriptions](#), insert the following new courses:

2011 Business Writing introduces students to the fundamentals of effective business writing. Students will learn how to apply writing and research skills, and produce professional-quality business documents. In reading, analyzing, planning, and writing documents for various audiences, students will learn about the distinctive elements of business writing. Students will develop awareness of language and tone, and learn how to reference, organize and convey ideas and information using appropriate means to accomplish their intended purpose.

CR: BUSI 2010

PR: BUSI 1000, and 6 credit hours in English (3 credit hours of which may be replaced by any Memorial University of Newfoundland Critical Reading and Writing (CRW) course)

2012 Business Professionalism introduces students to the essential skills which help business professionals be successful. Beyond strong technical and analytical skills, business graduates are expected to possess effective presentation, social and emotional skills with ethics, integrity and attention to inclusion and diversity. This knowledge and skill set will be developed through use of various readings, exercises, group work and individual presentations to foster professionalism, empathy, and effective interactions with all stakeholders.

CR: BUSI 2010

PR: BUSI 1000 and BUSI 2011”

Page 87, 2020-2021 Calendar, under the heading [11.2 Core and Elective Course Descriptions](#), delete courses 1210 and 2210 and insert the following new course:

~~“1210 Introduction to Marketing Strategy introduces students to the concepts, analyses, and activities that comprise marketing strategy, and provides practice in assessing and solving strategic~~

problems in marketing. The course is also a foundation for BUSI 2210 Introduction to Marketing Tactics, and for advanced electives in marketing. Topics include: marketing strategy, environmental analysis, competitive analysis, customer behaviour, marketing research, segmentation, targeting, and positioning.

CR: the former BUSI 1201; Business 2200

PR: English 1110 or 1021, BUSI 1000

~~2210 Introduction to Marketing Tactics~~ introduces students to the concepts, analyses, and activities that comprise marketing tactics, and provides practice in making decisions about tactical problems in marketing. The course is also a foundation for advanced electives in marketing. Topics include: product management, pricing, marketing communications, channels of distribution, implementation, and budgeting.

CR: the former BUSI 2201, Business 2250

PR: BUSI 1210 or the former BUSI 1201

2205 Introduction to Marketing provides a relationship-focused introduction to the marketing principles that support evidence based decision making. Students are introduced to the marketing process, social responsibility and marketing ethics, marketing research, consumer and business buyer behaviour, market segmentation, targeting and positioning, and product planning, pricing, distribution, and marketing communication. In this course, students will become familiar with the strategic and tactical components of a comprehensive marketing plan.

CR: BUSI 2210, Business 2200, Business 2250

PR: BUSI 1000

CO: BUSI 2011”

Page 87, 2020-2021 Calendar, under the heading 11.2 Core and Elective Course Descriptions, insert new course as follows:

“**BUSI 2720 Business Computer Applications** features a strong hands-on, problem-based approach rooted in a variety of business disciplines to allow students to develop practically relevant technology skills. Students will learn to explore and solve business problems and communicate findings using current productivity applications including spreadsheets, programming languages and graphical visualization tools.

PR: BUSI 1000”

Page 87, 2020-2021 Calendar, under the heading 11.2 Core and Elective Course Descriptions, amend the following course as indicated:

~~“**BUSI 4306 5302 International Business** (formerly same as the former BUSI 5302 7302) is designed to introduce students to the issues of international business: these are the processes of cultural confrontation and compromise; the problems of competitive sovereignty involving multinational corporations and the governments of host societies; the organization, structure, operation and control of diverse international businesses; and, finally, the role of multinational enterprise as a catalyst in economic development and resource employment, in particular, the North-South context. The relevance of international business as an area of study to the Canadian economy is discussed. The course is both conceptual and empirical in content.~~

~~introduces students to essential frameworks and different political, economic, legal systems and technological forces that impact the global business environment. Content includes globalization, de-globalization, the global business environment, global strategy and cross-cultural management. Students will be able to explain the drivers and consequences of globalization, analyze the role of multinationals, and evaluate the role of ethics and social responsibility in the global economy.~~

~~CR: the former BUSI 5302/7302, Business 4040~~

~~PR: BUSI 1000, BUSI 2012, BUSI 3005 or the former BUSI 4000, Economics 1010 (or the former 2010) and Economics 1020 (or the former 2020)”~~

Page 87, 2020-2021 Calendar, under the heading 11.2 Core and Elective Course Descriptions, insert new course as follows:

~~“**BUSI 4720 Business Analytics** introduces concepts and techniques to select, evaluate, prepare and process data for decision making in organizations. Students learn to select and apply descriptive, predictive and prescriptive techniques, including deep learning, sequence analysis and text mining, to solve business problems, and learn to interpret and communicate results. The course also examines ethical and legal issues in the use of business analytics and discusses appropriate governance and oversight. Students analyze real-life data using modern software.~~

~~PR: BUSI 2720, Mathematics 1000, Statistics 2500”~~

Page 87, 2020-2021 Calendar, under the heading 11.2 Core and Elective Course Descriptions, delete and amend the following courses as indicated:

~~“**4050 Strategic Management 1-**~~

~~introduces students to the strategic management approach. The course builds upon the knowledge and concepts developed in Business 1000 and prepares students for later business courses in their programs, especially Business 7000. Through experience and analysis in and of real or reality-based situations and issues, students will develop critical and integrative thinking and information~~

literacy. Activity and action components of the strategic management process are the basis for student learning. The purpose of this course is to recognize the importance of situational analysis and strategy in the management process, including business functional and organizational integrative thinking, and decision making regarding courses of action, resource allocation, and leadership.

CO: ~~BUSI 4000 and 4330~~

CR: ~~Business 4010~~

PR: ~~BUSI 1600, BUSI 2010, BUSI 2101, BUSI 2210, BUSI 2400, BUSI 3310, BUSI 3401, BUSI 3700~~

BUSI 5001 ~~7000~~ Strategic Management 2 (same as the former BUSI 7000) emphasizes concepts of strategic management and strategy in various contexts and situations covering corporations and businesses, and other institutions or organizations and their purposeful activities. Through in-depth analysis of reality-based situations and strategic issues, students will develop their contextual and situational orientation, and further develop their applied, investigative critical thinking and information search skills. Further, students will be expected to develop an applied ability in the contextual and situational analysis of corporations/businesses and institutions/purposeful activities, and in corresponding strategy formulation and planning for strategy implementation. Student learning activities may be based on published business cases, decision-making and group dynamics exercises, business simulation exercises, and information search projects. Learning outcomes also may include research and information search methodologies and information literacy, and good writing.

develops students' skills to create and implement organizational strategy aimed at achieving superior performance and sustaining it over the long run. Primarily based on case studies and experiential learning, students apply theories of strategy and integrate concepts of the various functional areas of business, learning how successful strategy simultaneously satisfies internal and external circumstances of an organization.

CO: ~~BUSI 5301~~

CR: the former BUSI 7000, Business 4010

PR: BUSI 4000, BUSI 4050, BUSI 4330, BUSI 4500 BUSI 2012, BUSI 2205, BUSI 3550 or the former BUSI 4500, BUSI 3325 or the former BUSI 4320 and BUSI 4306 or the former BUSI 5302"

135.2 Faculty of Nursing – Change to Title of Bachelor of Nursing (Collaborative) Program

It was moved by Dr. A. Gaudine, seconded by Dr. S. Bugden, and carried that the following calendar changes be approved:

“Delete all references to ~~Bachelor of Nursing (Collaborative) program~~ and replace

with Bachelor of Science in Nursing (Collaborative) Program.”

135.3 Motion Regarding Laurentian University

It was moved by Dr. G. George, seconded by Mr. D. Semerad, and carried that the following motion be approved:

“For any student admitted to Memorial University for the Spring 2021, Fall 2021, Winter 2022 or Spring 2022 semesters with approved transfer credits from Laurentian University, up to 30 of those credit hours may be used to satisfy the residence requirements for a first degree as described in General Undergraduate Academic Regulation 6.3.2 #1, except for undergraduate degree programs offered by the Fisheries and Marine Institute. Waivers of program-specific residence requirements will be considered by the appropriate Faculty or School committee.”

It was noted that specific program requirements will be considered by the appropriate undergraduate committees.

Though the university wants to help the students from Laurentian, there will not be a lot of communications about this proposed motion. We will advertise, but do not want to seem like we are poaching students following this unfortunate situation in which Laurentian University has found itself.

It was also noted that there has already been a specific enquiry about Physics programs from the undergraduate program officer of Laurentian University.

136. Report of the Academic Council of the School of Graduate Studies

136.1 Revisions to General Regulations 3.4.8 and 3.4.9

It was moved by Dr. A. Surprenant, seconded by Mr. B. Mishkat, and carried that the following calendar changes be approved:

Page 579, 2020-2021 Calendar, under the heading 3.4.8 Graduate Student, amend sections as follows:

“3.4.8 Graduate Student

A graduate student is one who has been admitted to and enrolled in a graduate degree or a graduate diploma program, or has been admitted and enrolled as a non-degree graduate student or a visiting graduate student.

A full-time graduate student is one who registers as such, devotes full time to the student’s academic program and may not commit more than 24 hours a week working time, including teaching assistant or research assistant duties, to matters other than the degree program. Visiting graduate students are also considered full-time graduate students.

A part-time graduate student is one who is registered for the duration of a semester and is not classified as full-time. Non-degree graduate students are also considered part-time graduate students.

3.4.89 Non-Degree Graduate Student

1. With permission from the academic unit, individuals who are not enrolled in a graduate program may take graduate courses for personal or professional development (up to 3 credit hours per semester, and 6 credit hours in total). This non-degree category is intended for individuals who want to take graduate courses at Memorial without pursuing a graduate program. It is not intended for individuals who are not in good academic standing.
2. Such students would have to apply for admission as a non-degree graduate student and would be required to meet the minimum admission requirements for a graduate program.
3. All normal regulations governing graduate students would apply to non-degree graduate students, with the exception of academic fees and registration. Non-degree graduate students would be charged tuition as non-program courses (see **Graduate Course**) and fees at the current undergraduate per course rates. Non-degree graduate students would only be registered for the semesters during which they are taking courses.
4. Non-degree graduate students would be required to submit a new application if they do not register for a course in three consecutive semesters.
5. Graduate courses successfully completed (with a passing grade of B or better) as a non-degree graduate student may be transferred later to a graduate program upon the recommendation of the academic unit (see **Transfer of Course Credits**). Transferred courses would not have any effect on the fees for the graduate program. Enrolment as a non-degree graduate student does not guarantee access to all graduate course offerings nor does it imply future admission into a graduate program.

3.4.910 Visiting Graduate Student

1. A student who is registered in good standing in a graduate program at another recognized institution who comes to Memorial University of Newfoundland to conduct research under the supervision of Memorial University of Newfoundland faculty members is considered to be a visiting graduate student. In order to obtain access to University resources such a student will be required to register each semester of their visit for GRAD 9900 using a Course Change Form.
2. To be eligible to register, a visiting graduate student must submit an application to the School of Graduate Studies, accompanied by: a) a letter from their home institution verifying graduate student status, and b) a letter from the host faculty member confirming the duration of the visit. The student will then be admitted to the School of Graduate Studies ~~to a "non-degree" program~~ as a visiting graduate student.
3. Visiting graduate students will be exempt from tuition fees. However, all visiting graduate students will be required, as a condition of registration, to purchase health insurance (international students should contact the

Internationalization Office, whereas Canadian citizens or permanent residents of Canada should contact the Graduate Students' Union for more information).

Note:

A student enrolled in a graduate program at another university who wishes to complete courses at Memorial University of Newfoundland for transfer of credit to the student's home institution is not considered to be a visiting graduate student under this definition. ~~Such students should apply to the Office of the Registrar for admission to the University, and if admitted, will be governed by GENERAL ACADEMIC REGULATIONS. Fees will be assessed in accordance with the fee schedule for undergraduate courses as indicated at the Financial and Administrative Services website at www.mun.ca/finance/fees/.~~

136.2 Revisions to General Regulations 4.3.1 and 4.13

It was moved by Dr. A. Surprenant, seconded by Dr. R. Haynes, and carried that the following calendar changes be approved:

Page 581, 2020-2021 Calendar, under the heading 4.3 Registration, amend sections as follows:

“4.3 Registration

4.3.1 Program Registration

1. All graduate students must be registered in each semester for the graduate program registration appropriate to their discipline (see note) until all academic requirements for the degree have been met, except during periods for which leaves of absence have been granted (see **Leaves of Absence**).

Note:

e.g., Linguistics 9000, Chemistry 9000 or, in the case of Medicine, Medicine 9900.

2. Students in course-based graduate programs must also be registered for a course every semester (or be working on a course for which they received an incomplete grade in an earlier semester). It is the student's responsibility to inform the Head of the academic unit if there are extenuating circumstances that prevent them from registering for a course in a given semester. In such a case, the student should request a leave of absence (see **Leave of Absence**) by the appropriate deadline. Students in course-based graduate programs who fail to register for a course for more than one semester per academic year may see their programs terminated due to lack of progress (see **Termination of a Graduate Program**).

2.3.A student registered in a graduate diploma, Master's, Ph.D., or Psy.D. program may not concurrently pursue studies leading to any other degree without the prior approval of the Dean.

4.3.2 Program Withdrawal

Students intending to withdraw from their program must inform the Dean of Graduate Studies in writing. Ceasing to participate in a course, dropping a course, or informing an instructor of the intent to drop a course does not constitute formal withdrawal from a graduate program. The period of withdrawal from a program without incurring liability for that semester's fees is three weeks after the first day of lectures in the semester in question, as stated in the **University Diary**. Requests received after the end of the regular registration period, and approved, will be charged an administration fee as indicated at the Financial and Administrative Services website at www.mun.ca/finance/fees/.

4.13 Termination of a Graduate Program

Grounds for termination of a graduate program are as follows:

1.
 - a. Failure to comply with the conditions of admission into a program, unless the conditions of admission have been changed with approval of the academic unit and the School of Graduate Studies;
 - b. Failure to register in any semester by the final date for adding courses (see Registration, Program Registration 1.);
 - c. Failure to obtain the required grades in courses as stated in the appropriate degree regulations (see **Evaluation**);
 - d. Failure in comprehensive examinations (see **Comprehensive Examinations**);
 - e. Demonstrated lack of progress in a program supported by written documentation for thesis-based programs or lack of course registration for course-based programs;
 - f. Recommendation of the Supervisory Committee (see **Supervision**);
 - g. Failure of Thesis, Project, or Internship (see **Theses and Reports**);
 - h. Academic misconduct as outlined under **General Regulations, Academic Behaviour** governing the School of Graduate Studies.
2. The foregoing notwithstanding the University reserves the right to require students to discontinue their program or to deny them admission where, in the opinion of the Academic Council of the School of Graduate Studies, following appropriate professional consultation, there is a reasonable likelihood that a student's health or conduct could result in endangering the lives, health, or safety of other persons on campus or in settings related to the student's university studies.
3. The foregoing notwithstanding, the School of Graduate Studies reserves the right to require students to discontinue their studies, or to deny them re-

admission, where a student has been determined to have engaged in unprofessional conduct. The code of ethics of each profession will serve as the guideline as to what constitutes unprofessional conduct. However, should there not be any statements of what constitutes unprofessional conduct, the following standard will apply:

Unprofessional Conduct: That conduct which involves a breach of the duties required by professional ethics.

Notes:

1. *If the University or a School or Faculty requires a student to discontinue studies under any of the above clauses, that student must be advised in writing of the nature of the case against the student and must be advised of the right to appeal before the penalty imposed takes effect.*
2. *Appeals against actions taken under Clause 2. should be directed to the Senate of the University. Any such appeal should be made in writing clearly stating the basis for the appeal and should be directed to the Secretary of Senate, c/o Office of the Registrar.*
3. *Appeals against actions taken under Clause 3. should be directed to the Appeals Committee, School of Graduate Studies.”*

A senator asked if there was an automatic deregistration function for when a student takes a break from studies.

- There is no automatic process. The school connects with the student.

Another senator asked if academic standing was a consideration, and do these students need to maintain any academic standards.

- Individual academic units must accept these students, and they will analyze the students' transcripts.
- The student would not actually be enrolled in a program. The School is simply making graduate courses more available. All students still need permission to take courses.

137. Report of the Committee on Honorary Degrees and Ceremonial

Senate moved into a closed session for this item of business in accordance with **Section IV.E.2. SENATE MEETINGS AND PROCEDURES** of the Handbook of Senate By-Laws and Procedures which reads:

Matters of a confidential nature, including honorary degrees, shall be discussed in closed session; observers are not permitted to attend closed sessions.

The President noted that the Report of the Senate Committee on Honorary Degrees and Ceremonial will be held in an In-camera session and requested that all non-Senators disconnect from WebEx. The nominations for Honorary Degrees and for the award of the status of Professor Emerita or Emeritus were provided on

Brightspace before the meeting and are considered confidential and should not be discussed outside of the meeting.

137.1 Professor Emeritus Nominations

The names of three candidates recommended by the Committee on Honorary Degrees and Ceremonial was presented to the Senate for award of the title of Professor Emerita or Emeritus for eventual consideration by the Board of Regents. Members were given the opportunity to discuss the merits of the candidate before voting. Upon voting by Webex, the three candidates were approved by at least a two-thirds majority vote.

138. Motion to Adjourn

Dr. S. Matthews motioned for the meeting to be adjourned.

139. ADJOURNMENT

The meeting adjourned at 5:27 p.m.

CHAIR

SECRETARY