

# BUSINESS MANAGEMENT

Business Management program courses prepare graduates for entry-level management positions. The program's foundation courses provide an understanding of the basic skills and techniques required to be effective in today's business environment. Graduates will take specialized courses in management essentials, human resources management, business law, negotiations, operations management, enterprise development, business planning and international business. Both the Diploma and Certificate programs emphasize real world business applications of key management concepts.

Classes are exciting, practical and participatory. They may include a combination of lectures, exercises, case studies, in-class assignments, projects, student presentations, group work, role-play, structured simulations, field trips and guest speakers. Many classes are offered during evenings to accommodate part-time studies.

Some courses in the Diploma and Certificate programs may be applicable for credit toward the following KPU Business Degrees:

- Bachelor of Business Administration (BBA) in Accounting (<https://calendar.kpu.ca/programs-az/business/accounting/accounting-bba/>)
- Bachelor of Business Administration (BBA) in Entrepreneurial Leadership (<https://calendar.kpu.ca/programs-az/business/entrepreneurial-leadership/entrepreneurial-leadership-bba/>)
- Bachelor of Business Administration (BBA) in Human Resources Management (<https://calendar.kpu.ca/programs-az/business/human-resources-management/human-resources-management-bba/>)
- Bachelor of Business Administration (BBA) in Marketing Management (<https://calendar.kpu.ca/programs-az/business/marketing/marketing-management-bba/>)

Many of the courses are articulated with other universities and colleges for ease of course transferability to and from KPU. Please refer to the BC Transfer Guide at <http://www.bctransferguide.ca> (<http://www.bctransferguide.ca/>) regarding the transferability of courses to and from specific institutions in British Columbia.

Please visit [kpu.ca/business](https://www.kpu.ca/business/) (<https://www.kpu.ca/business/>) for more information on School of Business programs.

## Career Opportunities

Graduates find employment in entry-level management positions in both the private and public sectors, including manufacturing, service, profit, and non-profit organizations. Some graduates become entrepreneurs and start their own businesses.

## Programs

- Diploma in Business Management (<https://calendar.kpu.ca/programs-az/business/business-management/business-management-diploma/>)

## Courses

Registration in some course sections is restricted to students in particular programs. See Timetables - [kpu.ca/registration/timetables](http://www.kpu.ca/registration/timetables/) (<http://www.kpu.ca/registration/timetables/>) - for current section information.

Visit the BC Transfer Guide - [bctransferguide.ca](https://www.bctransferguide.ca) (<https://www.bctransferguide.ca/>) - for information about course transfer in B.C.

### BUSM 5100 3 credits

#### Accounting and Financial Management for Managers

Students will learn to interpret and analyze financial information that managers use for planning operations, controlling activities, and making decisions. They will learn to read financial statements and extract basic information for analysis. Students will explain cost behaviour and apply introductory management accounting techniques such as break-even and cost-volume-profit analysis, identifying relevant costs for decision making, cash flow budgeting, and activity-based costing. Students will be introduced to corporate finance and assess sources of funding to operate a business in terms of borrowing funds or securing equity investment and making long-term capital budgeting decisions. Students will examine business cases and communicate quantitative and qualitative analysis in written reports and oral presentations. Note: This course may be offered in compressed mode. Consult the current timetable.

Level: UG

Attributes: BUSI (<https://calendar.kpu.ca/courses-az/#courseattributestext>), F2A9 (<https://calendar.kpu.ca/courses-az/#courseattributestext>)

### BUSM 5110 3 credits

#### Managing Dynamic Teams

This course will cover the skills needed to build, lead and motivate high-performance teams as a leader. It is intended to provide students with both a conceptual understanding, as well as experiential learning opportunities in initial stages of team construction and development, examining issues of power and control in team functioning, facilitating team problem solving and decision making, evaluating team performance and individual contributions, and providing feedback on team behaviour. Working on virtual teams is an emerging challenge for many leaders and methods for working in these environments will be examined. Note: This course may be offered in compressed mode. Consult the current timetable.

Level: UG

Attributes: BUSI (<https://calendar.kpu.ca/courses-az/#courseattributestext>), F2A9 (<https://calendar.kpu.ca/courses-az/#courseattributestext>)

### BUSM 5120 3 credits

#### Project Management

Students will learn the key project management concepts, tools and techniques through which projects are selected, planned, executed, monitored and controlled, and brought to a close. They will explore and practice competencies in the nine key project management areas: scope, time, cost, quality, human resources, risk, procurement, communication, and integration management. Note: This course may be offered in compressed mode. Consult the current timetable.

Level: UG

Attributes: BUSI (<https://calendar.kpu.ca/courses-az/#courseattributestext>), F2A9 (<https://calendar.kpu.ca/courses-az/#courseattributestext>)

**BUSM 5130 3 credits**

**Quantitative Methods for Business Management**

This course will provide the foundation and experience for students to apply a variety of modeling approaches to management problems and decision making in a variety of business functions, e.g., marketing, operations management, finance, accounting, long term strategy and managerial economics. Practical experience in statistics will be provided, and on completion students will be able to critically assess statistical analysis undertaken in their workplace.

Level: UG

Attributes: BUSI (<https://calendar.kpu.ca/courses-az/#courseattributestext>), F2A9 (<https://calendar.kpu.ca/courses-az/#courseattributestext>)

**BUSM 5140 3 credits**

**Negotiations and Stakeholder Communications**

This course will help students become more effective communicators and decision-makers by learning proven techniques for building and maintaining relationships, applying appropriate power and influence, structuring agreements, and developing stakeholder buy-in in a variety of negotiation scenarios. Students will examine core decision-making challenges and apply strategies and techniques to effectively engage colleagues, staff, partners, customers, and clients in collaborative negotiations.

Level: UG

Attributes: BUSI (<https://calendar.kpu.ca/courses-az/#courseattributestext>), F2A9 (<https://calendar.kpu.ca/courses-az/#courseattributestext>)

**BUSM 6100 4 credits**

**Accounting and Financial Management for Managers**

Students will learn to interpret and analyze financial information that managers use for planning operations, controlling activities, and making decisions. They will learn to read financial statements and extract basic information for analysis. Students will explain cost behaviour and apply introductory management accounting techniques such as break-even and cost-volume profit analysis, identifying relevant costs for decision making, cash flow budgeting, and activity based costing. Students will be introduced to corporate finance and assess sources of funding to operate a business in terms of borrowing funds or securing equity investment and making long term capital budgeting decisions. Students will examine business cases and communicate quantitative and qualitative analysis in written reports and oral presentations. Note: This course may be offered in compressed mode. Consult the current timetable.

Level: GR

Attributes: BUSI (<https://calendar.kpu.ca/courses-az/#courseattributestext>), F2A9 (<https://calendar.kpu.ca/courses-az/#courseattributestext>)

**BUSM 6110 3 credits**

**Project Management**

Students will learn the key project management concepts, tools and techniques through which projects are selected, planned, executed, monitored and controlled, and brought to a close. They will explore and practice competencies in the nine key project management areas: scope, time, cost, quality, human resources, risk, procurement, communication and integration management. This course is key to applying project management techniques to specific knowledge base in the Graduate Diploma in Business Administration (e.g. Green Projects, Green Innovation, Global Business Trade projects). Note: This course may be offered in compressed mode. Consult the current timetable.

Level: GR

Attributes: BUSI (<https://calendar.kpu.ca/courses-az/#courseattributestext>), F2A9 (<https://calendar.kpu.ca/courses-az/#courseattributestext>)

**BUSM 6130 3 credits**

**Change Management and Digital Transformation for Business**

Students in this course will study managing change and some traditional aspects of change management. The course will also cover the emerging field of digital transformation in organizations through the lens of organizational strategy, people, processes and technology. Digital transformation when designed and deployed appropriately has the capacity, at the very core of business to fully leverage changes and opportunities. This course covers the “digital transformation revolution” as part of the new economy and places it at the center of growth and innovation strategies in organizations as well as “holistic optimization” which looks at the broader picture of improvement in organizations, by actually setting in motion the necessary transformations and innovations and its interconnectedness. Last but not least, the course will cover the role that information management plays in digital transformation.

Level: GR

Attributes: BUSI (<https://calendar.kpu.ca/courses-az/#courseattributestext>), F2A9 (<https://calendar.kpu.ca/courses-az/#courseattributestext>)

**BUSM 6150 3 credits**

**Managing Innovation**

Students will learn how to manage innovation using formal processes, frameworks and tools. They will learn about the characteristics of knowledge-based institutions and will learn the role of Intellectual Property management, IP tools. Students will study stimulation of creativity and harnessing of technologies, development of goods, services and processes, business model innovation, and measurement of innovation performance. They will be given the opportunity to examine successful innovation management practices in organizations of all types and sizes including but not limited to design and innovation in operations (e.g. supply-chain management).

Level: GR

Attributes: BUSI (<https://calendar.kpu.ca/courses-az/#courseattributestext>), F2A9 (<https://calendar.kpu.ca/courses-az/#courseattributestext>)

**BUSM 6160 3 credits****Strategic Planning**

This course introduces key concepts, tools and principles of strategy formulation. This is an integrative and interdisciplinary course. It helps in the Development of organizational strategy with a broad range of stakeholders, maintaining and advancing ethics and environmental sustainability in the organization. The course covers the identification and building up of competitive advantages in the organization that leads to responsible financial sustainability. The course covers the formulation of short and long-term strategies and policies and the coordination of business activities for the whole enterprise. As mentioned above, this is an integrative course in which the strategy formulation will be framed on a simulated or real business case utilizing skills and knowledge from previous courses, knowledge and skills.

Level: GR

Attributes: BUSI (<https://calendar.kpu.ca/courses-az/#courseattributestext>), F2A9 (<https://calendar.kpu.ca/courses-az/#courseattributestext>)

**BUSM 6180 5 credits****Graduate Capstone Experience Practicum**

Professionals will manage, work-hands on and have a professional presentation on a comprehensive project that will meet the requirements of an organization. The project can also be narrow in scope but comprehensive in its design (e.g. new clean technology, innovation of a product or service in an international context, or a business plan with the respective academic framework). They will develop and complete the project in partnership with industry. Professionals will have an opportunity to integrate business theory with polytechnic skills. The business theory will be fully researched and it is not limited to the client organization but includes the broader literature on the subject matter in addition to the client's primary research. When appropriate, professionals taking the course will provide recommendations that will have metrics attached to the plan, so the operational organization client can measure the success or failure of the activity undertaken.

Level: GR

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