

# GENERAL BUSINESS

The General Business Studies programs are flexible diploma or certificate options, allowing individuals to select a variety of areas of study in the School of Business once they have fulfilled the core requirements of the program. The core business foundation courses can be used in any of the Bachelor of Business Administration (BBA) degrees offered by the School of Business.

After completing the initial core program requirements students are encouraged to meet with a School of Business advisor if they intend to progress to a BBA program.

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.

Many of the courses included in this program 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/> (<https://www.bctransferguide.ca/>) regarding the transferability of courses to and from specific institutions in British Columbia.

**Please visit** [kpu.ca/business/programs-and-courses](http://www.kpu.ca/business/programs-and-courses/) (<http://www.kpu.ca/business/programs-and-courses/>) **for more information on School of Business programs.**

## Programs

- Diploma in General Business Studies (<https://calendar.kpu.ca/programs-az/business/general-business/general-business-studies-diploma/>)
- Certificate in General Business Studies (<https://calendar.kpu.ca/programs-az/business/general-business/general-business-studies-certificate/>)

## 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](http://www.bctransferguide.ca/) (<https://www.bctransferguide.ca/>) - for information about course transfer in B.C.

### BUSI 1101 3 credits

#### Canadian Business Education Foundations

This course provides International students and those new to Canadian education with a greater understanding of expectations in a Canadian business environment, while developing the foundational skills, strategies and communication techniques essential for success in business education in Canada. Students will be introduced to the political, economic, legal, cultural and social landscape that influences Canadian business and will explore a broad range of business concepts in the Canadian context; paying particular attention to BC's business environment. Students will also get an overview of the business communication and academic skills that are required in Canadian business education.

Level: UG

Co-requisite(s): CMNS 1101

Attributes: ASTR (<https://calendar.kpu.ca/courses-az/#astrtext>), BUSI (<https://calendar.kpu.ca/courses-az/#courseattributestext>), PW\_3 (<https://calendar.kpu.ca/courses-az/#pathwaytext>)

### BUSI 1110 3 credits

#### Fundamentals of Business in Canada

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

Level: UG

Attributes: ASTR (<https://calendar.kpu.ca/courses-az/#astrtext>), BUSI (<https://calendar.kpu.ca/courses-az/#courseattributestext>), PW\_2 (<https://calendar.kpu.ca/courses-az/#pathwaytext>)

### BUSI 1205 3 credits

#### Supervisory Skills

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

Level: UG

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

### BUSI 1209 3 credits

#### Business Management in Horticulture

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

Level: UG

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

**BUSI 1210 3 credits****Essentials of Management**

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

Level: UG

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

**BUSI 1215 3 credits****Organizational Behaviour**

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

Level: UG

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

**BUSI 1250 3 credits****Human Resources Management I**

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

Level: UG

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

**BUSI 2110 3 credits****Values, rationality, and power: Developing wise organizational action**

Students will learn the inner political nature of organizations and begin developing skills to become wise agents of action. This course will focus on three elements required to get things done in an organization: values, rationality, and power. Students will learn how these attributes impact people's ability to achieve goals and how, though they may lead to conflict, they are the means to build supportive alliances. This course will teach actionable strategies students may apply to manage these political dynamics to drive wise organizational action.

Level: UG

Prerequisite(s): 30 credits from courses at the 1100 level or higher, including ENGL 1100

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

**BUSI 2360 3 credits****Union Management Relations**

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

Level: UG

Prerequisite(s): Second year standing including BUSI 1210 and/or BUSI 1215

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

**BUSI 2390 3 credits****Business Law**

Students will learn about the basic operations of the Canadian Legal system, the civil litigation process, and various aspects of substantive law which relate to, and have application in, Business and Commerce, including Torts, Contracts, Forms of Business Organizations, Consumer Law, Property, Employment, etc. Students will also understand how contracts are formed, enforced, and the remedies possible if contracts are breached. As well, students will develop a familiarization with some of the more important provincial and federal statutes that apply to the business environment. Students will apply basic legal principles and concepts to problems which may arise in the business world.

Level: UG

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

**BUSI 2405 3 credits****Operations Management**

Students will learn and practise the fundamental design and implementation tools and techniques used in Operations Management (OM). They will be exposed to leading practices employed by entrepreneurs and managers in organizations of all sizes, both in manufacturing and service industries, particularly in small and medium-sized enterprises. Students will apply the theoretical qualitative and quantitative approaches to solve practical problems through exercises, case analyses, and a group term project involving work with real-world or simulated organizations.

Level: UG

Prerequisite(s): All of (a) ACCT 1210 or ACCT 2293 (b) BUSI 1210 or BUSI 1215 (c) ECON 1150 (d) MRKT 1199 and (e) BUQU 1230 or MATH 1115 or MATH 2341 or CRIM 2103 or PSYC 2300 or SOCI 2365  
 Attributes: ASTR (<https://calendar.kpu.ca/courses-az/#astrtext>), BUSI (<https://calendar.kpu.ca/courses-az/#courseattributestext>), QUAN (<https://calendar.kpu.ca/courses-az/#quantext>)

**BUSI 2425 3 credits****Enterprise Development and Business Planning**

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

Level: UG

Prerequisite(s): 24 credit hours of 1100-level or higher including (ACCT 2293 or ACCT 1210), CMNS 1140, ECON 1150 and MRKT 1199  
 Co-requisite(s): BUSI 2405

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

**BUSI 2465 3 credits****Business Negotiations**

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

Level: UG

Prerequisite(s): BUSI 1210 or BUSI 1215

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

**BUSI 2490 3 credits****International Business**

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

Level: UG

Prerequisite(s): 15 credits at 1100-level courses or higher including at least one of BUSI 1210 or 1215. Note: ECON 1250 is recommended.

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

**BUSI 2500 6 credits****Food Systems Field School**

The study of agriculture-business and food systems facilitates transdisciplinary learning and research that is intimately linked to the understanding of sustainability and the cultures that they are embedded in. This Field School will provide opportunities for students to implement problem solving and critical thinking methodologies to help students develop an understanding of the important role that agriculture and food systems play in connecting all aspects of the economy, business, environment and society as well as the value of regional food systems. Students will visit farms and food related businesses locally, nationally and/or internationally. When studying food systems, students will compare and contrast financing, marketing, pricing and logistics of food production. NOTE: Students will spend two weeks at the Field School site in addition to class sessions on campus before and after travel. Students must be nineteen years or older at the start of the course. Students may earn credit for only one of DESN 2500, AGRI 2500 or BUSI 2500 as they are identical courses. Note: Additional fees will apply to meet field trip expenses.

Level: UG

Prerequisite(s): 30 credits from courses at the 1100 level or higher.

Cross-listing: DESN 2500

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