

**COLLEGE OF BUSINESS**

**UNDERGRADUATE**

**DEGREE PLANNER**

**(PLAN C)**

Autumn Semester 2006

**COMMERCE**

**APPLICABILITY**

**STUDENTS WHO JOINED  
Autumn 04 onwards & New Students**

## HOW TO USE THIS DEGREE PLANNER

- ✓ *Important dates relevant to your program are listed on page 3.*
- ✓ *The programs on offer and course completion requirements are listed on pages 4 – 5.*
- ✓ *Choose the degree you wish to study towards (For example Bachelor of Commerce Major: Marketing). The subjects required for completing the degree are listed on pages 6 – 11.*
- ✓ *Subject descriptions are available on our website <http://secure.uowdubai.ac.ae>*
- ✓ *Subjects on offer in each semester are listed under Subjects on Offer on pages 12 – 13.*
- ✓ *Complete the Degree Planner on page 14 based on the degree you have chosen and the session in which the subjects are on offer.*
- ✓ *If you experience any difficulty in planning your degree, you must consult our Academic Advisors – Mrs.Asima Shirazi, Dr.Gwendolyn Rodrigues, Dr.Jamal Roudaki, or Mrs.Nandini Kaul at the College of Business*

### **IMPORTANT**

- **All New Students in their First Semester must enroll in zero level subjects only**
- **Only after passing ARTS 015 you will be permitted to do 100 level subjects**
- **In addition to the ARTS 015 you need to pass in :**

**CSCI 015 to do BUSS 110**

**STAT 015 to do COMM 121**

**ARTS 015 & ARTS025 to do MGMT 102**

<b>Subject:</b> AUTUMN Session 2006 – Calendar of Dates Undergraduate Programs	
Orientation and Enrolment Day (New students)	10 & 11 Sept
Last day for payment of fees for subjects for Traditional Payment Plan and Guardian Payment Plan Last day of payment of 1 <sup>st</sup> installment (i.e. 50%) of tuition fees due for Progress Payment Plan	14 Sept
Classes Commence	17 Sept
Last day for enrolment in subjects	28 Sept
Eid Al Fitter	21 – 26 Oct
Last day for withdrawal from subjects without 'F' grade	26 Oct
Last day for payment of 2 <sup>nd</sup> installment (i.e. 25%) of tuition fees due for Progress Payment Plan	31 Oct
Last day for payment of 3 <sup>rd</sup> installment (i.e. 25%) of tuition fees due for Progress Payment Plan	14 Dec
Last day of session / start of study break	21 Dec
Examinations	02 - 11 Jan

\* **Dates are subject to change**

**Make up Classes will be held on 23 Nov & 07 Dec for UAE National Day Holiday**

Students are responsible for the accuracy of their enrolment. The above dates have been entered into the computer to ensure that late additions and / or withdrawals cannot be done by students.

If you have special circumstances for late addition or withdrawal from subjects, you will need to complete the relevant form, and speak with the Chair- College of Business.

Enrolments for new students will commence at 9.30 am on 10<sup>th</sup> & 11<sup>th</sup> Sept.

Students who are not enrolled in any given subject by the correct date, or who have not paid their fees for any given subject by the correct date, will be deemed to be not enrolled in that subject, and will not appear on the class list for that subject. Lecturers will be instructed not to mark any assignments or examinations for students who are not on the class list for a given subject.

Late payment of fees will attract a penalty fee of AED 50 per subject per week. It is your responsibility to ensure that all fees are paid on time. You will not receive an invoice.

Students with difficulties with the above dates or times should consult with the Chair - College of Business.

# Programs on Offer

- 1) Bachelor of Business Administration
- 2) Bachelor of Commerce

## Courses on Offer

### 1. Bachelor of Business Administration (BBA – General)

## Course Completion Requirements

- To qualify for the award of the degree of Bachelor of Business Administration (General) a candidate shall accrue an aggregate of **60 credit points of General Education subjects** and **at least 144** credit points at required courses and electives.
- A maximum of **72** credit points of 100-level subjects can be taken.
- A pass conceded grade at 300-level in any required subject within the program of study **does not** satisfy degree requirements.
- A maximum of 24 credit points are permitted at the pass conceded grade.

## General Education (GED) Requirements :

ARTS 015, ARTS 017, ARTS 025, ARTS 035, MATH 015, CSCI 015, STAT 015, COMM 100, LAW 100, IACT 201 or PSYC 015

**\* COMM100 will not be offered from 2007 onwards. From 2007 no choice between IACT201 & PSYC015, both will be offered separately**

\* Challenge exams are available to test out of MATH 015, CSCI 015 and STAT 015. These exams will be held in the 2<sup>nd</sup> week of each session.

## Required Courses :

ACCY 100, ACCY 102, BUSS 110, ECON 101, ECON 111, COMM 121, MGMT 102, MARK 101, MGMT 110, MGMT 314, MARK 217 or FIN 226, FIN 241 or FIN 221, MARK 270, MARK 343, MARK 344, MGMT 201 or MGMT 206, ECON 332, MGMT 389, ECON 216, ACCY 211

## Electives :

Any 4, of which only 18 credit points can be from 100-level subjects. COMM 399 is recommended.

# Bachelor of Commerce- BCOM

## Courses on Offer

1. BCOM – Marketing
2. BCOM – Management
3. BCOM – Finance
4. BCOM – Accountancy
5. BCOM – Human Resource Management

## Course Completion Requirements

- To qualify for the award of the degree of Bachelor of Commerce a candidate shall accrue an aggregate of **60 credit points of General Education subjects** and **at least 144** credit points at Business core, Major requirements and electives.
- A maximum of **72** credit points of 100-level subjects can be taken.
- A pass conceded grade at 300-level in any required subject within the program of study **does not** satisfy degree requirements.
- A maximum of 24 credit points are permitted at the pass conceded grade.

## General Education (GED) Requirements :

ARTS 015, ARTS 017, ARTS 025, ARTS 035, MATH 015, CSCI 015, STAT 015, COMM 100, LAW 100, IACT 201 or PSYC 015

**\* COMM100 will not be offered from 2007 onwards. From 2007 no choice between IACT201 & PSYC015, both will be offered separately**

\* Challenge exams are available to test out of MATH 015, CSCI 015 and STAT 015. These exams will be held in the 2<sup>nd</sup> week of each semester.

## Business Core :

ACCY 100, ACCY 102, BUSS 110, COMM 121, ECON 111, ECON 101, FIN 221, MARK 101, MGMT 110, MGMT 316, COMM 351

## Requirements for Majors :

Marketing	Management	Finance	Accountancy	Human Resource Mgmt
MARK 217, MARK 201	MGMT 102, MGMT 201	ACCY 200, FIN 223	ACCY 201, ACCY 200	MGMT 201, MGMT 205
MARK 202, MARK 270	MGMT 206, MGMT 220	FIN 322, FIN 323	ACCY 211, ACCY 231	MGMT 206, MGMT 220
MARK 301, MARK 333	MGMT 309, MGMT 311	FIN 351, FIN 226	ACCY 302, ACCY 312	MGMT 311, MGMT 314
MARK 343, MARK 344	MGMT 314, MGMT 350	FIN 325, FIN 324	ACCY 342, ACCY 328	MGMT 321, MGMT 322

## Electives for Single Majors :

Any 4 or 5, of which only 18 credit points can be from 100-level subjects. COMM 399 is recommended.

## Bachelor of Business Administration (General)

Code	Title	CP	Pre-requisites	Exclusions
ARTS 015	Introduction to University Life	6		ARTS 001
ARTS 017	Islamic Culture	6		
MATH 015	Foundation Mathematics A	6		MATH 001
CSCI 015	Computer Applications	6		CSCI 001
STAT 015	Introduction to Statistics	6		STAT 001
ARTS 025	Literary Skills	6	ARTS 015	ARTS 003
ARTS 035 or MATH 020	Introduction to Philosophy Foundation Mathematics B	6	MATH 015	
COMM 100	Employment Relations	6		
LAW 100	Law in Society	6		
IACT 201 or PSYC 015	Info. Tech. & Citizen's Rights Introduction to Psychology	6	24CP@100-level ARTS 015	
ACCY 100	Accounting A	6	ARTS 015	
ACCY 102	Accounting B	6	ACCY 100	
BUSS 110	Introduction to Business Information Systems	6	ARTS 015 & CSCI015	
COMM 121	Quantitative Methods I	6	STAT 015	STAT 131
ECON 101	Macroeco Essentials for Business	6	ARTS 015	
ECON 111	Introductory Microeconomics	6	ARTS 015	
MGMT102	Business Communications	6	ARTS 015 & ARTS025	
MARK 101	Marketing Principles	6	ARTS 015	
MGMT 110	Introduction to Management	6	ARTS 015	
FIN 241 or FIN 221	International Fin. Management Introductory Business Finance	6	ACCY 102 ACCY102 & ECON111	
ECON 216	International Trade Theory	6	ECON 111	
ACCY 211	Management Accounting II	6	ACCY 102	
MARK 217 or FIN 226	Consumer Behavior Financial Markets & Institutions	6	MARK 101 ACCY102 & ECON 111	
MARK 270	Services Marketing	6	MARK 101	
MARK 343	International Marketing	6	MARK 101	
MARK 344	Marketing Strategy	6	MARK 101 & 3 MARK subjects*	
MGMT 201 or MGMT 206	Organizational Behaviour Managing Human Resources	6	MGMT 110	
ECON 332	Managerial Economics & Ops	6	FIN 221 & ECON 111	
MGMT 314	Strategic Management	6	MGMT 110 & MARK 101 or MGMT 218	
MGMT 389	International Business Management	6	MGMT110 & MARK 101 or MGMT 218	
Plus	Electives minimum value: COMM 399 recommended	<u>24</u>	Of which only 18CP may be from 100-level subjects.	
<b>Minimum Credit Points required to qualify for this BBA Degree</b>		<u>60</u>	<u>60CP from GED subjects</u>	
		<u>144</u>	<u>144CP from non-GED required subjects</u>	

## Bachelor of Commerce - Major: Marketing

Code	Title	CP	Pre-requisites	Exclusions
ARTS 015	Introduction to University Life	6		ARTS 001
ARTS 017	Islamic Culture	6		
MATH 015	Foundation Mathematics A	6		MATH 001
CSCI 015	Computer Applications	6		CSCI 001
STAT 015	Introduction to Statistics	6		STAT 001
ARTS 025	Literary Skills	6	ARTS 015	ARTS 003
ARTS 035 or MATH020	Introduction to Philosophy Foundation Mathematics B	6	MATH 015	
COMM 100	Employment Relations	6		
LAW 100	Law in Society	6		
IACT 201 or PSYC 015	Info. Tech. & Citizen's Rights Introduction to Psychology	6	24CP@100-level ARTS 015	
ACCY 100	Accounting A	6	ARTS 015	
ACCY 102	Accounting B	6	ACCY 100	
BUSS 110	Introduction to Business Information Systems	6	ARTS 015 & CSCI 015	
COMM 121	Quantitative Methods I	6	ARTS 015 & STAT 015	STAT 131
ECON 101	Macroeconomic Essentials for Business	6	ARTS 015	
ECON 111	Introductory Microeconomics	6	ARTS 015	
MARK 101	Marketing Principles	6	ARTS 015	
MGMT 110	Introduction to Management	6	ARTS 015	
FIN 221	Introductory Business Finance	6	ACCY 102 & ECON 111	
MGMT 316	Operations Management	6	COMM 121 & ECON 111	
COMM 351	Business Ethics and Governance	6	72 credit points	
MARK 201	Applied Marketing Research A	6	MARK 101	
MARK 202	Applied Marketing Research B	6	MARK 201	
MARK 217	Consumer Behaviour	6	MARK 101	
MARK 270	Services Marketing	6	MARK 101	
MARK 301	Internet Application for Marketing	6	MARK 101	
MARK 333	Marketing Communications	6	MARK 101	
MARK 343	International Marketing	6	MARK 101	
MARK 344	Marketing Strategy	6	MARK 101 & 3 MARK subjects	
Plus	Electives minimum value: COMM 399 Recommended	30	Of which only 18CP may be from 100-level subjects.	
<b>Minimum Credit Points required to qualify for this BCOM Degree</b>		60	<u>60CP from GED subjects</u>	
		144	<u>144CP from non-GED required subjects</u>	

## Bachelor of Commerce - Major: Management

Code	Title	CP	Pre-requisites	Exclusions
ARTS 015	Introduction to University Life	6		ARTS 001
ARTS 017	Islamic Culture	6		
MATH 015	Foundation Mathematics A	6		MATH 001
CSCI 015	Computer Applications	6		CSCI 001
STAT 015	Introduction to Statistics	6		STAT 001
ARTS 025	Literary Skills	6	ARTS 015	ARTS 003
ARTS 035 or MATH 020	Introduction to Philosophy Foundation Mathematics B	6	MATH 015	
COMM 100	Employment Relations	6		
LAW 100	Law in Society	6		
IACT 201 or PSYC 015	Info. Tech. & Citizen's Rights Introduction to Psychology	6	24CP@100level ARTS 015	
ACCY 100	Accounting A	6	ARTS 015	
ACCY 102	Accounting B	6	ACCY 100	
BUSS 110	Introduction to Business Information Systems	6	ARTS 015 & CSCI 015	
COMM 121	Quantitative Methods I	6	ARTS 015 & STAT 015	STAT 131
ECON 101	Macroeconomic Essentials for Business	6	ARTS 015	
ECON 111	Introductory Microeconomics	6	ARTS 015	
MARK 101	Marketing Principles	6	ARTS 015	
MGMT 110	Introduction to Management	6	ARTS 015	
FIN 221	Introductory Business Finance	6	ACCY 102 & ECON 111	
MGMT 316	Operations Management	6	COMM 121 & ECON 111	
COMM 351	Business Ethics and Governance	6	72 credit points	
MGMT 102	Business Communications	6	ARTS 015 & ARTS 025	
MGMT 201	Organizational Behavior	6	MGMT 110	
MGMT 206	Managing human Resources	6	MGMT 110	
MGMT 220	Organizational Studies	6	MGMT 110	
MGMT 309	Supply Chain Management	6	MGMT 110 & COMM121 or ECON 121	
MGMT 311	Management of Change	6	MGMT 110	
MGMT 314	Strategic Management	6	MGMT 110 & MARK 101 or MGMT 218	
MGMT 350	Total Quality Management	6	MGMT 110 & COM 121	
Plus	Electives minimum value: COMM399 Recommended	<u>30</u>	Of which only 18CP may be from 100-level subjects.	
<b>Minimum Credit Points required to qualify for this BCOM Degree</b>		<u>60</u>	<u>60CP from GED subjects</u>	
		<u>144</u>	<u>144CP from non-GED required subjects</u>	



## Bachelor of Commerce - Major: Finance

Code	Title	CP	Pre-requisites	Exclusions
ARTS 015	Introduction to University Life	6		ARTS 001
ARTS 017	Islamic Culture	6		
MATH 015*	Foundation Mathematics A	6		MATH 001
CSCI 015*	Computer Applications	6		CSCI 001
STAT 015	Introduction to Statistics	6		STAT 001
ARTS 025	Literary Skills	6	ARTS 015	ARTS 003
ARTS 035 or MATH 020	Introduction to Philosophy Foundation Mathematics B	6	MATH 015	
COMM 100	Employment Relations	6		
LAW 100	Law in Society	6		
IACT 201 or PSYC 015	Info. Tech. & Citizen's Rights Introduction to Psychology	6	24CP@100-level ARTS 015	
ACCY 100	Accounting A	6	ARTS 015	
ACCY 102	Accounting B	6	ACCY 100	
BUSS 110	Introduction to Business Information Systems	6	ARTS 015 & CSCI 015	
COMM 121	Quantitative Methods I	6	ARTS 015 & STAT 015	STAT 131
ECON 101	Macroeconomic Essentials for Business	6	ARTS 015	
ECON 111	Introductory Microeconomics	6	ARTS 015	
MARK 101	Marketing Principles	6	ARTS 015	
MGMT 110	Introduction to Management	6	ARTS 015	
FIN 221	Introductory Business Finance	6	ACCY 102 & ECON 111	
MGMT 316	Operations Management	6	COMM 121 & ECON 111	
COMM 351	Business Ethics and Governance	6	72 credit points	
ACCY 200	Financial Accounting 2A	6	ACCY 102	
FIN 223	Investment Analysis	6	FIN 221	
FIN 322	Advanced Business Finance	6	12 credit points of FIN subjects	
FIN 323	Portfolio Management	6	FIN 223	
FIN 324	Financial Statement Analysis	6	FIN 221	
FIN 226	Financial Markets & Institutions	6	ACCY102 & ECON 111	
FIN 325	Bank Management	6	12 credit points of FIN subjects	
FIN 351	International Finance	6	12 credit points of FIN subjects	
Plus	Electives minimum value: COMM399 Recommended	<u>30</u>	Of which only 18CP may be from 100-level subjects.	
<b>Minimum Credit Points required to qualify for this BCOM Degree</b>		<u>60</u>	<u>60CP from GED subjects</u>	
		<u>144</u>	<u>144CP from non-GED required subjects</u>	

## Bachelor of Commerce - Major: Accountancy

Code	Title	CP	Pre-requisites	Exclusions
ARTS 015	Introduction to University Life	6		ARTS 001
ARTS 017	Islamic Culture	6		
MATH 015	Foundation Mathematics A	6		MATH 001
CSCI 015	Computer Applications	6		CSCI 001
STAT 015	Introduction to Statistics	6		STAT 001
ARTS 025	Literary Skills	6	ARTS 015	ARTS 003
ARTS 035 or MATH 020	Introduction to Philosophy Foundation Mathematics B	6	MATH 015	
COMM 100	Employment Relations	6		
LAW 100	Law in Society	6		
IACT 201 or PSYC 015	Info. Tech. & Citizen's Rights Introduction to Psychology	6	24CP@100level ARTS 015	
ACCY 100	Accounting A	6	ARTS 015	
ACCY 102	Accounting B	6	ACCY 100	
BUSS 110	Introduction to Business Information Systems	6	ARTS 015 & CSCI 015	
COMM 121	Quantitative Methods I	6	ARTS 015 & STAT 015	STAT 131
ECON 101	Macroeconomic Essentials for Business	6	ARTS 015	
ECON 111	Introductory Microeconomics	6	ARTS 015	
MARK 101	Marketing Principles	6	ARTS 015	
MGMT 110	Introduction to Management	6	ARTS 015	
FIN 221	Introductory Business Finance	6	ACCY 102 & ECON 111	
MGMT 316	Operations Management	6	COMM 121 & ECON 111	
COMM 351	Business Ethics and Governance	6	72 credit points	
ACCY 201	Financial Accounting IIB	6	ACCY 200	
ACCY 200	Financial Accounting IIA	6	ACCY 102	
ACCY 211	Management Accounting II	6	ACCY 100 & ACCY 102	
ACCY 231	Info Systems in Accounting	6	ACCY 100 & ACCY 102	
ACCY 302	Financial Accounting III	12	ACCY 201	
ACCY 312	Management Accounting III	6	ACCY 211	
ACCY 342	Advanced Auditing	6	ACCY 201 or ACCY 200	
ACCY 328	International Taxation	6	FIN 221 & ACCY 201	
Plus	Electives minimum value:	24	Of which only 18CP may be from 100-level subjects.	
<b>Minimum Credit Points required to qualify for this BCOM Degree</b>		60	<u>60CP from GED subjects</u>	
		144	<u>144CP from non-GED required subjects</u>	

## Bachelor of Commerce - Major: Human Resource Management

Code	Title	CP	Pre-requisites	Exclusions
ARTS 015	Introduction to University Life	6		ARTS 001
ARTS 017	Islamic Culture	6		
MATH 015	Foundation Mathematics A	6		MATH 001
CSCI 015	Computer Applications	6		CSCI 001
STAT 015	Introduction to Statistics	6		STAT 001
ARTS 025	Literary Skills	6	ARTS 015	ARTS 003
ARTS 035 or MATH 020	Introduction to Philosophy Foundation Mathematics B	6 6	MATH 015	
COMM 100	Employment Relations	6		
LAW 100	Law in Society	6		
IACT 201 or PSYC 015	Info. Tech. & Citizen's Rights Introduction to Psychology	6	24CP@100level ARTS 015	
ACCY 100	Accounting A	6	ARTS 015	
ACCY 102	Accounting B	6	ACCY 100	
BUSS 110	Introduction to Business Information Systems	6	ARTS 015 & CSCI 015	
COMM 121	Quantitative Methods I	6	ARTS 015 & STAT 015	STAT 131
ECON 101	Macroeconomic Essentials for Business	6	ARTS 015	
ECON 111	Introductory Microeconomics	6	ARTS 015	
MARK 101	Marketing Principles	6	ARTS 015	
MGMT 110	Introduction to Management	6	ARTS 015	
FIN 221	Introductory Business Finance	6	ACCY 102 & ECON 111	
MGMT 205	Recruitment and Selection	6	MGMT 110 & MGMT 206	
COMM 351	Business Ethics and Governance	6	72 credit points	
MGMT 201	Organizational Behaviour	6	MGMT 110	
MGMT 206	Managing Human Resources	6	MGMT 110	
MGMT 220	Organizational Studies	6	MGMT 110	
MGMT 321	Occupational Health & Safety Mgmt	6	MGMT 110 & MGMT 206	
MGMT 314	Strategic Management	6	MGMT 110 & MARK101 or MGMT218	
MGMT 311	Management of Change	6	MGMT 110	
MGMT 316	Operations Management	6	COMM 121 & ECON 111	
MGMT 322	Training & Development	6	MGMT 110 & MGMT 206	
Plus	Electives minimum value: COMM 399 recommended	<u>30</u>	Of which only 18CP may be from 100-level subjects.	
<b>Minimum Credit Points required to qualify for this BCOM Degree</b>		<u>60</u>	<u>60CP from GED subjects</u>	
		<u>144</u>	<u>144CP from non-GED required subjects</u>	

## Commerce Faculty Subjects on Offer

Subject Code	Subject Title	Autumn 06	Spring 07	Summer 07
ARTS 015	Introduction to University Life	✓	✓	✓
ARTS 017	Islamic Culture	✓	✓	✓
MATH 015 +	Foundation Mathematics A	✓	✓	✓
CSCI 015 +	Computer Applications	✓	✓	✓
STAT 015	Introduction to Statistics	✓	✓	✓
ARTS 025	Literary Skills	✓	✓	✓
ARTS 035	Introduction to Philosophy	✓	✓	✓
PSYC 015	Introduction to Psychology	✓	✓	✓
MATH 020 +	Foundation Mathematics B	✓	✓	✓
ACCY 100	Accounting 1A	✓	✓	✓
ACCY 102	Accounting 1B	✓	✓	✓
ACCY 201	Financial Accounting 2 B		✓	
ACCY 200	Financial Accounting 2 A	✓		
ACCY 211	Management Accounting 2	✓		
ACCY 231	Information systems in Accounting		✓	
ACCY 302	Financial Accounting 3		✓	
ACCY 312	Management Accounting 3	✓		
ACCY 328	International Taxation		✓	
ACCY 342	Advanced Auditing	✓		
BUSS 110	Introduction to Business Information Systems	✓	✓	✓
BUSS 211	Requirement Determination and System Analysis	✓		
BUSS 312	Distributed Information Systems		✓	
COMM 100	Introduction to Employment Relations	✓ a		
COMM 121	Quantitative Methods 1	✓	✓	✓
COMM 351	Business Ethics & Governance	✓	✓	
COMM 399	Special Topic in Commerce	✓	✓	
ECON 101	Macroeconomic Essentials for Business	✓		✓
ECON 111	Introductory Microeconomics		✓	✓
ECON 216	International Trade Theory	✓		
ECON 332	Managerial Economics & Operations Research		✓	
FIN 221	Introductory Business Finance	✓	✓	
FIN 223	Investment Analysis	✓		
FIN 226	Financial Markets & Institutions	✓		
FIN 241	International Financial Management	✓		
FIN 322	Advanced Business Finance		✓	
FIN 323	Portfolio Management		✓	
FIN 324	Financial Statement Analysis	✓		

**APPLICABILITY: STUDENTS WHO HAVE JOINED AUTUMN 04 ONWARDS & NEW STUDENTS**

F-DB-CUG-4.1.2 V2-26 Aug06

Correct at the time of printing and subject to change without notice.  
The University reserves the right to withdraw a subject, tutorial group, workshop or computer lab class due to insufficient enrolment.

Subject Code	Subject Title	Autumn 06	Spring 07	Summer 07
FIN 325	Bank Management		✓	
FIN 351	International Finance		✓	
IACT 201+	Info Tech and Citizen's Rights	✓	✓	
LAW 100	Law in Society	✓		✓
MARK 101	Marketing Principles	✓	✓	✓
MARK 201	Applied Marketing Research A Replaces with MARK 319	✓		
MARK 202	Applied Marketing Research B Replaces with MARK 239		✓	
MARK 217	Consumer Behavior		✓	
MARK 270	Services Marketing	✓		
MARK 301	Internet Applications for Marketing	✓		
MARK 333	Marketing Communications		✓	
MARK 343	International Marketing	✓		
MARK 344	Marketing Strategy		✓	
MGMT 102	Business Communications		✓	✓
MGMT 110	Introduction to Management	✓	✓	✓
MGMT 201	Organizational Behavior		✓	
MGMT 205	Recruitment & Selection			
MGMT 206	Managing Human Resources		✓	
MGMT 218	Competitive Analysis	✓		
MGMT 220	Organizational Analysis		✓	
MGMT 309	Supply Chain Management		✓	
MGMT 311	Management of Change	✓		
MGMT 314	Strategic Management		✓	
MGMT 316	Operations Management	✓		
MGMT 321	Occupational Health & Safety Management			
MGMT 322	Training and Development			
MGMT 350	Total Quality Management		✓	
MGMT 389	International Bus. Management	✓		

a. Subject not offered after Autumn 2006

+ College of IT subject

**Note: Schedule subject to change as per management decisions**

# DEGREE PLANNER

Session:..... Year:.....

Code	Subject Title	CP

Session:..... Year:.....

Code	Subject Title	CP

Session:..... Year:.....

Code	Subject Title	CP

Session:..... Year:.....

Code	Subject Title	CP

Session:..... Year:.....

Code	Subject Title	CP

Session:..... Year:.....

Code	Subject Title	CP

Session:..... Year:.....

Code	Subject Title	CP

To ensure quality in your degree and a proper distribution of subjects over all sessions, it is of **UTMOST** importance that you plan your subjects well in advance! Here are a few Guidelines that you should follow in preparing your Degree Plan:

- ARTS 015 must be done before any 100-level subject. (See Note on Pg.2)
- Certain subjects have pre-requisites. Try your best to complete these pre-requisite subjects **as soon as feasible**.
- Most importantly, **100-level subjects must be completed BEFORE 200-level subjects; 200-level subjects must be completed BEFORE 300-level subjects!**
- Rules pertaining to your individual degree and specialisation must be paid special attention to.
- If you need any assistance in planning your degree feel free to consult our extremely helpful Academic Advisors.

If the above-mentioned guidelines are followed and your degree is planned smoothly, you should not have any difficulty with individual sessions. Good luck and get cracking on your Degree Plan!