

**2012/2013 Sample Program Plan: Bachelor of Business Administration - Co-op  
Marketing Concentration**

BBA graduates enjoy a wide variety of employment opportunities in industry, commerce and government, and many have gone on to graduate studies in law, business and public administration.

It is important that you follow the correct course sequencing specific to your degree as outlined below.

	Fall	Winter	Spring
Year 1	<ul style="list-style-type: none"> <li>- ACTG 1P91 Introduction to Financial Accounting</li> <li>- ECON 1P91 Principles of Microeconomics</li> <li>- MATH 1P98 Practical Statistics</li> <li>- MGMT 1P93 Principles of Business</li> <li>- Science Context course</li> </ul>	<ul style="list-style-type: none"> <li>- ECON 1P92 Principles of Macroeconomics</li> <li>- ITIS 1P97 Data Analysis and Business Modeling</li> <li>- MATH 1P97 Calculus with Applications</li> <li>- MGMT 1P96 Principles of Communication in the Business Environment</li> <li>- Science Context course</li> </ul>	Summer Vacation
Year 2	<ul style="list-style-type: none"> <li>- ACTG 2P12 Introduction to Management Accounting</li> <li>- FNCE 2P91 Corporate Finance I</li> <li>- ITIS 2P91 Management of Information Systems and Technology</li> <li>- MKTG 2P91 Introduction to Marketing</li> <li>- OBHR 2P91 Organizational Behaviour</li> </ul>	<ul style="list-style-type: none"> <li>- ECON 2P91 Business Econometrics with Applications</li> <li>- FNCE 3P93 Corporate Finance II</li> <li>- MKTG 3P24 Marketing Management</li> <li>- OBHR 3P97 Human Resource Management</li> <li>- OPER 2P91 Operations Management</li> </ul>	Summer Vacation
<p>To declare your concentration in Marketing, make sure you meet the <a href="#">eligibility requirements</a> before sending your completed "Declare or Change Major" form to Academic Advising via the <a href="#">Business Student Portal</a>.</p>			
Year 3	Work Term 1	<ul style="list-style-type: none"> <li>- ECON 2P23 Managerial Economics</li> <li>- ENTR 2P91 Entrepreneurship</li> <li>- MKTG 3P96 Marketing Research</li> <li>- Business Elective</li> <li>- Humanities Context course</li> <li>- Elective</li> </ul>	Work Term 2
Year 4	<ul style="list-style-type: none"> <li>- MGMT 3P98 International Business</li> <li>- MKTG 4P25 Marketing Strategy</li> <li>- MKTG 4P31 Consumer Behaviour</li> <li>- Humanities Context course</li> <li>- Elective</li> </ul>	Work Term 3	<ul style="list-style-type: none"> <li>- ACTG 2P40 Commercial Law</li> <li>- ETHC 3P82 Ethics in Business</li> <li>- 2 Non-Business Electives</li> </ul>
Year 5	<ul style="list-style-type: none"> <li>- MGMT 4P90 Business Strategy</li> <li>- 3 Marketing List courses*</li> <li>- Elective</li> </ul>		

**\*Marketing List courses:**

- MKTG 4P23 Marketing Communications
- MKTG 4P26 Sales Management
- MKTG 4P28 Retail Management
- MKTG 4P29 Business to Business Marketing

MKTG 4P33 International Marketing  
 MKTG 4P34 Marketing Financial Services  
 MKTG 4P36 Marketing Channel Management  
 MKTG 4P91 Research Topic  
 MKTG 4P93 Internet Marketing  
 MKTG 4P94 New Product Development  
 MKTG 4P95 Services Marketing  
 MKTG 4P98 Pricing  
 MKTG 4V90-4V99 Topics in Marketing

**USEFUL LINKS:**

- This is a sample only: contact Academic Advising via the [Business Student Portal](#) to have your program plan personalized.
- [More information on the Bachelor of Business Administration \(BBA\) program](#)
- [Refer to the most recent course calendar for complete course information](#)
- [Timetable](#)

**NOTES:**

- Students can take a maximum of 8.0 first year credits.
- For BBA students, a minimum of one elective credit in year 3 and 4 must be a non-business elective credit.
- Program requirements are subject to faculty and departmental approval and it is the student's responsibility to ensure that all degree and program requirements are satisfied.
- Care should be taken when selecting courses to ensure that all prerequisites are satisfied.

**CREDIT DEFINITIONS:**

Business elective	Any course from: ACTG, ENTR, FNCE, ITIS, MGMT, MKTG, OBHR, OPER
Elective	Any course from any year level
.50 credit	One partial credit course (ex. ALPHA 1P00)
1.0 credit	Either one full credit course (ex. ALPHA 1F90) or two partial credit courses (ex. ALPHA 1P00 and ALPHA 1P01)