

# MBA ELECTIVES – Fall and Winter 2022-2023

**N.B. Course offering and schedules subject to change**

**FALL 2022 (Block: 1 Sept. 6 – Oct. 16) (Block 2: Oct. 24 – Dec. 4)**

Course	Units	Title	BLOCK 1 & 2 Schedule
ADM6260B00	1.5 unit	Project Management I	Regular (Block 1)
ADM6260E00	1.5 unit	Project Management I	Regular (Block 2)
MBA6262C00	1.5 unit	Entrepreneurial Thinking in Practice	Intensive (Block 2)
MBA6295CC00	1.5 unit	Seminar in Management I – MBA Case Competition Part 1	Regular (Block 1)
MBA6296CC00	1.5 unit	Seminar in Management II – MBA Case Competition Part 2	Regular (Block 2)
<b>Exam period: October 17 – 23 (Block 1) and December 5 – 16 (Block 2)</b>			

**WINTER 2023 (Block 3: Jan. 7 – Feb. 17) (Block 4: Feb. 27 – Apr.11)**

Course	Units	Title	BLOCK 3 & 4 Schedule
ADM6260B00	1.5 unit	Project Management I	Regular (Block 3)
ADM6260E00	1.5 unit	Project Management I	Regular (Block 3)
ADM6261E00	1.5 unit	Project Management II	Regular (Block 4)
ADM6394Q00	3 units	Seminar in Administration II: Advising Family Businesses	Regular (Block 3 & 4)
ADM6420C00	1.5 unit	Digital Marketing	Regular (Block 3)
MBA6266C00	1.5 unit	Principles of Negotiation	Regular (Block 4)
MBA6297R00	1.5 unit	Mobilizing Seminar in Management I: Financing New Ventures B (Practical)	Regular (Block 3)
<b>Exam period: February 21 - 26 (Block 3) and April 12 – 21 (Block 4) (To be confirmed)</b>			

## FALL 2022

### **ADM 6260B00 Project Management I (1.5 unit)**

**(Tues: Sept.6-Oct. 11)**

### **ADM 6260E00 Project Management I (1.5 unit)**

**(Mon: Oct. 24-Nov. 28)**

Project management methods based on standards, including the *Guide to the Project Management Body of Knowledge*, (PMBOK®) of the Project Management Institute (PMI)®; project success and stakeholders; project charter and project plan; managing a project throughout its life cycle (identification, design, planning, realization and close-out). Students will have hands-on experience using MS Project.

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### **MBA 6262C00 Entrepreneurial Thinking in Practice (1.5 unit)**

**(Sat: Nov. 5-Nov.26)**

Creating, growing, and sustaining or exiting a new firm in a technology-intensive industry. Issues important to the technology (the scope and nature of technological knowledge and intellectual property protection), financing (seed capital, venture capital, and initial public offerings), and inter-firm relationships (spin-offs,

alliances and equity alliances, and acquisitions). The course is practically oriented and will draw upon local expertise to enhance its pertinence and appeal.

### **MBA 6295CC00 Seminar in Management I – MBA Case Competition Part 1 (1.5 unit)**

**(Thurs: Sept. 8-Oct. 13)**

This course develops the strategic perspective and contributes to the understanding and integration of business activities by introducing new analytical tools and enabling the development of presentation/communication skills through a case study approach. The case study topics combine the various business issues of small and large enterprises (e.g. strategic direction, growth, human resources, financial issues, international business, entrepreneurship). Through an interactive methodology, this course prepares participants to operate in high performance organizations by simulating executive level boardroom presentations.

**Part I focuses on presentation skills.**

### **MBA 6296CC00 Seminar in Management II – MBA Case Competition Part 2 (1.5 unit)**

**(Thurs: Oct. 27-Dec. 1)**

This course develops the strategic perspective and contributes to the understanding and integration of business activities by introducing new analytical tools and enabling the development of presentation/communication skills through a case study approach. The case study topics combine the various business issues of small and large enterprises (e.g. strategic direction, growth, human resources, financial issues, international business, entrepreneurship). Through an interactive methodology, this course prepares participants to operate in high performance organizations by simulating executive level boardroom presentations. This course also prepares participants for participation in the several national and international MBA Case Competitions that Telfer competes in.

**Part II focuses on preparing students for participation in the several national and international MBA Case Competitions that Telfer competes in.**

### **MHA 6XXX (1.5 & 3 units)** (see [Telfer Timetables](#))

*Can be taken as electives (MBA students and upon approval for out of program students) providing the prerequisites have been met.*

### **MGT 5XXX, MGT 6XXX, MHS 5XXX, MHS 6XXX (3 units)** (see [MSc Timetables](#))

*MGT (M.Sc. in Management) and MHS (M.Sc. in Health Systems) seminars may count as electives providing the prerequisites have been met and upon approval from the program (MBA students and for out of program students). However, it should be noted that the readings are extensive and participation in each of the class is mandatory.*

## **WINTER 2023**

### **ADM 6260B00 Project Management 1 (1.5 unit)**

**(Mon: Jan. 9-Feb.13)**

### **ADM 6260E00 Project Management 1 (1.5 unit)**

**(Wed: Jan. 11-Feb.15)**

Project management methods based on standards, including the *Guide to the Project Management Body of Knowledge, (PMBOK®)* of the Project Management Institute (PMI)®; project success and stakeholders; project charter and project plan; managing a project throughout its life cycle (identification, design, planning, realization and close-out). Students will have hands-on experience using MS Project.

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### **ADM 6261E00 Project Management 2 (1.5 unit)**

**(Wed: Mar. 1-April 5)**

The course provides students with an introduction to project initiation and covers the basic concepts, approaches, methods, tools and techniques used to successfully initiate projects. Students will learn how to

initiate a project and how to create a project charter, a logical framework and a benefits map. The course will help students learn good practices to successfully initiate and deliver projects.

**ADM 6394Q00 Seminar: Advising Family Businesses (3 units)**

**(Wed: Jan. 11-April 5)**

In this MBA-BCOM cross-listed course, students will examine some of the most salient issues facing family businesses from the perspective of a professional advisor. Case studies and will be used to demonstrate how to address fundamental challenges facing family businesses (e.g. communication, governance and succession issues, family conflicts) with best practices. Moreover, guest speakers who are family business advisors or family business members will share their unique experiences relative to working with, or in, family businesses. The course will be highly interactive and student teams consisting of MBA and B.COM students will be encouraged to discuss how to best address the weaknesses of family firms while simultaneously building their strengths.

**ADM 6420C00 Digital Marketing (1.5 unit)**

**(Thurs. Jan. 12-Feb.16)**

Fundamentals of using the Internet for marketing tasks. Strategic implications of the Internet for Marketing. Marketing models for Electronic Commerce. Customer retention, customization, value-based pricing, branding, advertising in the context of Electronic Commerce. WWW and the pricing, promotion and distribution of goods.

**MBA 6266C00 Principles of Negotiation (1.5 unit)**

**(Mon: Feb. 27-April 3)**

Nature of negotiation. Distributive and integrative bargaining. Ethical issues. Planning and preparation. Intercultural differences. Bargaining style and personality. The Role of power, strategy and tactics. Coalition behavior. Communication, persuasion, conflict Resolution. Multi-party Negotiation.

**MBA 6297R00 Mobilizing Seminar in Management I: Financing New Ventures B (Practical) (1.5 unit)**

**(Tues. Jan.10-Feb.14)**

This course provides students with a practical understanding of available funding options for new ventures. Through use of live case examples, students will learn, and apply, start-up financing knowledge gained from course lectures and guest presentations. The course will culminate in group presentations pertaining to their case and plan as well as recommendations to case clients on funding options and next steps.

**MHA 6XXX (1.5 & 3 units.)** (see [Telfer Timetables](#))

*Can be taken as electives (MBA students and upon approval for out of program students) providing the prerequisites have been met.*

**MGT 5XXX, MGT 6XXX, MHS 5XXX, MHS 6XXX (3 units)** (see [MSc Timetables](#))

*MGT (M.Sc. in Management) and MHS (M.Sc. in Health Systems) seminars may count as electives providing the prerequisites have been met and upon approval from the program (MBA students and for out of program students). However, it should be noted that the readings are extensive and participation in each of the class is mandatory.*