



**FANSHAWE**  
LAWRENCE KINLIN  
SCHOOL OF BUSINESS

# HONOURS BACHELOR OF COMMERCE (MANAGEMENT) PATHWAY

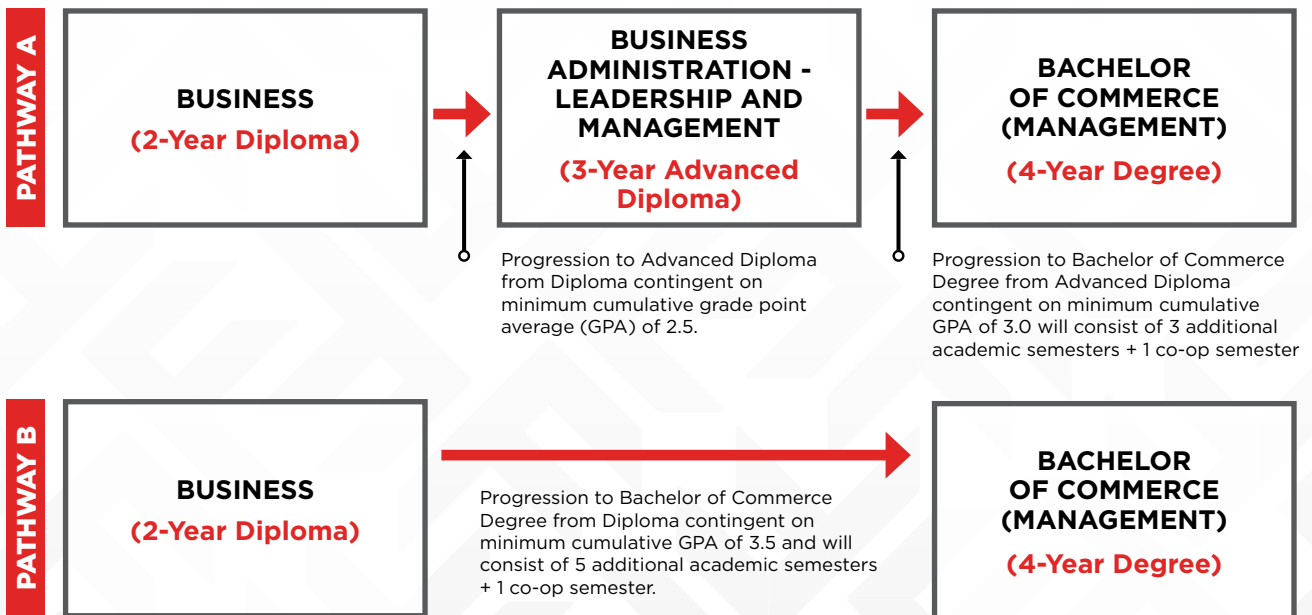
## Honours Bachelor of Commerce (Management) Degree

Students will study core fundamentals of business including business strategy, marketing, accounting in addition to a variety of management courses including small business management, leadership & management and managing customer relationships. The curriculum emphasizes that organizational success is achieved through effective leadership and is driven by people in all areas and departments within an organization.

This four-year, honours level degree includes a mandatory paid co-op work term between semesters 7 and 8 and is aligned with the Canadian Institute of Management professional program. Cross-functional courses combined with applications in sustainable business practices and effective ethical leadership from a local, national and global perspective will prepare graduates for a wide range of employment opportunities. Graduates will thrive in management and leadership roles across a variety of sectors, including public organizations, small, medium and large enterprises, family businesses and as entrepreneurs.

### Bachelor of Commerce (Management) Degree Admission Requirements\*:

- ▶ Advanced Standing Entry — Semester 4 with a Fanshawe College Diploma (3.5 GPA) in Business or Semester 6 with a Fanshawe College Advanced Diploma in Business Administration-Leadership & Management (3.0 GPA)



For more information, please contact: Darren Johnson, Program Coordinator  
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## Pathway A:

### Business Administration-Leadership & Management to Management Degree\*

Level 6	Course Name
COMM-7021	Argumentation & Persuasion
LIBS-7001	Ethics in a Global Context
MKTG-7002	Marketing 2
MKTG-7029	Sales Leadership & Management
ELECTIVE	Elective
ELECTIVE	Elective

Level 7	Course Name
MGMT-7031	Small Business Management & Taxation
MGMT-7030	Leadership & Management Issues & Trends
MGMT-7027	Leading by Design
METH-7024	Applied Research Methods
COOP-1021	Co-op Employment Preparation
ELECTIVE	Elective

Level 8	Course Name
MGMT-7025	Capstone Client Project Course
MGMT-7023	Global Strategy & eCommerce
MGMT-7028	Not for Profit Management
COOP-5001	Co-op Integration
ELECTIVE	Elective
ELECTIVE	Elective

## Pathway B:

### Business to Management Degree\*

Level 4	Course Name
LIBS-7001	Ethics in a Global Context
MGMT-7008	Operations Management
COMM-7021	Argumentation & Persuasion
MGMT-7011	Leaders & Leadership
ELECTIVE	Elective

Level 5	Course Name
MGMT-7006	Management Fundamentals
ACCT-7004	Management Accounting 1
METH-7024	Applied Research Methods
MGMT-7012	Management Performance
MGMT-7026	International Business
ELECTIVE	Elective

Level 6	Course Name
MKTG-7029	Sales Leadership & Management
MGMT-7027	Leading by Design
MGMT-7028	Not for Profit Management
SYST-7001	Business Information Systems
MKTG-7002	Marketing 2

Level 7	Course Name
MGMT-7031	Small Business Management & Taxation
MGMT-7030	Leadership & Management Issues & Trends
MKTG-7009	Managing Customer Relationships
COOP-1021	Co-op Employment Preparation
ELECTIVE	Elective
ELECTIVE	Elective

Level 8	Course Name
MGMT-7025	Capstone Client Project Course
MGMT-7024	Global Strategy & eCommerce
MGMT-7025	Strategic Policy & Planning
COOP-5001	Co-op Integration
ELECTIVE	Elective
ELECTIVE	Elective

\*For students transferring from other Ontario Colleges, some additional courses may be required. If you are transferring from an Ontario College other than Fanshawe College, you can search for transfer information at [ONTransfer.ca](http://ONTransfer.ca) or contact the program coordinator for details.