

**Business Administration - International Business (BAB) -- Newnham Campus**  
**January 2017 Start & Onward**

<b>Level 1</b> <i>Fall, Winter, Summer</i>	<b>Level 2</b> <i>Fall, Winter, Summer</i>	<b>Level 3</b> <i>Fall, Winter, Summer</i>	<b>Level 4</b> <i>Fall, Winter, Summer</i>	<b>Level 5</b> <i>Fall, Winter</i>	<b>Level 6</b> <i>Winter, Summer</i>
<p><b>ISC100 - 2 hours</b> Introduction to Seneca Studies Equiv. PSY356</p>	<p><b>ACC 106 - 3 hours</b> Accounting I Also available in Part-time Studies as ACC120</p>	<p><b>INB 345 - 3 hours</b> International Transportation Equiv. INB345 (Part-time Studies)</p>	<p><b>SIB 460 - 3 hours</b> Trade Research / Market Analysis Equiv. EXM203/IBS630 (Part-time Studies) prereq.MRK108 and QNM223</p>	<p><b>SIB 500* - 4 hours</b> Managerial Accounting prereq.ACC106</p>	<p><b>SIB675 - 3 hours</b> International Finance Equiv. IBS801 (Part-time Studies) prereq.SIB575</p>
<p><b>QNM 106 - 4 hours</b> Mathematics of Finance Also available in Part-time Studies Equiv. QNM103 plus QNM104**</p>	<p><b>MRK 108 - 3 hours</b> Introduction to Marketing Equiv. MRK106 (Part-time Studies) Co-requisite: EAP500 or EAC149 or EAC150</p>	<p><b>QNM 223 - 3 hours</b> Business Statistics using Excel Equiv. QNM222 prereq.QNM106, SMS333 or SMS202</p>	<p><b>SIB 520 - 3 hours</b> International Business Law Equiv. IBS850 (Part-time Studies)</p>	<p><b>SIB 530* - 4 hours</b> Intl. Procurement Systems</p>	<p><b>SIB 600 - 3 hours</b> International Management</p>
<p><b>BAM101 - 3 hours</b> Intro. to Business Administration Also available in Part-time Studies Co-requisite: EAP500 or EAC149 or EAC150</p>	<p><b>SIB470 - 3 hours</b> International Effective Selling prereq INB220</p>	<p><b>INB 355 - 3 hours</b> Import / Export Procedures Equiv. EXM110 (Part-time Studies)</p>	<p><b>SIB 650 - 3 hours</b> Export Marketing Equiv. IBS805 (Part-time Studies)</p>	<p><b>SIB 555 - 3 hours</b> International Negotiation &amp; Relationship Management Equiv. MGS 522 prereq.SIB470</p>	<p><b>SIB 640* - 2 hours</b> International Distribution Systems prereq.SIB530</p>
<p><b>INB 220 - 3 hours</b> Intercultural Organizational Behaviour &amp; Communication</p>	<p><b>OBR250- 3hours</b> Organizational Behaviour prereq.BAM101</p>	<p><b>SMS310 - 3 hours</b> Data Analysis Tools for Business prereq.SMS333</p>	<p><b>BUS400- 3 hours</b> Business Economics</p>	<p><b>SIB 575 - 3 hours</b> Finance Equiv. FIN401 (Part-time Studies)</p>	<p><b>SIB 560 - 3 hours</b> Entrepreneurship</p>
<p><b>SMS 333 - 3 hours</b> Computer Applications</p>	<p><b>SOC 135 - 3 hours</b> Global Economic Issues Co-requisite: EAP500 or EAC149 or EAC150</p>	<p><b>INB365 - 3 hours</b> Transborder Procedures Equiv. CTM107 (Part-time Studies)</p>	<p><b>PMP 200- 3 hours</b> Project Management Tools and Techniques Also available in Part-time Studies</p>	<p><b>SIB 540* - 4 hours</b> Intl. Production Systems</p>	<p><b>PMP 201 - 3 hours</b> Planning and Controlling the Baselines Also available in Part-time Studies prereq: PMP200</p>
<p><b>EAC 150 - 3 hours</b> College English Also available in Part-time Studies</p>	<p><b>General Education- 3 hours</b> Also available in Part-time Studies***</p>	<p><b>EAC 594 - 3 hours</b> Business Communication for the Digital Workplace Equiv. EAC894 (Part-time Studies) prereq.EAC150</p>	<p><b>WTP100 - 2 hour</b> Work Term Preparation WIL**** Students Only</p>		<p><b>CAP 508 - 1 hour</b> Career Planning</p>
			<p><b>General Education- 3 hours</b> Also available in Part-time Studies***</p>	<p><b>BAB331</b> Work Term WIL**** Students Only Summer between Level 4 &amp; 5</p>	

\*SAP certificate subject (must pass all SAP tests & quizzes)

\*\*Students with a Skills Assessment score indicating they require QNM103 in Level 1 should take QNM104 in Level 2 (QNM103 + QNM104 = QNM106).

\*\*\* General Education courses must be from at least two different content areas (check website: www.senecacollege.ca/school/els).

\*\*\*\*WIL = Work Integrated Learning

◆ Students must maintain a GPA of 2.0 or better to remain in the 3-year diploma program. Students below this GPA will be redirected to BUI (2-year program).

◆ Prereq. for Level 5 is to have Level 1 to 4 completed.

◆ Students enrolled in Level 3 in the fall with a minimum GPA of 3.0, successful completion of all subjects to date, and specific grades in EAC394/594 =C, INB345 & INB355 = B, are eligible to apply for the WIL stream

◆ Students need a minimum of "B" average (3.0 GPA) to receive degree transfer credits.

◆ Students taking WTP100 are exempted from CAP508.

Revised: Oct 2017