

# BUSINESS ADMINISTRATION PURCHASING AND SUPPLY MANAGEMENT (BAO) 3-year Advanced Diploma Program, Newnham

*Applicable for students who started the program in Fall 2018 & Onward*

Level 1 Winter, Summer, Fall	Level 2 Winter, Summer, Fall	Level 3 Winter, Summer, Fall	Level 4 Winter, Summer, Fall	Level 5 Fall (only)	Level 6 Winter (only)
<p><b>MBF 101 - 3 hrs.</b> Mathematics of Business &amp; Finance <i>or</i> <b>MBF 100 - 4 hrs. <i>or</i></b> <b>MTH 158 - 3 hrs. *</b></p>	<p><b>SMS 202 - 3 hrs.</b> Microcomputer Business Applications (MS Excel)</p>	<p><b>OPM 400 - 3 hrs.</b> Production &amp; Operations Management <i>Prereq. SMS202 &amp; MBF100/101</i></p>	<p><b>CRM 400 - 3 hrs.</b> Sales and Technology <i>Prereq. MRK108</i></p>	<p><b>OPM 500 - 3 hrs.</b> Logistics - Supply Chain Management <i>Prereq. OPM400</i></p>	<p><b>OPM 510 - 3 hrs.</b> Total Quality Management</p>
<p><b>BAM 101 - 3 hrs.</b> Introduction to Business Administration <i>Coreq. EAC149 or EAP500 or COM101 **</i></p>	<p><b>MRK 108 - 3 hrs.</b> Intro to Marketing <i>Coreq. EAC149 or EAP500 or COM101 **</i></p>	<p><b>SMS 310 - 3 hrs.</b> Data Analysis Tools for Business <i>Prereq. SMS202</i></p>	<p><b>ACC 212 - 3 hrs.</b> Financial Analysis <i>Prereq. ACC106</i></p>	<p><b>OPM 600 - 3 hrs</b> Purchasing and Materials Management <i>Prereq. OPM400</i></p>	<p><b>OPM 620 - 3 hrs.</b> Advanced Purchasing &amp; Materials Management <i>Prereq. OPM600</i></p>
<p><b>PPS 100 - 3 hrs.</b> Professional Presentation Skills</p>	<p><b>ACC 106 - 3 hrs.</b> Accounting</p>	<p><b>HRA 701 - 3 hrs.</b> Human Resources</p>	<p><b>MGS 350 - 3 hrs.</b> Management Studies: Canadian Business Law <i>Prereq. EAC149 or EAP500</i></p>	<p><b>OPM 610 - 3 hours</b> Production Scheduling &amp; Inventory Management <i>Prereq. OPM400</i></p>	<p><b>ERP 500 - 3 hrs.</b> Enterprise Resource Planning</p>
<p><b>ISC 100 - 2 hrs.</b> Intro. to Seneca Studies</p>	<p><b>MAN 200 - 3 hrs.</b> Innovation and Entrepreneurship</p>	<p><b>CSS 300 - 3 hrs.</b> Customer Service Solutions <i>Prereq. MRK108</i></p>	<p><b>BUS 400 - 3 hrs.</b> Business Economics (Macroeconomics)</p>	<p><b>QNM 223 - 3 hrs.</b> Business Statistics Using Excel <i>Prereq. SMS202 &amp; MBF100/101</i></p>	<p><b>MGS 522 - 3 hrs.</b> Negotiation Strategies for Business</p>
<p><b>COM 101 - 3 hrs.</b> Communicating across Contexts <i>or</i> <b>EAC149 - 4 hrs. <i>or</i></b> <b>EAP500 - 4 hrs. <i>or</i></b> <b>EAP300 - 5 hrs. *</b></p>	<p><b>OBR 250 - 3 hrs.</b> Organizational Behaviour <i>Prereq. BAM101</i></p>	<p><b>EAC 594 - 3 hrs.</b> Business Communication for the Digital Workplace <i>Prereq. COM101</i></p>	<p><b>MAN 400 - 3 hrs.</b> Project Management</p>	<p><b>IBM 600 - 3 hrs.</b> International Business Management</p>	<p><b>MGS 521 - 3 hrs.</b> Business Ethics &amp; Values</p>
	<p><b>XXX xxx - 3 hrs.</b> General Education Course ***</p>	<p><b>XXX xxx - 3 hrs.</b> General Education Course ***</p>	<p><b>CAP 500 - 1 hrs.</b> Career Planning</p>		
			<p><b>XXX xxx - 3 hrs.</b> General Education Course ***</p>		

*Prereq. = Pre-requisite Course(s); Coreq. = Co-requisite Course(s)*

**BAO students must maintain a Program GPA of 2.0 or better.**

\* Based on Skills Assessment score.

**Math Sequence:** MTH158 > MBF100

**English Sequence:** EAP300 > EAP500 > COM101; EAP500 > COM101; EAC149 > COM101

\*\* Students with a Skills Assessment score indicating they require EAP300 cannot take BAM101 or MRK108 until they pass EAP300.

\*\*\* General Education courses must be from both content areas - Arts & Humanities and Sciences & Social Sciences ([www.senecacollege.ca/school/els](http://www.senecacollege.ca/school/els)); ECN550 and ECN502 are not considered General Education courses in this program.