



MAR - 7 2001

BRITISH COLUMBIA INSTITUTE OF TECHNOLOGY

Course Outline **Part A**

School of: Business

Program: Business Administration

Option: Food Technology

**BUSA 1102
Management**

Hours/Week	4	Total Hours	36	Term/Level	4
Lecture:	2	Total	9	:	
Lab:	2	Weeks:		Credits:	4
Other:					

Prerequisites**is a Prerequisite for:**

Course No.	Course Name	Course No.	Course Name
Satisfactory Completion of Term 3		None	None

Course Goals

The student will understand key business management concepts in relation to the major career interest in the food technology industry.

Course Description

This course will introduce the students to working effectively with others and includes development of a business plan in regard to food technology.

Evaluation

Case Study Presentation	10%
Case Study Write-up	10%
Business Plan	40%
Examination	30%
Participation	10%
TOTAL	100%

- Complete a business plan
- Apply principles of marketing
- Set performance standards
- Understand the principles of managing change
- Negotiate with others more effectively

Developed by:	David Meers Bus Admin Instructor Name & Department	Date:	March 22, 1999
Revised by:	 Ike Hall Bus Admin Instructor Name & Department (signature)	Date:	March 11, 2000
Recommended by:	 Program Head Name & Department (signature)	Date:	
Approved by:	Chris Clark Associate Dean/Dean Name & Department (signature)	Start Date:	March, 2000



Effective Date

March, 1999

Instructor(s)

Ike Hall

Office No.:

SE6 315

Phone: 412-7409

Office Hrs.:

See my door

ihall@bcit.ca

Text(s) and Equipment

Required: BizPlan Builder

Course Notes (Policies and Procedures)

- *Assignments:* Late assignments or projects will not be accepted for marking. Assignments must be done on an individual basis unless otherwise specified by the instructor.
- *Attendance:* The attendance policy as outlined in the current BCIT Calendar will be enforced.
- *Course Outline Changes:* The material specified in this course outline may be changed by the instructor. If changes are required, they will be announced in class.
- *Ethics:* BCIT assumes that all students attending the Institute will follow a high standard of ethics. Incidents of cheating or plagiarism may, therefore, result in a grade of zero for the assignment, quiz, test, exam, or project for all parties involved and/or expulsion from the course.
- *Illness:* A doctor's note is required for any illness causing you to miss assignments, quizzes, tests, projects or exam. At the discretion of the instructor, you may complete the work missed or have the work prorated (i.e. an average is given according to your performance throughout the course).

Makeup Tests, Exams or Quizzes: There will be no makeup tests, exams or quizzes. If you miss a test, exam or quiz, you will receive zero marks. Exceptions may be made for documented medical reasons or extenuating circumstances.

Assignment Details

To be distributed



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Schedule

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Week of	Topics
March 20	Elements of a system Management of Change Coalition Bargaining Process of Negotiations Conflict Resolution
March 27	Market Research Forms of Business Organizations Small Business & Entrepreneurship Product development
April 3	The Business Plan
April 10	Profiling your target market Learning from your competition The Customer driven business
April 17	Pricing of products and services Business Plan – Surprises you cannot afford
April 24	Location location location
May 3	Business Plan – cash flow projection Business Plan – Income statements Financing businesses
May 8	Promotion and Distribution Business Plan – Putting it all together
May 15	Business Plan Report