

MEMORANDUM OF UNDERSTANDING  
REGARDING BLOCK TRANSFER

between

North Island College

and

College of the Rockies

This memorandum of understanding constitutes an agreement between North Island College (NIC) and College of the Rockies (COTR). The participating units at the respective colleges are the School of Business at NIC and Tourism Management Program at COTR.

Objective of the Agreement:

NIC agrees to facilitate the block transfer of students from COTR into the 3rd year of the Bachelor of Business Administration (BBA) in the Marketing or General Management options. By this agreement, applicants from COTR who meet the requirements outlined below will be eligible for admission to NIC with full block transfer as per the program admission requirements on the NIC website.

- Recreation Management Diploma or Tourism Management Diploma graduates will receive 60 transfer credits and with the stipulation that they will take BUS 132, BUS 217, ECO 110, ECO 111, STA 115 as an exchange for elective courses in years 3 and 4 of the Bachelor of Business Administration, General Management (Tourism Management Diploma students, who take either ECON 101 or STAT 106 as an elective course, will receive transfer credit from NIC for ECO 110 or STAT 115);
- Recreation Management Diploma or Tourism Management Diploma graduates will receive 60 transfer credits and with the stipulation that they will take BUS 132, BUS 217, BUS 264, BUS 267, ECO 110, ECO 111, STA 115 as an exchange for elective courses in years 3 and 4 of the Bachelor of Business Administration, Marketing (Tourism Management Diploma students, who take either ECON 101 or STAT 106 as an elective course, will receive transfer credit from NIC for ECO 110 or STAT 115);
- Adventure Tourism Business Operations Diploma graduates will receive 36 transfer credits for BUS 100, BUS 152, BUS 162, BUS 170, ENG 115, and seven elective courses (3 credits each) of the Bachelor of Business Administration, General Management or Marketing.

As a partner to this agreement, COTR agrees:

- To make information about this agreement and the BBA Marketing and General Management options available to students.
- To provide the opportunity for representatives of NIC to visit appropriate forums at COTR to disseminate information about the NIC BBA programs in Marketing and General Management.

As a partner to the agreement, NIC agrees:

- To provide students from COTR holding diplomas as noted above academic acceptance into the third year of the BBA Marketing or General Management options, provided all other entrance criteria are met (per the program admission requirements on the NIC website);
- To notify COTR with as much lead time as possible of any curriculum changes to the BBA in Marketing and/or General Management options.


Liaison

This agreement will be implemented through the Registrar's Office at each institution, in consultation with the appropriate authorities in the respective programs.

Terms of Agreement

This agreement shall be in place for a period of five years, commencing on December 1, 2021. At the end of this time, the agreement will be subject to review and renewal by NIC. If there are impediments to renewal, NIC will notify COTR with the goal of negotiating a new agreement. Final approval of the agreement will remain with the Dean, consolidated faculties of Arts Science & Technology and Business and Applied Studies at NIC.

On behalf of NIC:

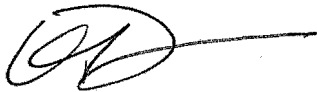


Feb. 7, 2022

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Tony Bellavia, Vice President, Academic

Date



Feb. 7, 2022

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Lisa Domae, PhD, President and CEO

Date

On behalf of COTR:



Jan. 7, 2022

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Robin Hicks, VP Academic and Applied Research

Date



January 21, 2022

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Paul Vogt, President and CEO

Date

## APPENDIX 1- Bachelor of Business Administration Program Requirements:

### Bachelor of Business Administration - **General Management**

#### **Course Requirements**

##### Year 1

- BUS - 100 Financial Accounting Fundamentals
- BUS - 132 Mathematics of Finance
- BUS - 150 Principles of Management
- BUS - 152 Entrepreneurship & Small Business Management
- BUS - 162 Principles of Marketing
- BUS - 170 Computer Applications for Business
- ECO - 110 Principles of Microeconomics
- ECO - 111 Principles of Macroeconomics
- ENG - 160 Effective Organizational Writing
  
- ENG - 115 Essay Writing and Critical Analysis or
- ENG - 116 Essay Writing & Indigenous Perspectives or
- ENG - 117 Academic Writing
  
- For Co-Op Students Only:  
Completion of EMP 100 in the Fall term is a prerequisite to Co-operative Education Internship Work Term (BUS 197) in the Spring.
- EMP - 100 Co-operative Education Pre-Employment Seminar
- BUS - 197 Business Administration Co-Operative Education Work Term 1

Students may exit with a Business Administration Certificate

##### Year 2

- BUS - 217 Management Accounting
- BUS - 221 Commercial Law
- BUS - 255 Human Resources Management
- BUS - 260 Consumer Behaviour
- BUS - 290 Business Information Systems
- BUS - 293 Business Simulation
- STA - 115 Introduction to Statistics

Plus  
three electives totaling 9 credits\*

For Co-op Students Only:

- BUS - 297 Business Administration Co-Operative Education Work Term 2

Students may exit with a Business Administration Diploma, General Management Option

##### Year 3

- BUS - 244 Finance
- BUS - 335 Quantitative Decision Making
- BUS - 350 Organizational Behaviour
- BUS - 362 Market Research
- BUS - 380 Globalization and International Business

- POL - 203 International Relations
- DGL - 221 Introduction to Social Media

Plus  
three electives totaling 9 credits\*

For Co-op Students Only:

- BUS - 397 Business Administration Co-Operative Education Work Term 3

Year 4

- BUS - 450 Project Management
- BUS - 452 Advanced Topics in Entrepreneurship
- BUS - 492 Strategic Management
- PHI - 260 Business Ethics
- ENG - 260 Advanced Communications and Professional Writing
- BUS - 340 Leadership

Plus  
two courses from the following list:

- BUS - 265 Retail Management
- BUS - 310 Recruitment and Selection
- BUS - 320 Compensation and Benefits
- BUS - 355 Managing Public Sector Organizations
- BUS - 410 Labour Relations

Plus  
two electives totaling 6 credits

Electives may be chosen from any non-business courses that transfer to BC degree granting institutions or any other NIC business courses. At least four electives must be non-business and at least five electives must be at the 200 level or higher. BUS 197, BUS 297, and BUS 397 are considered as 3-credit elective courses.

## Bachelor of Business Administration - **Marketing**

### Course Requirements

#### Year 1

- BUS - 100 Financial Accounting Fundamentals
- BUS - 132 Mathematics of Finance
- BUS - 150 Principles of Management
- BUS - 152 Entrepreneurship & Small Business Management
- BUS - 162 Principles of Marketing
- BUS - 170 Computer Applications for Business
- ECO - 110 Principles of Microeconomics
- ECO - 111 Principles of Macroeconomics
- ENG - 160 Effective Organizational Writing
  
- ENG - 115 Essay Writing and Critical Analysis or
- ENG - 116 Essay Writing & Indigenous Perspectives or
- ENG - 117 Academic Writing
  
- For Co-Op Students Only:  
Completion of EMP 100 in the Fall term is a prerequisite to Co-operative Education Internship Work Term (BUS 197) in the Spring.
- EMP - 100 Co-operative Education Pre-Employment Seminar
- BUS - 197 Business Administration Co-Operative Education Work Term 1

Students may exit with a Business Administration Certificate

#### Year 2

- BUS - 217 Management Accounting
- BUS - 221 Commercial Law
- BUS - 260 Consumer Behaviour
- BUS - 264 Professional Selling
- BUS - 265 Retail Management
- BUS - 267 Services Marketing
- BUS - 293 Business Simulation
- STA - 115 Introduction to Statistics

Plus two electives totaling 6 credits.

For Co-op Students Only:

- BUS - 297 Business Administration Co-Operative Education Work Term 2

Students may exit with a Business Administration Diploma, Marketing Option

#### Year 3

- BUS - 350 Organizational Behaviour
- BUS - 362 Market Research
- BUS - 368 Advertising and Marketing Communications
- BUS - 370 International Marketing
- BUS - 380 Globalization and International Business
- DGL - 221 Introduction to Social Media

Plus four electives totaling 12 credits\*

For Co-op Students Only:

- BUS - 397 Business Administration Co-Operative Education Work Term 3

Year 4

- BUS - 340 Leadership
- BUS - 430 Business-to-Business Marketing
- BUS - 450 Project Management
- BUS - 452 Advanced Topics in Entrepreneurship
- BUS - 492 Strategic Management
- PHI - 260 Business Ethics
- ENG - 260 Advanced Communications and Professional Writing

Plus three electives totaling 9 credits.

Electives may be chosen from any non-business courses that transfer to BC degree granting institutions or any other NIC business courses. At least four electives must be non-business and at least five electives must be at the 200 level or higher. BUS 197, BUS 297, and BUS 397 are considered as 3-credit elective courses.