

## 2025S Commerce courses open to all undergraduate students

In addition to the courses offered as part of the [Minor in Commerce](#) (COMR 329, COMR 398, COMR 457, COMR 465, COMR 473, and COMR 493) and [Minor in Entrepreneurship](#) (COMR courses for Applied Science students only), the following Commerce courses have a limited number of seats allocated for undergraduate students not enrolled in the BCom program:

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### COMR 186A Personal Finance

### COMM 280/COMR 280 Entrepreneurship

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#### COMR 186A Personal Finance

[mybcom.sauder.ubc.ca/comr186a](https://mybcom.sauder.ubc.ca/comr186a) ↗

This course teaches the basics of personal finance to students who have little or no exposure to finance. Personal finance is an extremely valuable skill that helps us invest and borrow responsibly, spend wisely, and plan appropriately. The course will cover a broad range of topics, including budgeting, investing, purchasing real estate, taxes, as well as the basics of how our financial system works.

**Eligibility: all years**

**Term dates: Term 1 - May 12, 2025 to June 19, 2025**

**Days and times: M/W from 1pm to 4pm**

**Instructor: James Shou**

#### COMM 280/COMR 280 Entrepreneurship

[mybcom.sauder.ubc.ca/comm280](https://mybcom.sauder.ubc.ca/comm280) ↗

For students seeking to complete a 3-credit elective course while on co-op, working or interning, the summer intensive COMM280 offers a creative and applied course focused on developing your entrepreneurial mindset. The course will be delivered in a hybrid format (online and in-person classes) and is a recommended course for COMM/COMR 386M (Green Entrepreneurship and Sustainable Startups), COMR 465 (Social Entrepreneurship) and COMM 466/APSC 486 (New Venture Design).

Entrepreneurship involves creativity, critical thinking and a commitment to research and develop new ideas and associated business models that solve real customer needs. This summer intensive course introduces you to the key principles, concepts and frameworks of venture founders, and the common pitfalls with discovering customer needs and validating product ideas and business models. Students will learn how to identify desirable, feasible and viable opportunities; experiment, prototype and test market-driven ideas; form a founding team; and, design innovative business models. In simulated 'startup' teams, you will apply the concepts of ideation, customer discovery, experimentation, prototyping and pitching a real Startup.

**Eligibility: Years 2, 3, & 4**

**Term dates: Term 2 - July 2, 2025 to August 8, 2025**

**Days and times: M/W from 5:30pm to 8:30pm**

**Instructor: Angele Beausoleil**

#### COMR 329 Principles of Organizational Behaviour

[mybcom.sauder.ubc.ca/comr329](https://mybcom.sauder.ubc.ca/comr329) ↗

COMR 329 is the introductory core course in Organizational Behaviour (OB). The primary objective of this course is to teach you about the effects of organizational structures and interpersonal processes on the behaviour of individuals in organizations and the wider implications for the effectiveness and success of organizations. You will also learn to consider the entire organization as an actor and examine how it behaves in different types of environments. Throughout the course an emphasis is placed on how you, as an organizational member or consultant, might experience, interpret, and manage people, structures, and processes in organizations. The main goal of the course is to help you develop interpersonal skills that will allow you to succeed in your future career in business.

This course is designed to sharpen your ability to diagnose and solve a broad range of organizational problems. Through readings, lectures, cases, and experiential exercises, we will introduce you to frameworks from the social sciences that are useful for understanding organizational processes and teach you how to apply these frameworks to particular situations.

**Eligibility: all Years**

**Term dates: Term 1 - May 12, 2025 to June 19, 2025**

**Days and times:** T/Th from 9:00am to 12:00pm

**Instructor:** Amy Stanley

### **COMR 398 Introduction to Business Processes and Operations**

[mybcom.sauder.ubc.ca/comr398](https://mybcom.sauder.ubc.ca/comr398) ↗

Logistics and Operations Management (LOM) issues are important in all organizations that deliver services or goods. These issues usually have a profound impact on the bottom line and success of each organization. This course will show that these issues need to be given adequate attention in the organization, and if they are down played or overlooked, there is a high risk for detrimental effects on profitability, service levels, customer retention and delivery of quality. Due to the broad nature of the subject it is important to educate professionals with a proper understanding of these issues. The primary objective of this course is to provide the students with an introduction to LOM. The main topics covered are: Operations Strategy, Processes in Manufacturing and Services, Quality Management, Forecasting, Scheduling, Inventory Management, Sales and Operations Planning, Business Logistics, selected issues in Supply Chain Management and Team work Emotional Intelligence.

**Eligibility:** all Years

**Term dates:** Term 1 - May 12, 2025 to June 19, 2025

**Days and times:** F from 1:00pm to 4:00pm

**Instructor:** Mahesh Nagarajan & Tim Huh

### **COMR 457 Fundamentals of Financial Accounting**

[mybcom.sauder.ubc.ca/comr457](https://mybcom.sauder.ubc.ca/comr457) ↗

Everyone should be able to read and understand basic financial statements. Financial information is used in all walks of life. In order to gain a meaningful appreciation of financial statements you must understand the various components and be familiar with the fundamental principles used in preparing the information. Accounting is not an exact science – accountants continually exercise professional judgment when recording transactions and preparing financial statements. This course will take you through the various stages of preparing financial accounting information with emphasis placed on analysis and interpretation of the results. Unlike an accounting course taught to Commerce students, this course will concentrate on fundamental principles and concepts which will allow you to acquire a general understanding of accountancy rather than an in-depth review of the technical rules.

**Eligibility:** all Years

**Term dates:** Term 2 - July 2, 2025 to August 8, 2025

**Days and times:** T/Th from 9:00am to 12:00pm

**Instructor:** Scott Sinclair

### **COMR 465 Marketing Management**

[mybcom.sauder.ubc.ca/comr465](https://mybcom.sauder.ubc.ca/comr465) ↗

This course is designed to complement the other core courses in a Commerce Minor track. As such, it will introduce the major components of the marketing discipline. As a major part of your coursework you will be matched randomly with other students in the class and asked to prepare many of the elements of a typical marketing plan - a core function within the marketing function. This has direct applicability to your minor, as a marketing plan is closely aligned with a strategic plan - and sets the course and direction for the firm. That effort is complemented with understanding of market research, consumer behaviour, branding, consumer segmentation and targeting, positioning, pricing, distribution strategy, retailing as a way to view all marketing as well as how its distributed, and a look into integration marketing communications.

**Eligibility:** all Years

**Term dates:** Term 1 - May 12, 2025 to June 19, 2025

**Days and times:** T/Th from 1:00pm to 4:00pm

**Instructor:** Phaedra Burke

### **COMR 473 Business Finance**

[mybcom.sauder.ubc.ca/comr473](https://mybcom.sauder.ubc.ca/comr473) ↗

COMR 473 is an introductory course in finance that will give you an overview of the financial system, including a discussion of some of the main players in the system, the instruments they trade, and the trading prices. The course covers the time value of money, longer term securities like bonds, risky securities like stocks, and the way in which returns and the values of real and financial assets relate to each other. COMR 473 will also give you a basic understanding of the capital allocation decisions that are made by the financial manager of a Canadian business enterprise. We will cover the economic evaluation of capital investments and how to assess the risk inherent in those investments. The course also addresses the capital structure of a firm and how it determines the overall cost of capital of the firm.

**Eligibility: all Years**

**Term dates: Term 2 - July 2, 2025 to August 8, 2025**

**Days and times: T/Th from 6:00pm to 9:00pm**

**Instructor: Caren Lombard**

**COMR 493 Strategic Management in Business**

[mybcom.sauder.ubc.ca/comr493](https://mybcom.sauder.ubc.ca/comr493) ↗

This course is taught from the perspective of a senior manager. It is a “capstone” course in that it builds on the knowledge that you have acquired in the many business and economic courses that you have already studied. It places emphasis on approaches that have been proven to work effectively. It is an opportunity for you to experience first hand, and participate in, the type of environment that you will encounter in the business world.

**Eligibility: Year 4**

**Term dates: Term 2 - July 2, 2025 to August 8, 2025**

**Days and times: M/W from 9:00pm to 12:00pm**

**Instructor: Adam Pankratz**

### Can my professor sign me into a class that is full?

Commerce professors and instructors **cannot** register you in their courses. All students will be referred to the UBC Sauder Undergraduate Office and may be asked to **submit a request for registration assistance** at [mybcom.sauder.ubc.ca/regi-assist](https://mybcom.sauder.ubc.ca/regi-assist) ↗ if they meet at least one of the valid criteria for a request as listed on the request page.