



Business Management Postgraduate Certificate

Duration

48 weeks – 960 contact hours – 60 academic credits

The purpose of the Business Management Postgraduate Certificate program is to prepare students for management careers with specializations in professional retail management, project management, or procurement. The program aims to educate and graduate professional business managers with the technical and decision-making skills necessary for success.

Career Outcomes

Upon successful completion of the Business Management Postgraduate Certificate program, graduates will have a variety of career path opportunities. Graduates will be positioned to enter careers as:

- Retail Business Manager
- Retail Operations Manager
- Retail Marketing Manager
- Stock Control Manager
- Retail Supervisor
- Project Manager
- Retail Business Entrepreneur
- Retail Consultant
- Retail Sales Manager

Admission Requirements

All students are required to meet the following admissions requirements:

- Applicants must have an undergraduate degree from a recognized post-secondary institution in Canada or an equivalent credential from an approved institution of another jurisdiction; or
- Have five or more years work experience in procurement, purchasing and/or supply chain management or a related field;
- If English is not the first language, students are requested to have one of the following to qualify for enrolment to this program:
 - IELTS score of 5.5 or an equivalent English language benchmark verified by the institution
 - TOEFL score CBT 163, IBT 57 an equivalent English language benchmark verified by the institution
 - Level 5 ESL training from Vancouver International College or equivalent from another ESL school, or a minimum of 2 semesters full-time of non-ESL studies at an English-speaking secondary or post-secondary institution.
 - Sterling College English Assessment (written onsite) with a score of 65%

- Sterling College online English assessment with a score of 70% (examination proctor is required).

For domestic students, Canadian citizenship or landed immigrant status is required. International students are required to possess a valid study visa, for programs longer than 6 months and prior to the program start date. International students are also required to have sufficient accident and medical insurance coverage to cover any injuries or illnesses that may occur during the educational term.

Learning Objectives

Graduates of the Business Management Postgraduate Certificate program will be able to:

1. Use critical thinking skills to assess applied business-related problems and to develop pragmatic solutions which have real world relevance.
2. Apply strategic decision-making skills and advanced analytic skills to examine and evaluate the nature of dynamic competitive business environments and the implications for applied management.
3. Proficiently manage the financial function of an organization and the operations management of an organization.
4. Demonstrate knowledge of the theory and practice of marketing, the management of the marketing function and the tasks of marketing strategy development and planning.
5. Apply their learned skills in an actual professional retail or project management environment.

Delivery Method

The program is delivered through In-class instruction. Teaching methods primarily consist of lectures, discussion, exercises, audio and video presentations, off-site tours, and directed learning; but may also include, seminars, tutorials, and workshops.

Students in the Business Management Postgraduate Certificate program will complete eight subjects over 48 weeks with courses sectioned into four quarters as outlined in the Program Organization. Students take the same two courses in each of the first two quarters. In the third quarter, students choose concentration courses in one of three areas: Retail Management, Project Management, or Procurement.

Program Organization

Business Management Postgraduate Certificate Program (960 hours)			
Quarter 1	Quarter 2	Quarter 3	Quarter 4
BUS701 Financial Management (120 hours)	BUS703 Operations Management (120 hours)	Retail Management Concentration	
		BUS711 Retail Research (120 hours)	BUS713 Strategic Retail Management (120 hours)
		BUS712 Professional Retail Selling (120 hours)	BUS714 Retail Leadership (120 hours)
		Project Management Concentration	
		BUS705 Project Management (120 hours)	BUS707 Economic Decision Making (120 hours)
		BUS706 Strategic Management (120 hours)	BUS708 Business Project (120 hours)
BUS702 Management Perspectives (120 hours)	BUS704 Marketing (120 hours)	Procurement Concentration	
		BUS751 An Advanced Framework for Procurement and Supply (120 hours)	BUS753 Strategic Sourcing in Procurement and Supply (120 hours)
		BUS752 Specialist Business Needs in Procurement and Supply (120 hours)	BUS754 Specialist Negotiating and Contracting (120 hours)

Graduation Requirements

In order to graduate from the program and receive a Postgraduate Certificate in Business Management, students must complete the following:

1. Successful completion of all required courses, earning a total of 60 academic credits.
 - a. All course work, assignments, exams, quizzes and other methods of assessments are submitted by the scheduled date, prior to the end date on the Enrollment Contract.
2. All work experience components (practicum or co-op if applicable) to be completed with proper documentation and log hours submitted.
3. Account balance to be paid in full.

Student Name (Print)

Sterling College Representative Name
(Print)

Date

Date

Student Signature

Sterling College Representative Signature