

Brief Course Outline

Course Title: **Business 1220E: Introduction to Business**

Course Number and Section:

BUSINESS

1220E 553

Instructor Name(s): Richard Bloomfield

Instructor Email(s): rbloomfi@uwo.ca

Disclaimer: Information in the brief course outline is subject to change. The syllabus posted on OWL is the official and authoritative source of information for the course.

Course Description:

This introductory survey course assumes no prior knowledge of business. Business 1220E has no prerequisites and is a core requirement for management and organizational studies (MOS) specializations at Huron. Although not a requirement for Ivey's HBA Business Program, Business 1220E offers an excellent overview of the Ivey case teaching method. This course also serves as an introduction to the primary functional areas of study within MOS.

Learning Outcomes:

Identify business administration fundamentals: Finance, Marketing, Operations, Organizational Behaviour, and General Management.

Demonstrate skills for effective problem-solving. To do this, students will learn basic analytical tools (e.g., projections, break-evens, cost/benefit analysis, etc.) and then be required to apply these tools to problems, using case methodology.

Apply decision-making with imperfect information under time constraints.

Utilize effective communication skills, both oral and written.

Project financial statements.

Assess the risk of a business venture.

Recommend a marketing, operations, and organizational behaviour strategy

Collaborate effectively in a team environment

Textbooks and Course Materials:

Course Pack: Making Business Decisions: Text and Cases, 2025-2026, Bloomfield and Miller. Affiliate University Edition PART I and II

Please note our casebook is different than the one used at Western and there are TWO casebooks purchased together. Part I for the first semester and Part II for the second semester.

The expected cost is \$200.

The casebook must be purchased through The Book Store at Western once it is published in early September. IMPORTANT NOTE: previous years cannot be used as a substitute for the current edition. Students are required to own the newest edition to receive the course credit per copyright rules.

Methods Of Evaluation:

Assignment	Due Date mm/dd/yy	Weight - %
Finance Exam	October 25, 1:00 – 5:00pm	20%
Marketing Group Presentations	In class: December 4 - 9	15%
Operations Exam	January 31, 1:00pm – 5:00pm	15%
Organizational Behaviour Group Report	Due: March 5, 11:55pm	10%
General Management Exam	Final Examination Period, TBD	30%
Class Contribution	Ongoing	10%

In solidarity with the Anishinaabe, Haudenosaunee, Lūnaapéewak, and Chonnonton peoples on whose traditional treaty and unceded territories this course is shared.

Friday, July 25, 2025