

Durham Campus

Business: Marketing & Entrepreneurship Post-Graduate Certificate

**Registration Guide
Fall Term 1 & Winter Term 2
September 2024 Entry**

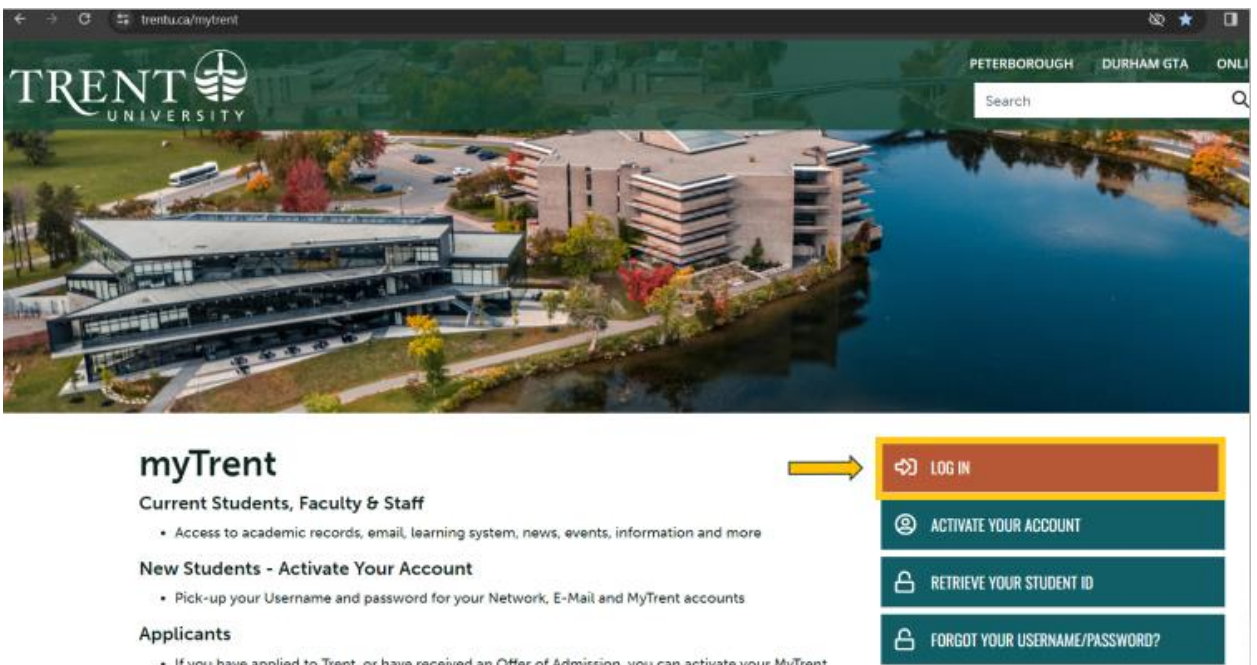
**Business: Marketing and Entrepreneurship PGC
Durham Campus | Registration Guide | Fall Term 1 & Winter Term 2: September 2024 Start**

Registration Steps

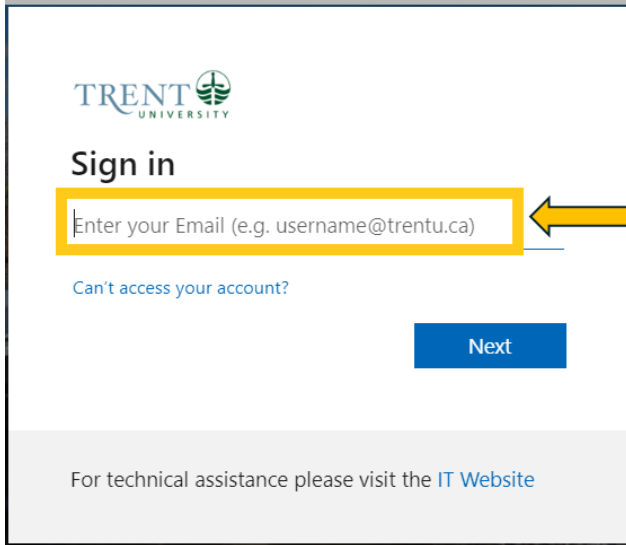
1. In the search bar, type <https://www.trentu.ca/mytrent/>



2. To the right of the screen > click **Log In**



3. Enter your **Trent email address** (<username>@trentu.ca)



TRENT UNIVERSITY

Sign in

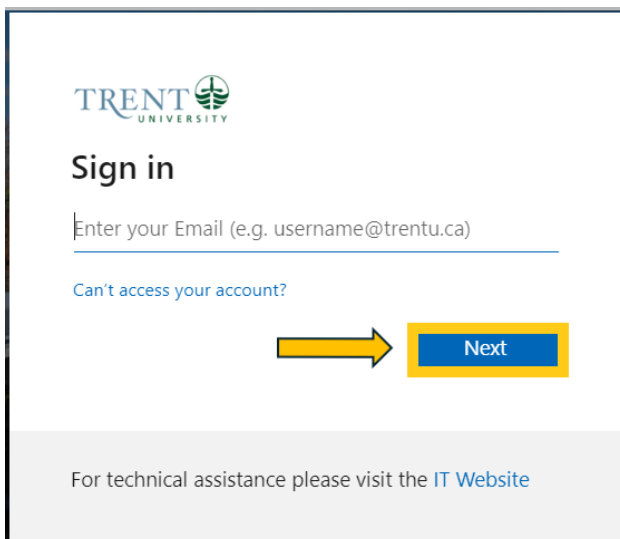
Enter your Email (e.g. username@trentu.ca)

[Can't access your account?](#)

Next

For technical assistance please visit the [IT Website](#)

4. Click **Next**



TRENT UNIVERSITY

Sign in

Enter your Email (e.g. username@trentu.ca)

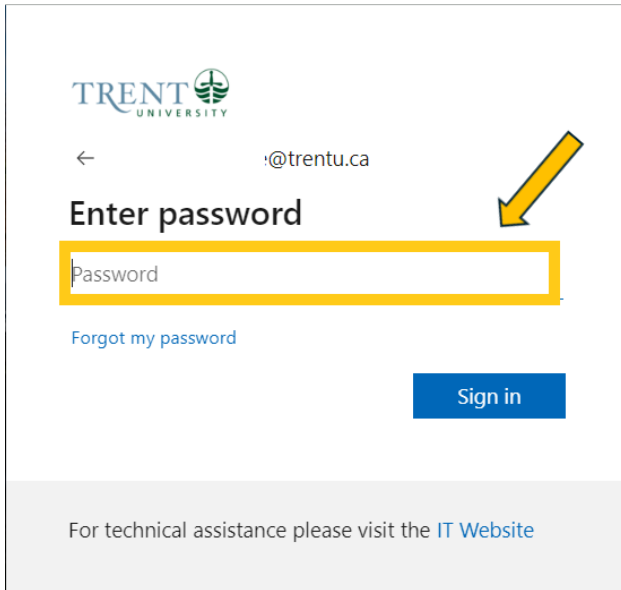
[Can't access your account?](#)

Next

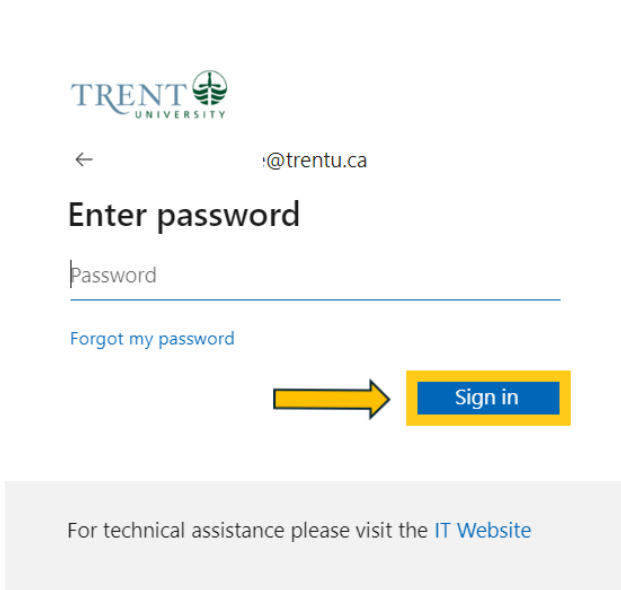
For technical assistance please visit the [IT Website](#)

5. Enter your **password**

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6. Click **Sign in**

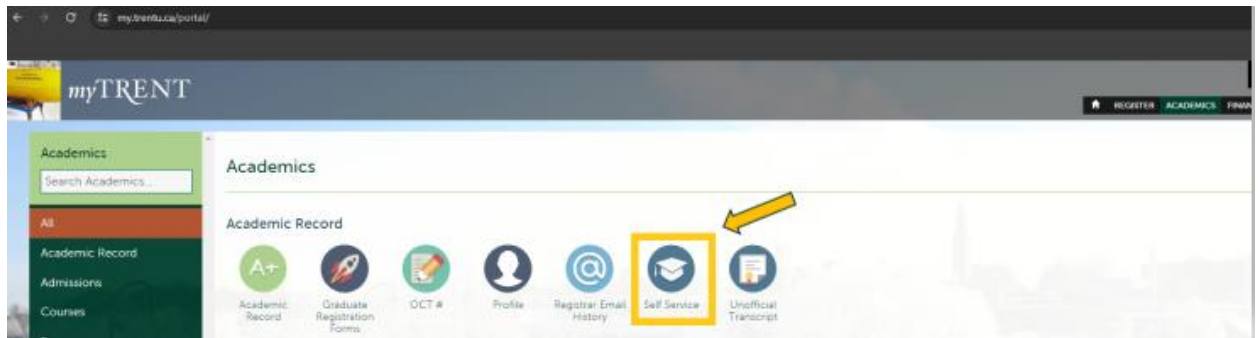


7. At the top right corner of myTrent portal, click **Academics** tabs

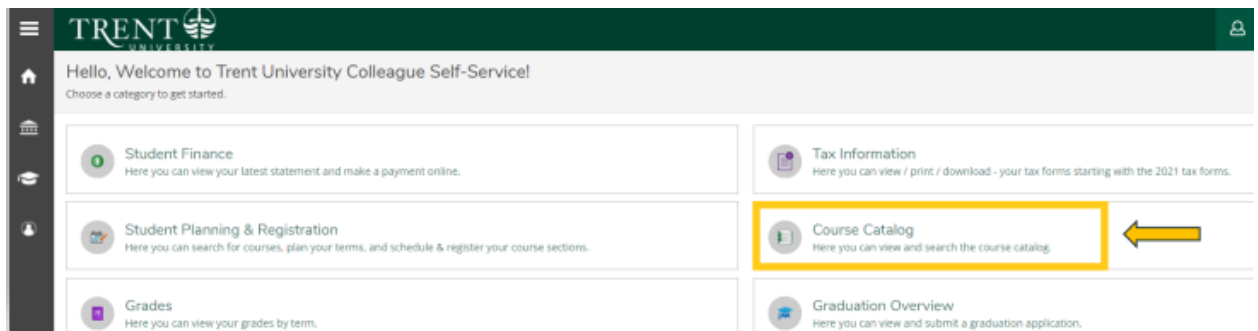


8. Within the Academics Tab, under the Academic Record header > click **Self Service** (blue image of graduation cap)

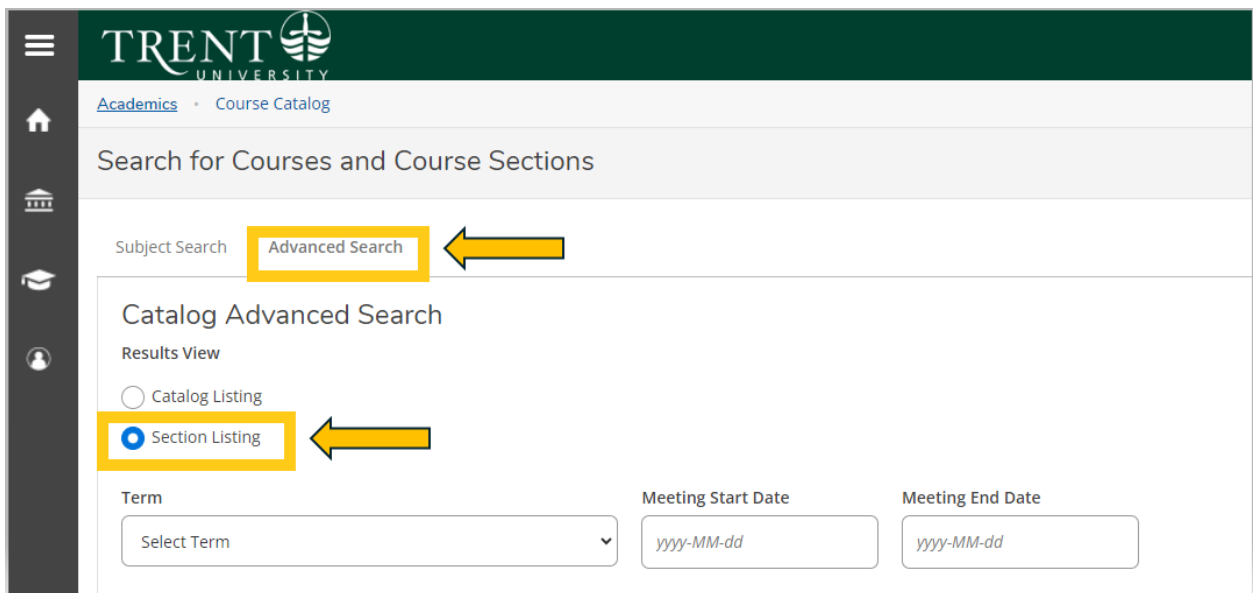
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9. Once redirected to Self Service, click on **Course Catalog**



10. Using the Advanced Search Tab, under Results View, select **Section Listing**



11. Under Term, select **2024 UG Fall Term** from the drop-down menu

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The screenshot shows the 'Catalog Advanced Search' page on the Trent University website. The 'Term' dropdown menu is highlighted with a yellow box, and a yellow arrow points to it. The 'Section Listing' radio button is selected. The 'Meeting Start Date' and 'Meeting End Date' fields are empty, showing the placeholder 'yyyy-MM-dd'. The 'Courses And Sections' dropdown menu is set to 'Subject'.

12. Under Courses And Sections, select **Business Administration** from the drop-down menu

The screenshot shows the 'Catalog Advanced Search' page on the Trent University website. The 'Courses And Sections' dropdown menu is highlighted with a yellow box, and a yellow arrow points to it. The 'Section Listing' radio button is selected. The 'Term' dropdown menu is set to '2024 UG Fall Term'. The 'Meeting Start Date' and 'Meeting End Date' fields are empty, showing the placeholder 'yyyy-MM-dd'.

13. Under Location, select **Durham Greater Toronto Area** from the drop-down menu

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Catalog Advanced Search

Results View

Catalog Listing

Section Listing

Term: 2024 UG Fall Term

Meeting Start Date: yyyy-MM-dd

Meeting End Date: yyyy-MM-dd

Courses And Sections

Business Administration

Course number (eg 2001H)

Section

Subject

Course number (eg 2001H)

Section

Subject

Course number (eg 2001H)

Section

+ Add More...

Location: Durham Greater Toronto Area

14. Click **Search**

Location: Durham Greater Toronto Area

Academic Level: Select Academic Level

Time Starts by: hh:mm AM/PM

Time Ends by: hh:mm AM/PM

Clear Search

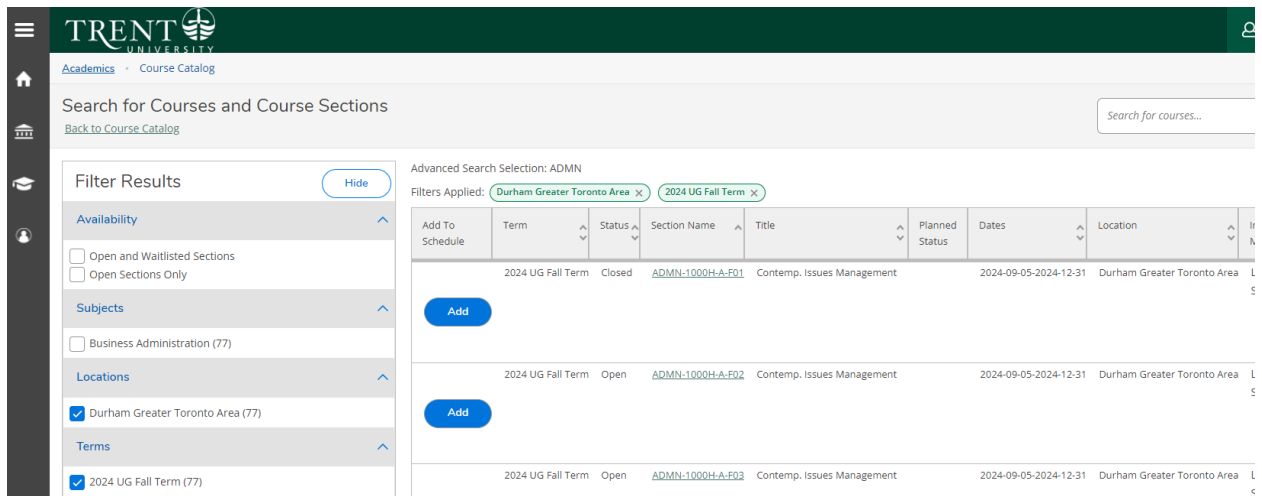
15. You will be directed to the course listing page. You will need to scroll through this page to locate the required **2024 UG Term 1 fall Business Administration** courses. The courses will appear in numerical order. On this step you are planning your courses.

Required **Term 1 fall ADMN** courses:

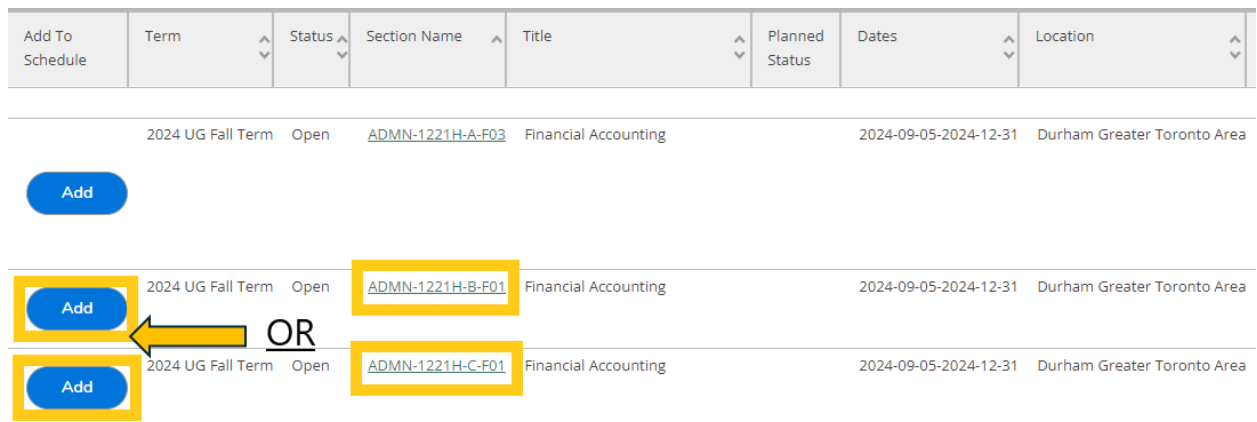
- **ADMN 1221H: Financial Accounting**
 - **ADMN-1221H-B-F01 or ADMN-1221H-C-F01**
- **ADMN 2080H: Managerial and Market Research**

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- **ADMN-2080H-A-F01 or ADMN-2080H-B-F01**
- **ADMN-2100H: Introduction to Marketing**
 - **ADMN-2100H-B-F01 or ADMN-2100H-C-F01**
- **ADMN 3420H: Entrepreneurship**
 - **ADMN-3420H-B-F01 or ADMN-3420H-C-F01**
- **ADMN 3441H: Social Enterprise and Innovation**
 - **ADMN-3441H-B-F01 or ADMN-3441H-C-F01**



16. Locate **ADMN-1221H-B-F01 or ADMN-1221H-C-F01** > click **Add**



17. A pop-up menu will appear with additional course information, click **Add Section** (bottom right of screen)

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Section Details

ADMN-1221H-B-F01
Financial Accounting
 2024 UG Fall Term

Instructors TBD

Meeting Information F 8:30 AM - 11:20 AM
 2024-09-05 - 2024-12-04
 Durham Greater Toronto Area.

Dates 2024-09-05 - 2024-12-31

Seats Available ⓘ

Credits 0.5

Grading Graded

Requisites None

Course Description An introduction to the theoretical framework of accrual accounting and the Generally Accepted Accounting Principles. Includes the preparation and analysis of financial statements, double-entry accounting, and the accounting cycle. Professional ethics, behaviour, and corporate social responsibility are integrated into the context of control and accountability. Excludes ADMN 1021H, 2021H.

Additional Information This course is for postgraduate students only. One Three-hour lecture weekly.

Books [Bookstore Information](#)

Close Add Section

18. The course will then show as 'Planned', registration is not complete

| Add To Schedule | Term | Status | Section Name | Title | Planned Status | Dates | Location |
|---|-------------------|--------|----------------------------------|----------------------|----------------|-----------------------|-----------------------------|
| Add | 2024 UG Fall Term | Open | ADMN-1221H-A-F03 | Financial Accounting | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| Add | 2024 UG Fall Term | Open | ADMN-1221H-B-F01 | Financial Accounting | ✓ Planned | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| Add | 2024 UG Fall Term | Open | ADMN-1221H-C-F01 | Financial Accounting | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |

19. Locate next ADMN course, **ADMN-2080H-A-F01** or **ADMN-2080H-B-F01**> click **Add**

| Add To Schedule | Term | Status | Section Name | Title | Planned Status | Dates | Location |
|---|-------------------|--------|----------------------------------|------------------------------|----------------|-----------------------|-----------------------------|
| Add | 2024 UG Fall Term | Open | ADMN-2080H-A-F01 | Managerial & Market Research | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| Add | 2024 UG Fall Term | Open | ADMN-2080H-B-F01 | Managerial & Market Research | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |

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20. A pop-up menu will appear with additional course information, click **Add Section** (bottom right of screen)

Section Details

ADMN-2080H-A-F01
Managerial & Market Research
2024 UG Fall Term

Instructors Vaishnav, B

Meeting Information T 8:30 AM - 11:20 AM
2024-09-05 - 2024-12-04
Durham Greater Toronto Area.

Dates 2024-09-05 - 2024-12-31

Seats Available ⓘ

Credits 0.5


Grading Graded

Requisites None


Course Description Focuses on primary research and its use in problem solving and decision-making. Covers qualitative and quantitative research design, planning, implementation, and analysis. Research methods studied include surveys, focus groups, analytical interviews, ethnography, and action research. Prerequisite: 1.0 ADMN credit.

Additional Information This course is for postgraduate students only. One Three-hour lecture weekly.

Books [Bookstore Information](#)

Close  **Add Section**

21. The course will then show as 'Planned', registration is not complete

| Add To Schedule | Term | Status | Section Name | Title | Planned Status | Dates | Location |
|-----------------|-------------------|--------|----------------------------------|------------------------------|--|-----------------------|-----------------------------|
| Add | 2024 UG Fall Term | Open | ADMN-2010H-B-F01 | Management Skills | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| Add | 2024 UG Fall Term | Open | ADMN-2010H-C-F01 | Management Skills | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| Add | 2024 UG Fall Term | Open | ADMN-2080H-A-F01 | Managerial & Market Research |  Planned | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| Add | 2024 UG Fall Term | Open | ADMN-2080H-B-F01 | Managerial & Market Research | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |

22. Locate next ADMN course, **ADMN-2100H-B-F01** or **ADMN-2100H-C-F01**> click **Add**

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| Add To Schedule | Term | Status | Section Name | Title | Planned Status | Dates | Location |
|------------------------------------|-------------------|--------|----------------------------------|------------------------------|---|-----------------------|-----------------------------|
| <input type="button" value="Add"/> | 2024 UG Fall Term | Open | ADMN-2080H-A-F01 | Managerial & Market Research | <input checked="" type="checkbox"/> Planned | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| <input type="button" value="Add"/> | 2024 UG Fall Term | Open | ADMN-2080H-B-F01 | Managerial & Market Research | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| <input type="button" value="Add"/> | 2024 UG Fall Term | Open | ADMN-2100H-A-F01 | Introduction to Marketing | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| <input type="button" value="Add"/> | 2024 UG Fall Term | Open | ADMN-2100H-B-F01 | Introduction to Marketing | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| <input type="button" value="Add"/> | 2024 UG Fall Term | Open | ADMN-2100H-C-F01 | Introduction to Marketing | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |

23. A pop-up menu will appear with additional course information, click **Add Section** (bottom right of screen)

Section Details

ADMN-2100H-B-F01
Introduction to Marketing
2024 UG Fall Term

Instructors Vaishnav, B

Meeting Information M 12:00 PM - 2:50 PM
2024-09-05 - 2024-12-04
Durham Greater Toronto Area

Dates 2024-09-05 - 2024-12-31

Seats Available ⓘ

Credits 0.5

Grading Graded

Requisites

⚠ 1.0 ADMN credit; or 0.5 credits ADMN and MDST - Must be completed prior to taking this course.

Course Description Aims to give students a basic understanding of marketing and its core concepts-how a marketing approach can be implemented and managed in a range of markets, situations, and organizations. Prerequisite:Prerequisite: 1.0 ADMN credit or 0.5 ADMN credit and CUST-MDST 1535H.

Additional Information This course is for postgraduate students only. One Three-hour lecture weekly.

24. The course will then show as 'Planned', registration is not complete

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| Add To Schedule | Term | Status | Section Name | Title | Planned Status | Dates | Location |
|-----------------|-------------------|--------|----------------------------------|------------------------------|----------------|-----------------------|-----------------------------|
| | 2024 UG Fall Term | Open | ADMN-2080H-A-F01 | Managerial & Market Research | Planned | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| | 2024 UG Fall Term | Open | ADMN-2080H-B-F01 | Managerial & Market Research | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| | 2024 UG Fall Term | Open | ADMN-2100H-A-F01 | Introduction to Marketing | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| | 2024 UG Fall Term | Open | ADMN-2100H-B-F01 | Introduction to Marketing | Planned | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| | 2024 UG Fall Term | Open | ADMN-2100H-C-F01 | Introduction to Marketing | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |

25. Locate next ADMN course, **ADMN-3420H-B-F01** or **ADMN-3420H-C-F01** > click **Add**

| Add To Schedule | Term | Status | Section Name | Title | Planned Status | Dates | Location |
|-----------------|-------------------|--------|----------------------------------|------------------------------|----------------|-----------------------|-----------------------------|
| | 2024 UG Fall Term | Open | ADMN-3280H-A-F01 | Motivation & Compensation | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| | 2024 UG Fall Term | Open | ADMN-3280H-B-F01 | Motivation & Compensation | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| | 2024 UG Fall Term | Open | ADMN-3290H-A-F01 | Canadian Employment Law | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| | 2024 UG Fall Term | Open | ADMN-3300H-A-F01 | Personal Ethics in Organ. | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| | 2024 UG Fall Term | Open | ADMN-3320H-A-F01 | Social Organizations | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| | 2024 UG Fall Term | Open | ADMN-3321H-A-F01 | Int. Financial Accounting II | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| | 2024 UG Fall Term | Open | ADMN-3420H-A-F01 | Entrepreneurship | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| | 2024 UG Fall Term | Open | ADMN-3420H-B-F01 | Entrepreneurship | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| | 2024 UG Fall Term | Open | ADMN-3420H-C-F01 | Entrepreneurship | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |

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26. A pop-up menu will appear with additional course information, click **Add Section** (bottom right of screen)

Section Details

ADMN-3420H-B-F01
Entrepreneurship
 2024 UG Fall Term

Instructors TBD

Meeting Information W 8:30 AM - 11:20 AM
 2024-09-05 - 2024-12-04
 Durham Greater Toronto Area.

Dates 2024-09-05 - 2024-12-31

Seats Available ⓘ

Credits 0.5

Grading Graded

Requisites None

Course Description Focuses on the essential issues and questions of entrepreneurship and entrepreneurs, covering topics ranging from the process of creativity and the nature of start-up and scale-up to sociological, psychological, and economic considerations of the origins and functions of entrepreneurs in business. Prerequisite: 3.0 ADMN credits.

Additional Information This course is for postgraduate students only. One Three-hour lecture weekly.

Books [Bookstore Information](#)

Close ➔ **Add Section**

27. The course will then show as 'Planned', registration is not complete

| Add To Schedule | Term | Status | Section Name | Title | Planned Status | Dates | Location |
|-----------------|-------------------|--------|----------------------------------|------------------------------|----------------|-----------------------|-----------------------------|
| Add | 2024 UG Fall Term | Open | ADMN-3280H-A-F01 | Motivation & Compensation | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| Add | 2024 UG Fall Term | Open | ADMN-3280H-B-F01 | Motivation & Compensation | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| Add | 2024 UG Fall Term | Open | ADMN-3290H-A-F01 | Canadian Employment Law | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| Add | 2024 UG Fall Term | Open | ADMN-3300H-A-F01 | Personal Ethics in Organ. | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| Add | 2024 UG Fall Term | Open | ADMN-3320H-A-F01 | Social Organizations | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| Add | 2024 UG Fall Term | Open | ADMN-3321H-A-F01 | Int. Financial Accounting II | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| Add | 2024 UG Fall Term | Open | ADMN-3420H-A-F01 | Entrepreneurship | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| Add | 2024 UG Fall Term | Open | ADMN-3420H-B-F01 | Entrepreneurship | Planned | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |

**Business: Marketing and Entrepreneurship PGC
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28. Locate next ADMN course, **ADMN-3441H-B-F01** or **ADMN-3441H-C-F01**> click **Add**

| Add To Schedule | Term | Status | Section Name | Title | Planned Status | Dates | Location |
|---------------------|-------------------|--------|----------------------------------|--------------------------------|----------------|-----------------------|-----------------------------|
| Add | 2024 UG Fall Term | Open | ADMN-3441H-A-F01 | Social Enterprise & Innovation | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| Add | 2024 UG Fall Term | Open | ADMN-3441H-B-F01 | Social Enterprise & Innovation | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| Add | 2024 UG Fall Term | Open | ADMN-3441H-C-F01 | Social Enterprise & Innovation | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |

29. A pop-up menu will appear with additional course information, click **Add Section** (bottom right of screen)

Section Details

ADMN-3441H-B-F01
Social Enterprise & Innovation
2024 UG Fall Term

Instructors TBD

Meeting Information W 3:30 PM - 6:20 PM
2024-09-05 - 2024-12-04
Durham Greater Toronto Area.

Dates 2024-09-05 - 2024-12-31

Seats Available ⓘ

Credits 0.5

Grading Graded

Requisites None

Course Description Focuses on the emerging fields of social enterprise, social entrepreneurship and social innovation, and examines organizational and intervention models in broader social systems. Significant attention is paid to designing organizational and career solutions responding to important social and environmental needs. Prerequisite: 9.0 university credits.

Additional Information This course is for postgraduate students only. One Three-hour lecture weekly.

Books [Bookstore Information](#)

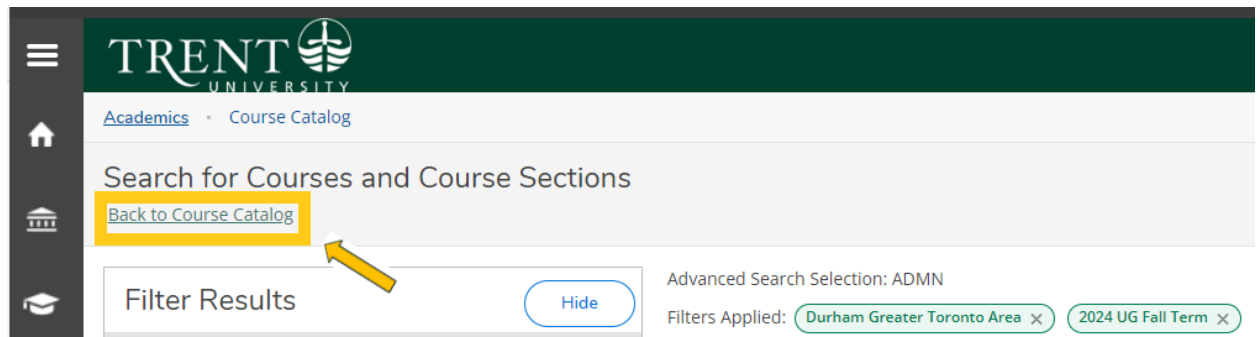
Close [Add Section](#)

30. The course will then show as 'Planned', registration is not complete

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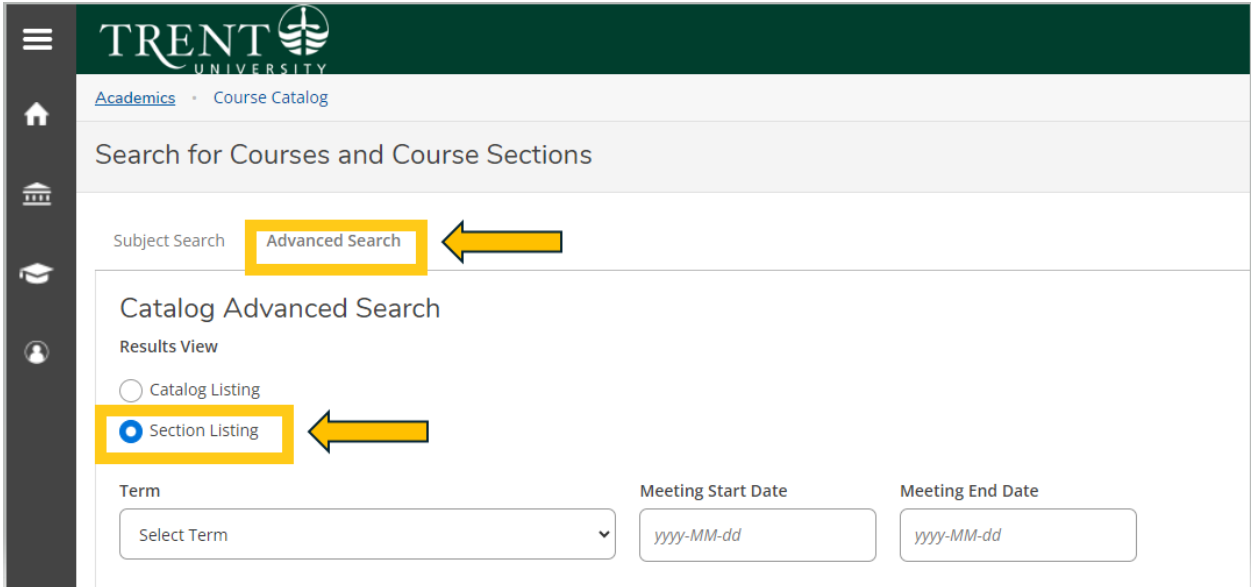
| Add To Schedule | Term | Status | Section Name | Title | Planned Status | Dates | Location |
|---------------------|-------------------|--------|----------------------------------|--------------------------------|-------------------------|-----------------------|-----------------------------|
| Add | 2024 UG Fall Term | Open | ADMN-3420H-C-F01 | Entrepreneurship | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| Add | 2024 UG Fall Term | Open | ADMN-3430H-A-F01 | New Venture Planning & Design | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| Add | 2024 UG Fall Term | Open | ADMN-3430H-B-F01 | New Venture Planning & Design | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| Add | 2024 UG Fall Term | Open | ADMN-3441H-A-F01 | Social Enterprise & Innovation | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| Add | 2024 UG Fall Term | Open | ADMN-3441H-B-F01 | Social Enterprise & Innovation | Planned | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |
| Add | 2024 UG Fall Term | Open | ADMN-3441H-C-F01 | Social Enterprise & Innovation | | 2024-09-05-2024-12-31 | Durham Greater Toronto Area |

31. Once you have added the required ADMN fall courses > Click **Back to Course Catalog** in the top left-hand corner of the page

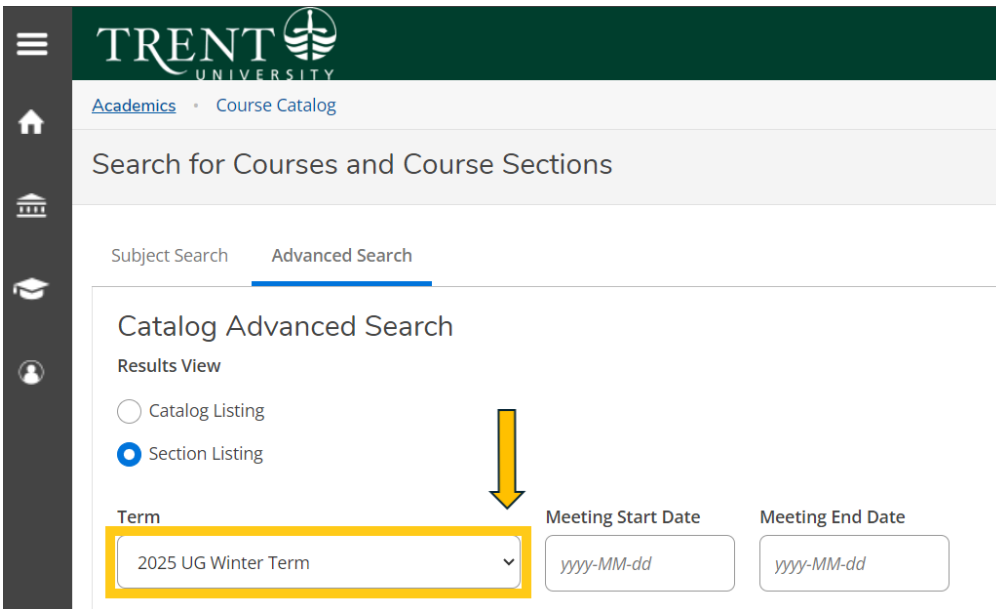


32. Next, you will need to **add** your **Term 2 winter courses**. You will now need to locate the required ADMN winter courses. Using the Advanced Search Tab, under Results View, select **Section Listing**

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33. Under Term, select **2025 UG Winter Term** from the drop-down menu



34. Under Courses And Sections, select **Business Administration** from the drop-down menu

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TRENT UNIVERSITY

Academics · Course Catalog

Search for Courses and Course Sections

Subject Search **Advanced Search**

Catalog Advanced Search

Results View

Catalog Listing

Section Listing

Term: 2025 UG Winter Term

Meeting Start Date: yyyy-MM-dd

Meeting End Date: yyyy-MM-dd

Courses And Sections: Business Administration

Course number (eg 2)

Section

35. Under Location, select **Durham Greater Toronto Area** from the drop-down menu

Catalog Advanced Search

Results View

Catalog Listing

Section Listing

Term: 2025 UG Winter Term

Meeting Start Date: yyyy-MM-dd

Meeting End Date: yyyy-MM-dd

Courses And Sections: Business Administration

Course number (eg 2001H)

Section

Subject: Subject

Course number (eg 2001H)

Section

Subject: Subject

Course number (eg 2001H)

Section

+ Add More...

Location: Durham Greater Toronto Area

36. Click **Search**

Business: Marketing and Entrepreneurship PGC
Durham Campus | Registration Guide | Fall Term 1 & Winter Term 2: September 2024 Start

The image shows a search interface with the following elements:

- Location:** A dropdown menu with "Durham Greater Toronto Area" selected.
- Academic Level:** A dropdown menu with "Select Academic Level" selected.
- Time Starts by:** A text input field with the placeholder "hh:mm AM/PM".
- Time Ends by:** A text input field with the placeholder "hh:mm AM/PM".
- Buttons:** A "Clear" button and a "Search" button. The "Search" button is highlighted with a yellow border, and a yellow arrow points to it from the right.

37. You will be directed to the course listing page. You will need to scroll through this page to locate the required **2025 UG Term 2 winter Business Administration** courses. The courses will appear in numerical order. On this step you are planning your courses.

Required **Term 2 winter** courses:

- **ADMN 3021H: Fundamental Managerial Accounting**
 - **ADMN-3021H-B-W01 or ADMN-3021H-C-W01**
- **ADMN 3150H: Advertising**
 - **ADMN-3150-B-W01 or ADMN-3150H-C-W01**
- **ADMN 3170H: Introduction to Retail Marketing**
 - **ADMN-3170H-B-W01 or ADMN-3170H-C-W01**
- **ADMN 3430H: New Venture Planning and Design**
 - **ADMN-3430H-B-W01 or ADMN-3430H-C-W01**

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Search for Courses and Course Sections

Back to Course Catalog

Search for courses...

Filter Results Hide

Advanced Search Selection: ADMN

Filters Applied: Durham Greater Toronto Area 2025 UG Winter Term

| Add To Schedule | Term | Status | Section Name | Title | Planned Status | Dates | Location |
|---------------------|---------------------|--------|----------------------------------|----------------------------|----------------|-----------------------|--------------------------|
| Add | 2025 UG Winter Term | Open | ADMN-1000H-A-W01 | Contemp. Issues Management | | 2025-01-06-2025-04-30 | Durham Greater Toronto / |
| Add | 2025 UG Winter Term | Open | ADMN-1000H-A-W02 | Contemp. Issues Management | | 2025-01-06-2025-04-30 | Durham Greater Toronto / |
| Add | 2025 UG Winter Term | Open | ADMN-1000H-A-W03 | Contemp. Issues Management | | 2025-01-06-2025-04-30 | Durham Greater Toronto / |

38. Locate **ADMN-3021H-B-W01** or **ADMN-3021H-C-W01** > click **Add**

| Add To Schedule | Term | Status | Section Name | Title | Planned Status | Dates | Location |
|---------------------|---------------------|--------|----------------------------------|----------------------------|----------------|-----------------------|-----------------------------|
| Add | 2025 UG Winter Term | Open | ADMN-3021H-A-W01 | Fund Managerial Accounting | | 2025-01-06-2025-04-30 | Durham Greater Toronto Area |
| Add | 2025 UG Winter Term | Open | ADMN-3021H-B-W01 | Fund Managerial Accounting | | 2025-01-06-2025-04-30 | Durham Greater Toronto Area |
| Add | 2025 UG Winter Term | Open | ADMN-3021H-C-W01 | Fund Managerial Accounting | | 2025-01-06-2025-04-30 | Durham Greater Toronto Area |

OR

39. A pop-up menu will appear with additional course information, click **Add Section** (bottom right of screen)

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Durham Campus | Registration Guide | Fall Term 1 & Winter Term 2: September 2024 Start**

Section Details

ADMN-3021H-B-W01
Fund Managerial Accounting
2025 UG Winter Term

Instructors TBD

Meeting Information F 8:30 AM - 11:20 AM
2025-01-06 - 2025-04-04
Durham Greater Toronto Area.

Dates 2025-01-06 - 2025-04-30

Seats Available ⓘ

Credits 0.5

Grading Graded

Requisites None

Course Description An introduction to the basic concepts and procedures used in the collection and manipulation of accounting data for ongoing management decision-making. Topics include manufacturing accounting, cost accounting and variance analysis, cost allocation, cost-volume-profit analysis, and an introduction to budgeting. Prerequisite: ADMN 1221H (or 2021H).

Additional Information This course is for postgraduate students only. One Three-hour lecture weekly.

Books [Bookstore Information](#)

Close **Add Section**

40. The course will then show as 'Planned', registration is not complete

| Add To Schedule | Term | Status | Section Name | Title | Planned Status | Dates | Location |
|-----------------|---------------------|--------|----------------------------------|----------------------------|----------------|-----------------------|-----------------------------|
| Add | 2025 UG Winter Term | Open | ADMN-3021H-A-W01 | Fund Managerial Accounting | | 2025-01-06-2025-04-30 | Durham Greater Toronto Area |
| Add | 2025 UG Winter Term | Open | ADMN-3021H-B-W01 | Fund Managerial Accounting | Planned | 2025-01-06-2025-04-30 | Durham Greater Toronto Area |
| Add | 2025 UG Winter Term | Open | ADMN-3021H-C-W01 | Fund Managerial Accounting | | 2025-01-06-2025-04-30 | Durham Greater Toronto Area |

41. Locate **ADMN-3150H-B-W01** or **ADMN-3150H-C-W01**> click **Add**

| Add To Schedule | Term | Status | Section Name | Title | Planned Status | Dates | Location |
|-----------------|---------------------|--------|----------------------------------|----------------------------------|----------------|-----------------------|-----------------------------|
| Add | 2025 UG Winter Term | Open | ADMN-3121H-A-W01 | Intermediate Managerial Accounti | | 2025-01-06-2025-04-30 | Durham Greater Toronto Area |
| Add | 2025 UG Winter Term | Open | ADMN-3150H-A-W01 | Advertising | | 2025-01-06-2025-04-30 | Durham Greater Toronto Area |
| Add | 2025 UG Winter Term | Open | ADMN-3150H-B-W01 | Advertising | | 2025-01-06-2025-04-30 | Durham Greater Toronto Area |
| Add | 2025 UG Winter Term | Open | ADMN-3150H-C-W01 | Advertising | | 2025-01-06-2025-04-30 | Durham Greater Toronto Area |

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42. A pop-up menu will appear with additional course information, click **Add Section** (bottom right of screen)

Section Details

ADMN-3150H-B-W01
Advertising
 2025 UG Winter Term

Instructors Chevtchouk, Y

Meeting Information W 12:00 PM - 2:50 PM
 2025-01-06 - 2025-04-04
 Durham Greater Toronto Area

Dates 2025-01-06 - 2025-04-30

Seats Available ⓘ

Credits 0.5

Grading Graded

Requisites

⚠ ADMN 2100H - Must be completed prior to taking this course.

Course Description Students learn the way advertisements work, the many techniques used in advertising, and the impact of advertisements on the individual and society. The power of image and identity ads is emphasized. Prerequisite: ADMN 2100H.

Additional Information This course is for postgraduate students only. One Three-hour lecture weekly.

Books [Bookstore Information](#)

Close ➔ Add Section

43. The course will then show as 'Planned', registration is not complete

| Add To Schedule | Term | Status | Section Name | Title | Planned Status | Dates | Location |
|--|---------------------|--------|----------------------------------|-------------|--|-----------------------|-----------------------------|
| Add | 2025 UG Winter Term | Open | ADMN-3150H-A-W01 | Advertising | | 2025-01-06-2025-04-30 | Durham Greater Toronto Area |
| Add | 2025 UG Winter Term | Open | ADMN-3150H-B-W01 | Advertising | ✔ Planned | 2025-01-06-2025-04-30 | Durham Greater Toronto Area |
| Add | 2025 UG Winter Term | Open | ADMN-3150H-C-W01 | Advertising | | 2025-01-06-2025-04-30 | Durham Greater Toronto Area |

44. Locate **ADMN-3170H-B-W01** or **ADMN-3170H-C-W01**> click **Add**

| Add To Schedule | Term | Status | Section Name | Title | Planned Status | Dates | Location |
|---|---------------------|--------|----------------------------------|-------------------------------|----------------|-----------------------|-----------------------------|
| Add | 2025 UG Winter Term | Open | ADMN-3150H-C-W01 | Advertising | | 2025-01-06-2025-04-30 | Durham Greater Toronto Area |
| Add | 2025 UG Winter Term | Open | ADMN-3170H-A-W01 | Introduction Retail Marketing | | 2025-01-06-2025-04-30 | Durham Greater Toronto Area |
| Add | 2025 UG Winter Term | Open | ADMN-3170H-B-W01 | Introduction Retail Marketing | | 2025-01-06-2025-04-30 | Durham Greater Toronto Area |
| Add | 2025 UG Winter Term | Open | ADMN-3170H-C-W01 | Introduction Retail Marketing | | 2025-01-06-2025-04-30 | Durham Greater Toronto Area |

← OR →

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45. A pop-up menu will appear with additional course information, click **Add Section** (bottom right of screen)

Section Details

ADMN-3170H-B-W01
Introduction Retail Marketing
2025 UG Winter Term

Instructors Chevtchouk, Y

Meeting Information W 8:30 AM - 11:20 AM
2025-01-06 - 2025-04-04
Durham Greater Toronto Area,

Dates 2025-01-06 - 2025-04-30

Seats Available ⓘ

Credits 0.5


Grading Graded

Requisites None


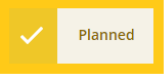

Course Description Introduces students to retailing and provides an understanding of the types of businesses, strategies, operations, formats, and environments through which retailing is carried out. Prerequisite: ADMN 2100H.

Additional Information This course is for postgraduate students only. One Three-hour lecture weekly.

Books [Bookstore Information](#)

Close  **Add Section**

46. The course will then show as 'Planned', registration is not complete

| Add To Schedule | Term | Status | Section Name | Title | Planned Status | Dates | Location |
|---|---------------------|--------|----------------------------------|-------------------------------|--|-----------------------|-----------------------------|
|  | 2025 UG Winter Term | Open | ADMN-3170H-B-W01 | Introduction Retail Marketing |  | 2025-01-06-2025-04-30 | Durham Greater Toronto Area |
|  | 2025 UG Winter Term | Open | ADMN-3170H-C-W01 | Introduction Retail Marketing | | 2025-01-06-2025-04-30 | Durham Greater Toronto Area |

47. Locate **ADMN-3430H-B-W01** or **ADMN-3430H-C-W01**> click **Add**

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| Add To Schedule | Term | Status | Section Name | Title | Planned Status | Dates | Location |
|---------------------|---------------------|--------|----------------------------------|-------------------------------|----------------|-----------------------|-----------------------------|
| Add | 2025 UG Winter Term | Open | ADMN-3430H-A-W01 | New Venture Planning & Design | | 2025-01-06-2025-04-30 | Durham Greater Toronto Area |
| Add | 2025 UG Winter Term | Open | ADMN-3430H-B-W01 | New Venture Planning & Design | | 2025-01-06-2025-04-30 | Durham Greater Toronto Area |
| Add | 2025 UG Winter Term | Open | ADMN-3430H-C-W01 | New Venture Planning & Design | | 2025-01-06-2025-04-30 | Durham Greater Toronto Area |

48. A pop-up menu will appear with additional course information, click **Add Section** (bottom right of screen)

Section Details

ADMN-3430H-B-W01
New Venture Planning & Design
 2025 UG Winter Term

Instructors TBD

Meeting Information W 6:30 PM - 9:20 PM
 2025-01-06 - 2025-04-04
 Durham Greater Toronto Area.

Dates 2025-01-06 - 2025-04-30

Seats Available ⓘ

Credits 0.5

Grading Graded

Requisites None

Course Description A hands-on exercise in business design, planning, and development in the start-up and entrepreneurial context. Coursework covers a number of high-stakes topics in new venture development, including opportunity discovery and creation, business model validation, sales management, network development, and financial/feasibility analysis. Prerequisite: 3.0 ADMN credits including ADMN 1221H (or 2021H).

Additional Information This course is for postgraduate students only. One Three-hour lecture weekly.

Books [Bookstore Information](#)

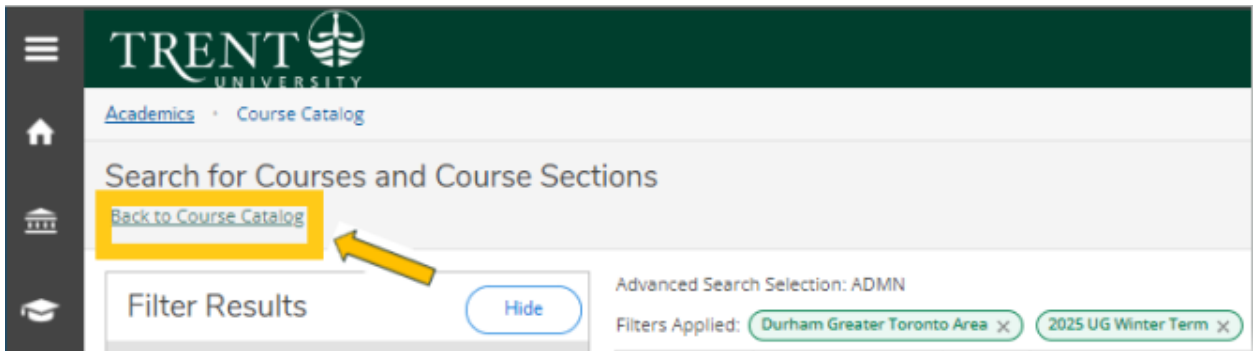
Close [Add Section](#)

49. The course will then show as 'Planned', registration is not complete

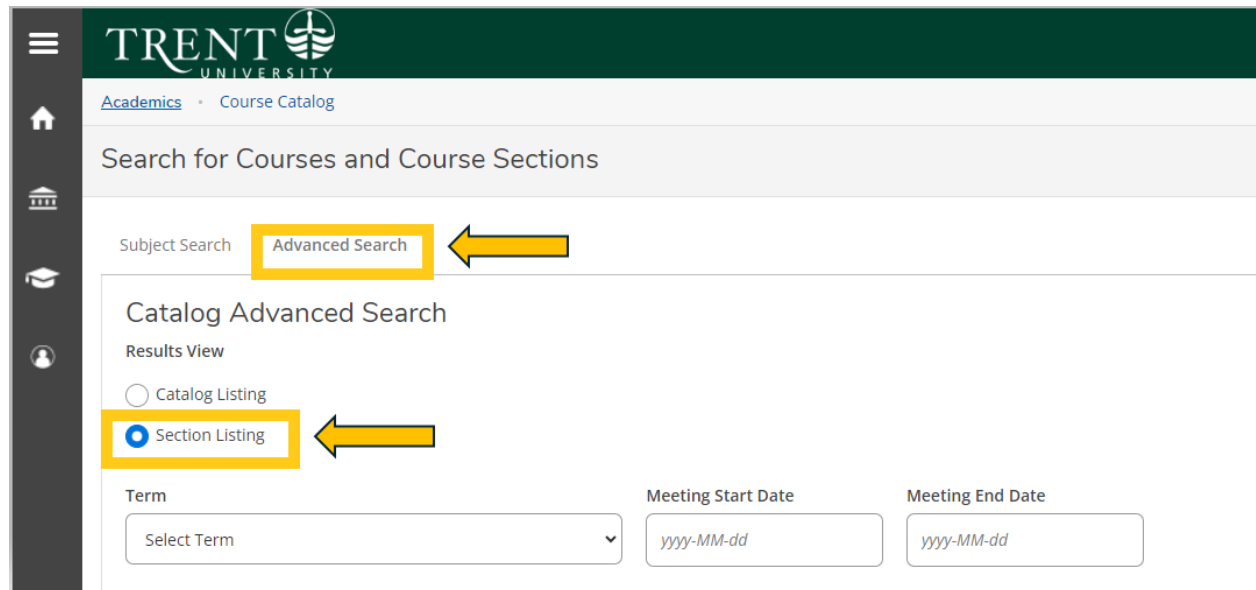
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| Add To Schedule | Term | Status | Section Name | Title | Planned Status | Dates | Location |
|---------------------|---------------------|--------|----------------------------------|-------------------------------|-------------------------|-----------------------|-----------------------------|
| Add | 2025 UG Winter Term | Open | ADMN-3430H-A-W01 | New Venture Planning & Design | | 2025-01-06-2025-04-30 | Durham Greater Toronto Area |
| Add | 2025 UG Winter Term | Open | ADMN-3430H-B-W01 | New Venture Planning & Design | Planned | 2025-01-06-2025-04-30 | Durham Greater Toronto Area |
| Add | 2025 UG Winter Term | Open | ADMN-3430H-C-W01 | New Venture Planning & Design | | 2025-01-06-2025-04-30 | Durham Greater Toronto Area |

50. Once you have added the required ADMN winter courses > Click **Back to Course Catalog** in the top left-hand corner of the page

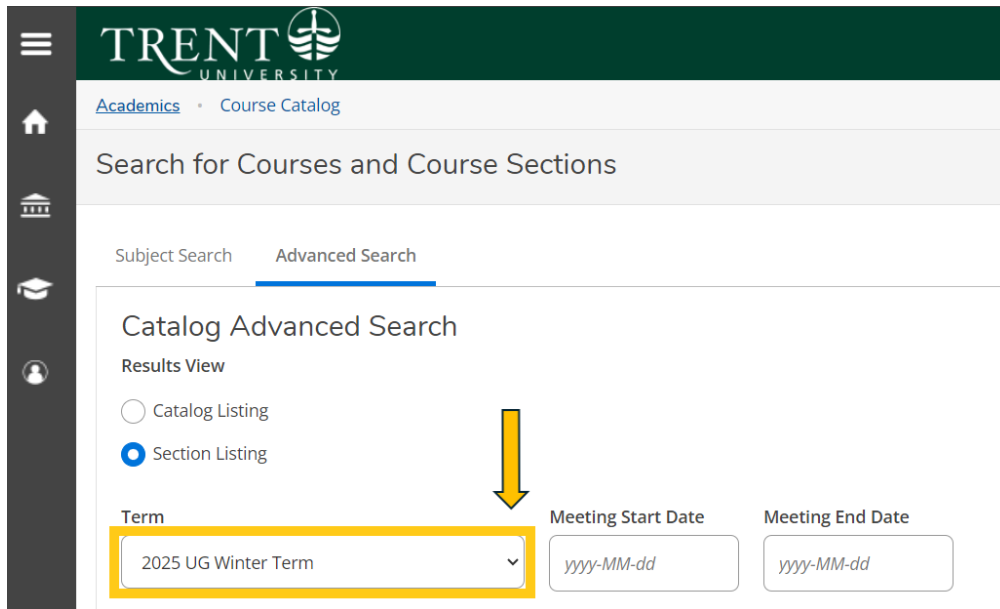


51. You will now need to locate the required COIS winter course. Using the Advanced Search Tab, under Results View, select **Section Listing**



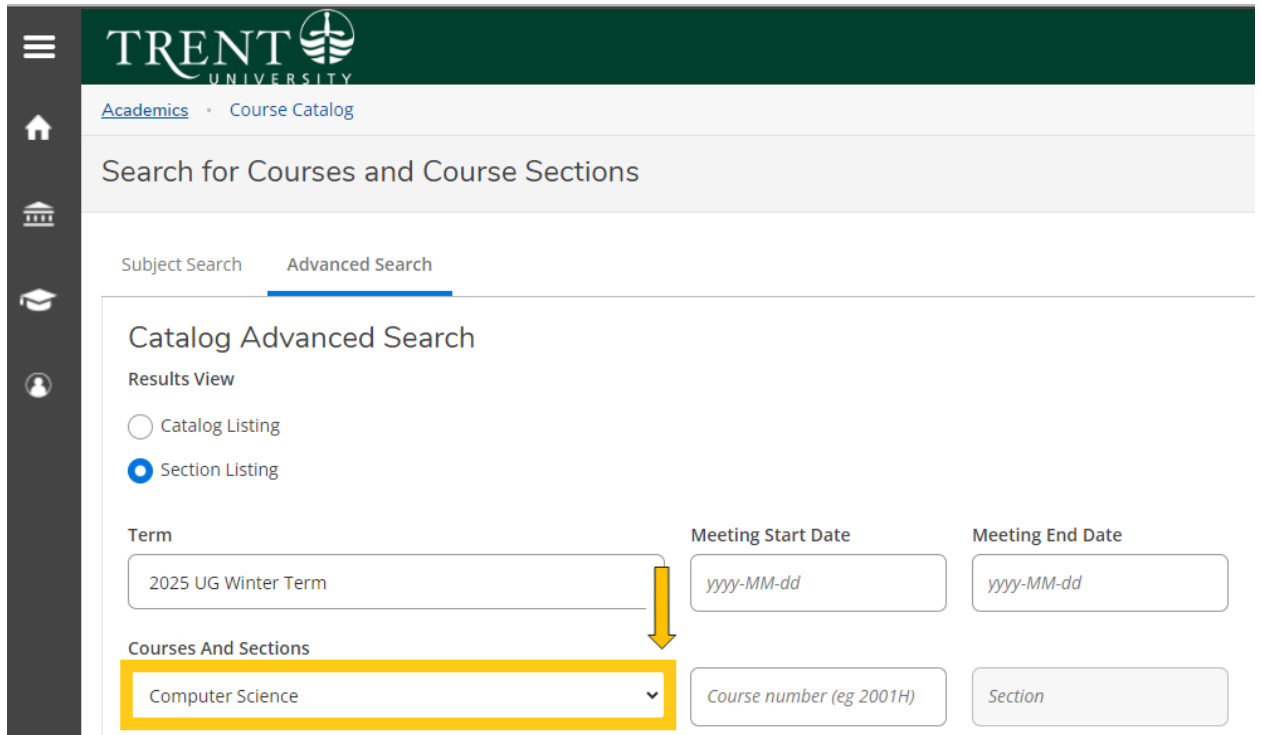
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52. Under Term, select **2025 UG Winter Term** from the drop-down menu



The screenshot shows the Trent University Course Catalog search interface. The 'Term' dropdown menu is highlighted in yellow and displays '2025 UG Winter Term'. A yellow arrow points to the dropdown arrow. The 'Meeting Start Date' and 'Meeting End Date' fields are also visible, both containing the placeholder 'yyyy-MM-dd'.

53. Under Courses And Sections, select **Computer Science** from the drop-down menu



The screenshot shows the Trent University Course Catalog search interface. The 'Courses And Sections' dropdown menu is highlighted in yellow and displays 'Computer Science'. A yellow arrow points to the dropdown arrow. The 'Term' dropdown menu is also visible, showing '2025 UG Winter Term'. The 'Meeting Start Date' and 'Meeting End Date' fields are also visible, both containing the placeholder 'yyyy-MM-dd'.

54. Under Location, select **Web-Based Course** from the drop-down menu

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The screenshot shows the 'Catalog Advanced Search' interface. It includes a sidebar with navigation icons and a main search area. The search area has tabs for 'Subject Search' and 'Advanced Search'. Under 'Advanced Search', there are radio buttons for 'Catalog Listing' and 'Section Listing'. Below these are input fields for 'Term' (set to '2025 UG Winter Term'), 'Meeting Start Date', and 'Meeting End Date'. There are also three rows for 'Courses And Sections' with dropdowns for 'Subject' and 'Course number'. At the bottom, there is a '+ Add More...' button and a 'Location' dropdown menu. The 'Location' dropdown is highlighted with a yellow box, and a yellow arrow points to it from the right.

55. Click **Search**

This screenshot shows a detailed view of the search filters. It includes a 'Location' dropdown menu with 'Web-Based Course' selected, an 'Academic Level' dropdown menu with 'Select Academic Level' selected, and two time input fields labeled 'Time Starts by' and 'Time Ends by' with the placeholder 'hh:mm AM/PM'. At the bottom, there are two buttons: 'Clear' and 'Search'. The 'Search' button is highlighted with a yellow box, and a yellow arrow points to it from the right.

56. You will be directed to the course listing page. You will need to scroll through this page to locate the required **2025 UG Term 2 winter Computer Science** course. The courses will appear in numerical order. On this step you are planning your courses.

Required **Term 2 winter COIS** course:

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- **COIS 3750H: Principles of Online Marketing**
 - **COIS-3750H-W-W01**

The screenshot shows the Trent University Course Catalog search results. The search criteria are 'Web-Based Course' and '2025 UG Winter Term'. The results table is as follows:

| Add To Schedule | Term | Status | Section Name | Title | Planned Status | Dates | Location | Ins Me |
|---------------------|---------------------|--------|----------------------------------|------------------------------|----------------|-----------------------|------------------|--------|
| Add | 2025 UG Winter Term | Open | COIS-1010H-W-W01 | Digital World | | 2025-01-06-2025-04-30 | Web-Based Course | We |
| Add | 2025 UG Winter Term | Open | COIS-1400H-W-W01 | Introduction to Data Science | | 2025-01-06-2025-04-30 | Web-Based Course | We |
| Add | 2025 UG Winter Term | Open | COIS-1620H-W-W01 | Intro Information Systems | | 2025-01-06-2025-04-30 | Web-Based Course | We |
| Add | 2025 UG Winter Term | Open | COIS-2750H-W-W01 | Computer Crime & Forensics | | 2025-01-06-2025-04-30 | Web-Based Course | We |
| Add | 2025 UG Winter Term | Open | COIS-3370H-W-W01 | Cyberethics | | 2025-01-06-2025-04-30 | Web-Based Course | We |

57. Locate **COIS-3750H-W-W01** > click **Add**

| Add To Schedule | Term | Status | Section Name | Title | Planned Status | Dates | Location |
|---------------------|---------------------|--------|----------------------------------|--------------------------------|----------------|-----------------------|------------------|
| Add | 2025 UG Winter Term | Open | COIS-1010H-W-W01 | Digital World | | 2025-01-06-2025-04-30 | Web-Based Course |
| Add | 2025 UG Winter Term | Open | COIS-1400H-W-W01 | Introduction to Data Science | | 2025-01-06-2025-04-30 | Web-Based Course |
| Add | 2025 UG Winter Term | Open | COIS-1620H-W-W01 | Intro Information Systems | | 2025-01-06-2025-04-30 | Web-Based Course |
| Add | 2025 UG Winter Term | Open | COIS-2750H-W-W01 | Computer Crime & Forensics | | 2025-01-06-2025-04-30 | Web-Based Course |
| Add | 2025 UG Winter Term | Open | COIS-3370H-W-W01 | Cyberethics | | 2025-01-06-2025-04-30 | Web-Based Course |
| Add | 2025 UG Winter Term | Open | COIS-3750H-W-W01 | Principles of Online Marketing | | 2025-01-06-2025-04-30 | Web-Based Course |
| Add | 2025 UG Winter Term | Open | COIS-4400H-W-W01 | Data Mining | | 2025-01-06-2025-04-30 | Web-Based Course |

58. A pop-up menu will appear with additional course information, click **Add Section** (bottom right of screen)

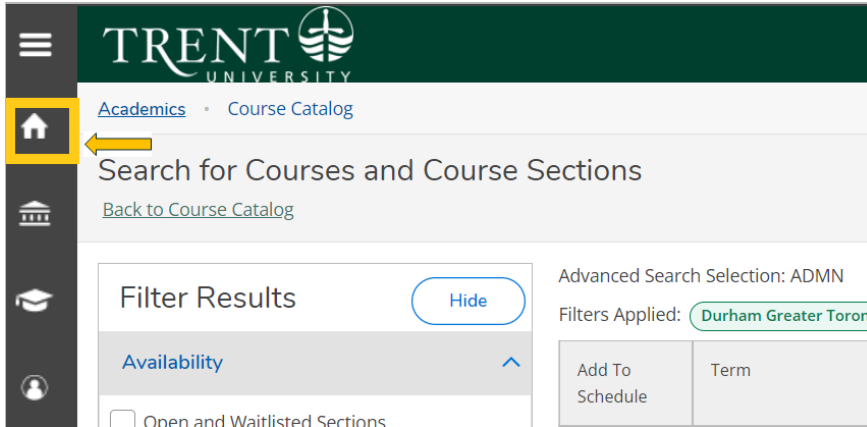
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59. The course will then show as 'Planned', registration is not complete

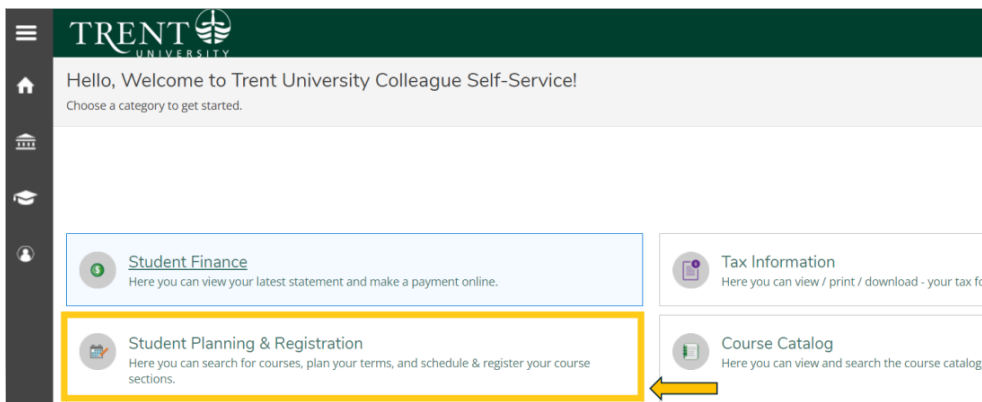
| Add To Schedule | Term | Status | Section Name | Title | Planned Status | Dates | Location |
|---------------------|---------------------|--------|----------------------------------|--------------------------------|----------------|-----------------------|------------------|
| Add | 2025 UG Winter Term | Open | COIS-1010H-W-W01 | Digital World | | 2025-01-06-2025-04-30 | Web-Based Course |
| Add | 2025 UG Winter Term | Open | COIS-1400H-W-W01 | Introduction to Data Science | | 2025-01-06-2025-04-30 | Web-Based Course |
| Add | 2025 UG Winter Term | Open | COIS-1620H-W-W01 | Intro Information Systems | | 2025-01-06-2025-04-30 | Web-Based Course |
| Add | 2025 UG Winter Term | Open | COIS-2750H-W-W01 | Computer Crime & Forensics | | 2025-01-06-2025-04-30 | Web-Based Course |
| Add | 2025 UG Winter Term | Open | COIS-3370H-W-W01 | Cyberethics | | 2025-01-06-2025-04-30 | Web-Based Course |
| Add | 2025 UG Winter Term | Open | COIS-3750H-W-W01 | Principles of Online Marketing | | 2025-01-06-2025-04-30 | Web-Based Course |

60. Once you have added the required Term 2 winter course to your plan > go to left navigation pane > click on the **Home button**. This step will ensure you register for your courses.

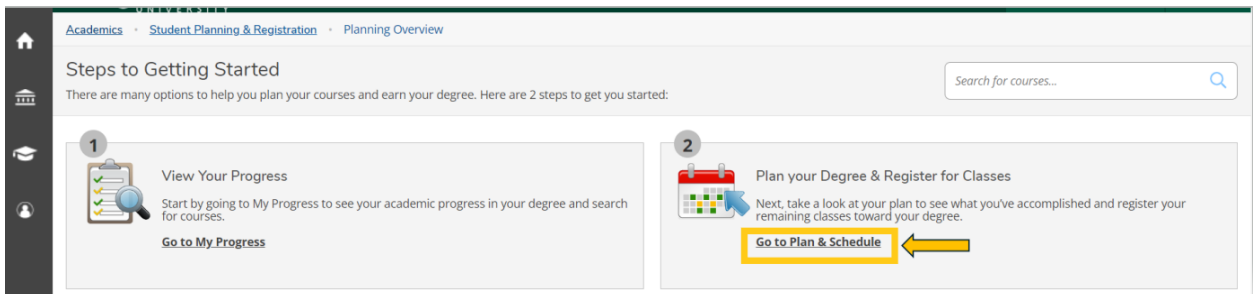
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61. Click on **'Student Planning & Registration'**. This is where you will register for your courses.

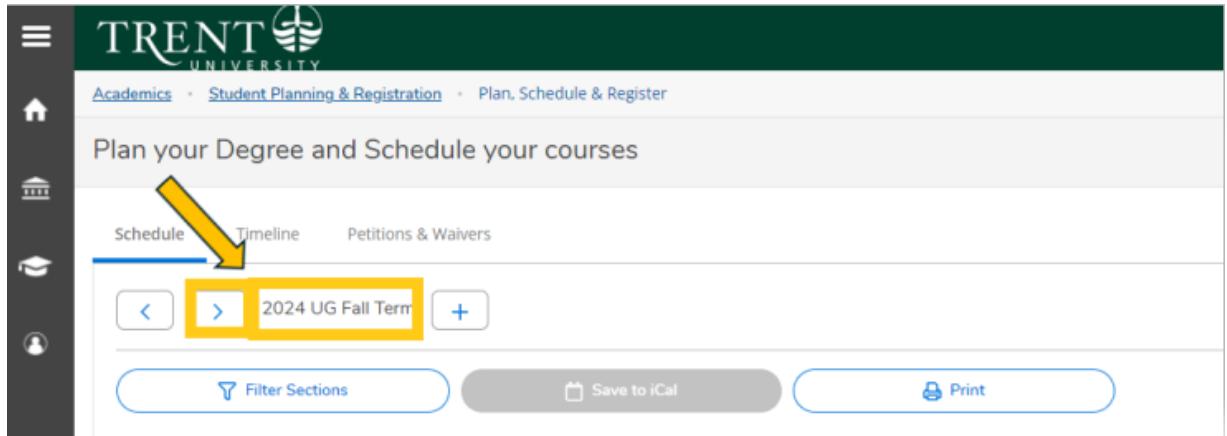


62. Click on **'Go to Plan & Schedule'**

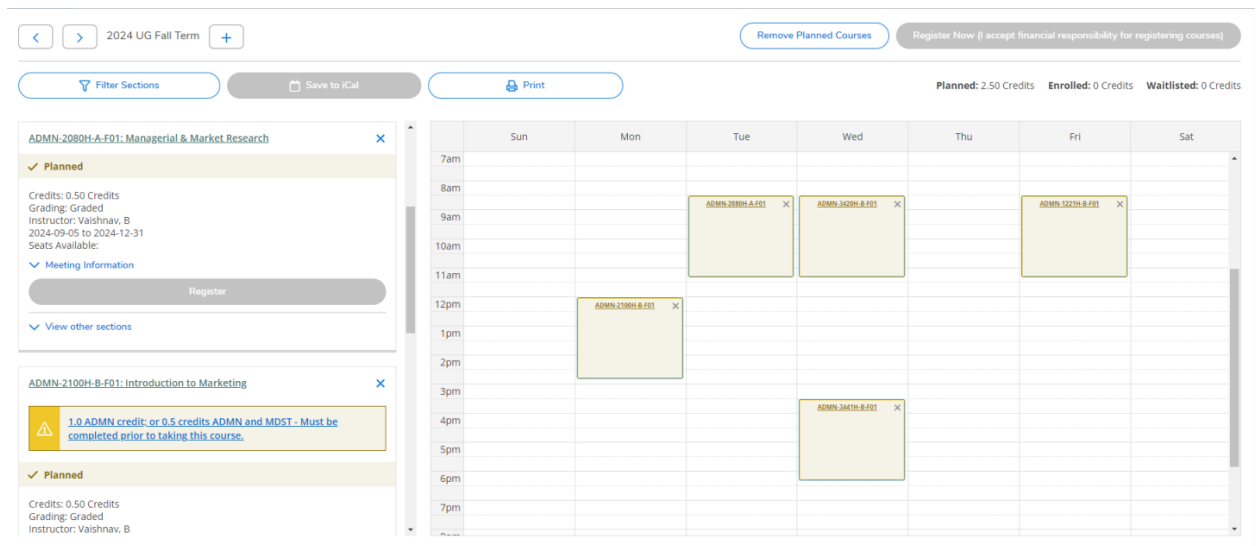


63. Click the **right arrow** to locate the term: **2024 UG Fall Term**

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64. You will see all the **fall** (term 1) planned courses in yellow/brown. Courses in yellow/brown are planned and not registered.

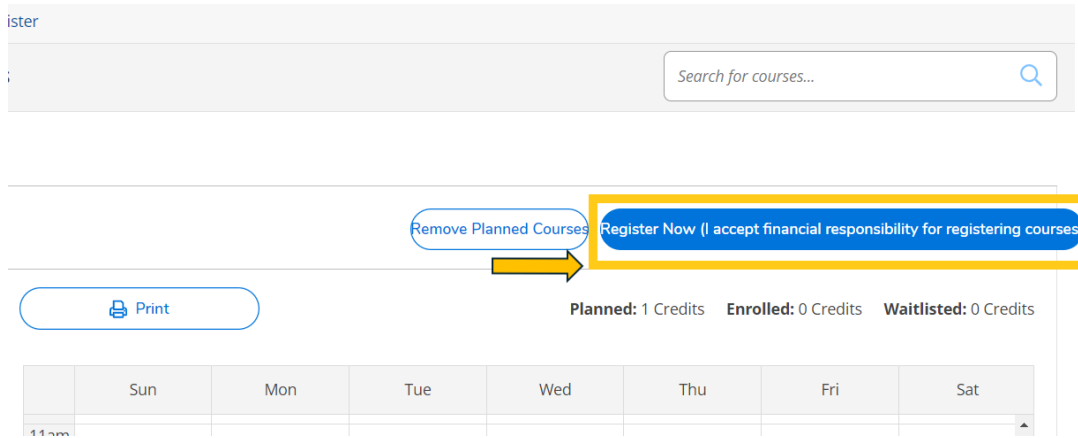


65. Click the blue **'Register Now (I accept financial responsibility for registering courses)'** button in the top right corner to register in the fall courses (term 1).

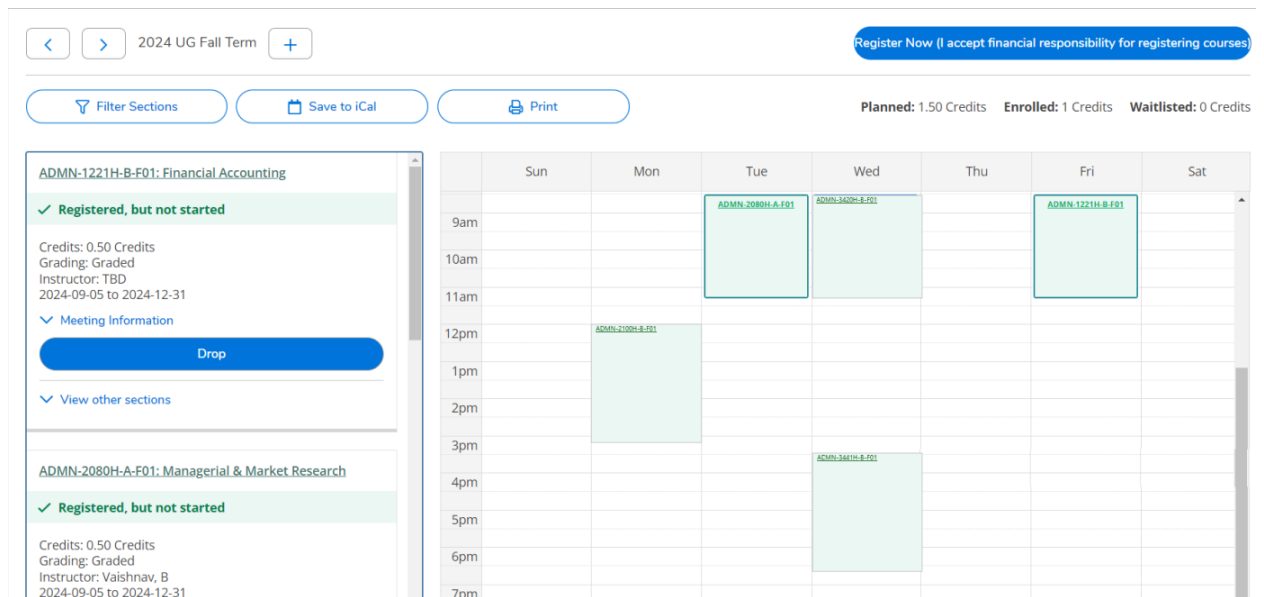
If you receive an error regarding pre-requisites, please email durcerts@trentu.ca

If you receive an error that your offer has not yet been accepted, please email admissions@trentu.ca

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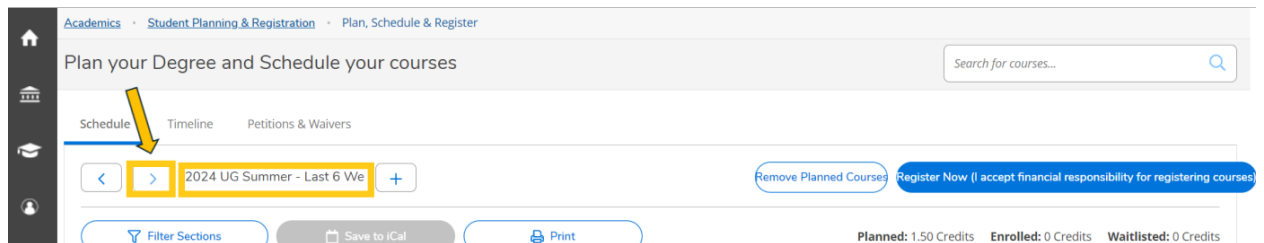


66. Your **courses** will turn **green** once you have **successfully registered** in the **fall** courses (term 1).



67. Next you will register for your winter courses (term 2).

Click the **right arrow** to locate the term: **2025 UG winter term**



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68. You will see all the **winter** (term 2) planned courses in yellow/brown. Courses in yellow/brown are planned and not registered.

Note web courses will not appear in the calendar as they do not have a set-time. The web course will appear at the bottom of the calendar with the course code and name.

The screenshot displays a registration interface for the 2025 UG Winter Term. At the top, there are navigation arrows, a term selector, and buttons for 'Remove Planned Courses' and 'Register Now (I accept financial responsibility for registering courses)'. Below this are buttons for 'Filter Sections', 'Save to iCal', and 'Print'. A summary bar shows 'Planned: 2.50 Credits', 'Enrolled: 0 Credits', and 'Waitlisted: 0 Credits'. The main area features a calendar grid with time slots from 7am to 7pm. Three course sections are visible: ADMN-3021H-B-W01 (Fund Managerial Accounting) on Wednesdays at 9am and Fridays at 9am; ADMN-3150H-B-W01 (Advertising) on Wednesdays at 12pm; and ADMN-3401H-B-W01 on Wednesdays at 6pm. A section for 'Sections with no meeting time' is at the bottom, listing COIS-3750H Principles of Online Marketing Section W-W01 Faculty: Aislaity, A. On the left, two course detail panels are shown for ADMN-3021H-B-W01 and ADMN-3150H-B-W01, each with a 'Register' button.

69. Click the blue **'Register Now (I accept financial responsibility for registering courses)'** button in the top right corner to register in the winter courses (term 2).

If you receive an error regarding pre-requisites, please email durcerts@trentu.ca

If you receive an error that your offer has not yet been accepted, please email admissions@trentu.ca

This close-up screenshot focuses on the top right of the registration interface. It shows a search bar with the placeholder text 'Search for courses...'. Below the search bar are two buttons: 'Remove Planned Courses' and 'Register Now (I accept financial responsibility for registering courses)'. The 'Register Now' button is highlighted with a yellow border and a yellow arrow points to it from the left. Below the buttons is a 'Print' button and a summary bar showing 'Planned: 1 Credits', 'Enrolled: 0 Credits', and 'Waitlisted: 0 Credits'. At the bottom, the start of a calendar grid is visible with columns for Sun, Mon, Tue, Wed, Thu, Fri, and Sat.

70. Your **courses** will turn **green** once you have **successfully registered** in the **winter** courses.

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The screenshot displays a registration interface for the 2025 UG Winter Term. At the top, there are navigation arrows, a term selector for '2025 UG Winter Term', and a 'Register Now' button with a note: 'Register Now (I accept financial responsibility for registering courses)'. Below this are buttons for 'Filter Sections', 'Save to iCal', and 'Print'. A summary bar indicates 'Planned: 1.50 Credits', 'Enrolled: 1 Credits', and 'Waitlisted: 0 Credits'.

Two course sections are listed on the left:

- ADMN-3021H-B-W01: Fund Managerial Accounting**
 Status: Registered, but not started
 Credits: 0.50 Credits
 Grading: Graded
 Instructor: TBD
 Dates: 2025-01-06 to 2025-04-30
 Includes a 'Drop' button and a 'View other sections' link.
- ADMN-3150H-B-W01: Advertising**
 Status: Registered, but not started
 Credits: 0.50 Credits
 Grading: Graded
 Instructor: Chewchuk V

On the right is a class schedule grid with columns for Sun, Mon, Tue, Wed, Thu, Fri, and Sat, and rows for time slots from 8am to 6pm. The grid shows the following registrations:

- ADMN-3170H-B-W01: Wednesday, 12pm - 2pm
- ADMN-3021H-B-W01: Friday, 9am - 11am

71. Congratulations, you are now registered for your fall & winter term courses for the **Durham Business: Marketing and Entrepreneurship Post-Graduate Certificate!**

Reminder: The last day to change/add course for the fall term is September 19, 2024. After this date, no changes can be made.