

FACULTY COUNCIL

FACULTY OF ADMINISTRATIVE STUDIES

A meeting of Faculty Council for the 1993/94 Academic Year will be held on Friday, November 18, 1994 at 9:30 a.m. in Room 031 ASB.

AGENDA

Item	Time	Description	Page
1.	3 min.	Chairperson's Remarks	
2.	15 min.	Dean's Remarks	
3.	1 min.	Minutes of Previous Meeting	1
4.	2 min.	Business Arising from Minutes of Previous Meeting	
5.	3 min.	Enquiries & Communications	
6.	10 min.	UBC/GBC Initiatives	
7.	15 min.	MBA Program Committee	
		New Course Proposals:	
		MKTG 6160.015: Consumer Behaviour	7
		MKTG 6170.015: Organizational Buyer Behaviour	17
		PROP 6800.03: Structuring Real Estate Transactions	26
		Course Deletions:	
		PROP 6300.03: Managing the Construction Process	44
		PROP 6700.03: The Economics of Property Markets	44
		Course Changes:	
		PROP 6100.03: Real Estate Finance and Investment	45
		PROP 6600.03: Real Property Portfolio Management	45
		Grading Guidelines	46
8.	? min.	Other Business	
9.		Adjournment	

Coffee and Donuts compliments of the UBC will be available from 9:00 - 9:30 a.m.
outside Room 031

**NOTE: FACULTY COUNCIL MEMBERS WHO CANNOT ATTEND ARE ASKED TO
SEND REGRETS TO CAROLE TRUSSLER AT AS000236 OR PHONE 55097**

Faculty of Administrative Studies

Minutes of Faculty Council

A regular meeting of the Faculty Council of the 1993/94 academic year was held on Friday, November 18, 1994 at 9:30 a.m. in Room 031 ASB.

In Attendance: G. McKechnie Chair
C. Trussler Recording Secretary

Voting Members of Faculty Council:

D. Armishaw	P. Bradshaw	D. Brewer	W. Cragg
D. Dimick	I. Fenwick	J. Friedlan	R. Heeler
D. Horvath	R. Irving	R. Karambayya	G. McKechnie
J. McKellar	C. Oliver	T. Peridis	G. Roberts
D. Thomassin	S. Verma	T. Wesson	B. Wolf
C. Courtis	B. Moffat	E. Watson	B. Smart
R. Thau	L. Elliott	A. O'Flynn	S. Visram
G. Hamam			

Voting Members Absent:

A-B. Supapol	R. Burke	J. Dermer	J. Dewhurst
D. Fowler	B. Gainer	J. Gillies	J. Green
K. Hebner	I. Henriques	D. Johnston	F. Lazar
E. Maynes	C. McMillan	P. Phan	E. Prisman
M. Rice	C. Robinson	L. Rosen	H. Rosin
S.P. Roy	P. Sadorsky	G. Shaw	D. Thompson
P. Tryfos	S. Yeomans	P. Campbell	J. Kirsch
M. Petcherski			

Regrets, Leaves, Sabbaticals:

E. Auster	S. Barnett	T. Beechy	J. Buzacott
A. Campbell	W. Cook	R. Cuff	D. Daly
J. Darroch	E. Fischer	J. Green	D. Johnston
I. Litvak	R. Lucas	C. Mayer	R. McClean
I. Macdonald	G. Morgan	V. Murray	D. Nath
S. Newell	R. Peterson	N. Roome	G. Shaw
A. J. Sirsi	J. Smithin	K. Weiermair	S. Weiss
H. T. Wilson	B. Zimmerman	U. Zohar	C. Middleton
N. Nakhind			

Non-Voting Members of Faculty Council:

J. Wleugel	S. Robertson	G. Wilby	L. Beard
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Non-Voting Members Absent:

D. Ferguson	M. MacKenzie	G. Bonnycastle	K. Feiler
S. Firth	J. Foy	N. Harris	C. Lam
M. Nazif	C. Pattenden	C. Russell	B. Stupp
M. Szaki	P. Zarry	A. Chung	L. Ginsberg
D. Rubenstein			

Item #1 Chair's Remarks

Professor G. McKechnie announced that the PHD students' association is sponsoring a series of informal brown bag lunches which will be held about once a month. They will provide a forum for faculty and students to exchange research ideas and everyone is welcome. The first lunch was held in October with Professor P. Bradshaw as the speaker. B. Tassie is the next scheduled speaker. Ray Dart is organizing this series and would be happy to provide further information to anyone who is interested in attending or in being a presenter.

He also announced that all classes will be cancelled on December 6th between 11:30 a.m. to 1:30 p.m. in memory of the 14 women who were murdered at Montreal's L'Ecole Polytechnique in 1989. There will be a service entitled, "Violence is a Reality, Survival is a Strategy" at Vari Hall, where there will be speakers, music and poetry, followed by a discussion on strategies for change. Staff and faculty are encouraged to both attend and announce this vigil in class to all students.

Item #2 Dean's Remarks

Dean Horvath welcomed Professor Gordon Roberts who has joined us from Dalhousie University where he was the Bank of Montreal Professor of Finance. Here at FAS, G. Roberts is the Canadian Imperial Bank of Commerce Professor of Finance as well as the Director of the Financial Services Program.

The Dean thanked the members of the Social Committee for organizing a very successful and well attended Halloween party. Special congratulations went to J. Dermer for being the best dressed guest. The Social Committee is now working on the Christmas Party to be held on December 9.

Dean Horvath and D. Fowler have recently returned from Argentina where they attended the CLAUDEA 1994 meeting for Deans of all Latin American, American and Canadian schools. Professor David Fowler has now established 6 exchange programs in the Latin America region: two in Argentina, one in Chile, one in Venezuela, one Mexico and one in Brazil. These exchange partners are all top ranked institutions. Dean Horvath met with members of the business community people as well as four IMBA students who are currently in Buenos Aires. Two of the IMBA students are working for NOMA Industries for the purpose of developing a strategy for the organization in Latin America. The other two students are working for Royal Bank and Argentina Bank respectively. There was strong interest in faculty exchanges for periods of one-two weeks and longer.

A successful IMBA Information Session, organized by Student Affairs and the IMBA Office, was held on October 26 for potential students. The International Advisory Council met on November 8th. The IMBA curriculum was the main topic of discussion. A Task Force has been formed to incorporate elements of the restructured MBA into the IMBA Program.

The Haub Program in Business and the Environment had its second full Advisory Board meeting on October 27 and 28. Many useful recommendations were made with respect to meeting the objectives of the Program and to expanding the links and partnerships associated with the Program.

Convocation was held on November 4 and was well attended by faculty members.

On November 9, East West Enterprise Exchange organized the world's first electronic trade mission between Canada and the Czech Republic using two-way video technology and telecommunication technology. The role of FAS in the trade mission is in the area of testing the equipment and the methodology, and to determine the value of such an initiative. The trade mission went very well for both the Czechs and the Canadians. The participating corporations were able to save time, effort and resources. However, the corporations were most enthusiastic about the doors that were opened as a result of the mission. The use of such technology will create an opportunity for Canadian firms to scan the world for global opportunities. On another note, East West Enterprise Exchange organized its first alumni meeting for EWEE graduates in Budapest.

The annual Distinguished Lecture in Marketing and Strategic Management was held on November 11 with John Smale as the keynote speaker. Mr. Smale is the Chairman of the Board of Directors of General Motors Corporation. The Lecture was very well attended by members of the business community, our students as well as business students from other universities and Procter & Gamble personnel. Mr. Smale spoke about globalization and other changes affecting business and management and commented that many business schools, unlike FAS, were not successful in making an adjustment to the new realities.

The Business Week ranking of U.S. business schools has arrived. This year's rankings are quite different from those of previous years. This article will be circulated to all faculty by the Dean's office.

FAS will be able to meet its enrolment target this year without compromising quality. U.S. MBA programs, which are generally a year or two ahead of Canadian schools, have experienced a 38-40% increase in applications. This trend should become noticeable in Canada in the next few years.

Posters advertising the new FAS Downtown Management Centre are now located in subway stations across the city. The new facility has already delivered its first program. Everyone is invited to attend the official launch of the facility on November 30th.

Item #3 Minutes of Previous Meeting

C. Curtis MOVED the acceptance of the minutes of the previous meeting. Professor R. Heeler SECONDED this motion. MOTION CARRIED.

Item #4 Business Arising from Minutes of Previous Meeting

There was none.

Item #5 Enquiries & Communications

Professor W. Cragg announced that Peter Eigen is giving a seminar at lunch on Corruption in International Business Transactions and everyone is invited to attend.

Item #6 UBC/GBC Initiatives

UBC

Shenif Visram announced that the BBA's are selling the Entertainment Book for \$42.80. \$8.00 of this will go to the Children's Wish Foundation. They will also be selling BBA clothing. A joint survey is being done by both the GBC and UBC of employers who attended Career Day. Their goal is to get ideas to improve next year's Career Day. There will be a special edition of the BBA Insider regarding the Downtown facility.

Garth Grant spoke about the student run Summer Internship Program, which is funded and supported by the UBC. Their objective is to find summer job placements for BBA students. This year's target is to find 160 placements with emphasis on third year students. They have enlisted the help of approximately 120 BBA students who are contacting companies in the Metro Toronto area and asking for internship placements for BBA students. Alumni Affairs has mailed 7000 letters to FAS alumni on their behalf and the response has generated approximately 15 positions. With the help of the Business Career Services they have sent a mailing to 641 companies in the Metro Toronto area. Follow up will be done by the students. Student members attend many faculty functions where they approach representatives of corporations. This has resulted in more than 25 jobs for the program. This program would appreciate any help or advice that faculty members would like to offer.

GBC

Risa thanked Professor Gordon Roberts for working on a case on derivatives for the conference. Michael Rulle, Executive Director of CIBC Wood Gundy from New York has agreed to deliver the keynote address of the Derivatives Forum and Noma Industries which as well as being the Gold Sponsor of the Global Strategies Forum, will co-write the Forum's case with Professors T. Wesson and P. Phan.

Item #7 MBA Program Committee

New Course Proposals

Professor I. Fenwick, on behalf of the MBA Program Committee moved

that Faculty Council approve the course proposal for PROP 6800.03, Structuring Real Estate Transactions.

C. Courtis SECONDED this Motion. Motion Carried.

Course Deletions

Professor I. Fenwick, on behalf of the MBA Program Committee moved

that Faculty Council approve the deletion of PROP 6300.03, Managing the Construction Process and PROP 6700.03, The Economics of Property Markets.

C. Courtis SECONDED this Motion. Motion Carried.

This is due to the restructuring of the Real Property Program to reflect the current marketplace. There were 7 electives and this will bring it down to six.

Course Changes

Professor I. Fenwick, on behalf of the MBA Program Committee moved

that Faculty Council approve the following changes to existing course descriptions: PROP 6100.03, Real Estate Finance and Investment have Corequisites, PROP 6200.03 and PROP 6400.03, or by permission of the instructor.

PROP 6600.03, Real Property Portfolio Management have Prerequisite, PROP 6100.03, or by permission of the instructor.

C. Courtis SECONDED this Motion. Motion Carried.

These changes will facilitate enrolment for students in the concentration and the diploma in real property and reflect the level of understanding required by the course instructor.

Grading Guidelines

Professor I. Fenwick, reminded Faculty Council that last April the outgoing MBA Committee passed on to the incoming MBA Committee the task of reporting back to Faculty Council on the distribution of grades. Grading Guidelines were proposed and passed by Faculty Council to be implemented January 1, 1995.

Professor I. Fenwick, on behalf of the MBA Program Committee moved

that Faculty Council approve the implementation of the Grading Guidelines be deferred until September 1995, meanwhile the MBA Committee will continue to feedback grading distributions to Faculty Council.

Seconded by Professor R. Irving.

Professor I. Fenwick explained the charts which show that for Summer 1994, 8 core courses met the new grading guidelines, while 14 did not. There are similar charts for both core and elective courses in Winter 1994 and Fall 1993.

The MBA Program Committee felt that with so many courses not meeting the grade criteria it would be difficult to implement this effectively in January 1995. The MBA Committee suggested that we continue to feed back this information and the implementation of the grading guidelines be deferred to September 1995. This would allow compliance by professors to meet the guidelines.

Bill Smart indicated that students have been advised that the grading guidelines would come into effect in January 1995 and they will be very upset by having them postponed. He mentioned that students were very concerned with grading inequity both within and between sections of some courses.

Professor C. Oliver suggested a trial period before making the guidelines mandatory. This would allow Area Coordinators to distribute grading guidelines to all full time and part time faculty.

Professor I. Fenwick would welcome feedback from Area Coordinators as to why faculty members failed to meet the guidelines.

Professor D. Dimick reminded everyone that if the motion is not approved as stated then the legislated distribution as of January 1, 1995. This motion is a further deferral.

Professor D. Horvath encouraged all faculty members to move towards the new grading guidelines. Those who don't meet the guidelines must explain why.

Professor I. Fenwick indicated that it is not in the MBA Program Committee scope to discuss grading philosophy -- what is an A, B, etc.? What letter grades do percentages equal to? Both professors and students do not know. It appears that the range may need to be extended.

Due to information regarding the narrow range of grades, Bill Smart indicated that student support for the suggested change would not be strong and formally removed all support for the grading guidelines passed in April, 1995.

Professor P. Bradshaw moved

the motion be deferred to January 1996 in order to tabulate and get impact of moral suasion of faculty members.

A vote was taken on this amendment and accepted with 1 opposed.

8. Other Business

There was none.

9. Adjournment

The meeting was adjourned.