COURSE OUTLINE: GBM102 - PROJECT CAPTURE PLAN

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Approved: Sherri Smith, Chair, Natural Environment, Business, Design and Culinary

Course Code: Title	GBM102: PROJECT CAPTURE PLANNING
Program Number: Name	2106: GLOBAL BUSINESS MGMT
Department:	BUSINESS/ACCOUNTING PROGRAMS
Semesters/Terms:	21W, 21S, 20F
Course Description:	In this course, students will demonstrate the principles and processes of creating an expanded project capture plan (based on the ISO Charter) to be used by companies and organizations to generate new business or solve complicated integrated tasks. The objective is to make students understand how this type of plan is used in the international business environment and to create realistic plans in preparation for life after College.
Total Credits:	3
Hours/Week:	3
Total Hours:	45
Prerequisites:	There are no pre-requisites for this course.
Corequisites:	There are no co-requisites for this course.
Substitutes:	PMC103
Vocational Learning Outcomes (VLO's) addressed in this course: **Please refer to program web page for a complete listing of program outcomes where applicable.**	**2106 - GLOBAL BUSINESS MGMT** VLO 1 Collect, process and interpret data used to support international business VLO 2 Develop, execute and analyze the results of a comprehensive global business plan VLO 7 Apply financial knowledge and skill to the operation of an international business VLO 12 Evaluate the viability of marketing a product or service in an international market or markets VLO 15 Employ environmentally sustainable practices within the profession
Essential Employability Skills (EES) addressed in this course:	EES 1 Communicate clearly, concisely and correctly in the written, spoken, and visual form that fulfills the purpose and meets the needs of the audience. EES 2 Respond to written, spoken, or visual messages in a manner that ensures effective communication. EES 5 Use a variety of thinking skills to anticipate and solve problems. EES 6 Locate, select, organize, and document information using appropriate technology and information systems. EES 9 Interact with others in groups or teams that contribute to effective working relationships and the achievement of goals. EES 10 Manage the use of time and other resources to complete projects. EES 11 Take responsibility for ones own actions, decisions, and consequences.

In response to public health requirements pertaining to the COVID19 pandemic, course delivery and assessment traditionally delivered in-class, may occur remotely either in whole or in part in the 2020-2021 academic year.

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Course Evaluation:	Passing Grade: 50%, D
	A minimum program GPA of 2.0 or higher where program specific standards exist is required for graduation.
Books and Required Resources:	Project Management: A system Approach to planning, Schedulling and controlling by Harold Kerzner Publisher: John Wiley & Sons P&T Edition: Twelfth Edition ISBN: 9781119165354 Copyright year 2017

Course Outcomes and Learning Objectives:

Course Outcome 1	Learning Objectives for Course Outcome 1
1. Understanding, Describing and Analyzing Project Management	1.1 Defining Project Success, Trade-OFfs and Competing Constraints 1.2 Describing Entry-Level Project Manager, Talent Triangle and Technology-Based Projects. 1.3 Identifying The Project Manager-Line Manager Interface and Defining the Project Manager`s Role. 1.4 Defining the Functional Manager`s Role and the Functional Employee`s Role 1.5 Defining the Executive`s Role and Working with Executives 1.6 Analyzing Committee Sponsorship/Governance and the Project Manager as the Planning Agent 1.7 Identify Project Champions, Project-Driven versus Non-Project-Driven Organizations 1.8 Classification of Projects and determining the Location of the Project Manager 1.9 understanding Public-Sector Project Management and The Coming Storm 1.10 Analyzing causes of failure in Public-Sector Projects 1.11 Managing International Project Management 1.12 Describing and Implementing Added Value
Course Outcome 2	**Learning Objectives for Course Outcome 2**
2. Describing and understanding Project Management Growth: Concepts, Definitions and appliation	2.1 Describing The Evolution of Project Management and Resistance to Change 2.2 Understanding Systems, Programs, and Project types 2.3 Describing Product versus Project Management and Maturity and Excellence 2.4 Knowing Informal Project Management 2.5 Analyzing The Many Faces of Success and The Many Faces of Failure 2.6 Determining the Causes of Project Failure and the Degrees of Success and Failure 2.7 Understanding The Stage-Gate Process 2.8 Comprehending Project Life Cycles 2.9 implementing Gate Review Meetings (Project Closure) 2.10 Engagement Project Management 2.11 Understanding Project Management Methodologies: Definition, Enterprise to Framework & Failure 2.12 Understanding Organizational Change Management and

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	Corporate Cultures 2.13 Describing Benefits Harvesting and Cultural Change 2.14 Implementing Agile and Adaptive Project Management Cultures 2.15 Establishing Project Management Intellectual Property 2.16 Applying Systems Thinking
Course Outcome 3	**Learning Objectives for Course Outcome 3**
3. Describing and establishing Organizational Structures	3.1 Setting up Organizational Work Flow 3.2 Describing a Traditional (Classical) Organization and Pure Product (Projectized) Organization 3.3 Applying the Matrix Organizational Form and Modification of Matrix Structures 3.4 Identifying The Strong, Weak, or Balanced Matrix 3.5 Determining Project Management Offices, Select Organizational Form, Strategic Business Unit 3.6 Evaluating Transitional Management 3.7 understanding Seven Fallacies that Delay Project Management Maturity
Course Outcome 4	**Learning Objectives for Course Outcome 4**
4. Gaining Knowledge of Organizing and Staffing the Project Office and Team	4.1 Understanding the Staffing Environment and Selecting the Project Manager: an Executive Decision 4.2 Acquisition of Skill Requirements for Project and Program Managers 4.3 Analyzing Special Cases in Project Manager Selection 4.4 Determining Today`s Project Managers Duties and Job Descriptions 4.5 Implementation of The Organizational Staffing Process, The Project Office & The Functional Team 4.6 Establishing The Project Organizational Chart 4.7 Selecting the Project Management Implementation Team 4.8 Describing Mistakes Made by Inexperienced Project Managers
Course Outcome 5	**Learning Objectives for Course Outcome 5**
5. Accessing and learning Management Functions	5.1 Controlling and Directing Projects 5.2 Assigning Project Authority, Interpersonal Influences and Barriers to Project Team Development 5.3 Handling the Newly Formed Team and Team Building as an Ongoing Process 5.4 Establishing Leadership in a Project Environment and Value-Based Project Leadership 5.5 Ensuring Transformational Project Management Leadership and Organizational Impact 5.6 Understanding Employee-Manager Problems and General Management Pitfalls 5.7 Applying Time Management Pitfalls and Management Policies and Procedures 5.8 Learning and applying Human Behavior Education
Course Outcome 6	**Learning Objectives for Course Outcome 6**

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	6. Analyzing and application of Communication Management	6.1 Modeling the Communications Environment 6.2 Developing The Project Manager as a Communicator 6.3 Organizing and implementing Project Review Meetings 6.4 Identifying Project Management Bottlenecks 6.5 Developing Active Listening and Communication Traps 6.6 Addressing Project Problem Solving and Brainstorming 6.7 Predicting the Outcome of a Decision and Facilitation
	Course Outcome 7	**Learning Objectives for Course Outcome 7**
	7. Gaining understanding of Conflict Management, analysis and resolution	7.1 Identify and analyze Conflicts 7.2 Analyzing The Conflict Environment 7.3 Identifying Types of Conflicts 7.4 Resolving Conflicts 7.5 Managing Conflict 7.6 Analyzing Conflict Resolution Modes 7.7 Understanding Superior, Subordinate, and Functional Conflicts

Evaluation Process and Grading System:		
	Evaluation Type	**Evaluation Weight**
	Case Study Analysis and Presentation	25%
	Final Exam	30%
	Mid term Exam	20%
	Quizzes and or Assignments	25%

Date:	June 17, 2020
Addendum:	Please refer to the course outline addendum on the Learning Management System for further information.

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