

**IVEY CUSTOM COURSE MATERIAL FEES  
2012-2013**

<b>Pre-Business Custom Course Material Fees</b>		
<b>Course Number</b>	<b>Course Title</b>	<b>2012-2013 Amount</b>
1220	Introduction to Business	\$230.96
2257	Accounting and Business Analysis Fall	\$117.14
2257	Accounting and Business Analysis Spring	\$109.54
2295F	Introduction to Business For Science Students	\$141.44
2299	Introduction to Business for Engineers	\$194.69
<b>Notes:</b>		
<p>1. PreBusiness course material fees include the custom course pack, plus all course materials not bound in the custom course pack including in-class readings, handouts, additional cases and items ordered from outside suppliers like software, workbooks, or other materials.</p> <p>2. Approximately \$20.00 has been added to the course pack fee to cover the cost of binding, graphic services labour charges and distribution costs.</p> <p>3. The custom course pack and hardcopy handouts are comprised of 100% copyright material reported through Access Copyright and to copyright holders directly.</p> <p>4. A price increase for Harvard and Ivey materials is expected in the coming academic year.</p>		

<b>Ivey HBA Custom Course Material Fees</b>			
<b>Course Number</b>	<b>Course Title</b>	<b>Comments</b>	<b>2012-2013 Amount</b>
3300	Strategy		\$125.00
3301	Marketing		\$140.00
3302	Communications		\$135.00
3303	Finance		\$115.00
3304	Operations		\$150.00
3307	Managerial Accounting & Control		\$115.00
3311	Leading People in Organizations		\$165.00
3316	Competing with Analytics		\$130.00
3321	Financial Analysis		\$120.00
3322	Leveraging Information Technology		\$140.00
3323	Learning Through Action		\$100.00
<b>Electives</b>			
4402	Communications & Society		\$35.00
4408	Cross-Cultural Management		\$150.00
4410	New Venture Project		\$5.00
4412	Advanced Presentation Skills		\$75.00
4413	Derivatives		\$38.50
4417	Corporate Financial Reporting		\$181.50
4565	Applied Corporate Finance (formerly Valuation of Financial Securities)	formerly 4418	\$57.02
4420Y	Ivey Field Project	new	\$10.00
4421	Business to Business Marketing		\$99.00
4423	Financial Markets		\$63.02
4427	Advanced Corporate Financial Reporting		\$60.50
4430	Ivey Client Field Project (ICFP)		\$10.00
4431	Consumer Marketing: Advertising & Promotion		\$60.50
4456	Managing High Growth Companies	formerly 4432	\$60.50
4433	Portfolio Management	formerly 4515	\$96.00
4434	Management of Services		\$170.00
4437	Tax Planning		\$55.00
4438	Business Ethics		\$105.78
4439	Entrepreneurial Finance		\$71.78
4440	International Strategy & Policies		\$125.00
4441	Entrepreneurial Marketing		\$86.66
4443	Value Investing		\$49.50
4444	The Operating Manager		\$145.83
4447	Global Accounting & Control		\$94.42
4449	Business Leadership		\$30.00
4567	Investment Management	formerly 4459	\$82.50
4454	Operations Strategy		\$125.00
4457	Performance Measurement		\$25.00

<b>Ivey HBA Custom Course Material Fees (continued)</b>			
<b>Course Number</b>	<b>Course Title</b>	<b>Comments</b>	<b>2012-2013 Amount</b>
4558	New Venture Creation	formerly 4452	\$61.37
4458	Leading Change	new	\$152.57
4461	Strategic Market Planning		\$86.33
4463	International Finance		\$75.00
4464	Purchasing and Supply Management		\$92.90
4465	Leading Family Firms		\$30.00
4468	Interpersonal Negotiations		\$59.92
4469	Management Science for Competitive Advantage		\$82.50
4477	Corporate Financial Reporting II		\$60.00
4479	Taxation for Managers		\$60.00
4480	Global Strategy		\$50.00
4486	Financial Models		\$38.50
4489	Management of Professional Service Firms		\$77.00
4495	Consumer brands		\$37.28
4498	Management for Exceptional Performance		\$180.00
4500	Learning from Leaders		\$37.50
4503	Leadership & Communication		\$74.10
4505	Global Environment of Business	formerly 4405	\$57.64
4517	End User Modelling		\$64.79
4518	Project Management		\$92.94
4519	Co-creating Value in Developing Markets		\$150.98
4521	C&S - Social Innovation		\$110.00
4522	C&S - Managing the Triple Bottom Line		\$93.50
4557	C&S - Business, Government and Globalization	formerly 4523	\$82.31
4529	Social Enterprise		\$75.00
4530	Competition & Competitor Analysis		\$129.25
4534	Internet Marketing		\$70.00
4535	Integrating & Implementing Marketing Decisions		\$60.50
4536	Corporate Governance		\$110.00
4537	Making Decisions to Implement Strategy		\$143.00
4538	C&S - Women in Leadership	new	\$90.00
4539	Business Strategy and Sustainability		\$65.78
4540	Health Care Management		\$185.00
4541	Private Equities		\$129.73
4542	Venturing in International Firms		\$114.40
4543	Technology Innovation in Action		\$49.50
4544	Managing in the Public Sector		\$175.09
4545	Sports & Entertainment Analytics		\$72.70
4547	Health Sector Leadership & Innovation		\$70.38
4548	Consumer Insights		\$93.50
4550	Sustainability in Action		\$185.00
4551	Leaders Under Fire		\$66.00
4552	Biotech Strategy	formerly 4502	\$93.50
4555	New Media Marketing	new	\$185.00
4556	Executing on Innovation	new	\$185.00
4559	Raising Capital in Financial Markets	new	\$185.00
4560	Strategic Hedging and Value Investing	new	\$185.00
4561	Transformational Leadership	new	\$185.00
4562	Reputation Management	new	\$185.00
4563	Risk Accountability and Governance	new	\$185.00
4564	Design Driven Innovation	new	\$185.00
<b>Program Activity Fees</b>			
	<b>Activity</b>	<b>Description</b>	
	3311 - Leading People in Organizations: YMCA Outward Bound Field Trip	Field Trip - High Ropes Course - Team Building	\$50.00
	3311 - Leading People in Organizations: YMCA Outward Bound - Transportation	Transportation for Field Trip	\$7.00
	3311 Leading People - Supporting Roles Workshop Role-play	Role Play Leadership Workshop	\$10.00
	3311 Leading People - Sigma Testing	Leadership Assessment	\$15.00
	3304 Operations	Field Trip - Operations in various organizations	\$25.00
	3302 Communications	Software	\$35.00

**Ivey HBA Custom Course Material Fees (continued)**

**Notes:**

1. Course pack fees include: custom course pack, items not bound in the custom course pack including in-class readings, handouts, additional cases and items ordered from outside suppliers through Ivey Publishing like software, workbooks or other materials.
2. Approximately \$10.00 has been added to the course pack fee to cover the cost of binding, graphic services labour charges and distribution costs.
3. The custom course pack and hardcopy handouts are comprised of 100% copyright material reported through Access Copyright and to copyright holders directly.
4. Any increase/decrease in fee reflects adjustments made due to actual costs as compared to estimated fees from previous year.
5. Estimated fees for new core courses are based on how many cases and readings will be used.

**Ivey MBA Custom Course Material Fees**

<b>Course Number</b>	<b>Course Title</b>	<b>Comments</b>	<b>2012-2013 Amount</b>
MBA 1	Module 1		\$540.00
MBA 2	Module 2		\$540.00
MBA 3	Module 3		\$475.00
9399	AMBA Research Project Course		\$25.00
Various	Electives	Average cost per elective	\$110.00
<b>Electives</b>			
9401	Corporate Financial Reporting		\$110.86
9402	Financial Strategies for Global Success		\$35.00
9403	Value Investing		\$85.00
9404	Advanced Corporate Finance		\$66.00
9405	New Venture Creation		\$98.00
9406	Entrepreneurial Manager		\$60.00
9408	Global Supply Management		\$55.00
9409	Achieving Market Leadership		\$93.00
9410	Negotiating For Leaders		\$54.00
9411	Managing People for Exceptional Performance		\$150.00
9412	High Impact Presenting		\$97.00
9419	Competition and Competitor Analysis		\$142.00
9421	Global Strategy		\$135.00
9422	China Study Trip	new	\$31.00
9425	Consumer Brand Marketing		\$100.00
9426	Portfolio Management		\$112.00
9428	Derivatives and Risk Management		\$50.00
9430	Entrepreneurial Finance		\$60.00
9431	Corporate Strategy		\$80.00
9433	Consumers and Customers		\$75.00
9434	Competing With Analytics		\$127.00
9436	Management of Services		\$119.00
9438	Global Marketing		\$190.00
9440	Business Law		\$50.00
9441	Project Management		\$100.00
9442	Management Consulting		\$50.00
9443	Financial Models		\$50.00
9444	India Study Trip		\$100.00
9445	Risk, Accountability and Governance		\$50.00
9446	Sustainable Business Practices		\$150.00
9447	Transcendent Leadership		\$60.00
9448	Health Innovation and Commercialization		\$50.00
9449	New Media Marketing		\$52.00
9452	Private Equity		\$50.00
9453	Regulation of Financial Markets		\$150.00
9455	South America Trip	new	\$25.00
9456	Health Sector 1	new	\$94.00
9457	Health Management Leadership & Innovation	new	\$110.00
9458	Financing Health Sector Enterprises	new	\$110.00
<i>Program Activity Fees Included in Module Costs Above</i>			

Ivey MBA Custom Course Material Fees (continued)		
Activity	Description	
Outward Bound field trip	YMCA fee	\$60.00
Responsive Learning Technologies	computer simulation	\$15.00
Operations field trips	tour of facilities	\$15.00
Risk Simulation software	statistical computer simulation	\$25.55
Supporting Roles Interactive	role play workshop	\$15.00
Research Psychologists Press	360 Sigma Radius	\$110.00
Communication Workshop		\$15.00
Corporate Social Responsibility Day	CSR field trip	\$10.00
SABRE	marketing computer simulation	\$60.00
<b>Course Material Fees Total by Program</b>		
MBA program: Modules 1, 2, 3, Electives		\$2,545.00
Accelerated MBA (AMBA) program: AMBA Research Project, Module 3, Electives		\$1,490.00
JD/MBA Program: Modules 1, 2, Electives		\$1,850.00
<b>Notes:</b>		
1. Course material fees include: custom course pack, program activities (field trips, workshops, business simulations, etc.), items not bound in the custom course pack including in-class readings, handouts, additional cases and items ordered from outside suppliers like software, workbooks or other materials.		
2. Approximately \$10.00 has been added to the course pack fee to cover the cost of binding, graphic services labour charges and distribution costs.		
3. The custom course pack and hardcopy handouts are comprised of 100% copyright material reported through Access Copyright and to copyright holders directly.		
4. New elective course fees are estimated based on weight and average costs.		

Ivey MSc in Management Custom Course Material Fees			
Course Number	Course Title	Comments	2012-2013
			Amount
9000	Exploring Best Practice		\$39.06
9001	Internationalization		\$55.65
9002	Introductory Business Research Statistics		\$70.58
9003	Joint Ventures & Alliances		\$182.44
9004	Global Strategy		\$162.96
9020	Financial Strategies for Global Success		\$156.41
9021	Entrepreneurship & Growth		\$158.25
9022	Innovation		\$134.82
9023	Global Performance Management		\$125.11
9005	Cross-Cultural Management		\$213.61
9024	Venturing in International Firms		\$199.47
9025	Decision Making with Analytics		\$65.51
9026	Sustainability		\$174.00
9027	Global Business in a Political World	new	\$77.87
9098	Managing People for Exceptional Performance	new	\$150.83
<b>Notes:</b>			
1. Course pack fees include: custom course pack, items not bound in the custom course pack including in-class readings, handouts, additional cases and items ordered from outside suppliers through Ivey Publishing like software, workbooks or other materials.			
2. Approximately \$10.00 has been added to the course pack fee to cover the cost of binding, graphic services labour charges and distribution costs.			
3. The custom course pack and hardcopy handouts are comprised of 100% copyright material reported through Access Copyright and to copyright holders directly.			
4. Any increase/decrease in fee reflects adjustments made due to actual costs as compared to estimated fees from previous year.			
5. Estimated fees for new core courses are based on how many cases and readings will be used.			