

UNIVERSITY OF TORONTO MISSISSAUGA
Department of Management
Fall 2024 Session | Sessional Lecturer (SL) Positions

These positions are posted in accordance with the [CUPE 3902, Unit 3 Collective Agreement](#)

The Department of Management has the following Sessional Lecturer positions available for the **Fall 2024** academic term and invites applications from suitably qualified candidates. No late applications will be considered. A list of all courses offered by the Department of Management and their exclusions can be found in the [Academic Calendar](#).

All posted jobs are subject to the parameters as listed below:

Posting Date: June 24, 2024

Closing Date: July 17, 2024 (**Applications must be sent to the jobs.utmm@utoronto.ca account by no later than 11:59pm**). Applicants can expect to hear back within 3 weeks of the closing date.

Dates of Appointment: Appointment periods for F courses run September 1, 2024 to December 31, 2024

Salary: Sessional Lecturer I, effective Sep. 1, 2023, the minimum stipend rate inclusive of vacation pay shall be \$9,457.89 (0.5 FCE). *Please note that should rates stipulated in the collective agreement vary from rates stated in this posting, the rates stated in the collective agreement shall prevail.*

Minimum TA Support: 0.75 hours (minimum) estimated per enrolled student.

Application Procedure:

Only formal applications will be entertained. A SEPARATE application package is required for each course applied to. The application package for EACH course must include a **single file in PDF format**, containing the following in order:

- 1) Completed application form available online here: <https://www.utm.utoronto.ca/management/media/377/download?inline>
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Course Number and Title: MGT231H5 LEC0103 - Business Finance I

Description: (Formerly MGT338H5) This course analyzes the financial investment decision-making process of individuals and firms. It provides an introduction to present-value techniques, capital budgeting decision-rules, the problem of investment under uncertainty, and portfolio theory. [24L, 12T]

Pre-requisites: None

Co-requisites: None

Exclusions: MGT338H5 or CCT321H5 or ECO358H5 or ECO358H1 or RSM332H1 or MGFB10H3

Estimated TA Support: 0.75 hours (minimum) estimated per enrolled student

Estimated Course Enrolment: 70 students per section

Class schedule: LEC0104 - Tuesday 3:00-5:00PM

Please check the up-to-date schedule on [Timetable Builder \(utoronto.ca\)](https://utoronto.ca/timetables)

Sessional Dates of Appointment: September 1, 2024 – December 31, 2024

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Course Number and Title: MGT231H5 LEC0104 - Business Finance I

Description: (Formerly MGT338H5) This course analyzes the financial investment decision-making process of individuals and firms. It provides an introduction to present-value techniques, capital budgeting decision-rules, the problem of investment under uncertainty, and portfolio theory. [24L, 12T]

Pre-requisites: None

Co-requisites: None

Exclusions: MGT338H5 or CCT321H5 or ECO358H5 or ECO358H1 or RSM332H1 or MGFB10H3

Estimated TA Support: 0.75 hours (minimum) estimated per enrolled student

Estimated Course Enrolment: 70 students per section

Class schedule: LEC0104 - Tuesday 5:00-7:00PM

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Course Number and Title: MGT231H5 LEC0105- Business Finance I

Description: (Formerly MGT338H5) This course analyzes the financial investment decision-making process of individuals and firms. It provides an introduction to present-value techniques, capital budgeting decision-rules, the problem of investment under uncertainty, and portfolio theory. [24L, 12T]

Pre-requisites: None

Co-requisites: None

Exclusions: MGT338H5 or CCT321H5 or ECO358H5 or ECO358H1 or RSM332H1 or MGFB10H3

Estimated TA Support: 0.75 hours (minimum) estimated per enrolled student

Estimated Course Enrolment: 70 students per section

Class schedule: LEC0105 - Tuesday 7:00-9:00PM

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Course Number and Title: MGT252H5 LEC0102 - Principles of Marketing

Description: An introduction to the basic concepts of market definition, consumer behaviour, and the principal marketing functions: product line development, pricing, distribution, promotion, salesforce management, advertising, research, and planning.

Pre-requisites: None

Co-requisites: None

Exclusions: MGM252H5 or CCT221H5 or RSM250H1 or MGIA01H3

Estimated TA Support: 0.75 hours (minimum) estimated per enrolled student

Estimated Course Enrolment: 70 students per section

Class schedule: LEC0102 - Thursday 5:00-7:00PM

Please check the up-to-date schedule on [Timetable Builder \(utoronto.ca\)](https://utoronto.ca/timetables)

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Course Number and Title: MGT262H5 LEC0101 - Psychology at Work

Description: Theoretical ideas and practical applications concerning individual and group behaviour in organizations. We explore relevant problems confronting management: motivation, influence, communication, supervision, decision-making, and work force diversity. [24L]

Pre-requisites: None

Co-requisites: None

Exclusions: CCT324H5 or ERI260H5 or IRE260H1 or MGM300H5 or MGIB02H3 or PSY332H1 or RSM260H1 or WDW260H1

Estimated TA Support: 0.75 hours (minimum) estimated per enrolled student

Estimated Course Enrolment: 65 students per section

Class schedule: LEC0101 - Wednesday 11:00AM-1:00PM

Please check the up-to-date schedule on [Timetable Builder \(utoronto.ca\)](https://utoronto.ca/timetables)

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Minimum TA Support: 0.75 hours (minimum) estimated per enrolled student.

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Course Number and Title: MGT330H5 LEC0102 - Investments

Description: Security analysis and portfolio management. Emphasis is placed on an analysis of bonds and common stocks.

Pre-requisites: MGT231H5 and MGT232H5

Co-requisites: None

Exclusions: RSM330H1 or MGFD10H3

Estimated TA Support: 0.75 hours (minimum) estimated per enrolled student

Estimated Course Enrolment: 60 students per section

Class schedule: LEC0102 - Monday 5:00-7:00PM

Please check the up-to-date schedule on [Timetable Builder \(utoronto.ca\)](https://utoronto.ca/timetable-builder)

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Course Number and Title: MGT353H5 LEC0101 - Introduction to Marketing Management

Description: An applications-oriented course intended to develop the analytic skills required of marketing managers. The course is designed to improve skills in analyzing marketing situations, identifying market opportunities, developing marketing strategies, making concise recommendations, and defending these recommendations. [24L]

Pre-requisites: MGT252H5 or MGM252H5

Co-requisites: None

Exclusions: RSM251H1

Estimated TA Support: 0.75 hours (minimum) estimated per enrolled student

Estimated Course Enrolment: 65 students per section

Class schedule: LEC0101 - Thursday 5:00-7:00PM

Please check the up-to-date schedule on [Timetable Builder \(utoronto.ca\)](https://utoronto.ca/timetable-builder)

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Minimum TA Support: 0.75 hours (minimum) estimated per enrolled student.

Application Procedure: Only formal applications will be entertained. A SEPARATE application package is required for each course applied to. The application package for EACH course must include a **single file in PDF format**, containing the following in order:

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Course Number and Title: MGT355H5 LEC0101 - Pricing

Description: Approaches pricing decision as an intersection of economics and psychology. Using product categories as diverse as financial services, healthcare, industrial products and consumer packaged goods, students study dynamic pricing, value pricing, price customization, price bundling and multi-part tariffs, menu costs and price stickiness, sales promotions, and pricing in two-sided markets.

Pre-requisites: MGT252H5

Co-requisites: None

Exclusions: CCT327H5 or RSM455H1

Estimated TA Support: 0.75 hours (minimum) estimated per enrolled student

Estimated Course Enrolment: 65 students per section

Class schedule: LEC0101 - Wednesday 11:00AM-1:00PM

Please check the up-to-date schedule on [Timetable Builder \(utoronto.ca\)](https://utoronto.ca/timetable-builder)

Sessional Dates of Appointment: September 1, 2024 – December 31, 2024

Salary: Sessional Lecturer I, effective Sep. 1, 2023, the minimum stipend rate inclusive of vacation pay shall be \$9,457.89 (0.5 FCE).

Please note that should rates stipulated in the collective agreement vary from rates stated in this posting, the rates stated in the collective agreement shall prevail.

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Minimum TA Support: 0.75 hours (minimum) estimated per enrolled student.

Application Procedure: Only formal applications will be entertained. A SEPARATE application package is required for each course applied to. The application package for EACH course must include a single file in PDF format, containing the following in order:

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Course Number and Title: MGT428H5 LEC0101 - Management Control

Description: Management control includes all the processes and systems, many accounting-based, by which key managers allegedly ensure that resources are acquired and used effectively and efficiently in the accomplishment of an organization's goals. The case method is used to provide an understanding of the issues and environment of management control. [24L]

Pre-requisites: MGT323H5

Co-requisites: None

Exclusions: MGAD40H3 or RSM422H1

Estimated TA Support: 0.75 hours (minimum) estimated per enrolled student

Estimated Course Enrolment: 45 students per section

Class schedule: LEC0101 - Monday 7:00-9:00PM

Please check the up-to-date schedule on [Timetable Builder \(utoronto.ca\)](https://utoronto.ca/timetable-builder)

Sessional Dates of Appointment: September 1, 2024 – December 31, 2024

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Minimum TA Support: 0.75 hours (minimum) estimated per enrolled student.

Application Procedure: Only formal applications will be entertained. A SEPARATE application package is required for each course applied to. The application package for EACH course must include a single file in PDF format, containing the following in order:

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Course Number and Title: MGT452H5 LEC0101 - Marketing and Behavioural Economics

Description: The emphasis in this course is on marketing decision making in a dynamic environment using behavioural economics and insights. The course focuses on the major decisions facing individuals in many different contexts in marketing, as well as economics, finance, and other areas of management. In turn, these insights help us to understand how managers can make more behaviourally informed decisions and create behaviourally informed organizations.

Pre-requisites: MGT252H5 and 1.0 credit in MGT or MGM credit at the 300 or 400 level.

Co-requisites: None

Exclusions: None

Estimated TA Support: 0.75 hours (minimum) estimated per enrolled student

Estimated Course Enrolment: 55 students per section

Class schedule: LEC0101 - Friday 11:00-1:00PM

Please check the up-to-date schedule on [Timetable Builder \(utoronto.ca\)](https://utoronto.ca/timetable-builder)

Sessional Dates of Appointment: September 1, 2024 – December 31, 2024

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Minimum TA Support: 0.75 hours (minimum) estimated per enrolled student.

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Course Number and Title: MGT455H5 PRA0101 - Marketing Consulting: Models for Analysis

Description: This course reviews the science side of marketing by studying multiple models used by companies and consulting firms in the different steps of the marketing process. The marketing consulting approach provides a deeper understanding of the process that supports marketing management decisions. This is of benefit not only for students following a marketing consulting path, but also for students joining marketing departments of Canadian firms. To enhance the learning experience the course will be strongly based on software applications that offer hands on exposure to real life corporate applications.

Pre-requisites: (MGT252H5 or MGM252H5) and (MGT218H5 or ECO220Y5 or STA221H5 or STA218H5)

Co-requisites: None

Exclusions: MGMD01H3

Estimated TA Support: 0.75 hours (minimum) estimated per enrolled student

Estimated Course Enrolment: 48 students per section

Class schedule: PRA0101 - Tuesday 5:00-7:00PM

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