

## St. Lawrence College – Online Credit Reference List for BUSINESS Courses

CSMO 23	ACCPAC Advantage Series-Corporate Edition - Accounts Payable
CSMO 22	ACCPAC Advantage Series-Corporate Edition-Accounts Receivable
CSMO 19	ACCPAC Advantage Series-Corporate Edition-General Ledger
CSMO 120	ACCPAC Order Entry Level 1
CSMO 121	ACCPAC Order Entry Level 2
CSMO 122	ACCPAC Payroll
CSMO 95	Acquisitions
CSMO 106	Active Records Management
CSHU 47	Administrative Tribunals
CSLO 34	Adobe Indesign Basics
CSLO 186	Advanced Design Principles
CSLO 157	Advanced Medical Transcription
CSDU 73	Advertising and Sales Promotion
CSAL 88	Applied Marketing Research
CSMO 112	Archives
CSDU 41	Auditing I
CSDU 77	Auditing II
CSCL 12	Automotive Damage Appraisal
	<b>... Click here to REGISTER For Course Names Starting with "A"</b>
CSFA 2	Basic and Algebraic Mathematics
CSLO 118	Beginning Medical Transcription
CSNC 53	Benefits Administration
CSAL 77	Building and Maintaining Customer Relationships
CSDU 101	Business Communication 2
CSDU 62	Business Finance 2
CSMO 160	Business Fundamentals of Industrial Distribution
CSAL 14	Business Law I
CSFA 39	Business Math
CSMO 110	Business Plan and Presentations for Small Business
CSDU 47	Business Report Writing
CSFA 38	Business Statistics
CSAL 61	Business Writing Strategies
	<b>... Click here to REGISTER For Course Names Starting with "B"</b>
CSNC 59	Canadian Literature
CSMO 108	Cataloguing Electronic and Internet Resources
CSHU 48	Change Management
CSMO 105	Children's Services and Issues
CSMO 123	Classifying with LCC
CSMO 104	Client Services
CSGG 19	Coaching and Developing People
CSMO 93	Collection Maintenance and Inventory Control
CSAL 7	Communications I (formerly English 1)
CSAL 8	Communications II (formerly English 2)
CSCF 1	Communications-OMDP
CSAL 18	Compensation Management
CSCL 16	Comprehensive Practices in Risk & Retirement Planning
CSDU 85	Computer Applications in Human Resources
CSDU 86	Computer Applications in Marketing
CSCG 15	Computer Applications in Quality Assurance
CSDU 165	Computer Keyboarding Skills II
CSMO 71	Computer Skills for Business 1
CSMO 113	Computer Skills for Business 2
CSCL 15	Contemporary Practices in Financial Planning
CSSH 9	Continuous Improvement Process - MLCP
CSLO 166	Corporate Practice and Procedure
CSCM 32	Corporate Speechwriting
CSDU 102	Cost Management
CSAL 115	Creating a Corporate Service Culture
CSDU 103	Criminal Law-Legal Admin
CSCN 12	Critical and Creative Thinking-OMDP
CSAL 62	Critical Thinking

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CSDU 166	Customer Service & Ethics
<b>... Click here to REGISTER For Course Names Starting with "C"</b>	
CSMO 90	Database Design for Information Workers
CSDU 151	Database Development using Oracle
CSCG 4	Dealing with Difficult People
CSMO 94	Descriptive and Access Cataloguing I
CSMO 81	Descriptive and Access Cataloguing II
CSLO 43	Design Basics
CSMO 58	Designing/Implementing/Managing a GIS
CSAL 160	Developing Client Service Teams
CSMO 55	Developing Effective Teams
CSAL 116	Developing Leadership Capacity
CSCL 8	Dispute Resolution
CSMO 107	Document Management Technology
CSAL 163	Donor Relationships in Fundraising
CSDU 163	Dynamics of Conflict
<b>... Click here to REGISTER For Course Names Starting with "D"</b>	
CSAL 138	E-Business & Supply Chain Management
CSDU 176	Effective Supervision/Labour Relations
CSMO 92	Electronic Publishing
CSDU 122	Emergency Management - EMR
CSLA 3	Employment Law
CSLO 183	Ensuring Successful Printing Results
CSCL 19	Enterprise Resource Planning (ERPs) and Business Solutions
CSDU 177	Entertainment Communications I
CSSA 42	Entrepreneurialism in Health Care
CSDU 3	Entrepreneurship
CSAL 142	Environmental Citizenship
CSCL 25	Environmental Services
CSLO 113	Essentials in Health Records Management
CSDU 178	Essentials of Writing Fiction
CSFA 20	Ethical Issues in Business
CSAL 86	Event Management Strategies
CSAL 129	Event Planning and Protocol
<b>... Click here to REGISTER For Course Names Starting with "E"</b>	
CSLO 148	Family Law Practice and Procedure
CSFA 35	Finance and Accounting Math
CSAL 73	Financial Accounting 1
CSAL 74	Financial Accounting 2
CSMO 116	Financial Environment
CSAL 43	Financial Management I
CSCL 37	Financial Management (Retirement Communities/Long Term Care)
CSCL 13	Financial Planning Fundamentals
CSLO 182	Financial Systems for Operations Management
CSCL 27	Food Nutrition & Hospitality Management for LTCM/RCM
CSCG 20	Fundamentals of Quality Assurance
CSAL 152	Fundraising as Management Process
<b>... Click here to REGISTER For Course Names Starting with "F"</b>	
CSMO 161	Genre Fiction and Readers' Advisory Service
CSMO 26	Global Entrepreneurship NEW
CSLO 123	Global Logistics
CSAL 162	Globalization and Sustainability
CSMO 56	Government Information
CSNC 9	Grammar for Writing Professionals
<b>... Click here to REGISTER For Course Names Starting with "G"</b>	

## St. Lawrence College – Online Credit Reference List for BUSINESS Courses

CSMO 130	Health Libraries and Resources
CSCL 28	Healthy Adult Aging
CSFA 42	History of Small Towns
CSSA 31	Hospitality Facility Management
CSAL 103	Hospitality Marketing I
CSLO 147	How to Start a Small Business – OMDP
CSDU 162	Human Relations
CSSA 32	Human Relations (OMDP)
CSMO 129	Human Relations and Supervision (L & IT)
CSDU 4	Human Resource Management Principles
CSSE10	Human Resource Planning and Development
	<b>... Click here to REGISTER For Course Names Starting with "H"</b>
CSLO 120	ILCO -Corporate
CSLO 82	ILCO - Estates
CSLO 146	ILCO - Litigation
CSLO 145	ILCO - Real Estate
CSHU 44	Immigration & Refugee Law NEW
CSMO 103	Indexing and Abstracting
CSAL 17	Industrial Relations
CSMO 60	Information Work 1
CSMO 96	Information Work 2
CSMO 97	Information Work 3
CSDU 180	Integrated Marketing Communication II
CSAL 3	Intermediate Accounting 1
CSAL 4	Intermediate Accounting 2
CSAL 45	Intermediate Accounting 3
CSDU 181	International Business
CSAL 89	International Human Resource Management
CSMO 27	International Market Entry and Distribution
CSMO 167	International Marketing
CSMO 163	International Trade Management
CSSE 6	Introduction to Business Management & Organizational Behaviour
CSFA 49	Introduction to Downtown Revitalization
CSAL 46	Introduction to E-Business
CSSE 5	Introduction to Financial Management Accounting
CSCL 11	Introduction to Forensic Accounting
CSAL 151	Introduction to Fundraising
CSLO 77	Introduction to Intercultural Communication
CSAL 47	Introduction to Law in Society
CSLO 39	Introduction to Legal Office Practice & Procedures
CSMO 98	Introduction to Libraries and the Information Industry
CSAL 36	Introduction to Project Management
CSMO 30	Introduction to Small Business and Entrepreneurship
CSDU 89	Inventory I
CSMO 114	Investment Planning
	<b>... Click here to REGISTER For Course Names Starting with "I"</b>
CSLA 7	Keyboarding for Computers
CSLA 11	Keyboarding for Speed and Accuracy
	<b>... Click here to REGISTER For Course Names Starting with "K"</b>
CSDU 8	Labour Economics
CSHU 45	Labour Relations
CSMO 131	Law Libraries and Legal Research
CSAL 132	Law of the Workplace
CSLO 136	Law Office Accounting
CSAL 124	Leadership and Communication
CSMO 172	Leadership and Effective Communication in Industrial Distribution
CSAL 120	Leadership in a Team Environment
CSDU 186	Lean Systems <b>NEW</b>
CSMO 164	Legal Aspects-International Trade

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CSHU 49	Legal Research
CSLO 40	Legal Terminology
CSMO 109	Library Financial Management and Budgeting
CSMO 117	Life and Death Issues in Financial Planning
CSDU 183	Linux+ Certification
CSLO 25	Litigation Practice & Procedure 1
CSLO 176	Litigation Practice and Procedure 2
CSCN 11	Logistic Systems 1
CSCN 13	Logistic Systems 2
<b>... Click here to REGISTER For Course Names Starting with "L"</b>	
CSAL 40	Macroeconomics
CSHU 5	Management for Results-OMDP
CSCN 14	Management Information Systems for Logistics
CSAL 125	Management Labour Concerns in Occupational Health and Safety
CSAL 113	Management of Organizational, Strategic and Marketing Plans
CSAL 15	Management Principles
CSDU 1	Management/Leadership Skills
CSAL 75	Managerial Accounting 1
CSAL 76	Managerial Accounting 2
CSDU 187	Managerial Cost Accounting 2 <b>NEW</b>
CSAL 93	Marketing 1
CSAL 121	Marketing 2
CSSE 64	Marketing Basics II - B to C
CSDU 184	Marketing Channels
CSAL 109	Marketing Communication Management I
CSDU 170	Marketing Law & Ethics
CSSH 1	Marketing on the World Wide Web
CSMO 165	Marketing, Sales, Customer Relationship Management in Industrial Distribution
CSAL 87	Material and Operations Management
CSLA 4	Medical Conditions for Medical Office Professionals
CSLA 10	Medical Keyboarding
CSLA 9	Medical Office Procedures
CSLO 126	Medical OHIP Billing
CSLO 29	Medical Terminology
CSLO 165	Medical Transcription Fundamentals
CSLO 98	Medical Transcription Styles & Practices
CSAL 164	Methods of Fundraising
CSAL 6	Microeconomics
CSMO 111	Multimedia
<b>... Click here to REGISTER For Course Names Starting with "M"</b>	
CSSA 26	Natural Resources Entrepreneurship
CSMO 166	Negotiations in Industrial Distribution
CSSF 11	Not for Profit Leadership I: Operational Frameworks
CSSF 12	Not for Profit Leadership II: Contemporary Issues and Practices
<b>... Click here to REGISTER For Course Names Starting with "N"</b>	
CSAL 11	Occupational Health & Safety
CSDU 9	Office Technology and Procedures
CSCL 23	Operational Overview
CSDU 74	Operations Management 2
CSLO 68	Operations Planning Process
CSFA 36	Organizational Business Communications
CSDU 128	Organizational Change and Development
CSDU 90	Organizational Studies
<b>... Click here to REGISTER For Course Names Starting with "O"</b>	
CSDU 59	Payroll Administration
CSDU 136	Payroll Compliance Legislation
CSDU 137	Payroll Fundamentals 1

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CSDU 149	Payroll Fundamentals 2
CSDU 185	Payroll Management Practices
CSDU 171	Payroll Management Processes
CSMO 91	Personal Computer Support for Library Technicians
CSCN 7	Personal Success-OMDP
CSSE 4	Personnel Research Techniques and HRIS
CSAL 107	Planning and Operations-CMM
CSAL 112	Practical Project-CMM
CSAL 110	Principles of Convention and Meeting Planning
CSCG 6	Principles of Quality Assurance
CSDU 75	Principles of Sales
CSDU 56	Print Media Introduction
CSHU 43	Professional Conduct, Authorized Practice & Ethics
CSCN15	Project Leadership for Logistics
CSAL 71	Project Management & Scheduling Software
CSDU 92	Purchasing I
CSDU 189	Purchasing II <b>NEW</b>
	<b>... Click here to REGISTER For Course Names Starting with "P"</b>
CSAL 21	Quantitative Methods 1
CSAL 22	Quantitative Methods 2
CSDU 116	QuickBooks Advanced
CSDU 58	QuickBooks Introduction
	<b>... Click here to REGISTER For Course Names Starting with "Q"</b>
CSLO 103	Racism & Discrimination
CSLO 110	Real Estate Practice and Procedure 1
CSLO 137	Real Estate Practice and Procedure 2
CSMO 126	Records and Information Management Fundamentals
CSSE 18	Recruitment and Selection
CSDU 147	Research Skills
CSDU 123	Retail Management 1
CSMO 10	Researching and Reporting
CSMO 115	Retirement Issues and Case Studies
	<b>... Click here to REGISTER For Course Names Starting with "R"</b>
CSCL 24	Sales and Marketing
CSMO 102	School Libraries
CSDU 120	Security+ Certification
CSAL 91	Selling for Success
CSMO 101	Serials
CSGG 17	Simply Accounting
CSSE 42	Small Business Bookkeeping
CSMO 25	Small Business Financial Management
CSDU 172	Small Business Management
CSMO 72	Small Business Marketing
CSMO 75	Small Business Operations and Legal Issues
CSLO 135	Small Claims Practice and Procedure
CSDU 94	Software Application Integration
CSMO 125	Special Libraries
CSCG 33	Statistical Methods of Quality Assurance
CSMO 16	Statistics
CSLO 128	Strategic Leadership for Supply Chain Management
CSAL 165	Strategic Management of Campaigns
CSAL 159	Strategies for Fostering Client Loyalty
CSSH 10	Strategies For Online Recruitment
CSMO 83	Subject Analysis and Classification
CSNC 23	Supervisory Skills for Business & Industry
	<b>... Click here to REGISTER For Course Names Starting with "S"</b>
CSAL 5	Taxation 1

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CSDU 60	Taxation 2
CSAL 50	Technical Communications
CSCG 47	The Business of Tomorrow
CSCG 34	Total Quality Management
CSAL 136	Trade Show Management for Conventions
CSDU 5	Training and Development
<b>... Click here to REGISTER For Course Names Starting with "T"</b>	
CSAL 80	Understanding Literature
CSLO 83	Understanding Medical Tests for Medical Office Staff
CSLO 178	Understanding Surgical Procedures for Medical Office Staff
<b>... Click here to REGISTER For Course Names Starting with "U"</b>	
CSLO 194	Veterinary Anaesthesia <b>NEW</b>
CSLO 185	Veterinary Lab Procedures
CSLO 80	Veterinary Office Skills & Procedures
CSLO 192	Veterinary Surgical Procedures
CSLO 94	Veterinary Terminology
CSFA 11	Volunteer Management
<b>... Click here to REGISTER For Course Names Starting with "V"</b>	
CSCL 18	Wealth Management and Estate Planning
CSLO 149	Wills & Estates Practice and Procedure
CSLO 100	Working and Communicating in a Medical Setting
CSAL 81	Writing a Business Manual
CSAL 84	Writing a Business Plan
CSAL 85	Writing a Marketing Plan
CSAL 52	Writing a Proposal
CSNC 22	Writing for Publication I
CSNC 36	Writing for Publication II
CSAL 83	Writing for Sales Material
CSAL 78	Writing Grammatically
<b>... Click here to REGISTER For Course Names Starting with "W"</b>	
CSMO 124	Youth Services and Issues
<b>... Click here to REGISTER For Course Names Starting with "Y"</b>	