UNIVERSITY OF TORONTO MISSISSAUGA
INSTITUTE FOR MANAGEMENT & INNOVATION
SESSIONAL LECTURERS – Winter 2018

These positions are posted in accordance with the
CUPE 3902, Unit 3 Collective Agreement

The Institute for Management & Innovation has the following Sessional Lecturer positions available for the Winter 2018 (S) term and invites applications from suitably qualified candidates. No late applications can be considered.

All posted jobs are subject to the parameters as listed below: [http://agreements.hrlandequity.utoronto.ca/]

**Posting Date:** October 11th, 2017  
**Closing Date:** November 2nd, 2017 by 4:00PM

**Dates of Appointment:** Appointment periods for Winter (S) courses run January 1, 2018 through April 30, 2018.

**Salary (per 0.5 FCE):** Effective January 1, 2017, the minimum stipend rate inclusive of vacation pay for a Sessional Lecturer I (SLI) shall be: $7359.07.

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

**Position Duties:** The duties of Sessional Lecturers shall include the normal duties associated with the design and teaching of university degree credit courses or sections of courses. These include the preparation and delivery of course content, including lectures and/or seminars; creation of course ware; the development and administration of assignments, tests and examinations; the marking and grading of student work and the submission of grades to appropriate University officials in accordance with policy; the maintenance of reasonable hours of student contact outside of scheduled contact hours; and the supervision of the day-to-day work of any Sessional Instructional Assistants or Teaching Assistants assigned to the course.

**Minimum Qualifications:** Sessional Lecturers are expected to be superior classroom teachers, with suitable academic and/or professional qualifications and with a mastery of the subject area. Successful applicants will typically have previous experience teaching the course in question, or very similar courses, and will have clearly demonstrated teaching excellence. Applicants for positions shall be selected in furtherance of these goals.

Teaching excellence is a crucial component of the academic mission of the University. Applicants for positions shall be selected in furtherance of that goal.

**ONLY FORMAL APPLICATIONS, IN WRITING, WILL BE ENTERTAINED. A SEPARATE completed application form is required for each course applied. EACH course applied for must include:** a current Curriculum Vitae (including valid e-mail address) and a completed Institute for Management & Innovation application form. Application forms are available by the CUPE 3902 bulletin board KN L1234 or online at: [http://utm.utoronto.ca/imi/sites/files/imi/public/shared/pdfs/CUPE3902ApplicationForm%20-%20IMI.pdf](http://utm.utoronto.ca/imi/sites/files/imi/public/shared/pdfs/CUPE3902ApplicationForm%20-%20IMI.pdf)

Please forward completed applications to: [imi.jobs@utoronto.ca](mailto:imi.jobs@utoronto.ca) with pdf labelled in the following format (LastName, First Name_Course Code)

*Only offers of employment through the normal contracting process that originate from the administrative offices of the Institute for Management and Innovation are valid, all other offers made are void.*

Preference in hiring is given to qualified individuals advanced to the rank of Sessional Lecturer II or Sessional Lecturer III in accordance with Article 14:12.

A valid e-mail address is required, and application may be submitted electronically to the e-mail address above. By submitting an application and CV for this position, you will receive email notification of vacancies for Sessional Lecturers within the Institute for Management and Innovation UTM for the next twenty-fourth (24) months.
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<tr>
<th>Course Code and Title</th>
<th>Lecture Section, Day, Time, &amp; Enrolment (est.)</th>
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| IMI201H5S – Fundamentals of Marketing | Section(s):
LEC 0101 Monday 19:00 – 21:00
Enrolment per section: 50 (est.) |

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

*Please note that this course is restricted to students enrolled in the Minor in Business, Science & Entrepreneurship.*

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| IMI202H5S – Principles of Human Resource Management | Section(s):
LEC 0101 Wednesday 19:00 – 21:00
Enrolment per section: 50 (est.) |

Human Resource Management involves everything related to the employer-employee relationship and is about supporting and managing the organization’s people and associated processes.

*Please note that this course is restricted to students enrolled in the Minor in Business, Science & Entrepreneurship.*

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| IMI400H5S – Innovation and Entrepreneurship | Section(s):
LEC 0101 Monday 15:00 – 17:00
TUT 0101 Monday 17:00 – 18:00
Enrolment per section: 40 (est.) |

Students in this course will analyze business cases, read academic studies, and interact with guest lecturers to gain familiarity with the major challenges that entrepreneurs encounter in successfully bringing innovations to market. Topics to be addressed include market and industry analysis, managing value chains, competing and positioning in the marketplace, negotiating for and obtaining financial resources, defining a business model, writing a business plan, and growth and exit strategies. In addition to more “traditional” lectures, there will be a number of guest lectures, especially in the second half of the course, provided from practitioners in different areas of interest, including current entrepreneurs, technologists, early-stage investors, and IP lawyers.

The course is open to 2nd-, 3rd- and 4th-year students in all programs and does not require any prerequisites.

Exclusion: MGT494H5

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