

AUTOMOTIVE BUSINESS

Program Outline

Major:	AUBU
Length:	2 Years
Delivery:	4 Semesters, plus 2 work terms
Credential:	Ontario College Diploma, Co-op
Effective:	2012-2013
Location:	Barrie
Start:	Fall (Barrie), Winter (Barrie)

Description

The Automotive Business program prepares individuals for professional and essential support positions in the automotive industry sectors such as dealerships and the aftermarket industry. Students are also provided with opportunities to explore possibilities of entrepreneurship within the automotive industry. The program includes introductory business courses and specific automotive courses that explore various facets of the automotive industry. The co-operative work experience is a vital component of the program allowing students to confirm their career choice and to develop a network to establish their career path. Graduates of the program will have the skills, knowledge, and experience to assume a position in a broad range of organizations within the automotive industry.

Career Opportunities

Conducting business in the automotive industry has become more sophisticated which increases demand for multi-skilled personnel. Employment opportunities abound in Dealership Operations including Parts, Sales, Service, Leasing & Financing, as well as in the fast developing Automotive Aftermarket sector. Positions in Dealerships, Aftermarket Businesses, Wholesale, Retail, Finance, and in other automotive related industries are being advertised in Canada's major newspapers, in automotive magazines, and on manufacturer's websites.

Program Learning Outcomes

The graduate has reliably demonstrated the ability to:

- describe the historical, current, and future trends in automotive manufacturing and retailing;
- explain the function and operation of automotive components and related systems;
- interpret the Canadian regulatory legislation, legal, and ethical practices within the automotive industry;
- seek out entrepreneurial business opportunities by responding and adapting to ongoing industry changes;
- develop customer-service strategies to meet the needs of internal and external customers;
- select marketing strategies and determine their effect on the operation of an organization;
- apply accounting and financial knowledge to the operation of an organization;
- support the management of an automotive organization through the implementation of appropriate computer skills and information technology knowledge;
- analyze the effects of business decisions on the various departments in large and small organizations;
- develop and implement solutions to effectively address business problems and opportunities;
- propose strategies for personal and professional development to manage job stress, enhance work performance, and maximize career opportunities;
- analyze the impact of economic, social, political, and cultural changes on a business;
- employ environmentally sustainable practices with business careers.

Practical Experience:

Co-operative Education is a mandatory component of all Co-op programs at Georgian College; it has been designed as a process by which students integrate their academic education with paid work experience related to their program of study. This integration affects much more than simply earning a salary, including the adjustment to the work environment and the development of professionalism. It also reinforces skills and theory learned during academic semesters, develops professional contacts, job knowledge and career path, improves human relations and communication skills and promotes personal maturity and financial independence.

Students are requested to register, attend and participate in their scheduled co-operative education classes. These classes are scheduled for all first year students and are expected to be completed in order to proceed successfully to their first co-op work experience. To ensure students are eligible to proceed onto any co-op work experience students should refer to Promotional Status and Eligibility for Co-op as outlined in the College Calendar. Co-op policies and procedures can be located on our website:

www.georgianc.on.ca/careers/for-students/

Georgian College follows the Co-operative Education guidelines set out by the Canadian Association for Co-operative Education (CAFCE) and Education at Work Ontario (EWO) by supporting the learning outcomes designed for the program specific graduate profile and curriculum as set out by the Ministry of Training, Colleges and Universities.

The Program Progression:

Fall Intake - Barrie

Sem 1	Sem 2	Work Term 1	Sem 3	Work Term 2	Sem 4
Fall 2012	Winter 2013	Summer 2013	Fall 2013	Winter 2014	Summer 2014

Winter Intake - Barrie

Sem 1	Sem 2	Sem 3	Work Term 1	Sem 4	Work Term 2
Winter 2013	Summer 2013	Fall 2013	Winter 2014	Summer 2014	Fall 2014

Admission Requirements:

Applicants must meet ONE of the following requirements to be eligible for admission to this program:

- OSS Curriculum: OSSD or equivalent with Grade 12 English (C) or (U) (ENG4C, ENG4U); plus any Grade 11* or 12 College level Mathematics (MBF3C, MAP4C or MCT4C) or 11* or 12 University level Mathematics (MCF3M, MCV4U, MHF4U, MCB4U, MGA4U or MDM4U). (*Minimum of 60% in Grade 11 College or University level Mathematics MBF3C or MCF3M)
- Academic and Career Entrance Certificate (ACE) program with Communications; Business, Apprenticeship or Technical Mathematics
- Ontario High School Equivalency Certificate (GED)
- Mature applicant with standing in the required courses and/or mature student testing that meets the minimum standards for admission

Applicants who are 19 years of age or over by the first day of classes, and who lack the academic entrance qualifications, may be considered for entrance to an appropriate post-secondary diploma or certificate program as mature applicants. Each applicant will be considered on an individual basis and acceptance will be determined by counselling, Communication Placement Assessment (CPA), previous post-secondary education and evaluation of experience. Some programs also have specific prerequisite requirements that must be met prior to admission. Mature applicants must meet all program specific prerequisites. Those applying as mature students and having no documentation of

Grade 12 education must supply, if required, proof of age, such as a copy of an official birth certificate or driver's licence. Refer to Section 2.5 and 2.6 of the Academic Calendar for further details.

Graduation Requirements:

- 17 Mandatory Courses
- 2 Communications Courses
- 2 Optional Courses
- 3 General Education Courses
- 2 Co-op Work Terms

Graduation Eligibility:

To graduate from this program, the passing weighted average for promotion through each semester, from year to year and to graduate is 60%. Additionally, a student must attain a minimum of 50% or a letter grade of P (Pass) or S (Satisfactory) in each course in each semester.

Mandatory Courses

- ACCT1000 Financial Accounting Principles 1
- AUTO1000 Concepts of the Automotive Industry
- AUTO1001 Introduction to Automotive Technology
- AUTO1009 Introduction to Fixed Operations
- AUTO2000 DMS: Parts and Service
- AUTO2001 Automotive Networks
- AUTO2002 Introduction to Canadian Automotive Aftermarket
- AUTO2008 Dealership Sales Operations
- BUSI1011 Professional Business Practices
- COMP1003 Microcomputer Applications
- ECON1000 Microeconomics
- ECON2000 Macroeconomics
- FNCE2008 Dealership Financial Statements
- LAWS1009 Automotive Law and Ethics
- MATH1002 Mathematics of Finance
- MKTG1000 Introduction to Marketing
- MKTG2029 Sales and Customer Relationship Management

Communications Courses

To be selected at time of registration from the College list, as determined by testing.

Optional Courses

ADVE1001 Advertising Design
ADVE1004 Advertising
AUTO2005 DMS Showroom Applications
AUTO2009 Aftermarket Operations
BUSI1001 Introduction to Organizational Behaviour
BUSI1012 Introduction to Entrepreneurship
BUSI1013 Entrepreneurship Opportunity Analysis
BUSI2000 Entrepreneurship and Small Business
BUSI2013 Event Planning
BUSI2014 Business Planning
COMM1020 Technical Communication
ECON3000 Economic Issues
ENVR2016 Transportation Ecology and Energy Systems
FNCE2000 Business Finance
HURM1000 Human Resources Management Foundations
MGMT1000 Retail Management
MGMT2000 Production and Operations Management
MGMT2001 Principles of Management
MGMT2002 Project Management
MGMT2012 Introduction to Project Management
MGMT2021 Managing the Family Owned/Operated Business
MGMT3001 Managerial Decision Making
MKTG1001 Planning the Marketing Strategy
MKTG2002 Global Marketing
MKTG2004 Introduction to Logistics
STAT2000 Statistics 1

General Education Courses

To be selected from College list

Co-op Work Terms

COOP1001 Automotive Marketing Work Term 1
COOP2005 Automotive Marketing Work Term 2

Course Descriptions:

ACCT1000 Financial Accounting Principles 1 42.0 Hours

This introductory course in financial accounting covers the accounting cycle including preparation of financial statements for service and trading companies operating as

single proprietorships. Also included are topics related to accounting for merchandising operations, accounting information systems, cash.

ADVE1001 Advertising Design 42.0 Hours

This course covers the planning and execution of black and white advertising and the principles of visual design as applied to layout and typography. It also covers the mechanics of print production and accompanying technical terms. The course will provide students with the knowledge to design the elements of what makes an ad successful. Students can apply this information in their careers by enabling them to identify and communicate requirements for their ads.

ADVE1004 Advertising 42.0 Hours

Advertising, as a subset of the promotion variable in the marketing mix, provides the foundation for this course. The primary focus is on theory and applications in advertising. Sales promotion, a close "cousin", will be discussed. Included is advertising, history, regulations, planning, media selection, and creative approaches to influence customer behaviour.

AUTO1000 Concepts of the Automotive Industry 42.0 Hours

This course covers the history of automobile production, tracing its evolution from its beginning to today's technologically advanced automotive manufacturing processes. This course also examines a variety of marketing decisions taken by Automobile Manufacturers to maintain and increase their market share. Current trends and issues facing the automotive retail sector and Automobile Dealers are also discussed as well as those that relate to the future of the automobile.

AUTO1001 Introduction to Automotive Technology 42.0 Hours

This course provides students with basic technical knowledge of the automobile. The student will become familiar with automotive terminology as well as the recent developments in automobile technology.

AUTO1009 Introduction to Fixed Operations 42.0 Hours

This course provides the student with an introduction to the Service, Parts, and Body Shop operations of a typical automobile dealership. The course explores the best practices for optimizing the return on investment in the dealership and how the after-sales business contributions to overall dealership profitability. Particular emphasis is on the impact of customer satisfaction on customer loyalty and customer-repurchase intentions.

P- ACCT1004 Introduction To Accounting or P- ACCT1000 Financial Accounting Principles 1 or P- ACCF1000 Principes de compt financière or P- ACCT1010 Accounting 1 or P- ACCT1008 Financial Accounting 1 (ODE) or P- ACC2122 Financial Acctg. Principles 1 or P- ACC2113 Intro Accounting 1 or P- BDE2101 Introductory Accounting or P- BDE2123 Financial Acct I

AUTO2000 DMS: Parts and Service 42.0 Hours

The student is introduced to the software applications available to a retail automobile dealership. An introductory overview demonstrates how the different packages combine to form an integrated management information system. Our study begins with an in depth look at Parts and Service Department programs. The applications utilized are Parts Inventory Control, Part Invoicing, Electronic Parts Catalogue, Service Merchandising, Service Scheduling and Service Invoicing.

AUTO2001 Automotive Networks 42.0 Hours

This course examines Networking to a successful automotive industry by developing positive relationships and understanding the importance of relationships in the work environment. Structures and functions of industry, and related government organizations are examined through class discussion, research, speaker series and participation in industry events.

AUTO2002 Introduction to Canadian Automotive Aftermarket 42.0 Hours

This course introduces the participant to the vast size and importance of the automotive aftermarket to the automotive industry of Canada. Furthermore, the course examines the proliferation of products and services offered as well as the job and career opportunities available in this segment of the automotive industry.

AUTO2005 DMS Showroom Applications 42.0 Hours

This course is an overview of the software applications that are available to the sales staff and sales manager to assist them in the efforts of prospecting, selling and following up in a dealership. The emphasis is to demonstrate how these packages contribute to the profitability and efficiency of the new and used vehicle sales departments. The applications utilized are Showroom Control, Lease Management, Vehicle Management Systems, Finance & Insurance and Sales Vision.

AUTO2008 Dealership Sales Operations 42.0 Hours

This course examines in detail all key aspects of managing the new and used vehicle operations of an automotive dealership including leasing, finance, and insurance. The interrelationship between the new and used vehicle sales departments and other departments within the dealership is reviewed. The dealership's relationship with the manufacturer is also examined.

AUTO2009 Aftermarket Operations 42.0 Hours

The automotive aftermarket is in a constant state of flux. Improved vehicle technologies mean increased service intervals and longer lasting products, affecting profit potential. However, these can also bring opportunities in product distribution, warehousing, and customer service. The course will examine automotive marketing and branding strategies and will assess product distribution systems, automotive wholesaling and warehousing, and customer service related to the efficient delivery of aftermarket

products and services. Students will create and design marketing and distribution plans for aftermarket products and services.

P- AUTO2002 Introduction to Canadian Automotive Aftermarket

BUSI1001 Introduction to Organizational Behaviour 42.0 Hours

Organizational Behaviour is an introductory course which teaches social science theory as applied to the business world. It provides rich insights about working people in all kinds of organizations and also suggests how people may be motivated to work together more productively.

BUSI1011 Professional Business Practices 42.0 Hours

You will learn how to prepare and present yourself and your work in a professional manner according to business ethics and protocol(s). In addition you will develop skills to manage office politics, social situations, travel and communications. Finally, you will develop an understanding of appropriate cultural and travel protocols for success in international business situations.

BUSI1012 Introduction to Entrepreneurship 42.0 Hours

This course is designed to help students evaluate the business skills and commitment necessary to successfully operate an entrepreneurial venture and review the challenges and rewards of entrepreneurship. Students will learn about themselves, their decisions, and their goals to determine how entrepreneurship can play a role in their lives. Students will also be introduced to entrepreneurship from an economic perspective and the concepts of environmentally sustainable practices and social entrepreneurship.

BUSI1013 Entrepreneurship Opportunity Analysis 42.0 Hours

Students will analyze each of the major forces of change that create business opportunities for innovative entrepreneurs: technology, economic, ecological, cultural, demographic, competitive, and governmental. Then, in consultation with the instructor, students will conduct in-depth primary and secondary research utilizing a variety of sources to determine the viability of a specific business start-up opportunity that has been created as a result of one or more of these forces.

BUSI2000 Entrepreneurship and Small Business 42.0 Hours

This course deals with establishing and operating a small business. Emphasis is placed on using business techniques, acquired in previous courses, to assist in developing a comprehensive understanding of the skills and abilities needed to succeed.

BUSI2013 Event Planning 42.0 Hours

This course introduces students to the principles, concepts, and steps involved in planning and executing successful events. This course combines a practical and theoretical overview and includes enhanced sections on Catering, Ticketing, Logistics and Operations. Emphasis is placed on planning, budgeting, marketing, organization, risk management, and evaluation.

BUSI2014 Business Planning 42.0 Hours

This course will utilize the research and developmental work completed in earlier entrepreneurship courses in order to produce a comprehensive business plan – one that is ready for presentation to potential investors. The business plan will include detailed financial projections; a marketing plan; a human resources plan; and an operational plan.

While there are no prerequisites for this course, it is **STRONGLY** recommended that students successfully complete the following courses before enrolling in this course:

- ACCT1000 Financial Accounting Principles 1
- BUSI1013 Entrepreneurship Opportunity Analysis
- MKTG1001 Planning the Marketing Strategy

C- BUSI2017 Pitching the Plan and C- FNCE2012 Financing a Small Business

COMM1020 Technical Communication 42.0 Hours

Technical communication skills are required in service, technical, and business environments. Students develop researching, planning, designing, and writing skills to prepare documents. Individually and collaboratively, students learn and apply information structures to produce documents such as descriptions, instructions, and manuals.

P- COMM1016 Communication Essentials or P- COMM1000 new COMM model implemented Fall 2012, no longer offering COMM 1000/1001 or (P- CPT3 CPT Reading Comprehension and P- CPT4 CPT Sentence Structure)

COMP1003 Microcomputer Applications 42.0 Hours

This course will introduce the student to database, spreadsheet, and presentation software. The student will be provided with a working knowledge of the most common business computer application software. This course will provide the student with hands-on learning and independent study.

COOP1001 Automotive Marketing Work Term 1 560.0 Hours

Co-operative Education is a mandatory component of the Automotive Marketing diploma. Students are required to secure a paid 4 month co-op work term from May to August in the automotive industry. Students are also required to attend and participate in the scheduled co-op class in order to receive the necessary resources required to be successful on the first co-op work experience. A debriefing session will be held upon return from this work term. This session is designed to help the students organize and submit all supporting documentation for the first work term credit.

COOP2005 Automotive Marketing Work Term 2 560.0 Hours

Students are required to secure a paid 4 month co-op work term from January to April in the automotive industry. Students are also required to attend a scheduled debriefing session upon return from the second work term. This session is intended to allow

students to organize and submit all supporting documentation for the second work term credit. Opportunities for final co-op will also be discussed in this debriefing session.
P- COOP1001 Automotive Marketing Work Term 1 or P- COOP1000 Auto Mgmt Degree Work Term 1

ECON1000 Microeconomics 42.0 Hours

This course provides an introduction to the principles and methods of economic analysis. The course examines how households and firms make economic decisions. It also analyzes the efficiency of scarce resource allocation under a range of market structures.

ECON2000 Macroeconomics 42.0 Hours

This course is designed to give students an understanding of how the overall economy operates and what economic indicators tell us about its health. The course explores government options for stabilizing the economy, and the impact of international trade. It is highly recommended that students take Microeconomics (ECON 1000 or equivalent) prior to taking this course.

ECON3000 Economic Issues 42.0 Hours

As the economy becomes more complex, citizens and policy makers must be able to apply knowledge and skills to make intelligent decisions. This course extends the policy analysis framework developed in both Microeconomics and Macroeconomics to help students make sense of modern Canadian economic issues.

(P- ECON2000 Macroeconomics or P- ECO9101 Macroeconomics) and (P- ECON1000 Microeconomics or P- ECOF1000 Microéconomie or P- ECO9102 Microeconomics)

ENVR2016 Transportation Ecology and Energy Systems 42.0 Hours

This course examines the dynamic relationship between transportation and ecology and highlights the effects, issues and, most importantly, solutions to address the broad range of ecological issues related to vehicular transportation. Both roadways and vehicles have adverse effects on the natural environment and human populations. Emerging new technologies and transportation energy systems are needed to lessen these effects. This course will examine these emerging technologies and their potential benefits in the context of contemporary problems arising from the use of fossil fuels for transportation.

FNCE2000 Business Finance 42.0 Hours

This is an introductory course for the financial manager. This course covers terms, techniques, policies, patterns, and problems relating to business finance.

P- ACCT1004 Introduction To Accounting or P- ACC9101 Introduction To Accounting or P- ACCT1000 Financial Accounting Principles 1 or P- ACC2122 Financial Acctg. Principles 1 or P- ACCF1000 Principes de compt financière or P- ACF9101 Introduction A La Comptabilite or P- ACCT1010 Accounting 1 or P- BDE2101 Introductory Accounting or P- ACC2113 Intro Accounting 1 or P- FNCE1001 Understanding Accounting

FNCE2008 Dealership Financial Statements 42.0 Hours

This course examines dealership efficiency, productivity and profitability through financial statement analysis using generally accepted industry guidelines and other comparisons. Dealership accounting topics are explored to assist in the understanding of dealership operations. Other topics will include working capital, forecasting, and financing.

P- ACCT1004 Introduction To Accounting and (P- ACCT1000 Financial Accounting Principles 1 or P- ACCF1000 Principes de compt financière or P- ACCT1010 Accounting 1 or P- ACCT1008 Financial Accounting 1 (ODE) or P- ACC2122 Financial Acctg. Principles 1 or P- ACC2113 Intro Accounting 1 or P- BDE2101 Introductory Accounting or P- BDE2123 Financial Acct I)

HURM1000 Human Resources Management Foundations 42.0 Hours

This course provides an understanding of the modern Canadian human resources function. It covers the historical development of human resources management, the influence of government, staffing, employee relations, current trends and future issues. It provides a brief introduction to more specialized areas including compensation, training and development, employment law, industrial relations, occupational health and safety, and human resources planning.

LAWS1009 Automotive Law and Ethics 42.0 Hours

This course focuses on the responsibilities, both legal and ethical, of the individual working in the automotive industry primarily at a retail level either in dealership or aftermarket. This course examines the regulatory laws affecting the automotive industry and industry self-regulation. Students will also be challenged to consider conduct that is not prescribed by law; namely, ethical issues that arise in business in general and in the automotive industry in particular.

MATH1002 Mathematics of Finance 42.0 Hours

This introductory course is designed to develop a student's ability to perform basic mathematic operations and to apply mathematical techniques to a wide range of business problems. The mathematics of compound interest and annuities forms a major component of the course.

MGMT1000 Retail Management 42.0 Hours

This course will enable students to develop decision making skills related to retailing. Topics may include merchandise and expense planning, store layout, product line and resource determination, pricing, promotional strategies, customer service, financial planning and control.

P- MKTG1004 Marketing Foundations or P- MAR9103 Marketing Foundations or P- MKTG1000 Introduction to Marketing or P- MAR9101 Introduction To Marketing

MGMT2000 Production and Operations Management 42.0 Hours

This course introduces students to concepts underlying effective operation and control of manufacturing and service businesses. Approaches to production control, inventory policy, facilities planning, methods improvement and technological assessment are studied.

MGMT2001 Principles of Management 42.0 Hours

This course provides you with an introduction to the various philosophies, roles and functions of management. In addition it will cover on going changes in business that have a direct effect on the role of management.

MGMT2002 Project Management 42.0 Hours

This course introduces the fundamental principles necessary for successful management of projects. Project planning, management and control techniques will be discussed and the application of computers in project management will be studied.

MGMT2012 Introduction to Project Management 42.0 Hours

This course provides you with an overview of project management and the essential tools needed to deliver successful projects on time and on budget. You will learn the fundamental principles of project management including: project initiation, project definition, creation of work breakdown structures, scheduling using Gantt charts and network diagrams, risk management, budgeting and controlling resources, quality assurance, auditing and project termination.

MGMT2021 Managing the Family Owned/Operated Business 42.0 Hours

Family controlled enterprises are characterized by unique challenges that threaten their continuity and their distinct core competencies. Family businesses are also complex systems because of the interplay of three key components (the family; the management; and the ownership structure). This course provides an overview of the importance of family firms to local communities and the national economy. It will explore and analyze family business best management practices, continuity (succession) challenges, and inter-family dynamics challenges.

MGMT3001 Managerial Decision Making 42.0 Hours

This course is designed as a business decision simulation which offers students the opportunity to apply the 'tools' they have acquired in previous courses (i.e accounting, finance, marketing, human resource management) to solving real business problems in a competitive environment. Students must perform in an actual organizational environment and as such will better understand the interrelationships of the various functional areas. It is strongly recommended that students have taken a Business Finance and/or advanced accounting course.

MKTG1000 Introduction to Marketing 42.0 Hours

This is an overview course with primary focus on marketing products and services to the ultimate consumer. Emphasis is placed on the basic marketing premise that customer

needs must be satisfied in order to achieve company objectives. The student gains insight into the complex and interdependent variables involved in developing successful marketing strategies. The strategic marketing planning process is introduced, along with the specific concepts and principles involved in the four key components of the marketing plan - Product, Price, Distribution, and Promotion Strategies.

MKTG1001 Planning the Marketing Strategy 42.0 Hours

This course involves the elements that a company controls and uses to put together as its Marketing Program. These four controllable elements are Product, Place, Price, and Promotion. Planning the Marketing Strategy provides an understanding of the growing interest in customer value. This interest is incorporated in designing a successful marketing plan in a consumer-oriented society.

P- MKTG1000 Introduction to Marketing or P- MAR9101 Introduction To Marketing or P- MKTG1004 Marketing Foundations or P- MAR9103 Marketing Foundations or P- MKTG1009 Marketing 1 (ODE)

MKTG2002 Global Marketing 42.0 Hours

This course is intended to broaden student appreciation of world markets by concentrating on topics such as global cultures and environments, political and economic institutions, regional characteristics, market assessment/selection and market entry strategies.

MKTG2004 Introduction to Logistics 42.0 Hours

This course is designed to introduce the students to the main components of a logistics system, such as customer service, demand forecasting, inventory control, warehousing and storage, traffic and transportation, plant and warehouse site selection, order processing and materials handling. It will also emphasize the relationships among these various elements and how effective management of them leads to a higher economic standard of living.

P- MKTG1004 Marketing Foundations or P- MKTG1000 Introduction to Marketing

MKTG2029 Sales and Customer Relationship Management 42.0 Hours

This course covers both the concepts and practices of relationship selling in automotive retailing and the importance of maintaining satisfying long-term relationships with customers as a key factor in the achievement of an organization's marketing objectives. A multi-step professional selling process based on customer needs analysis is examined. The course will examine some of the tools used by today's businesses to measure, build, and maintain profitable relationships with customers.

STAT2000 Statistics 1 42.0 Hours

This course is designed to develop students' skills in organizing and summarizing information. It also provides an introduction to the techniques of inferential statistics (that is, drawing conclusions about populations on the basis of sample data). Students are expected to have and further develop their skills with spreadsheet software.

Course Description Legend

P = Prerequisite; C = Concurrent prerequisite; CO= Corequisite

Information contained in College documents respecting programs is correct at the time of publication. Academic content of programs and courses is revised on an ongoing basis to ensure relevance to changing educational objectives and employment market needs. The college reserves the right to add or delete programs, options, courses, timetables or campus locations subject to sufficient enrolment, and the availability of courses.