



Desautels Faculty of Management
Programs, Courses and University Regulations
2013-2014

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This publication provides guidance to prospects, applicants, students, faculty and staff.

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1 About Desautels Faculty of Management

For over a century, the Desautels Faculty of Management has been among the world's top international business schools. The Faculty is home to 10 research centres, four unique executive development programs, and 11 academic programs with 3,500 students at the undergraduate, master's, executive, and Ph.D. levels. Nearly half of the Faculty's students and 80% of its tenured professors come from outside of Canada, creating a truly rich global learning environment.

2 History of the Faculty

Management education began at McGill University in 1906. The department of Commerce was first established within the Faculty of Arts, offering commercial courses to train people as accountants, clerks, and the like. In 1912, the Commerce Program was named the School of Commerce, and the first B.Com. degrees were awarded by McGill in 1915. Five years later, McGill's School of Commerce was founded, independent of the Faculty of Arts. In 1972, the Samuel Bronfman Building, now home to the Desautels Faculty of Management, was opened at 1001 Sherbrooke Street West in the heart of downtown Montreal. A generous donation from the Bronfman family, of Seagram Corporation fame, made the construction of the building possible.

More than a century later, foundations for a world-class business school expanded to offer a B.Com. program; an M.B.A. program; specialized master's programs; M.B.A. Japan, the first Canadian degree program offered in Japan; a joint bilingual E.M.B.A. with HEC Montréal, a program first of its kind in North America; a Ph.D. program; and numerous executi

5 About the Desautels Faculty of Management (Undergraduate)

For over a century, the Desautels Faculty of Management has been among the world's top international business schools. The Faculty is home to 10 research centres, four unique executive development programs, and 11 academic programs with 3,500 students at the undergraduate, master's, executive, and Ph.D. levels. Nearly half of the Faculty's students and 80% of its tenured professors come from outside of Canada, creating a truly rich global learning environment.

5.1 Location

Samuel Bronfman Building
1001 Sherbrooke Street West
Montreal, Quebec H3A 1G5
Canada

Telephone: 514-398-4068

Faculty website: www.mcgill.ca/desautels

Degree website: www.mcgill.ca/desautels/bcom

The BCom Student Affairs Office of the Desautels Faculty of Management and the office of the Director, BCom Program are located in the Samuel Bronfman Building, Room 110. The BCom Student Affairs Office serves all students taking undergraduate Management courses.

5.2 Administrative Officers

Dean

Peter Todd; B.Com.(McG.), Ph.D.(Br. Col.)

Associate Dean, Student Affairs

Robert Hebdon; B.A., M.A., Ph.D.(Tor.)

Director, BCom Program

Glenn Zabowski; B.Com., M.B.A.(McG.)

5.3 The Bachelor of Commerce Program

Internationally acclaimed for its high academic standards and e

In International Management, you hav

7.4 Academic Advising

If you are entering the Desautels Faculty of Management for the first time, you are required to attend an Orientation and Advising Session during the last week of August, at which time the staff from the BCom Student Affairs Office provide information on all aspects of the BCom program. If you have had difficulty registering for your courses, and have not contacted the BCom Office to resolve your issues, you will have the opportunity to resolve your problems after this session. For a detailed description of advising and registration procedures, you should refer to [section 7.5](#)

It is your responsibility to consult with the BCom Student Affairs Office as to whether or not credit can be obtained and to be aware of exclusion clauses specified in the course descriptions in this publication. Please refer to the following website for specific information about Advanced Standing credits and McGill course e

- A maximum of 6 credits are approved from the language courses offered; no credit will be granted for other SCS courses with subject codes beginning with a "C," such as CCTR or CMIS.

Revision, August 2013. Start of revision.

Education

- A maximum 6 credits are approved from the following subject codes (combined): EDEA 201, EDEA 204, EDEA 205, EDEA 296, EDEA 304, EDEA 305, EDEA 307, EDEA 496, EDEA 497; EDEC 200, EDEC 202, EDEC 208, EDEC 236, EDEC 239, EDEC 241, EDEC 242, EDEC 247, EDEC 248, EDEC 260, EDEC 261, EDEC 305, EDEC 308, EDEC 309, EDEC 403; EDEE 325; EDEM 220; EDES 366; EDKP 205, EDKP 206, EDKP 261, EDKP 292, EDKP 293, EDKP 330, EDKP 391, EDKP 395, EDKP 566; EDPC 510; EDPE 377.

- No courses are approved from subject codes EDET, EDFC, EDFE, EDPT, or EDSL.

Engineering

- Most courses in subject codes ARCH, CHEE, CIVE, ECSE, MECH, MIME, URBP with approval of an adviser.

- No courses are approved from subject codes FACC or MPMC.

- The following courses are not approved: CHEE 291, CHEE 360, CHEE 462; CIVE 210, CIVE 432; ECSE 443; MECH 201, MECH 260, MECH 262, MECH 289; MIME 202, MIME 221, MIME 280, MIME 290, MIME 291, MIME 380, MIME 392, MIME 480, MIME 481, MIME 494.

Revision, August 2013. End of revision.

School of Environment

- All courses are approved.

Music

- MUPD 200 and MUPD 201 as well as all courses are approved in subject codes MUGT, MUHL, MUMT, MUPP, MUSR, MUTH, and MUAR (taught by Arts). MUPD 204 is not approved for credits.

- A maximum of 6 credits is approved from the following (combined): MUCO, MUCT, MUEN, MUIN, MUIT, MUJZ, MUPG, and MUSP.

Religious Studies

- All courses are approved.

Revision, August 2013. Start of revision.

Science

- All courses are approved, subject to [section 7.6: Course Overlap](#) and the above Note 1, except COMP 102 and COMP 189; MATH 111, MATH 112, MATH 122, MATH 123, MATH 133, MATH 139, MATH 140, MATH 141, MATH 150, MATH 151, MATH 203, and MATH 204.

- A maximum of 6 credits may be taken from the World of Chemistry courses CHEM 180, CHEM 181, CHEM 182, CHEM 183.

Revision, August 2013. End of revision.

7.8.2 Electives

Subject to the requirements and restrictions for non-Management electives as outlined above, all remaining elective credits may be taken in any faculty, Management or otherwise.

7.9 Academic Standing

Academic Standing is based primarily on your cumulative grade point average (CGPA), but may also be affected by your term grade point average (TGPA). Academic Standing is assessed in January for the Fall term, in May for the Winter term, and in September for the Summer term. Academic Standing in each term determines whether you will be allowed to continue your studies in the next term and whether any conditions will be attached to your registration.

Decisions about Academic Standing in the Fall term are based only on grades that are available in January. Grades for courses in which you have deferred examinations and Fall-term grades for courses that span the Fall and Winter terms do not affect your Academic Standing for the Fall term, even though they will ultimately affect your Fall TGPA. Therefore, Academic Standings for the Fall term are designated as "Interim." **Interim Standing decisions are mentioned below only if the rules for them differ from those for regular Standing decisions.**

If you are not in Satisfactory Standing, you are strongly advised to consult with Heather McCombie in the BCom Student Affairs Office about your course selection before the withdrawal deadlines.

7.9.1 Satisfactory/Interim Satisfactory Standing

If you are in Satisfactory Standing, you may continue in your program.

- New students are admitted to Satisfactory Standing.

- Students with a CGPA of 2.00 or greater are in Satisfactory Standing.
- You must obtain a minimum CGPA of 2.00 to be considered for graduation with a McGill degree.

Probationary/Interim Probationary Standing

If you are readmitted after interrupting your studies for a period of one year or more, you must apply in writing to the Director, BCom program. When you are readmitted after a period of absence, you are normally subject to the program and degree requirements in effect at the time of readmission.

8 Grading and Credit

During the first week of lectures, each instructor will provide you with a written course outline that should include:

- A description of the topics to be considered in the course;
- A list of required or recommended textbooks and reading materials;
- A grading scheme or description of the methods of evaluation to be used in the course, along with due dates for assignments and dates/times of exams. All term work must be assigned early enough in the term for students to complete the assignment(s) by the last day of class. The due date for term work must be no later than the last day of classes. Changes in the distributed grading scheme are permitted only with the unanimous consent of all students registered in the course. In practice, therefore, the grading scheme is almost never changed during the term;
- The instructor's office hours for students, office location, telephone number for office appointments, and secretarial contact information;
- Academic Integrity statement: **McGill University values academic integrity. Therefore, all students must understand the meaning and consequences of cheating, plagiarism, and other academic offences under the Code of Student Conduct and Disciplinary Procedures (see www.mcgill.ca/students/srr/honest for more information).**

8.1 Examinations

For information about final examinations and deferred examinations, see also *Programs, Courses and University Regulations > University Regulations and Resources > Undergraduate > : Examinations: General Information*. Final examinations are centrally administered by Enrolment Services. Around the beginning of November and March, a final examination schedule will be posted on the McGill website (www.mcgill.ca) by Enrolment Services. The seating arrangements are posted on the McGill website toward the end of the last week of classes.

BCom students and non-Management students taking BCom courses are contacted by Enrolment Services via McGill email regarding final exam conflicts. Arrangements to resolve final exam conflicts are made and communicated by Enrolment Services via McGill email as well. You should also refer to the BCom website at www.mcgill.ca/desautels/bcom

- reread of a final exam

In both cases, rather than recorrect the work and then grade it as they would have done themselves, reviewers assess the appropriateness of the original grade based, for example, on the application of the grading key to the student's work. If a grade is deemed unfair, it is changed, whether the new grade is higher or lower than the original, i.e., the reviewer's grade takes precedence over the original grade.

8.2.1 Reread of Coursework

You may apply to the BCom Student Affairs Office for rereads of written coursework. You are assessed a fee of \$35.00 for such rereads. Requests for rereads involving group work require the consent of all members of the group, but only one reread fee will be assessed. It is strongly recommended that you consult with the instructor of the course before requesting a reread of coursework. Requests for rereads must be made within 10 working days of the date of return of the graded materials. Reassessments should normally be completed within 20 working days of the request.

8.2.2 Rereads of Final Exams

These rereads are administered by the BCom Student Affairs Office. You must apply in writing to the BCom Student Affairs Office by March 31 for courses in the Fall term and by September 30 for courses in the Winter or Summer terms (these deadlines are strictly enforced, and no requests will be accepted past them). You are assessed a fee of \$35.00 for such rereads. It is strongly recommended, but not required, that you consult with the instructor of the course before requesting a reread of a final exam.

Reassessments and rereads in courses outside the Desautels Faculty of Management are subject to the deadlines, rules, and regulations of the relevant faculty.

8.3 Awards and Honorary Designations: Honours and First-Class Honours

Graduating students registered in an honours program may be awarded Honours or First-Class Honours under the following conditions:

warded at graduation. For Honours, the CGPA at graduation must be at least 3.0 overall and in the specified courses of the program.

- For First-Class Honours, the CGPA at graduation must be at least 3.5 overall and in the specified courses of the program.

Students in an honours program whose GPA or CGPA is below 3.0, or who did not satisfy certain additional program requirements, must consult their student adviser to determine whether the

9 Overview of Programs Offered by the Desautels Faculty of Management

Overview of Programs

120-Credit Program, Freshman Course Distribution

Management Core

General Management Program (Concentrations)

Minors for Management Students

Minors for Non-Management Students

Majors

Honours

9.1 BCom Program Credit Structure: General Management Program (Concentrations)

2 Concentrations	90 credits	120 credits
Freshman Requirements	0	18
Core	36	36
2 Concentrations	30	30
Non-Mgmt Electives	6	12
Electives	18	24
Total	90	120
1 Concentration & 1 Minor (18 credits)	90 credits	120 credits
Freshman Requirements	0	18
Core	36	36
1 Concentration + 1 Minor (18 credits)	33	33
Non-Mgmt Electives	0	12
Electives	21	21
Total	90	120
1 Concentration & 1 Minor (24 credits)	90 credits	120 credits
Freshman Requirements	0	18
Core	36	36
1 Concentration + 1 Minor (24 credits)	39	39
Non-Mgmt Electives	0	12
Electives	15	15
Total	90	120

Concentrations

- Accounting
- Entrepreneurship
- Finance
- Information Systems
- International Business
- Labour-Management Relations and Human Resources

- Marketing
- Operations Management
- Organizational Behaviour
- Strategic Management

9.1.1 Minors/Minor Concentrations for Management Students

Although only the Mathematics and Statistics Minors are outlined in this section, a wide variety of programs are available as listed in the sections for the Faculties of Arts and Science. Popular choices include Anthropology, Canadian Studies, Computer Science, English – Literature, Environmental Studies, Geological Sciences, German, History, International Development, Political Science, W

Major in International Management	90 credits	120 credits
Non-Mgmt Electives	0	12
Electives	6-15	6-15
Total	90	120

Honours in Economics	90 credits	120 credits
Freshman Requirements	0	18
Core*	27	27
Honours	42	42
Non-Mgmt Electives	0	12
Electives	21	21
Total	90	120

* MGCR 271, MGCR 293, & ECON 295 in core are exempted by the required ECON courses within the Honours.

Joint Honours in Economics & Finance or Joint Honours in Economics and Accounting	90 credits	120 credits
Freshman Requirements	0	18
Core*	27	27
Economics	30	30
Accounting or Finance	24	24
Non-Mgmt Electives	0	12
Electives	9	9
Total	90	120

* MGCR 271, MGCR 293, & ECON 295 in core are exempted by the required ECON courses within the Honours.

Honours in Investment Management	90 credits	120 credits
Freshman Requirements	0	18
Core	36	36
Honours	42	42
Non-Mgmt Electives	6	12
Electives	6	12
Total	90	120

Majors

- Accounting
- Economics
- Finance
- Information Systems
- International Management
- Labour-Management Relations and Human Resources

Accounting5uired ECON cour03.3.2 .52 7253 2c6 TrManag)e28e9g1 4ng

9.3 120-Credit Program, Freshman Course Distribution

Students admitted to a program requiring 97–120 credits (four years) register in a Freshman year in which they must complete MATH 122 and MATH 123 (or equivalents) as well as the 12 credits of complementary courses specified below.

A minimum grade of C is required for all MATH and Freshman complementary courses, as well as BUSA 100 and BUSA 250.

Advanced Standing students with under 24 credits have the option of taking BUSA 100 and BUSA 250. Advanced Standing students with 24 or more credits will not be eligible to take BUSA 100 and BUSA 250.

Please note that you are responsible for ensuring that the prerequisites and corequisites of all courses (required and complementary) are satisfied.

The Freshman Course Distribution is as follows:

U0 Required Courses (12 credits)

MATH 122 ¹	(3)	Calculus for Management Linear
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9.4.1 Core Course Distribution

Required Courses (36 credits)

ECON 295	(3)	Macroeconomic Policy
MGCR 211	(3)	Introduction to Financial Accounting
MGCR 222	(3)	Introduction to Organizational Behaviour
MGCR 271	(3)	Business Statistics
MGCR 293	(3)	Managerial Economics
MGCR 331	(3)	Information Systems
MGCR 341	(3)	Finance 1
MGCR 352	(3)	Marketing Management 1
MGCR 360	(3)	Social Context of Business
MGCR 382	(3)	International Business
MGCR 423	(3)	Organizational Policy
MGCR 472	(3)	Operations Management

Program Footnotes:

Students considering the following programs:

- **Major in Mathematics or Major and Minor in Statistics:**
 - replace MGCR 271 with MATH 324 (prerequisite: MATH 323)
- **Honours or Joint Honours Program in Economics:**
 - replace MGCR 271 with ECON 257D1/D2
 - replace MGCR 293 with ECON 250D1/D2
 - replace ECON 295 with ECON 352D1/D2 (taken in the second year)
- **Major Program in Economics:**
 - replace MGCR 293 with ECON 230D1/D2.
 - replace ECON 295 with ECON 330D1/D2 (taken in the second year)

Also note that:

- A maximum of 6 credits will be permitted within the BCom program for MGCR 293 and ECON 230D1/ECON 230D2 or ECON 250D1/ECON 250D2.
- A maximum of 6 credits will be permitted within the BCom program for ECON 295 and ECON 330D1/ECON 330D2 or ECON 352D1/ECON 352D2.

9.5 Concentrations (General Management Major)

In order to complete a concentration, students must achieve a grade of C or better in all the courses that comprise the concentration. Students who have failed to earn 15 satisfactory credits will be required to embark on a new concentration, repeat the course(s) in question or, where possible, replace the course(s) with a satisfactory substitution from the complementary courses of the concentration.

In general, students will begin taking courses from the chosen concentration(s) in the U2 year.

Academic mentors are appointed for each Management concentration to assist students in choosing a concentration and provide additional information regarding course selection.

Second Concentration:

Students who choose to take a second concentration will be required to complete 15 non-overlapping credits at a satisfactory level with a minimum grade of C in each course.

9.5.1 Bachelor of Commerce (B.Com.) — Concentration in Accounting (15 credits)

Mentors: Please consult the Bachelor of Commerce website at: <http://www.mcgill.ca/desautels/programs/bcom/academics/courseinfo>

The Accounting concentration is designed to meet the needs of Management students who want to have a good basic understanding of accounting, but do not intend to become professional accountants or accounting specialists. It is primarily oriented toward users of financial information and emphasizes breadth of knowledge in a coherent selection of courses.

This concentration complements or forms part of the B.Com., General Management program. The individual courses in the concentration also act as service courses for other areas in the Faculty for their majors or concentrations.

Required Courses (6 credits)

ACCT 351	(3)	Intermediate Financial Accounting 1
ACCT 361	(3)	Management Accounting

Complementary Courses (9 credits)

Selected from the following:

ACCT 352	(3)	Intermediate Financial Accounting 2
ACCT 354	(3)	Financial Statement Analysis
ACCT 362	(3)	Cost Accounting
ACCT 385	(3)	Principles of Taxation
ACCT 452	(3)	Financial Reporting Valuation
ACCT 453	(3)	Advanced Financial Accounting
ACCT 454	(3)	Financial Reporting
ACCT 463	(3)	Management Control
ACCT 475	(3)	Principles of Auditing
ACCT 486	(3)	Business Taxation 2

9.5.2 Bachelor of Commerce (B.Com.) — Concentration in Entrepreneurship (15 credits)

Revision, February 2013. Start of revision.

Mentors: Please consult the Bachelor of Commerce website at: <http://www.mcgill.ca/desautels/programs/bcom/academics/courseinfo>

This concentration is designed to provide students with an understanding of the key concepts and processes involved in starting and managing new ventures. It combines rigour with relevance, as all students will complete a major field project, thus providing an opportunity to apply the concepts acquired in the classroom. The concentration is multidisciplinary and integrative, as it includes courses from across areas in the Faculty. Upon completing the concentration, students will understand how to conceptualize, develop, and manage successful new ventures. The concentration is appropriate for students interested in a wide variety of new ventures, from for-profit private companies to social enterprises and cooperatives.

Required Courses (6 credits)

MGPO 362	(3)	Fundamentals of Entrepreneurship
MGPO 364	(3)	Entrepreneurship in Practice

Complementary Courses (9 credits)

To be chosen from:

ACCT 361	(3)	Management Accounting
BUSA 364	(3)	Business Law 1
BUSA 465	(3)	Technological Entrepreneurship
FINE 342	(3)	Finance 2
INSY 331	(3)	Managing Information Technology
INSY 432	(3)	IT in Business
MGPO 365	(3)	Business-Government Relations
MGPO 432	(3)	Topics in Entrepreneurship

MGPO 438	(3)	Social Entrepreneurship and Innovation
MGPO 440	(3)	Strategies for Sustainability
MGPO 445	(3)	Industry Analysis & Competitive Strategy
MGPO 460	(3)	Managing Innovation
MRKT 365	(3)	New Products
MRKT 451	(3)	Marketing Research
MRKT 455	(3)	Sales Management
ORGB 321	(3)	Leadership

Revision, February 2013. End of revision.

9.5.3 Bachelor of Commerce (B.Com.) - Concentration in Finance (15 credits)

Mentors: Please consult the Bachelor of Commerce website at: <http://www.mcgill.ca/desautels/programs/bcom/academics/courseinfo>

The Finance concentration has been designed to provide understanding of key concepts in finance theory, financial institutions, investment analysis, risk management, and applied techniques. Graduates find a strong demand among financial organizations, governments, and non-financial firms where they pursue careers that lead to positions such as Managing Partner, Treasurer, and V.P. Finance.

Required Courses (9 credits)

FINE 342	(3)	Finance 2
FINE 441	(3)	Investment Management
FINE 443	(3)	Applied Corporate Finance

Complementar

Required Course (3 credits)

INSY 333 (3) Systems Analysis and Modeling

Complementary Courses (12 credits)

Revision, February 2013. Start of revision.

Selected from the following:

INSY 331 (3) Managing Information Technology
INSY 332 (3) Accounting Information Systems
INSY 339 (3) IT Consulting
INSY 341 (3) Developing Business Applications
INSY 430 (3) IT in Financial Markets
INSY 431 (3) IT Implementation Management
INSY 432 (3) IT in Business
INSY 434 (3) Topics in Information Systems 1
INSY 437 (3) Managing Data & Databases
INSY 440 (3) E-Business
INSY 442 (3) Business Intelligence and Data Analytics
INSY 444 (3) Managing Knowledge with Information Technology
INSY 450 (3) Information Systems Project Management
INSY 454 (3) Technological Foundation for E-Commerce

Revision, February 2013. End of revision.

9.5.5 Bachelor of Commerce (B.Com.) - Concentration in International Business (15 credits)

Mentors: Please consult the Bachelor of Commerce website at: <http://www.mcgill.ca/desautels/programs/bcom/academics/courseinfo>

The objective of the International Business Concentration is to help the student develop conceptual and analytical skills needed to formulate feasible and effective management policies in an international setting. With economic and business activity becoming increasingly internationalized, the program provides useful preparation for careers in a variety of internationally-oriented organizations, including local business firms involved in international trade, licensing, or financial arrangements; headquarters or subsidiaries of multinational companies; banks and other international financial institutions; and various governmental organizations.

Required Courses (3 credits)

BUSA 356 (3) Management in Global Context

Complementary Courses (12 credits)

Selected from the following:

BUSA 391 (3) International Business Law
BUSA 394 (3) Managing in Asia
BUSA 395 (3) Managing in Europe
BUSA 401 (3) Independent Studies in International Business
BUSA 433 (3) Topics in International Business 1
BUSA 481 (3) Managing in North America
BUSA 493 (3) Global Economic Competitiveness
FINE 480 (3) Global Investments
FINE 482 (3) International Finance 1

FINE 492	(3)	International Finance 2
INDR 459	(3)	International Employment Relations
MGPO 383	(3)	International Business Policy
MGPO 435	(3)	International Business History
MGPO 469	(3)	Managing Globalization
MGPO 475	(3)	Strategies for Developing Countries
MRKT 451	(3)	Marketing Research
MRKT 483	(3)	International Marketing Management
ORGB 380	(3)	Cross Cultural Management

Bachelor of Commerce (B.Com.) - Concentration in Labour-Manag

MRKT 452 (3) Consumer Behaviour

Complementary Course (3 credits)

One course selected from:

MRKT 351	(3)	Marketing and Society
MRKT 355	(3)	Services Marketing
MRKT 365	(3)	New Products
MRKT 434	(3)	Topics in Marketing 1
MRKT 438	(3)	Brand Management
MRKT 453	(3)	Advertising Management
MRKT 455	(3)	Sales Management
MRKT 456	(3)	Business to Business Marketing
MRKT 459	(3)	Retail Management
MRKT 483	(3)	International Marketing Management

9.5.8 Bachelor of Commerce (B.Com.) - Concentration in Operations Management (15 credits)

Mentors: Please consult the Bachelor of Commerce website at: <http://www.mcgill.ca/desautels/programs/bcom/academics/courseinfo>

Operations Management is concerned with the design, planning, control, coordination, and improvement of business processes, systems, and resources integral to the creation of the firm's products and services. Emphasizing quantitative analysis and cross-functional thinking, the Operations Management concentration provides training on traditional as well as emerging operations strategies, concepts, models, and techniques that are essential to any firm in today's competitive marketplace. Operations management graduates find career opportunities in a variety of industries and fields including consulting, manufacturing, distribution, retail, transportation, health care, and public sector, among others.

Required Courses (6 credits)

MGSC 373	(3)	Operations Research 1
MGSC 431	(3)	Operations Analysis

Complementary Courses (9 credits)

Selected from the following:

MGSC 372	(3)	Advanced Business Statistics
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Complementary Courses (15 credits)

Selected from the following:

ORGB 321	(3)	Leadership
ORGB 325	(3)	Negotiations and Conflict Resolution
ORGB 380	(3)	Cross Cultural Management
ORGB 409	(3)	Organizational Research Methods
ORGB 420	(3)	Managing Organizational Teams
ORGB 421	(3)	Managing Organizational Change
ORGB 423	(3)	Human Resources Management
ORGB 429D1*	(3)	Organizational Behaviour for Course Counsellors
ORGB 429D2*	(3)	Organizational Behaviour for Course Counsellors
ORGB 434	(3)	Topics in Organizational Behaviour 1
ORGB 440	(3)	Career Theory and Development
ORGB 525	(3)	Compensation Management

* If ORGB 429 is taken, only 3 credits will count toward the Concentration; the other 3 will be counted as electives.

9.5.10 Bachelor of Commerce (B.Com.) - Concentration in Strategic Management - Global Strategy (15 credits)

Mentors: Please consult the Bachelor of Commerce website at: <http://www.mcgill.ca/desautels/programs/bcom/academics/courseinfo>

There are two options offered in the Strategic Management Concentration: Global Strategy and Social Context.

The Global Strategy option is intended for students who want to learn strategic management and analysis in the context of globalization. Globalization is no longer the concern of a few large enterprises and financial institutions; it has consequences that affect all kinds of businesses and the environments in which they operate - economic, social, political, and ecological. Global Strategy allows students to assess the various opportunities and threats inherent in globalization, and requires them to explore the consequences and implications of business decisions for society and the environment. It also enables them to think through the requirements of doing business in different economic and political systems. Finally, it offers them the opportunity to understand and analyze industry structures and the kinds of business opportunities they either create or destroy.

Complementary Courses

At least 9 credits selected from the following:

MGPO 383	(3)	International Business Policy
MGPO 445	(3)	Industry Analysis & Competitive Strategy
MGPO 460	(3)	Managing Innovation
MGPO 469	(3)	Managing Globalization
MGPO 470	(3)	Strategy and Organization

The remaining credits to be chosen from:

BUSA 391	(3)	International Business Law
ECON 305	(3)	Industrial Organization
MGPO 365	(3)	Business-Government Relations
MGPO 434	(3)	Topics in Policy 1
MGPO 435	(3)	International Business History

9.5.11 Bachelor of Commerce (B.Com.) - Concentration in Strategic Management - Social Context (15 credits)

Mentors: Please consult the Bachelor of Commerce website at: <http://www.mcgill.ca/desautels/programs/bcom/academics/courseinfo>

There are two options offered in the Strategic Management Concentration: Global Strategy and Social Context.

The Social Context option is intended for students who want to learn strategic management and analysis with special attention to the not-for-profit or civil sectors, or who want to focus on broader or more complex social issues within the for-profit sector. The civil sector, made up of voluntary and non-governmental organizations and foundations, is the sector that has been the fastest growing employer for the past decade. Students who focus on this stream will be challenged to place a high priority on environmental issues, as well as issues of sustainability, corporate social responsibility, and social impact. They will also investigate the social tools and mechanisms necessary to employ cross-sectoral collaboration to achieve desired social outcomes.

Complementary Courses

At least 9 credits selected from the following:

MGPO 365	(3)	Business-Government Relations
MGPO 440	(3)	Strategies for Sustainability
MGPO 450	(3)	Ethics in Management
MGPO 468	(3)	Managing Organizational Politics
MGPO 475	(3)	Strategies for Developing Countries

The remaining credits to be chosen from:

BUSA 391	(3)	International Business Law
MGPO 383	(3)	International Business Policy
MGPO 434	(3)	Topics in Policy 1
MGPO 435	(3)	International Business History
MGPO 445	(3)	Industry Analysis & Competitive Strategy
MGPO 460	(3)	Managing Innovation
	(3)	Managing Globalization

9.6.1 Bachelor of Commerce (B.Com.) - Minor Mathematics for Management Students (18 credits)

Mentors: Professors A. Hundemer and A. Kelome, Department of Mathematics and Statistics, Faculty of Science

Program Prerequisites

MATH 133	(3)	Linear Algebra and Geometry
MATH 140	(3)	Calculus 1
MATH 141	(4)	Calculus 2

or their equivalents

Required Courses (12 credits)

MATH 222	(3)	Calculus 3
MATH 223	(3)	Linear Algebra
MATH 315	(3)	Ordinary Differential Equations
MGSC 373	(3)	Operations Research 1

Complementary Courses (6 credits)

Maximum of 3 credits from:

MGSC 372	(3)	Advanced Business Statistics
MGSC 479	(3)	Applied Optimization
MGSC 575	(3)	Applied Time Series Analysis Managerial Forecasting
MGSC 578	(3)	Simulation of Management Systems

The remaining 3 credits selected from:

MATH 316	(3)	Complex Variables
MATH 317	(3)	Numerical Analysis
MATH 319	(3)	Introduction to Partial Differential Equations
MATH 323	(3)	Probability
MATH 326	(3)	Nonlinear Dynamics and Chaos
MATH 340	(3)	Discrete Structures 2
MATH 407	(3)	Dynamic Programming
MATH 417	(3)	Mathematical Programming

9.6.2 Bachelor of Commerce (B.Com.) - Minor Statistics for Management Students (21 credits)

Mentor: Professor A. Kelome, Department of Mathematics and Statistics, Faculty of Science

Program Prerequisites

MATH 133	(3)	Linear Algebra and Geometry
MATH 140	(3)	Calculus 1
MATH 141	(4)	Calculus 2

or their equivalents

Required Courses (15 credits)

MATH 222	(3)	Calculus 3
MATH 223	(3)	Linear Algebra
MATH 323	(3)	Probability
MATH 324*	(3)	Statistics
MATH 423	(3)	Regression and Analysis of Variance

* Credits for MATH 324 are counted in the Management core, where they replace MGCR 271. MATH 324 is a required course in the program and may be double-counted for this Minor.

Complementary Courses (6 credits)

6 credits selected from:

MATH 204**	(3)	Principles of Statistics 2
MATH 447	(3)	Introduction to Stochastic Processes
MATH 523	(4)	Generalized Linear Models
MATH 524	(4)	Nonparametric Statistics
MATH 525	(4)	Sampling Theory and Applications
MGSC 575	(3)	Applied Time Series Analysis Managerial Forecasting
MGSC 578	(3)	Simulation of Management Systems

** Students should consult the rules for credit for Statistics courses in the course overlap section of this publication. In particular, MATH 204 cannot be taken for credit after credit for MATH 324 has been obtained.

9.7 Minors for Non-Management Students

The Desautels Faculty of Management offers four minors, allowing undergraduates to develop a variety of managerial skills that will serve them throughout their chosen careers. The minors have limited enrolment. Applicants for the minors must have a minimum CGPA of 3.0 **although successful completion of the minimum requirements does not guarantee acceptance**. All minors are 18 credits split between a fixed set of required courses and a choice amongst complementary courses. Students can only pursue one of the minors offered by the Desautels Faculty of Management. On an exceptional basis, students

Programs, Courses and University Regulations > Faculty of Science > Undergraduate > Academic Programs (Faculty of Science) > Management Minor Programs for Science Students > : [Minor Management \(For Non-Management Students\) \(18 credits\)](#).

Programs, Courses and University Regulations > Schulich School of Music > Undergraduate > Programs of Study > Management Minor Programs > : [Minor Management \(For Non-Management Students\) \(18 credits\)](#).

9.7.3 Minor Marketing (For Non-Management Students)

The Minor Marketing is offered to non-Management students in the Faculties of Arts, Engineering, Science, and the Schulich School of Music.

Detailed information on this Minor can be found under each of the following:

Programs, Courses and University Regulations > Faculty of Arts > Undergraduate > Academic Programs > Management Minor Programs for Arts Students > : [Minor Marketing \(For Non-Management Students\) \(18 credits\)](#).

Programs, Courses and University Regulations > Faculty of Engineering > Undergraduate > Academic Programs > Minor Programs > Minor Programs in Finance, Management, Marketing, and Operations Management > : [Minor Marketing \(For Non-Management Students\) \(18 credits\)](#).

Programs, Courses and University Regulations > Faculty of Science > Undergraduate > Academic Programs (Faculty of Science) > Management Minor Programs for Science Students > : [Minor Marketing \(For Non-Management Students\) \(18 credits\)](#).

Programs, Courses and University Regulations > Schulich School of Music > Undergraduate > Programs of Study > Management Minor Programs > : [Minor Marketing \(For Non-Management Students\) \(18 credits\)](#).

9.7.4 Minor Operations Management (For Non-Management Students)

The Minor Operations Management is offered to non-Management students in the Faculties of Arts, Engineering, Science, and Agricultural & Environmental Sciences.

Detailed information on this Minor can be found under each of the following:

Programs, Courses and University Regulations > Faculty of Arts > Undergraduate > Academic Programs > Management Minor Programs for Arts Students > : [Minor Operations Management \(For Non-Management Students\) \(18 credits\)](#).

Programs, Courses and University Regulations > Faculty of Engineering > Undergraduate > Academic Programs > Minor Programs > Minor Programs in Finance, Management, Marketing, and Operations Management > : [Minor Operations Management \(For Non-Management Students\) \(18 credits\)](#).

Programs, Courses and University Regulations > Faculty of Science > Undergraduate > Academic Programs (Faculty of Science) > Management Minor Programs for Science Students > : [Minor Operations Management \(For Non-Management Students\) \(18 credits\)](#).

9.7.5 Minor in Technological Entrepreneurship for Engineering Students

Detailed information on this Minor can be found under *Programs, Courses and University Regulations > Faculty of Engineering > Undergraduate > Academic Programs > Minor Programs > : [Technological Entrepreneurship Minor](#).*

9.7.6 Minor in Technological Entrepreneurship for Science Students

Detailed information on this Minor can be found under *Programs, Courses and University Regulations > Faculty of Science > Undergraduate > Academic Programs (Faculty of Science) > [Minor Pr](#)*

ACCT 362	(3)	Cost Accounting
ACCT 385	(3)	Principles of Taxation
ACCT 455	(3)	Development of Accounting Thought

Complementary Courses (12 credits)

Selected from the following:

ACCT 354	(3)	Financial Statement Analysis
ACCT 452	(3)	Financial Reporting Valuation
ACCT 453	(3)	Advanced Financial Accounting
ACCT 454	(3)	Financial Reporting
ACCT 463	(3)	Management Control
ACCT 471	(3)	Non-Profit Accounting
ACCT 475	(3)	Principles of Auditing
ACCT 476	(3)	Internal Auditing
ACCT 477	(3)	External Auditing
ACCT 486	(3)	Business Taxation 2

9.8.2 Bachelor of Commerce (B.Com.) - Major Economics for Management Students (36 credits)

Mentors: Professors P. Dickinson, J Kurien, and M. Chemin; Department of Economics, Faculty of Arts

Please consult the Economics Department website for the names of its advisers.

This Major is comprised of 36 credits of Economics courses (9 credits of which are counted as core credits).

Required Courses (18 credits)

ECON 230D1*	(3)	Microeconomic Theory
ECON 230D2*	(3)	Microeconomic Theory
ECON 330D1**	(3)	Macroeconomic Theory
ECON 330D2**	(3)	Macroeconomic Theory
MGCR 271***	(3)	Business Statistics
MGSC 372	(3)	Advanced Business Statistics

* 3 of the 6 credits for Microeconomic Theory exempt MGCR 293 in Core.

** 3 of the 6 credits for Macroeconomic Theory exempt ECON 295 in Core.

*** 3 of the 3 credits for MGCR 271 will count in Core.

Complementary Courses (18 credits)

Selected from other 200-, 300-, and 400-level courses in Economics (ECON), excluding courses with numbers below 210. At least 6 of these 18 credits should be taken from courses with 400-level numbers. No more than 6 of the 18 credits may be taken at the 200 level.

9.8.3 Bachelor of Commerce (B.Com.) - Major Finance (30 credits)

Mentors: Please consult the Bachelor of Commerce website at: <http://www.mcgill.ca/desautels/programs/bcom/academics/courseinfo>

The 30-credit Finance Major has been designed to meet the increasing demand for expertise in this rapidly growing functional area of business. This major is designed to provide in-depth knowledge of finance theory, financial institutions, investment analysis, risk management, and applied techniques. Employment for graduates is most often obtained in investment and commercial banking, manufacturing and service firms, non-profit organizations and governments, and non-financial firms.

Required Courses (18 credits)

FINE 342	(3)	Finance 2
FINE 441	(3)	Investment Management
FINE 443	(3)	Applied Corporate Finance
FINE 448	(3)	Financial Derivatives
FINE 482	(3)	International Finance 1
MGSC 372	(3)	Advanced Business Statistics

Complementary Courses (12 credits)

At least 9 credits from:

FINE 434	(3)	Topics in Finance 1
FINE 442	(3)	Capital Markets and Institutions
FINE 449	(3)	Market Risk Models
FINE 451	(3)	Fixed Income Analysis
FINE 480	(3)	Global Investments
FINE 492	(3)	International Finance 2
FINE 541N1	(1.5)	Applied Investments
FINE 541N2	(1.5)	Applied Investments
FINE 547	(3)	Advanced Finance Seminar

The remainder, if any, from:

ACCT 351	(3)	Intermediate Financial Accounting 1
ACCT 352	(3)	Intermediate Financial Accounting 2
ACCT 354	(3)	Financial Statement Analysis
ACCT 385	(3)	Principles of Taxation
FINE 445	(3)	Real Estate Finance

9.8.4 Bachelor of Commerce (B.Com.) — Major Information Systems (30 credits)

Mentors: Please consult the Bachelor of Commerce website at: <http://www.mcgill.ca/desautels/programs/bcom/academics/courseinfo>

This 30-credit Major prepares students for the multitude of IT-related career opportunities available in industry. It employs a blend of theoretical concepts, hands-on tools, and actual case studies to train students to identify business problems and opportunities, analyze business processes, and develop and implement information systems to support them. The IS Major covers a variety of topics including strategic planning and investment in information technologies, analysis, design, and deployment of information systems, understanding the opportunities and challenges of web-based businesses, and managing resistance to IT-initiated changes in organizations.

Graduates of this program may expect to find employment as business or systems analysts, consultants, IS quality assurance specialists, and project managers in diverse industries, including banking, insurance, manufacturing, retailing, and consulting.

Required Courses (18 credits)

INSY 331	(3)	Managing Information Technology
INSY 333	(3)	Systems Analysis and Modeling
INSY 341	(3)	Developing Business Applications
INSY 432	(3)	IT in Business
INSY 437	(3)	Managing Data & Databases
INSY 450	(3)	Information Systems Project Management

FINE 492	(3)	International Finance 2
INDR 459	(3)	International Employment Relations
MGPO 383	(3)	International Business Policy
MGPO 469	(3)	Managing Globalization
MGPO 475	(3)	Strategies for Developing Countries
MRKT 451	(3)	Marketing Research
MRKT 483	(3)	International Marketing Management
ORGB 380	(3)	Cross Cultural Management

Area of Study Component (18 credits)

Students choose either one minor concentration or courses from the selected list of courses from one of the three themes below:

Theme 1: Comparative Global Studies

Students can choose to study a region including Africa, East Asia, Middle East, South Asia, Europe, or the Americas, or several regions from a comparati

18 credits of the following courses with at least 6 credits at the 300 level or above:

ANTH 212	(3)	Anthropology of Development
ANTH 214	(3)	Violence, Warfare, Culture
ANTH 222	(3)	Legal Anthropology
CANS 307	(3)	Canada in the World
CANS 412	(3)	Canada and Americas Seminar
COMS 230	(3)	Communication and Democracy
COMS 320	(3)	Media and Empire
HIST 221	(3)	United States since 1865
HIST 302	(3)	International Relations History 1: 1750-1950
HIST 304	(3)	International Relations History 2: Cold War
HIST 339	(3)	Arab-Israeli Conflict
HIST 371	(3)	American Civil Rights 1877-1940
HIST 387	(3)	The First World War
HIST 388	(3)	The Second World War
HIST 438	(3)	Topics in Cold War History
JWST 240	(3)	The Holocaust
PHIL 237	(3)	Contemporary Moral Issues
PHIL 334	(3)	Ethical Theory
POLI 212	(3)	Government and Politics - Developed World
POLI 244	(3)	International Politics: State Behaviour
POLI 322	(3)	Political Change in South Asia
POLI 345	(3)	International Organizations
POLI 351	(3)	The Causes of Major Wars
POLI 360	(3)	Security: War and Peace
POLI 440	(3)	Civil-Military Relations
POLI 450	(3)	Peacebuilding
RELG 370	(3)	Religion and Human Rights
RELG 371	(3)	Ethics of Violence/Non-Violence
SOCI 210	(3)	Sociological Perspectives
SOCI 230	(3)	Sociology of Ethnic Relations
SOCI 265	(3)	War, States and Social Change
SOCI 307	(3)	Sociology of Globalization
SOCI 386	(3)	Contemporary Social Movements
SOCI 511	(3)	Movements/Collective Action

Theme 3: Global Well-Being and Development

Broad-based, interdisciplinary topics will allow students to study current issues of social importance ranging from: poverty and inequality, health promotion and the environment, sustainability, and natural resource management. Students will be prepared to apply business practices to the protection of the vulnerable and the planet. Students will be poised to work for multinationals, governments, or non-governmental organizations.

B.A. Minor Concentration in Anthropology (18 credits)

B.A. Minor Concentration in Economics* (18 credits)

B.A. Minor Concentration in Geography (18 credits)

B.A. Minor Concentration in International Development Studies (18 credits)

B.A. Minor Concentration in Psychology (18 credits)

B.A. Minor Concentration in Social Studies of Medicine (18 credits)

B.A. Minor Concentration in Sociology (18 credits)

B.A. Minor Concentration in Environment: McGill School of Environment (18 credits)

B.Sc. Minor Concentration in Environment: McGill School of Environment (18 credits)

B.Sc. Field Study Minor (18 credits)

* Students should choose Economics (ECON) courses related to the environment, development, and health. Course numbers above ECON 209 (excluding ECON 295) are required, with at least 6 credits at the 300, 400, or 500 levels. Credits for the introductory sequence MGCR 293 and ECON 295 that are prerequisites for 300-level courses in economics do not count as part of this Minor Concentration. ECON 227 will not count if it is taken to meet other B.Com. requirements.

Language Component (9-12 credits)

9 credits of language in First- or Second-Level EAST (Asian Languages and Literature)*

or

9 credits of ISLA 521D1/D2 Introductory Arabic**

* Students may choose to complete additional credits in Japanese, Chinese or Korean for a total of 18 credits. Only 9 credits of EAST languages will count toward the Major and any optional additional credits will count as electives or toward another component if the student has sufficient credits to complete it within their degree. Students may not exceed the total credits required to graduate in order to complete these additional language credits.

** Students with no prior knowledge of Arabic may choose two levels of Arabic. Only ISLA 521 will count toward the Major and any additional optional credits in ISLA 522 or 523 will count as electives.

OR

12 credits of language courses, at the 500 level or lower, chosen from ONE of the following Subject Codes:

CLAS (Classics) [Modern Greek]

EAST (East Asian) - Third and Fourth Level

FREN (French)

FRSL (French as a Second Language)

GERM (German Studies) [German]

HISP (Hispanic Studies) [Spanish, Portuguese]

***ISLA (Middle East Studies) [Lower and Higher Intermediate Level Arabic, Turkish, Urdu, Persian]

****ITAL (Italian Studies) [Italian]

JWST (Jewish Studies) [Hebrew, Yiddish]

RUSS (Russian) [Russian]

*** Students placed in Lower Intermediate Arabic will complete ISLA 522D1/D2 and ISLA 523D1/D2 for a total of 12 credits.

**** Students wishing to register for ITAL 205 should do so in their first year as this course is open only to U0 and U1 students. ITAL 206 is open to U0, U1, and U2 students. ITAL 210, ITAL 215, and ITAL 216 can be taken by all students.

Note: Registration processes for language courses vary by department, but usually involve placement tests or departmental approval. Students should consult with the individual departments to ensure that they register for the appropriate level.

Experiential Learning Component (0-3 credits)

International Exchange Component

Students complete at least one term of exchange or an international educational experience approved by the BCom SAO. Credits received for courses successfully completed while abroad will count towards other components of the Major in International Management as determined by the program/exchange adviser.

OR

Internship Component

Students may complete a 3-credit internship as part of their experiential credit. The internship will consist of a minimum of 150 hours of work over a period of 8-12 weeks at an approved host institution. The institution should be located either overseas or have an international focus. Major in International Management students who are enrolled in minor concentrations in the Faculty of Arts may choose to complete internship courses in the Faculty of Arts. Please see "Faculty of Arts Internship Program" or refer to the Arts Internships website for requirements, including hours and weeks required and CGPA cut-offs.

BUSA 497 (3) Internship in International Business

OR

Research Component

BUSA 401 (3) Independent Studies in International Business

NOTE: There are CGPA requirements for exchanges and internship courses. Students without the minimum CGPA requirement must consult the Major in International Management Adviser in the BCom office to arrange for an alternative.

9.8.6 Bachelor of Commerce (B.Com.) - Major Labour-Management Relations and Human Resources (30 credits)**Revision, February 2013. Start of revision.**Mentors: Please consult the Bachelor of Commerce website at: <http://www.mcgill.ca/desautels/programs/bcom/academics/courseinfo>

This 30-credit Major provides students with a general understanding of employer-employee relations and human resources, including labour unions, laws that regulate the employment relationship, and human resource policies and practices.

Students acquire knowledge in various required aspects of labour relations, labour markets, and human resources. The program provides flexibility for students to take a wide range of courses related to the required topics in the disciplines of law, organization behaviour, sociology, economics, and industrial relations.

Required Courses (12 credits)

INDR 294	(3)	Introduction to Labour-Management Relations
INDR 494	(3)	Labour Law
INDR 496	(3)	Collective Bargaining
ORGB 423	(3)	Human Resources Management

Complementary Courses (18 credits)

Selected from:

ECON 306	(3)	Labour Markets and Wages
INDR 449	(3)	Occupational Health and Safety
INDR 459	(3)	International Employment Relations
INDR 492	(3)	Globalization and Labour Policy
INDR 495	(3)	Labour Relations: Public Sector
INDR 497	(3)	Contract Administration
ORGB 321	(3)	Leadership
ORGB 325	(3)	Negotiations and Conflict Resolution
ORGB 380	(3)	Cross Cultural Management
ORGB 420	(3)	Managing Organizational Teams
ORGB 421	(3)	Managing Organizational Change
ORGB 434	(3)	Topics in Organizational Behaviour 1
ORGB 440	(3)	Career Theory and Development
ORGB 525	(3)	Compensation Management
SOCI 312	(3)	Sociology of Work and Industry
SOCI 321	(3)	Gender and Work

Revision, February 2013. End of revision.**9.8.7 Bachelor of Commerce (B.Com.) — Major Marketing (30 credits)**Mentors: Please consult the Bachelor of Commerce website at: <http://www.mcgill.ca/desautels/programs/bcom/academics/courseinfo>

This 30-credit Major is designed to provide students with a strong background in marketing to prepare them for the wide variety of marketing careers available. The Major is most appropriate for those students seeking a career in brand management, small business marketing, selling and sales management, and business-to-business marketing.

Required Courses (15 credits)

MRKT 354	(3)	Marketing Management 2
MRKT 357	(3)	Marketing Planning 1
MRKT 451	(3)	Marketing Research
MRKT 452	(3)	Consumer Behaviour
MRKT 453	(3)	Advertising Management

Complementary Courses (15 credits)

Five courses selected from:

BUSA 464	(3)	Management of Small Enterprises
MRKT 351	(3)	Marketing and Society
MRKT 355	(3)	Services Marketing
MRKT 365	(3)	New Products
MRKT 438	(3)	Brand Management
MRKT 455	(3)	Sales Management
MRKT 456	(3)	Business to Business Marketing
MRKT 459	(3)	Retail Management
MRKT 483	(3)	International Marketing Management

9.8.8 Bachelor of Commerce (B.Com.) - Major Concentration Mathematics for Management Students (39 credits)

Mentor: Professor A. Hundemer; Department of Mathematics and Statistics, Faculty of Science.

This program is comprised of 39 credits.

Students entering the Major Concentration in Mathematics are nm0 0 1 Enty e1 0 0 1 309.396 Tm3.483 Tm(Studxpd fromusij1 0 0 1 273.349.21.483 Tm(Stud1 0 0 1 78

MATH 204**	(3)	Principles of Statistics 2
MATH 316	(3)	Complex Variables
MATH 317	(3)	Numerical Analysis
MATH 319	(3)	Introduction to Partial Differential Equations
MATH 326	(3)	Nonlinear Dynamics and Chaos
MATH 340	(3)	Discrete Structures 2
MATH 407	(3)	Dynamic Programming
MATH 410	(3)	Majors Project
MATH 417	(3)	Mathematical Programming
MATH 423***	(3)	Regression and Analysis of Variance

3 credits selected from:

MGSC 372***	(3)	Advanced Business Statistics
MGSC 479	(3)	Applied Optimization
MGSC 575	(3)	Applied Time Series Analysis Managerial Forecasting
MGSC 578	(3)	Simulation of Management Systems

** MATH 204 cannot be taken for credit after credit for MATH 324 has been obtained. The two courses can be taken concurrently. Students should consult the rules for credit for Statistics courses in the Course Overlap section.

*** MGSC 372 and MATH 423 cannot both be taken for program credit.

9.8.9 Bachelor of Commerce (B.Com.) - Major Organizational Behaviour (30 credits)

The purpose of this program is to enable students to analyze and influence repeated patterns of action in groups and organizations. Required courses in leadership, human resource management, and team management introduce students to concepts of management at multiple levels of the organization. Additionally, to provide a foundational disciplinary view, students are required to specialize in one of the following social science disciplines: psychology, sociology, or anthropology.

Required Courses (9 credits)

ORGB 321	(3)	Leadership
ORGB 420	(3)	Managing Organizational Teams
ORGB 423	(3)	Human Resources Management

Complementary Courses (21 credits)

9 credits from the following:

INDR 294	(3)	Introduction to Labour-Management Relations
INDR 496	(3)	Collective Bargaining
ORGB 325	(3)	Negotiations and Conflict Resolution
ORGB 380	(3)	Cross Cultural Management
ORGB 409	(3)	Organizational Research Methods
ORGB 421	(3)	Managing Organizational Change
ORGB 429D1	(3)	Organizational Behaviour for Course Counsellors
ORGB 429D2	(3)	Organizational Behaviour for Course Counsellors
ORGB 434	(3)	Topics in Organizational Behaviour 1
ORGB 440	(3)	Career Theory and Development

12 credits from one of the following Specialty Areas*.

*Students select one of the three specialty areas and take 12 credits from that area. At least two courses must be above the 200 level. Individualized or customized programs are possible upon consultation with an area advisor.

1) Psychology

PSYC 211	(3)	Introductory Behavioural Neuroscience
PSYC 213	(3)	Cognition
PSYC 215	(3)	Social Psychology
PSYC 331	(3)	Inter-Group Relations
PSYC 332	(3)	Introduction to Personality
PSYC 333	(3)	Personality and Social Psychology
PSYC 351	(3)	Research Methods in Social Psychology
PSYC 352	(3)	Cognitive Psychology Laboratory
PSYC 406	(3)	Psychological Tests
PSYC 471	(3)	Human Motivation
PSYC 473	(3)	Social Cognition and the Self
PSYC 474	(3)	Interpersonal Relationships

2) Sociology

SOCI 210	(3)	Sociological Perspectives
SOCI 211	(3)	Sociological Inquiry
SOCI 235	(3)	Technology and Society
SOCI 250	(3)	Social Problems
SOCI 307	(3)	Sociology of Globalization
SOCI 312	(3)	Sociology of Work and Industry
SOCI 321	(3)	Gender and Work
SOCI 330	(3)	Sociological Theory
SOCI 377	(3)	Deviance
SOCI 386	(3)	Contemporary Social Movements
SOCI 420	(3)	Organizations
SOCI 424	(3)	Networks and Social Structures

3) Anthropology

ANTH 202	(3)	Socio-Cultural Anthropology
ANTH 204	(3)	Anthropology of Meaning
ANTH 206	(3)	Environment and Culture
ANTH 212	(3)	Anthropology of Development

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ANTH 358	(3)	The Process of Anthropological Research
ANTH 401	(3)	Comparative Anthropology
ANTH 423	(3)	Mind, Brain and Psychopathology
ANTH 440	(3)	Cognitive Anthropology

9.8.10 Bachelor of Commerce (B.Com.) - Major Concentration Statistics for Management Students (39 credits)

Mentor: Professor R. Steele; Department of Mathematics and Statistics, Faculty of Science

This program is comprised of 39 credits.

Students entering the Major concentration in Statistics are normally expected to have completed MATH 133, MATH 140, and MATH 141 or their equivalents. Otherwise they will be required to make up any deficiencies in these courses over and above the 39 credits required by the program.

Required Courses (27 credits)

MATH 222	(3)	Calculus 3
MATH 223	(3)	Linear Algebra
MATH 242	(3)	Analysis 1
MATH 243	(3)	Analysis 2
MATH 314	(3)	Advanced Calculus
MATH 323	(3)	Probability
MATH 324*	(3)	Statistics
MATH 423	(3)	Regression and Analysis of Variance
MGSC 373	(3)	Operations Research 1

* Credits for MATH 324 are counted toward Management Core, where they replace MGCR 271. MGCR 271 cannot be taken for credit after credit for MATH 324 has been obtained.

Complementary Courses (12 credits)

6 credits selected from:

MGSC 479	(3)	Applied Optimization
MGSC 575	(3)	Applied Time Series Analysis Managerial Forecasting
MGSC 578	(3)	Simulation of Management Systems

6 credits selected from:

MATH 204**	(3)	Principles of Statistics 2
MATH 315	(3)	Ordinary Differential Equations
MATH 340	(3)	Discrete Structures 2
MATH 410	(3)	Majors Project
MATH 447	(3)	Introduction to Stochastic Processes
MATH 523	(4)	Generalized Linear Models
MATH 524	(4)	Nonparametric Statistics
MATH 525	(4)	Sampling Theory and Applications

** MATH 204 cannot be taken for credit after credit for MATH 324 has been obtained. The two courses can be taken concurrently. Students should consult the rules for credit for Statistics courses in the course overlap section.

9.9 Honours

An Honours program is available in Economics and in Investment Management. Joint Honours programs are available in Economics and Accounting and in Economics and Finance.

The difference between the Honours and Major programs is not one of quantity but rather of quality, the Honours program involving study in greater depth. Students normally register for the Honours programs in U1 but special arrangements may be made for students wishing to enter the program at the be

The B.Com. Honours Investment Management prepares students for a career in financial asset management, either on the buy side working with active portfolio allocation or on the sell side, working for brokerage firms. The program gives students a rigorous training in accounting, statistics, and finance. The program enables students to analyze financial statements, perform company valuations, construct efficient portfolios with appropriate risk profiles, and manage risk using dynamic trading strategies and derivative instruments.

Students must maintain a minimum CGPA of 3.00 and maintain a minimum program GPA of 3.0. A grade of B- or better must be achieved in all courses counted toward this program. Students who do not satisfy all the requirements of the Honours program may still receive a Major in Finance.

The B.Com. Honours Investment Management is a limited enrolment program and is by application only for students entering their U2 year. For admission requirements, please refer to the website or contact the BCom Student Affairs Office.

Required Courses (45 credits)

ACCT 354	(3)	Financial Statement Analysis
ACCT 452	(3)	Financial Reporting Valuation
FINE 342	(3)	Finance 2
FINE 440	(3)	Honours Investment Management Research Project 1
FINE 441	(3)	Investment Management
FINE 443	(3)	Applied Corporate Finance
FINE 448	(3)	Financial Derivatives
FINE 449	(3)	Market Risk Models
FINE 450	(3)	Honours Investment Management Research Project 2
FINE 451	(3)	Fixed Income Analysis
FINE 455	(3)	Alternative Investments
FINE 480	(3)	Global Investments
FINE 482	(3)	International Finance 1
FINE 541N1	(1.5)	Applied Investments
FINE 541N2	(1.5)	Applied Investments
MGSC 372	(3)	Advanced Business Statistics

9.9.3 Bachelor of Commerce (B.Com.) - Joint Honours Economics and Accounting (54 credits)

Mentors: Please consult the Bachelor of Commerce website at: <http://www.mcgill.ca/desautels/programs/bcom/academics/courseinfo>

Mentor in Economics: Professors M. Sinitsyn, E. Strumpf and J-M Dufour; Department of Economics, Faculty of Arts

Please consult the Economics Department website.

The B.Com. Joint Honours in Economics and Accounting requires the completion of 30 specified credits of Honours courses listed in the Economics Honours Program (9 credits of which are counted as core credits) and 24 specified credits for Accounting. This program is designed to take advantage of both McGill's Accounting and Economics course offerings to produce a student who is well trained in these two complementary areas.

Calculus 1 and 2 are required for entering this Honours program. Please consult the "120-credit program, Freshman course distribution" section for a detailed explanation regarding Calculus 1 and 2. It is also important to check on its statistics requirements, which are listed on the Department's website.

To earn the Joint Honours in Economics and Accounting designation, students must maintain a minimum CGPA of 3.00 and maintain a minimum program GPA of 3.00. Students must achieve a grade of B- or better in all Accounting courses.

Required Courses (39 credits)

ACCT 351	(3)	Intermediate Financial Accounting 1
ACCT 352	(3)	Intermediate Financial Accounting 2
ACCT 361	(3)	Management Accounting
ACCT 455	(3)	Development of Accounting Thought
ECON 250D1*	(3)	Introduction to Economic Theory: Honours
ECON 250D2*	(3)	Introduction to Economic Theory: Honours
ECON 257D1**	(3)	Economic Statistics - Honours

ECON 257D2**	(3)	Economic Statistics - Honours
ECON 352D1***	(3)	Macroeconomics - Honours
ECON 352D2***	(3)	Macroeconomics - Honours
ECON 450D1	(3)	Advanced Economic Theory - Honours
ECON 450D2	(3)	Advanced Economic Theory - Honours
ECON 468	(3)	Econometrics 1 - Honours

* 3 of the 6 credits for ECON 250D1/D2 exempt MGCR 293 in Management Core.

** 3 of the 6 credits for ECON 257D1/D2 exempt MGCR 271 in Management Core.

*** 3 of the 6 credits for ECON 352D1/D2 exempt ECON 295 in Management Core.

Complementary Courses (15 credits)

3 credits from the following:

ECON 460	(3)	History of Thought 1 - Honours
ECON 461	(3)	History of Thought 2 - Honours
ECON 469	(3)	Econometrics 2 - Honours

12 credits from the following:

ACCT 354	(3)	Financial Statement Analysis
ACCT 362	(3)	Cost Accounting
ACCT 385	(3)	Principles of Taxation
ACCT 452	(3)	Financial Reporting Valuation
ACCT 453	(3)	Advanced Financial Accounting
ACCT 463	(3)	Management Control
ACCT 475	(3)	Principles of Auditing
ACCT 486	(3)	Business Taxation 2

9.9.4 Bachelor of Commerce (B.Com.) - Joint Honours Economics and Finance (54 credits)

Mentors: Please consult the Bachelor of Commerce website at: <http://www.mcgill.ca/desautels/programs/bcom/academics/courseinfo>

ECON 352D2***	(3)	Macroeconomics - Honours
ECON 450D1	(3)	Advanced Economic Theory - Honours
ECON 450D2	(3)	Advanced Economic Theory - Honours
ECON 468	(3)	Econometrics 1 - Honours
FINE 342	(3)	Finance 2
FINE 441	(3)	Investment Management
FINE 443	(3)	Applied Corporate Finance
FINE 547	(3)	Advanced Finance Seminar

* 3 of the 6 credits for ECON 250D1/D2 exempt MGCR 293 in Management Core.

** 3 of the 6 credits for ECON 257D1/D2 exempt MGCR 271 in Management Core.

*** 3 of the 6 credits for ECON 352D1/D2 exempt ECON 295 in Management Core.

Complementary Courses (15 credits)

3 credits from the following:

ECON 460	(3)	History of Thought 1 - Honours
ECON 461	(3)	History of Thought 2 - Honours
ECON 469	(3)	Econometrics 2 - Honours

12 credits from the following:

FINE 434	(3)	Topics in Finance 1
FINE 448	(3)	Financial Derivatives
FINE 449	(3)	Market Risk Models
FINE 451	(3)	Fixed Income Analysis
FINE 480	(3)	Global Investments
FINE 482	(3)	International Finance 1
FINE 492	(3)	International Finance 2
FINE 541N1	(1.5)	Applied Investments
FINE 541N2	(1.5)	Applied Investments

10 Academic Staff

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