



**Desautels Faculty of Management**  
**Programs, Courses and University Regulations**  
**2016-2017**





## *Publication Information*

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## 1 About Desautels Faculty of Management

Founded in 1906, the Desautels Faculty of Management at McGill University is ranked as one of the world's top international business schools by *Businessweek*, *Canadian Business*, *Forbes*, *The Economist* and the *Financial Times*. The Faculty's innovative programs and historic reputation for excellence continue to

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Telephone: 514-398-4068

Faculty website: [www.mcgill.ca/desautels](http://www.mcgill.ca/desautels)

Degree website: [www.mcgill.ca/desautels/programs/bcom](http://www.mcgill.ca/desautels/programs/bcom)

The BCom Student Aff



Website: [www.mcgill.ca/summer](http://www.mcgill.ca/summer)

You are permitted to take only 6 credits in each of the two sessions (May–June/July–Aug) of the Summer term. To register for more than 2 courses in a Summer term, students will require permission from the BCom Director.

If you want to pursue courses at another institution, credit will be granted for such courses only if they fit into your overall program, and if written permission to complete such courses for credit has been obtained in advance from the BCom Student Affairs Office. A course that overlaps with material already completed in your program, or a language course that does not substantially progress beyond corresponding language courses already taken, will not receive credit approval. For more information about transferring credits, see [section 4.7: Transfer Credit and Advanced Standing](#).

The Desautels Faculty of Management offers the International Summer Program, which is designed to provide **h i g h** quality education from other universities the opportunity to gain critical North American perspectives on issues of global importance. For further information, please refer to the International Summer Program [website](#).

#### 4.6 International Student Exchange Program

The Desautels Faculty of Management prides itself on its international focus. To broaden this focus, we offer students the possibility of an exchange to over **50** **h i g h** quality institutions around the world. You will gain incredible life experience in and out of the classroom, as well as return with academic credits towards your degree. This experiential learning will make you face challenges and opportunities that will help you grow personally and professionally. You will build lifelong relationships and will discover a new part of the world. Your future career will be enhanced as a result.

At least two-thirds of all departmental program requirements must be completed at McGill and there is a CGPA requirement of 3.0. Once accepted, you must obtain written faculty authorization for transfer credits before leaving to go on exchange. For more information about the International Student Exchange program, please visit [www.mcgill.ca/desautels/programs/bcom/academics/exchange](http://www.mcgill.ca/desautels/programs/bcom/academics/exchange).

More information can also be obtained from the BCom Student Affairs Office at 514-398-4068, [bcom.mgmt@mcgill.ca](mailto:bcom.mgmt@mcgill.ca), or on the McGill International Education [website](#).

#### 4.7 Transfer Credit and Advanced Standing

Students are admitted to a four-year program requiring the completion of 120 credits, but Advanced Standing of up to 30 credits may be granted if you have obtained satisfactory results in the Diploma of Collegial Studies, International Baccalaureate, French Baccalaureate, European Baccalaureate, Bologna signatory countries, Advanced Level and Advanced Subsidiary Exams, and Advanced Placement Exams. Students who transfer course credit from another institution may transfer up to one-third of the credits required in their degree program, including the concentration, major, or honours requirements under the following conditions:

- For credit transfer from another institution, please visit : [Transfer Credits](#) for the grading policy.
- Grades of P or S are acceptable only if transferred from faculties within McGill.
- The letter grades applied by the former home institution or host institution (for exchanges and study away) take precedence over the numerical grades if provided.
- For exchange or study away purposes, it is required that course and credit approval is obtained **b e**fore courses are taken at the host institution.
- The four-year program will require a minimum 80-credit residency at McGill.
- The three-year program will require a minimum 60-credit residency at McGill.
- A maximum of 6 credits of online non-management electives may transfer to the BCom degree if approved by the appropriate department at McGill.

### 5 BCom Degree Admission Requirements

The Desautels Faculty of Management offers programs that are highly selective and fulfilment of minimum admission requirements does not guarantee acceptance. For information about admission requirements to the BCom program, please refer to the *Undergraduate Admissions Guide*, found at [www.mcgill.ca/applying](http://www.mcgill.ca/applying). Students who have been asked to withdraw from a program in another faculty/university due to poor performance are not eligible for transfer into the BCom program. Information about interfaculty transfers can be obtained from the BCom Student Affairs Office at 514-398-4068 or the BCom website at [www.mcgill.ca/desautels/bcom](http://www.mcgill.ca/desautels/bcom).

## 6 BCom Degree Requirements

The Bachelor of Commerce (BCom) degree program is a three- or four-year program when taken full-time. Although the language of instruction at McGill is English, those who plan to be part of the Quebec business environment are reminded of the importance of competence in both written and oral French. Students may submit assignments and write exams in French.

### 6.1 Academic Requirements for Graduation

While BCom Office Advisers and staff are always available to give advice and guidance, the ultimate responsibility for completeness and correctness of course selection and registration, for compliance with and completion of program and degree requirements, and for the observance of regulations and deadlines rests with you. It is your responsibility to seek guidance from the BCom Student Affairs Office if in any doubt; misunderstanding or misapprehension will not be accepted as cause for any exception from any regulation, deadline, program, or degree requirement.

For students entering with a Quebec CEGEP Diploma, the number of credits is generally 90. Students from outside the province of Quebec who have not completed the equivalent of a CEGEP Diploma are required to complete 120 credits.

#### Advanced Standing

All students admitted with advanced standing must meet with a BCom Adviser. It is your responsibility to ensure that ALL appropriate official results are provided to McGill and that your McGill transcript accurately reflects the minimum credit requirement. This must be finalized by the end of your first term at McGill. Delays to submit all official documentation may result in the advanced standing not being granted.

It is your responsibility to make sure that your course of study conforms with the curriculum requirements as described in this publication. If you want to deviate from your program, you must obtain written permission from the Director, BCom program.

If you have transferred with advanced standing to the Desautels Faculty of Management from another university, you are required to complete a minimum of 60 credits while registered in the BCom program, including required courses that are deemed necessary, to become eligible for the degree of BCom.

### 6.2 Cumulative Grade Point Average (CGPA)

You will be eligible for graduation upon satisfactory completion of the minimum credit requirement for the degree as indicated in your letter of acceptance, subject to the curriculum and CGPA of 2.00 (3.00 for Honours) requirements.

### 6.3 Course Requirements

All required and complementary courses used to fulfil program requirements, including the Freshman program, must be completed with a grade of C or better. If you fail to obtain a satisfactory grade in a required course (core, part of a concentration, minor, major, or honours program), you must repeat the course. Course substitution will be allowed only in special cases; you should consult your academic adviser. Normally, you are permitted to repeat a failed course only once (failure is considered to be a grade of less than C or the administrative failures of J and KF). If the failed course is a complementary course required by the program, you may choose to replace it with another complementary course. If you choose to substitute another complementary course for a complementary course in which a D was received, credit for the first course will still be given, but as an elective. If you repeat a required course in which a D was received, credit will be given only once. In either case, both grades of D count toward the CGPA.

In addition, if a course is passed with a grade of C or better, and is then repeated in the future, the subsequent course will not be allowed to count for credit, nor be calculated in the CGPA.

### 6.4 Academic Advising

If you are entering the Desautels Faculty of Management for the first time, you are required to attend an **Orientation Session** during the last week of August, at which 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 6.5: Registration](#); the website for newly admitted undergraduate students at [www.mcgill.ca/accepted](http://www.mcgill.ca/accepted); and the BCom website at [www.mcgill.ca/desautels/programs/bcom](http://www.mcgill.ca/desautels/programs/bcom).

It is not advisable to wait until August to resolve registration issues due to limited course enrolment.

Academic advising for all returning students takes place in February and March for the upcoming academic year. "Drop-in" advising is available in the [BCom Student Affairs Office](#):



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offered by the School of Computer Science is governed by rules specified in its individual course descriptions.

- Most courses in subject codes



#### **6.9.4 Unsatisfactory/Interim Unsatisfactory Standing**

If you are in Interim Unsatisfactory Standing, you may continue in your program, but should evaluate your course load and reduce it as appropriate. You must see a student adviser

## 7.1 Examinations

For information about final examinations and deferred examinations, also see [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 Exams website](#) 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](#) for more information, or contact Enrolment Services [Service Point](#). Students are warned not to make travel arrangements to leave Montreal prior to the posting of the official final examination schedule.

BCom courses cannot have examinations scheduled during the last two weeks of term worth more than 10% of the final grade. You must repeat any grades of D or F in core courses or courses as part of a concentration, minor, major, or honours program. However, D is a passing grade for elective courses.

### 7.1.1 Supplemental Examinations

Supplemental examinations are not offered in undergraduate courses administered by the Desautels Faculty of Management. If you are required to improve your standing in a course, you must repeat the course in a subsequent term, completing all course requirements to the satisfaction of the instructor. Faculty policy does not allow you to do additional work to improve your standing in a course.

### 7.1.2 Deferred Examinations

For missed final examinations, whatever the reason may be, professors and students are **not** to make alternate arrangements. If you are unable to write your final exam due to illness or another serious reason, you may apply for a deferral of your exam through your [Minerva](#) account, and if your application is accepted, you will be permitted to write it during the next deferred examination period.

To qualify, you must obtain documentation (such as a doctor's note) explaining your inability to write the exam which must be dated within **5 days** and bring it to the BCom Office as soon as possible after the exam. The application and supporting documentation must be submitted no later than **Jan 5** (for Fall courses) or **Mar 5** (Winter and Fall-Winter courses).

The BCom Office will then review the reasons for the exam having been missed and will either give you permission to write a deferred final exam, or not. If approved, you will write the final exam during the University's official deferred exam period—specific dates in May (Fall terms) and August (Winter and Summer terms). It is up to you to verify the deferral schedule, which is administered by the Registrar.

It is recommended that students who have been approved for deferred exams meet with an academic adviser.

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## 7.2 Verification of Grades and Rereads

In accordance with the Charter of Student Rights, and subject to its stated conditions, you have the right to consult any written submission for which you have received a mark and the right to discuss this submission with the examiner.

In a case where you feel that an error has been made in arriving at the final grade, a [Re-Read Application Form](#) must be completed in the BCom Student Affairs Office, requesting the instructor to carry out a detailed check that all questions have been marked, and that the final grade has been computed correctly on the basis of the term work, final examination, etc. However, during the course of the term, any requests to have term work re-evaluated should initially be made directly to the instructor.

The Desautels Faculty of Management recognizes two types of rereads or reassessments:

- reread of coursework (term papers, mid-terms, assignments, quizzes, etc.)
- 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.

### 7.2.1 Reread of Coursework

You may apply to the BCom Student Affairs Office for rereads of written coursework. You are assessed a fee for such rereads; consult the [Student Accounts website](#) for specific fee amounts. 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.

### 7.2.2 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 for such rereads; consult the Student Accounts [website](#) for specific fee amounts. 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.

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### 7.3 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:

- 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 they are eligible to graduate in a program other than honours.

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### 7.4 Awards and Honorary Designations: Distinction

For information on the designation of Distinction awarded at graduation, see [University Regulations and Resources](#) > Undergraduate > Graduation > Graduation Honours > : [Distinction](#).

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### 7.5 Awards and Honorary Designations: Dean's Honour List

For information on the designation of Dean's Honour List awarded at graduation, see [University Regulations and Resources](#) > Undergraduate > Graduation > Graduation Honours > : [Dean's Honour List](#).

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### 7.6 Awards and Honorary Designations: Scholarships, Prizes, and Medals

Various scholarships, prizes, and medals are open to returning and graduating students. Full details can be found in the *Undergraduate Scholarships and Awards Calendar* available at [www.mcgill.ca/studentaid](http://www.mcgill.ca/studentaid). For information, see [University Regulations and Resources](#) > Undergraduate > : [Scholarships and Student Aid](#).

As a registered student, you are automatically considered by the Undergraduate Scholarships Committee for each award for which you are eligible. The following in-course scholarships are not automatic and therefore require an application:

- Commerce '55 Scholarships
- Danny and Monica Gold Award for Academic Excellence
- Dr. Alex Paterson Scholarship
- Great-West Life & London Life Scholarship
- HSBC Bank Canada Management Awards
- HSBC Women in Business Leadership Award
- Hyman Herbert Stein Award
- James Hartt Schurman Memorial Award
- Laurentian Bank Scholarships
- Marcel A. Desautels BCom Scholarship
- Paul-Herv Desrosiers Scholarship in Entrepreneurial Studies
- Rio Tinto Alcan – Richard Evans International Exchange Award
- Sheila Wellington BMO Financial Group Awards
- Shirin Yeganegi Memorial Scholarship
- Stephen S. Goldbloom Memorial Prize (*please note that this is the only award that requires an application for a graduating student*)

For these, the Undergraduate Scholarships Committee welcomes applications and recommendations, substantiated by curriculum vitae, from individual students, student groups, and clubs. Such information should be forwarded to [scholarship.mgmt@mcgill.ca](mailto:scholarship.mgmt@mcgill.ca). A minimum of 27 graded credits for the year, excluding the Summer term (14 credits in one term) must have been completed in the year to be eligible. If a student is on exchange for one term, then a minimum of 14 credits must be taken in the term at McGill, in order to be eligible for awards.

## 8 Overview of Programs Offered by the Desautels Faculty of Management

### Overview

[section 8.3: 120-Credit Program, Freshman Course Distribution](#)

[section 8.4: Management Core](#)

[section 8.5: Concentrations \(General Management Major\)](#)

[section 8.6: Minors for Management Students](#)

[section 8.7: Minors for Non-Management Students](#)

[section 8.8: Majors](#)

[section 8.9: Honours](#)

### 8.1 BCom Program Credit Structure: General Management Program (Concentrations)

2 Credits	90 credits	120 credits
Freshman Requirements	0	21
Core	36	36
2 Concentrations	30	30
Non-Mgmt Electives	6	9
Electives	18	24
Total	90	120
1 Credit 1 Minor (18* or 24 credits)	90 credits	120 credits
Freshman Requirements	0	21
Core	36	36
1 Concentration	15	15
1 Minor (18* or 24 credits)	18* or 24	18* or 24
Electives	21* or 15	30* or 24
Total	90	120

#### Electives

- Accounting
- Entrepreneurship
- Finance
- Information Systems – Digital Innovation
- Information Systems – IT for Business
- International Business
- Labour-Management Relations and Human Resources
- Managing for Sustainability
- Marketing
- Operations Management
- Organizational Behaviour
- Strategic Management – Global Strategy
- Strategic Management – Socio-Economic Issues

## 8.1.1 Minors/Minor Concentrations for Management Students

Major	Sub	90 credits	120 credits
Freshman Requirements		0	21
Core		36	36

- Economics
- Economics and Accounting (Joint Honours)
- Economics and Finance (Joint Honours)
- Investment Management

### 8.3 120-Credit Program, Freshman Course Distribution

Students admitted to a program requiring 97–120 credits (four years) register in a Freshman year (U0) in which they must complete the following for a total of:

#### 30 Credits

- **URQ** **12 cr** **3** (see chart below)
- **UCM** **9 cr** **3** (see thematic selection from C1, C2 or C3 below)
- **UEE** **9 cr** **3**

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

Students who have at least 3 Advanced Standing credits and who are taking at least one Management core class can opt out of BUSA 100.

Although BUSA 250 is strongly recommended for all eligible Freshman students, those who have been granted at least 15 Advanced Standing credits can opt out of BUSA 250.

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

#### Required Complementary Courses

URQ	Cr	12 cr	
MATH 122 <sup>1</sup>	(3)		Calculus for Management
MATH 123 <sup>1</sup>	(3)		Linear Algebra and Probability
BUSA 100	(3)		Introduction to Management
BUSA 250	(3)		Expressive Analysis for Management

#### UCM (9 credits)

9 credits in total must be selected from the following three categories. Courses must be chosen from at least two groups.

- C1. Sp, Ch & Lg
- C2. Ch & A
- C3. GP & En r m

Course listings can be found at the Desautels Faculty of Management's website at: [www.mcgill.ca/desautels/prog1001152.77318160.53328Mgroups](http://www.mcgill.ca/desautels/prog1001152.77318160.53328Mgroups).



**Note :** Management students cannot receive credit for ECON 208, ECON 209, ECON 227, ECON 230, ECON 250D1/ECON 250D2, ECON 257D1/ECON 257D2, MATH 112, MATH 203, or MATH 204 as elective courses.

## 8.4 Management Core

All BCom students take the 36-credit core curriculum set out below, except where modifications are specifically required by a major or honours program. A grade of C or better is required for all core courses. If a D is obtained in a core course, the course must be repeated.

### 8.4.1 Core Course Distribution

Req	Credits	Course
	(3)	Macroeconomic Policy
	(3)	Introduction to Financial Accounting
	(3)	Introduction to Organizational Behaviour
	(3)	Business Statistics
	(3)	Managerial Economics
	(3)	Information Systems
	(3)	Introduction to Finance
	(3)	Marketing Management 1
	(3)	Social Context of Business
	(3)	International Business
	(3)	Strategic Management
	(3)	Operations Management

#### Programs

Students considering the following programs:

- Management**
  - replace MGCR 271 with MATH 324 (prerequisite: MATH 323)
- Honours in Management**
  - 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 in Economics**
  - replace MGCR 293 with ECON 230D1/D2.
  - replace ECON 295 with ECON 330D1/D2 (taken in the second year)

#### Additional

- 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.

## 8.5 Concentrations (General Management Major)

In order to complete a concentration, students must achieve a grade of C or better in the courses counting towards the concentration. If a student receives less than a C in a complementary course, they have the option of repeating this course or selecting another complementary course. They may also choose to pursue a different concentration altogether.

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.

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Students who choose to take a second concentration will be required to complete 15 non-ov

ACCT 361	(3)	Management Accounting
BUSA 364	(3)	Business Law 1
BUSA 465	(3)	Technological Entrepreneurship
FINE 342	(3)	Corporate Finance
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

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

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

#### Complementary Courses (6 credits)

Revision, June 2016. Start of revision.

Selected from the following:

FINE 434	(3)	Topics in Finance 1
FINE 435	(3)	Advanced Topics in Finance
FINE 442	(3)	Capital Markets and Institutions
FINE 444	(3)	Principles and Strategies of Securities Trading
FINE 445	(3)	Real Estate Finance
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 Corporate Finance
FINE 541N1	(1.5)	Applied Investments
FINE 541N2	(1.5)	Applied Investments

**Revision, June 2016. End of revision.**

#### **8.5.4 Bachelor of Commerce (B.Com.) - Concentration in Information Systems: Digital Innovation (15 credits)**

There are two options offered in the Information Systems (IS) Concentration: IT for Business and Digital Innovation.

The IS Concentration - Digital Innovation option gives students knowledge and skills to navigate the digital economy. Today, business managers, leaders, and entrepreneurs need to be able to inno

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 450	(3)	Information Systems Project Management
INSY 454	(3)	Technological Foundation for E-Commerce Technology and Innov

MRKT 483	(3)	International Marketing Management
ORGB 380	(3)	Cross Cultural Management

### 8.5.7 Bachelor of Commerce (B.Com.) - Concentration in Labour-Management Relations and Human Resources (15 credits)

The objective of the this concentration is to provide a general understanding of employer-employee relations and human resources, both at the micro-level and in relation to the socio-economic context in which they occur. Students interested in more intensive study of this area are urged to consider the Major program in Labour-Management Relations and Human Resources.

#### Required Courses (9 credits)

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

#### Complementary Courses (6 credits)

Selected from the following:

INDR 449	(3)	Occupational Health and Safety
INDR 459	(3)	International Employment Relations
INDR 492	(3)	Globalization and Labour Policy
INDR 494	(3)	Labour Law
INDR 495	(3)	Labour Relations: Public Sector
INDR 497	(3)	Contract Administration
ORGB 321	(3)	Leadership
ORGB 325	(3)	Negotiations and Conflict Resolution
ORGB 421	(3)	Managing Organizational Change
ORGB 440	(3)	Career Theory and Development

### 8.5.8 Bachelor of Commerce (B.Com) - Concentration in Managing for Sustainability (15 credits)

The B.Com.; Major in General Management, Managing for Sustainability Concentration, helps students to develop conceptual and analytical skills needed to formulate and implement organizational policies that contribute to ecologically sustainable and socially responsible economic development. There is a growing demand for managers and professionals that combine traditional management and business skills with environmental knowledge and an understanding of social systems and stakeholder expectations. The emerging green economy will be an important source of innovation and jobs in the coming years.

Courses in the Concentration fall into four broad themes: (1) organizational implications of the interlinked economic, social and ecological challenges of sustainability; (2) the integration of sustainability into traditional business functions; (3) leadership, building consensus, motivating others and managing change required to achieve sustainability; (4) stakeholder management and managing technological change.

The program complements traditional management career paths and provides useful preparation for positions in the private sector, consultancies, government, NGOs, and international organizations.

#### Required Course (3 credits)

MGPO 440	(3)	Strategies for Sustainability
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#### Complementary Courses (12 credits)

6-9 credits from the following:

ACCT 401	(3)	Sustainability and Environmental Accounting
INSY 455	(3)	Technology and Innovation for Sustainability
MGPO 438	(3)	Social Entrepreneurship and Innovation
MGSC 488	(3)	Sustainability and Operations

MSUS 402 (3) Systems Thinking and Sustainability

3 credits from the following:

ORGB 321 (3) Leadership  
ORGB 325 (3) Negotiations and Conflict Resolution  
ORGB 401 (3) Leadership Practicum in Social Sector  
ORGB 421 (3) Managing Organizational Change

0-3 credits from the following:

BUSA 465 (3) Technological Entrepreneurship  
MGPO 365 (3) Business-Government Relations  
MGPO 450 (3) Ethics in Management  
MGPO 460 (3) Managing Innovation  
MGPO 475 (3) Strategies for Developing Countries  
MGPO 567 (3) Business in Society  
MSUS 434 (3) Topics in Sustainability

### 8.5.9 Bachelor of Commerce (B.Com.) - Concentration in Marketing (15 credits)

The Marketing concentration prepares the student for a wide variety of career opportunities. Marketing graduates historically have found employment in the fields of product management, advertising, sales management, marketing management, pricing, marketing research, distribution, and retailing. The Marketing concentration provides a balance between courses focusing on fundamental, theoretical, and "need to know" material, and courses with a strong practical and applied orientation.

#### Required Courses (9 credits)

MRKT 354 (3) Marketing Strategy  
MRKT 451 (3) Marketing Research  
MRKT 452 (3) Consumer Behaviour

#### Complementary Course (6 credits)

6 credits selected from:

MRKT 351 (3) Marketing and Society  
MRKT 355 (3) Services Marketing  
MRKT 357 (3) Marketing Planning 1  
MRKT 365 (3) New Products  
MRKT 434 (3) Topics in Marketing 1  
MRKT 438 (3) Brand Management  
MRKT 453 (3) Integrated Mktg Communications  
MRKT 455 (3) Sales Management  
MRKT 456 (3) Business to Business Marketing  
MRKT 459 (3) Retail Management  
MRKT 483 (3) International Marketing Management

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

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 and Supply Chain Analysis

**Complementary Courses (9 credits)**

Selected from the following:

MGSC 372	(3)	Advanced Business Statistics
MGSC 402	(3)	Operations Strategy
MGSC 403	(3)	Introduction to Logistics Management
MGSC 405	(3)	Quality Management
MGSC 415	(3)	Supplier Management
MGSC 479	(3)	Applied Optimization
MGSC 488	(3)	Sustainability and Operations
MGSC 575	(3)	Applied Time Series Analysis Managerial Forecasting
MGSC 578	(3)	Simulation of Management Systems

or approved courses in other areas or faculties.

**8.5.11 Bachelor of Commerce (B.Com.) - Concentration in Organizational Behaviour (15 credits)**

The Organizational Behaviour concentration provides an opportunity for students to increase their awareness of behavioural issues encountered in job and organizational settings, and to prepare themselves for graduate study in the behavioural sciences or for careers in general management or human resource management.

**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 434	(3)	Topics in Organizational Behaviour 1
ORGB 440	(3)	Career Theory and Development
ORGB 525	(3)	Compensation Management

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

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

The Concentration in Strategic Management - Global Strategy Option provides students with the skills necessary to understand contemporary businesses in a global context, and to explore the implications of business decisions for society and the environment. Since globalization affects organizations of all types, this concentration conveys the tools necessary to understand industry structures and competitive dynamics in a global context. It provides opportunities to





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

### 8.6.2 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 the eCalendar. In particular, MATH 204 cannot be taken for credit after credit for MATH 324 has been obtained.

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## 8.7 Minors for Non-Management Students

The Desautels Faculty of Management has four minors that allow undergraduate non-Management students 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 to be reviewed.

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 may be permitted a maximum of one Continuing Studies course for credit within their chosen Management minor.

All minors for non-Management students require an application; the form may be found at [www.mcgill.ca/desautels/programs/bcom/academics/course-information/minors-non-management-students](http://www.mcgill.ca/desautels/programs/bcom/academics/course-information/minors-non-management-students). Decisions will be made by July 1, whereby students will be informed via their McGill email address. Courses for minors must be passed with grades of C or better. Courses for minors cannot be taken under the Satisfactory/Unsatisfactory option. Students must inform their Faculty when they are approved for one of the four minors, to ensure timely graduation.

### 8.7.1 Minor in Entrepreneurship for Science Students

Detailed information on this Minor can be found under [Faculty of Science > Undergraduate > Under](#)

or other appropriate 300- or 400-level FINE courses with the approval of the Program Adviser.

\* Prerequisite: MGCR 271, Business Statistics, or another equivalent Statistics course approved by the Program Adviser.

**Revision, June 2016. End of revision.**

Note: Students should select their Statistics course only after consulting the "Course Overlap" section in the Faculty of Arts, the "Course Overlap" section in the Faculty of Science, and the "Course Overlap" section in the Desautels Faculty of Management to avoid overlapping Statistics courses.

### **8.7.3 Minor Management (For Non-Management Students) - (18 credits)**

The Minor Management consists of 18 credits of Management courses and is currently offered to non-Management students in the following Faculties: Arts, Engineering, Science, Agricultural & Environmental Sciences, Music, Religious Studies, and Kinesiology.

This Minor is designed to provide non-management students with the opportunity to obtain basic knowledge in various aspects of management.

#### **Complementary Courses (18 credits)**

**Required Courses (9 credits)**

MGCR 352	(3)	Principles of Marketing
MRKT 354	(3)	Marketing Strategy
MRKT 451	(3)	Marketing Research

**Complementary Courses (9 credits)**

3 credits:

MGCR 271*	(3)	Business Statistics
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6 credits selected from:

MRKT 357	(3)	Marketing Planning 1
MRKT 365	(3)	New Products
MRKT 438	(3)	Brand Management
MRKT 452	(3)	Consumer Behaviour
MRKT 453	(3)	Integrated Mktg Communications
MRKT 455	(3)	Sales Management
MRKT 459	(3)	Retail Management
MRKT 483	(3)	International Marketing Management

or other appropriate 300- or 400-level MRKT courses with the approval of the Program Adviser.

\* Students who have taken an equivalent Statistics course in another faculty may not count those credits toward the Minor; an additional 3-credit complementary course must be chosen from the course list above.

Note: Students should select their Statistics course only after consulting the "Course Overlap" section in the Faculty of Arts, the "Course Overlap" section in the Faculty of Science, and the "Course Overlap" section in the Desautels Faculty of Management to avoid overlapping Statistics courses.

**8.7.5 Minor Operations Management (For Non-Management Students) - (18 credits)**

The Minor Operations Management consists of 18 credits of Management courses and is currently offered to non-Management students in the Faculties of Arts, Engineering, Science, and Agricultural & Environmental Sciences.

It provides non-Management students with the opportunity to pursue a career that involves decision making at the operational level. Graduates will be able to find employment in consulting, manufacturing, supply chain, distribution, retail operations, healthcare management and environmental management for profit and non-profit corporations. This Minor has been designed to provide students with an understanding of the key concepts in operations management theory and practice.

**Required Courses (6 credits)**

MGCR 472	(3)	Operations Management
MGSC 373	(3)	Operations Research 1

**Complementary Courses (12 credits)**

3 credits

MGCR 271*	(3)	Business Statistics
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9 credits selected from:

MGSC 372	(3)	Advanced Business Statistics
MGSC 402	(3)	Operations Strategy



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

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

Mentors: Professors M. El-Attar Vilalta, M. Chemin, P. Dickinson, J. Kurien, J. Li, R.T. Naylor, and C. Ragan; Department of Economics, Faculty of Arts.

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.

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

The 30-credit Finance Major has been designed to meet the increasing demand for expertise in this rapidly growing field.

FINE 435	(3)	Advanced Topics in Finance
FINE 442	(3)	Capital Markets and Institutions
FINE 444	(3)	Principles and Strategies of Securities Trading
FINE 449	(3)	Market Risk Models
FINE 451	(3)	Fixed Income Analysis
FINE 480	(3)	Global Investments
FINE 492	(3)	International Corporate Finance
FINE 541N1	(1.5)	Applied Investments
FINE 541N2	(1.5)	Applied Investments
FINE 547	(3)	Advanced Finance Seminar

**Revision, June 2016. End of revision.**

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

**8.8.4 Bachelor of Commerce (B.Com.) - Major Information Systems (30 credits)**

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

**Complementary Courses (12 credits)**

Selected from the following:

BUSA 499*	(3)	Case Analysis and Presentation
INSY 332	(3)	Accounting Information Systems
INSY 339	(3)	IT Consulting
INSY 430	(3)	IT in Financial Markets
INSY 431	(3)	IT Implementation Management
INSY 434	(3)	Topics in Information Systems 1



INSY 440	(3)	E-Business
INSY 442	(3)	Business Intelligence and Data Analytics
INSY 444	(3)	Online Communities and Open Innovation
INSY 454	(3)	Technological Foundation for E-Commerce
INSY 455	(3)	Technology and Innovation for Sustainability

\* Students wishing to take BUSA 499 or a course substitution as a complementary course must seek prior approval from the IS Area Coordinator.

### **8.8.5 Bachelor of Commerce (B.Com.) - Major International Management (48 credits)**

The Major in International Management (MIM), 42-48 credits, is designed for students who wish to combine business studies with regional or thematic global studies and foreign language proficiency. MIM will acquaint students with the impact of managing in one of three themes:

- 1) Comparative Global Studies
- 2) Global Politics and Economy
- 3) Global Well-Being and Development

This Major is interdisciplinary and integrative and includes a business component: 15-credit International Business concentration; an Area of Study component: 27- to 33-credit Interdisciplinary Area of Specialization that includes an 18-credit Minor concentration outside the Management Faculty, 9-12 credits of language courses, and an experiential learning experience in the form of either exchange, internship or research.

**Theme 1: Comparative Global Studies**

Students can choose to study a region including Africa, East Asia, Middle East, South Asia, Europe, or the Americas.

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 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)	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 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 electiv

**Required Courses (12 credits)**

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

MGSC 488	(3)	Sustainability and Operations
MSUS 402	(3)	Systems Thinking and Sustainability

3 credits from the following:

ORGB 321	(3)	Leadership
ORGB 325	(3)	Negotiations and Conflict Resolution
ORGB 401	(3)	Leadership Practicum in Social Sector
ORGB 421	(3)	Managing Organizational Change

0-3 credits from the following:

BUSA 465	(3)	Technological Entrepreneurship
MGPO 365	(3)	Business-Government Relations
MGPO 450	(3)	Ethics in Management
MGPO 460	(3)	Managing Innovation
MGPO 475	(3)	Strategies for Developing Countries
MGPO 567	(3)	Business in Society
MSUS 434	(3)	Topics in Sustainability

3 credits from the following:

ENVR 401	(3)	Environmental Research
GEOG 460	(3)	Research in Sustainability
MSUS 400	(3)	Independent Studies in Sustainability
MSUS 401	(3)	Sustainability Consulting
MSUS 497	(3)	Internship in Sustainability

12 credits of McGill School of Environment core courses:

ENVR 200	(3)	The Global Environment
ENVR 201	(3)	Society, Environment and Sustainability
ENVR 202	(3)	The Evolving Earth
ENVR 203	(3)	Knowledge, Ethics and Environment
ENVR 400	(3)	Environmental Thought

6 credits of environmentally related courses selected with the approval of the environmental MSE Program Adviser (at least 3 credits must be in social sciences). A list of Suggested Courses is provided below.

### Suggested Course List

The Suggested Course List is divided into two thematic categories: Social Sciences and Policy; and Natural Sciences and Technology.

Most courses listed at the 300 level and higher have prerequisites. You are urged to prepare your program of study with this in mind.

This list is not meant to be exhaustive. You are also encouraged to examine the course lists of the various domains in the Environment program for other courses that might interest you. Courses not on the Suggested Course List may be included in the Minor with the permission of the MSE Program Adviser.

### Location Note:



PHIL 230	(3)	Introduction to Moral Philosophy 1
PHIL 237	(3)	Contemporary Moral Issues
PHIL 334	(3)	Ethical Theory
PHIL 343	(3)	Biomedical Ethics
PHIL 348	(3)	Philosophy of Law 1
POLI 212	(3)	Government and Politics - Developed World
POLI 227	(3)	Developing Areas/Introduction
POLI 345	(3)	International Organizations
POLI 445	(3)	International Political Economy: Monetary Relations
PSYC 215	(3)	Social Psychology
RELG 270	(3)	Religious Ethics and the Environment
RELG 340	(3)	Religion and the Sciences
RELG 370	(3)	Religion and Human Rights
RELG 376	(3)	Religious Ethics
SOCI 222	(3)	Urban Sociology
SOCI 234	(3)	Population and Society
SOCI 235	(3)	Technology and Society
SOCI 254	(3)	Development and Underdevelopment
SOCI 386	(3)	Contemporary Social Movements
URBP 201	(3)	Planning the 21st Century City
URBP 506	(3)	Environmental Policy and Planning
URBP 530	(3)	Urban Environmental Planning
WILD 415*	(2)	Conservation Law

### **Natural Sciences and Technology**

\*\* Note: you may take LSCI 230 or MIMM 211, but not both; you may take BIOL 432 or ENVB 315, but not both; you may take BREE 217 or GEOG 322, but not both; you may take ENVB 529 or GEOG 201, but not both; you may take BIOL 308 or ENVB 305, but not both.

AGRI 340	(3)	Principles of Ecological Agriculture
AGRI 435	(3)	Soil and Water Quality Management
ANSC 326	(3)	Fundamentals of Population Genetics
ANTH 311	(3)	Primate Behaviour and Ecology
ARCH 375	(2)	Landscape
ARCH 377	(3)	Energy, Environment and Buildings
ARCH 378	(3)	Site Usage



BIOL 465	(3)	Conservation Biology
BREE 217**	(3)	Hydrology and Water Resources
BREE 322	(3)	Organic Waste Management
BREE 518	(3)	Ecological Engineering
BTEC 502	(3)	Biotechnology Ethics and Society
CHEE 230	(3)	Environmental Aspects of Technology
CHEM 212	(4)	Introductory Organic Chemistry 1
CHEM 281	(3)	Inorganic Chemistry 1
CHEM 462	(3)	Green Chemistry
CIVE 225	(4)	Environmental Engineering
CIVE 323	(3)	Hydrology and Water Resources
CIVE 550	(3)	Water Resources Management
ENTO 340	(3)	Field Entomology
ENVB 210	(3)	The Biophysical Environment
ENVB 301	(3)	Meteorology
ENVB 305**	(3)	Population & Community Ecology
ENVB 315**	(3)	Science of Inland Waters
ENVB 410	(3)	Ecosystem Ecology
ENVB 415	(3)	Ecosystem Management
ENVB 529**	(3)	GIS for Natural Resource Management
ENVR 200	(3)	The Global Environment
ENVR 202	(3)	The Evolving Earth
EPSC 201	(3)	Understanding Planet Earth
EPSC 233	(3)	Earth and Life History
EPSC 425	(3)	Sediments to Sequences
EPSC 549	(3)	Hydrogeology
ESYS 301	(3)	Earth System Modelling
GEOG 200	(3)	Geographical Perspectives: World Environmental Problems
GEOG 201**	(3)	Introductory Geo-Information Science
GEOG 205	(3)	Global Change: Past, Present and Future
GEOG 272	(3)	Earth's Changing Surface
GEOG 308	(3)	Principles of Remote Sensing
GEOG 321	(3)	Climatic Environments
GEOG 322**	(3)	Environmental Hydrology
GEOG 372	(3)	Running Water Environments
GEOG 470	(3)	Wetlands
LSCI 230**	(3)	Introductory Microbiology
MICR 331	(3)	Microbial Ecology
MIME 308	(3)	Social Impact of Technology
MIME 320	(3)	Extraction of Energy Resources
MIMM 211**	(3)	Introductory Microbiology
MIMM 314	(3)	Intermediate Immunology
MIMM 323	(3)	Microbial Physiology

MIMM 324	(3)	Fundamental Virology
NRSC 333	(3)	Pollution and Bioremediation
NRSC 340	(3)	Global Perspectives on Food
NRSC 510	(3)	Agricultural Micrometeorology
NRSC 514	(3)	Freshwater Ecosystems
PARA 410	(3)	Environment and Infection
PARA 515	(3)	Water, Health and Sanitation
PLNT 304	(3)	Biology of Fungi
PLNT 305	(3)	Plant Pathology
PLNT 358	(3)	Flowering Plant Diversity
PLNT 426	(3)	Plant Ecophysiology
PLNT 460	(3)	Plant Ecology
SOIL 300	(3)	Geosystems
WILD 421	(3)	Wildlife Conservation

### 8.8.8 Bachelor of Commerce (B.Com.) - Major Marketing (30 credits)

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 (9 credits)

MRKT 354	(3)	Marketing Strategy
MRKT 451	(3)	Marketing Research
MRKT 452	(3)	Consumer Behaviour

#### Complementary Courses (21 credits)

21 credits selected from:

MRKT 351	(3)	Marketing and Society
MRKT 355	(3)	Services Marketing
MRKT 357	(3)	Marketing Planning 1
MRKT 365	(3)	New Products
MRKT 434	(3)	Topics in Marketing 1
MRKT 438	(3)	Brand Management
MRKT 453	(3)	Integrated Mktg Communications
MRKT 455	(3)	Sales Management
MRKT 456	(3)	Business to Business Marketing
MRKT 459	(3)	Retail Management
MRKT 483	(3)	International Marketing Management

### 8.8.9 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 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 (30 credits)**

MATH 222	(3)	Calculus 3
MATH 235	(3)	Algebra 1
MATH 236	(3)	Algebra 2
MATH 242	(3)	Analysis 1
MATH 243	(3)	Analysis 2
MATH 314	(3)	Advanced Calculus
MATH 315	(3)	Ordinary Differential Equations
MATH 323	(3)	Probability
MATH 324*	(3)	Statistics
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 (9 credits)**

6 credits selected from:

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.

**8.8.10 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
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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 401	(3)	Leadership Practicum in Social Sector
ORGB 409	(3)	Organizational Research Methods
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

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)	Globalization
SOCI 312	(3)	Sociology of Work and Industry
SOCI 321	(3)	Gender and Work
SOCI 330	(3)	Sociological Theory
SOCI 377	(0)	

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
ANTH 222	(3)	Legal Anthropology
ANTH 303	(3)	Ethnographies of Post-socialism
ANTH 318	(3)	Globalization and Religion
ANTH 320	(3)	Social Evolution
ANTH 342	(3)	Gender, Inequality and the State
ANTH 352	(3)	History of Anthropological Theory
ANTH 355	(3)	Theories of Culture and Society
ANTH 358	(3)	The Process of Anthropological Research
ANTH 423	(3)	Mind, Brain and Psychopathology
ANTH 440	(3)	Cognitive Anthropology

**8.8.11 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.

**BacB.Com.) - Tm(Mreteategmet of e tw)Tj1 0 006 29.0af1 0 0 5ge tw**

ECON 305	(3)	Industrial Organization
ECON 313	(3)	Economic Development 1
ECON 314	(3)	Economic Development 2
INTD 200	(3)	Introduction to International Development
MGPO 362	(3)	Fundamentals of Entrepreneurship
MGPO 402	(3)	Dynamic Cities
MGPO 430	(3)	Practicum in Not for Profit Consulting

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3.50 average in the required and complementary credits in Economics, and an overall CGPA of 3.50. In cases where a student takes a Supplemental Exam in an Economics course, both the original and the Supplemental Exam grades will be counted in the calculation of the GPA and CGPA averages.

All Honours students should consult: <http://www.mcgill.ca/economics/undergraduates/honours>. For the current list of advisers in Economics and their advising times, see the website of the Department of Economics.

**Program Prerequisites (0-10 credits)**

MATH 133\*                      (3)                      Linear Algebra and Geometry



**Required Courses (45 credits)**

ACCT 354	(3)	Financial Statement Analysis
ACCT 452	(3)	Financial Reporting Valuation
FINE 342	(3)	Corporate Finance
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

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

The B.Com. Joint Honours in Economics and Accounting program is offered jointly between Economics and the Desautels Faculty of Management. This program requires the completion of 30 specified credits of Honours courses listed in the Economics Honours part of this program and 24 specified credits for Accounting.

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 450	(3)	Advanced Economic Theory 1 - Honours
ECON 452	(3)	Advanced Economic Theory 2 - 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

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

The B.Com. Joint Honours in Economics and Finance program is offered jointly between Economics and the Desautels Faculty of Management. This program requires the completion of 30 specified credits of Honours courses listed in the Economics part of the program and 24 specified credits for Finance.

Students in this program should see an Economics adviser and a Management adviser. F

For a First Class Honours degree, the minimum requirements are a 3.50 program GPA in the required courses, a 3.50 average in the required and complementary credits in Economics, and a CGP

FINE 448	(3)	Financial Derivatives
FINE 449	(3)	Market Risk Models
FINE 451	(3)	Fixed Income Analysis
		Global Inv

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S. Maguire; B.Sc.(Qu.), M.B.A.(Br. Col.) – *Strategy and Organization*

A.C. Masi; A.B.(Colgate), A.M., Ph.D.(Brown) – *Organizational Behaviour*

H. Mintzberg; B.Eng.(McG.), B.A.(Sir G. Wms.), S.M., Ph.D.(MIT) – *Strategy and Organization (John Cleghorn Professor of Management Studies)*

A. Pinsonneault; B.Com.(C'ndia), M.Sc.(HEC), Ph.D.(Calif.) – *Information Systems (James McGill Professor and IMASCO Chair in I.S.)*

S. Ray; B.E.(Jad.), M.E.(Asian IT), Ph.D.(Wat.) – *Operations Management*

V. Verter; B.A., M.S.(Bogazi i), Ph.D.(Bilk ent) – *Operations Management (Director CREATE Program and James McGill Professor)*

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A. Animesh; B.Com.(Delhi), M.I.S.(Carn. Mell), Ph.D.(Md.) – *Decision and Information Systems*

L. Barras; B.Com., M.Sc, Ph.D.(Geneva) – *Finance*

G. Bassellier; B.Com., M.Sc.(HEC), Ph.D.(Br. Col.) – *Information Systems*

F. Carrieri; Laurea-Law(Univ. di Bari), M.A., Ph.D.(USC) – *Finance*

L. Cohen; B.A.(Kalamazoo), M.B.A.(Duke), Ph.D.(Calif., Berk.) – *Organizational Behaviour*

B. Croitoru; DIAF(Institut de Statistique, Univ. Pierre et Marie Curie), Ph.D.(Wharton) – *Finance*

R. David; B.Eng., M.B.A.(McG.), Ph.D.(Cornell) – *Strategy and Organization*

A. de Motta; B.A.(Univ. de Valencia), Ph.D.(MIT) – *Finance*

J. Ericsson; M.Sc., Ph.D.(Stockholm Sch. of Econ.) – *Finance*

H. Etemad; B.S.C., M.Eng.(Tehran), M.S., M.B.A., Ph.D.(Calif.) – *International Business*

D. Etzion; B.Sc.(Ben-Gurion), M.Sc.(Tel Aviv), Ph.D.(IESE Univ. of Navarra) – *Strategy and Organization*

S. Fortin; B.A.A.(UQAR), Ph.D.(Wat.) – *Accounting*

R. Goyenko; B.S.(Donetsk-Ukraine), M.A.(C.E.U., Budapest), M.S.(UniDonmaultSIT) –

E. Vaast; M.A.(Sciences Po), M.A.(Dauphine), M.Sc.(Cachan), Ph.D.(P



