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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

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*, and *The Economist*. The Faculty's innovative programs and historic reputation for excellence continue to attract the finest students and the most prominent professors from around the globe, as well as the most demanding recruiters from the world's top employers.

Desautels houses numerous research centres and academic programs at the undergraduate, masters, executive, and PhD levels. The curriculum is built on an integrated, interdisciplinary model that combines research, practice, and teaching. This valuable, holistic approach prepares students to successfully manage and lead in today's increasingly interconnected world.

For more information, please visit www.mcgill.ca/desautels/about.

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

4 Desautels Faculty of Management Studies

4.1 Location

Samuel Bronfman Building
1001 Sherbrooke Street West, Room 110
Montreal QC H3A 1G5
Canada
Telephone: 514-398-4068
Faculty website: www.mcgill.ca/desautels
Degree website: www.mcgill.ca/desautels/programs/bcom

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

4.2 Administrative Officers

Dean

Isabelle Bajoux-Besnainou; Degree(ENS Paris), M.Sc.(Paris VI & Paris IX), Doctorat.(Paris IX)

Associate Dean, Undergraduate Programs

Patricia Hewlin; B.A.(Binghamton), M.B.A., Ph.D.(NYU)

Associate Director, BCom Program

Giulia Campofredano

Associate Director, BCom Student Affairs

Heather McCombie

4.3 Bachelor of Commerce Program

Internationally acclaimed for its high academic standards and excellence in teaching/research, and widely recognized as Canada's leading international business school, McGill University consistently attracts top students and faculty members from around the world.

The primary objective of the McGill BCom program is to prepare students for an effective professional and managerial career. The BCom program exposes students to cutting edge and innovative business education. This preparation includes developing a capacity for critical thinking, for integrating knowledge across different disciplines, and for utilizing current theory in approaching practical business problems. Students are also expected to work as part of a team and develop the necessary skills to lead others. They will acquire the critical management competencies which will enable them to offer the expertise organizations need to respond to the ever-changing and increasingly complex global marketplace.

The BCom's highly flexible curriculum offers students both breadth and depth. Breadth is achieved through a broad-based core of required courses which provide the necessary quantitative, analytical, and communication skills, while grounding them in applied theory and practice across the major management disciplines. Depth is achieved through various alternate specializations of study designed to meet the needs of a highly diverse student body with a wide range of career interests and priorities.

In the **General Management Major**, students focus their degree in at least two areas. They must choose one concentration in Management as well as a choice of a second concentration in Management or a minor in another faculty. General Management studies is ideal for students looking for a general business education requiring a broad management perspective, for students interested in continuing their education in a related field, such as law or industrial relations, or for students wishing to pursue a management career that spans multiple industries and across various sectors, some of which can include the arts, applied sciences, or public administration.

Majors and honours programs are av

In the **Major in International Management**, students have a chance to pursue interdisciplinary global studies. All students in this Major will complete the requirements of the International Business Concentration as well as a Minor outside of the Management Faculty; learn an additional language (achieving intermediate level); and fulfill the experiential learning component by:

1. going on exchange or a study away; **or**
2. submitting a research paper (3 credits); **or**
3. participating in an international internship (3 credits).

Exchange and study away grant credits depending on the number of courses taken abroad.

The **Honours in Investment Management**

Each summer, from early May to July, some core and elective courses are offered by the Desautels Faculty of Management for full credit. They are available to Management students, and to students from other faculties and universities who have the necessary course prerequisites.

Information on summer courses is available from:

BCom Student Affairs Office

Telephone: 514-398-4068

Email: bcom.mgmt@mcgill.ca

Website: www.mcgill.ca/desautels/programs/bcom

OR

Summer Studies Office

Telephone: 514-398-5212e

5 BCom Degree Admission Requirements

The Desautels Faculty of Management offers programs that are highly selective; 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. 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/programs/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

Each student in the Desautels Faculty of Management must be aware of the Faculty regulations as stated in this publication and on the McGill and BCom websites. 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.

Students Entering with 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 and Advising 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; and the BCom website at 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](#):

- from mid-August until the end of the add/drop period in the **Fall term**;
- from the beginning of January until the end of the add/drop period in the **W**

6.6 Course Overlap

You will not receive credit toward your degree for any course that overlaps in content with a course taken for credit at McGill, CEGEP, or another university; advanced placement exams; Advanced Level results; International Baccalaureate Diploma; or French Baccalaureate Diploma.

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 www.mcgill.ca/students/courses/plan/transfer for specific information about Advanced Standing credits and McGill course exemptions.

Credit for Statistics courses

Arts:

- All courses are approved, subject to [section 6.6: Course Overlap](#) and the above notes, with a maximum of 6 credits approved in CEAP, CEEN, CEGL,

- If you were previously in Probationary Standing, you will remain in Probationary Standing if your CGPA falls between 1.50 and 1.99 and your TGPA is 2.50 or higher (although the TGPA requirement will not apply to the Summer term).
- If you were previously in Interim Unsatisfactory Standing, you will be placed in Probationary Standing if your CGPA falls between 1.50 and 1.99 and your TGPA is 2.50 or higher.
- If you were previously in Unsatisfactory Standing and you were readmitted to the BCom program, you will be placed in Probationary Standing if your CGPA is lower than 2.00. To remain in the program, you must satisfy the relevant conditions specified in your letter of readmission.

6.9.3 Unsatisfactory Readmitted Standing

If you were previously in Unsatisfactory Standing and you were readmitted to the BCom program, you will have your Standing changed to Unsatisfactoryfactory Stan. 1

- 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).** Note that all newly admitted undergraduate students are required to complete the Academic Integrity tutorial through *Minerva*.

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 of the exam**, 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 **January 15** (for Fall courses) or **May 15** (Winter and Fall-Winter courses).

The BCom Office will then review the reasons for which the exam was missed and decide whether to allow you to write a deferred final exam. If approved, you will write the final exam during the University's official deferred exam period—specific dates in March (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.

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 submissions 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 176-220 (been marked) to the 70, 8, 11, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 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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.

7.3 Awards and Honorary Designations

7.3.1 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 3.0 or higher, and a GPA of 3.0 or higher in the specified courses of the program.
- For First-Class Honours, the CGPA at graduation must be 3.5 or higher, and a GPA of 3.5 or higher 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.

7.3.2 Distinction

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

7.3.3 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](#).

7.3.4.1 Scholarships, Prizes, and Awards

- Marion McCall Daly

| 1 Concentration & 1 Minor (18* or 24 credits) | 90 credits | 120 credits |
|--|-------------------|--------------------|
| 1 Minor (18* or 24 credits) | 18* or 24 | 18* or 24 |
| Electives | 21* or 15 | 30* or 24 |
| Total | 90 | 120 |

Concentrations

- Accounting
- Business Analytics
- 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
- Retail Management
- Strategic Management – Global Strategy
- Strategic Management – Social Business & Enterprise

8.1.1 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, Women's Studies, etc. Students interested in the Minor in Economics must see an adviser in the BCom Student Affairs Office for Faculty approval.

It should be noted that a minimum of 18 credits of the Minor's requirements must not overlap with any other part of the student's program.

8.2 BCom Program Credit Structure: Major or Honours Programs

| Majors in Management | 90 credits | 120 credits |
|-----------------------------|-------------------|--------------------|
| Freshman Requirements | 0 | 21 |
| Core | 36 | 36 |
| Major | 30 | 30 |
| Non-Mgmt Electives | 6 | 9 |
| Electives | 18 | 24 |
| Total | 90 | 120 |

| Major Concentrations in Mathematics or Statistics | 90 credits | 120 credits |
|--|-------------------|--------------------|
| Math Freshman Requirements: MATH 140, MATH 141, & MATH 133 | 0 | 10 |
| Freshman Requirements | 0 | 20 |
| Core | 33 | 33 |
| Major | 39 | 39 |
| Electives | 18 | 18 |
| Total | 90 | 120 |

| Major in Economics | 90 credits | 120 credits |
|---------------------------|-------------------|--------------------|
| Freshman Requirements | 0 | 21 |
| Core* | 27 | 27 |

| Major in Economics | 90 credits | 120 credits |
|---------------------------|-------------------|--------------------|
| Major** | 36 | 36 |
| Electives | 27 | 36 |
| Total | 90 | 120 |

* MGCR 271 Business Statistics is counted toward the 36 credits of the Major, not core.

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

| Major in International Management | 90 credits | 120 credits |
|--|-------------------|--------------------|
| Freshman Requirements | 0 | 21 |
| Core | 36 | 36 |
| International Business Concentration Component | 15 | 15 |
| Area of Study Component: Minor Concentration | 18 | 18 |
| Language Component | 9-12 | 9-12 |
| Experiential Learning Component * | 0-3 | 0-3 |
| Electives | 9-12 | 18-21 |
| Total | 90 | 120 |

* Going on exchange grants the credits for the approved courses taken abroad; it does not grant an additional 3 credits.

| Major in Managing for Sustainability | 90 credits | 120 credits |
|---|-------------------|--------------------|
| Freshman Requirements | 0 | 21 |
| Core | 36 | 36 |
| Major | 39 | 39 |
| Electives | 15 | 24 |
| Total | 90 | 120 |

| Honours in Economics | 90 credits | 120 credits |
|--|-------------------|--------------------|
| Math Freshman Requirements: MATH 140, MATH 141, & MATH 133 | 0 | 10 |
| Freshman Requirements | 0 | 20 |
| Core* | 27 | 27 |
| Honours | 42 | 42 |

ElectivesMat8 Tm(36)Tj1 0 0 1 438.98 292.12 Tm8.6 Tm(214,ECON295 ,in core are e)Tj1 0 0 1 206.957 64629ngu0118 292.12 Tm82.48 735.307 1735.307 1435.9

| Honours in Investment Management | 90 credits | 120 credits |
|---|-------------------|--------------------|
| Freshman Requirements | 0 | 21 |
| Core | 36 | 36 |
| Honours | 42 | 42 |
| Non-Mgmt Electives | 6 | 12 |
| Electives | 6 | 9 |
| Total | 90 | 120 |

Majors

- Accounting
- Economics for Management Students
- Finance
- Information Systems
- International Management
- Labour-Management Relations and Human Resources
- Managing for Sustainability
- Marketing
- Mathematics for Management Students (Major Concentration)
- Organizational Behaviour
- Statistics (Major Concentration)
- Strategic Management

Honours

- 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 to 120 credits (four years) register in a Freshman Year in which they must complete MATH 122, MATH 123 and BUSA 250 in their first year of study

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

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 |

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.



Mentors: Please consult the Bachelor of Commerce website at: www.mcgill.ca/desautels/programs/bcom/academics/course-information.

8.5.1 Bachelor of Commerce (B.Com.) - Concentration in Accounting (15 credits)

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.

6 credits from the following:

| | | |
|----------|-----|--|
| INSY 442 | (3) | Business Intelligence and Data Analytics |
| INSY 446 | (3) | Data Mining for Business Analytics |
| INSY 448 | (0) | Text and Social Media Analytics |
| MGSC 404 | (3) | Foundations of Decision Analytics |
| MRKT 440 | (3) | Marketing Analytics |
| ORGB 330 | (3) | People Analytics |

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

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 rigor 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.

Students in Continuing Studies: This program is Currently under review. Admissions will not be accepted for this academic year.

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) | Corporate Finance |
| FINE 447 | (3) | Venture Capital and Entrepreneurial Finance |
| INSY 331 | (3) | Managing Information Technology |
| INSY 432 | (3) | Digital Business Models |
| 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 |

Required Courses (9 credits)

(3) Corporate Finance

| | | |
|----------|-----|--|
| INSY 442 | (3) | Business Intelligence and Data Analytics |
| INSY 455 | (3) | Technology and Innovation for Sustainability |

0-3 credits to be chosen from the following list:

| | | |
|----------|-----|--|
| INSY 331 | (3) | Managing Information Technology |
| INSY 430 | (3) | IT in Financial Markets |
| INSY 431 | (3) | IT Implementation Management |
| INSY 437 | (3) | Managing Data & Databases |
| INSY 450 | (3) | Information Systems Project Management |
| | | Managing Innov |

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 430 (3) Business Climate in Developing Countries
 BUSA 433 (3) Topics in International Business 1
 BUSA 435 (3) Topics in International Business 2
 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 Corporate Finance
 INDR 459 (3) Comparative Employment Relations
 MGPO 383 (3) International Business Policy
 MGPO 435 (3) The Origins of Capitalism
 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

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

The objective of 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) Comparative Employment Relations
 INDR 492 (3) Globalization and Labour Policy

| | | |
|----------|-----|---------------------------------------|
| INDR 494 | (3) | Labour Law |
| ORGB 321 | (3) | Leadership |
| ORGB 325 | (3) | Negotiations and Conflict Resolution |
| ORGB 330 | (3) | People Analytics |
| ORGB 401 | (3) | Leadership Practicum in Social Sector |
| ORGB 409 | (3) | Organizational Research Methods |
| ORGB 421 | (3) | Managing Organizational Change |
| ORGB 440 | (3) | Career Theory and Development |
| ORGB 525 | (3) | Compensation Management |

8.5.9 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 |
|----------|-----|-------------------------------|

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 |
| MRKT 351 | (3) | Marketing and Society |
| MSUS 401 | (3) | Sustainability Consulting |
| 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 |

8.5.10 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 I |
| MRKT 365 | (3) | New Products |
| MRKT 434 | (3) | Topics in Marketing 1 |
| MRKT 438 | (3) | Brand Management |
| MRKT 440 | (3) | Marketing Analytics |
| MRKT 453 | (3) | Advertising and Media |
| MRKT 455 | (3) | Sales Management |
| MRKT 456 | (3) | Business to Business Marketing |
| MRKT 459 | (3) | Retail Management |
| MRKT 483 | (3) | International Marketing Management |

8.5.11 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.

8.5.12 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 330 | (3) | People Analytics |
| 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 |

8.5.13 Bachelor of Commerce (B.Com.) - Concentration in Retail Management (15 credits)

The Retail Management concentration will combine business fundamentals together with real-time, experiential learning opportunities recognizing the growing complexity of the retail sector. Through interaction with the state-of-the-art Retail Innovation Lab, students will have the opportunity to learn firsthand about managing all levels of a retail operation using the latest technologies. The practical experience will link directly to the study of consumer behaviour, experiential marketing, omni-channel retailing, pricing analytics, efficacy of different payment systems, and global value chain management.

Required Courses (9 credits)

| | | |
|----------|-----|---------------------------|
| MRKT 459 | (3) | Retail Management |
| RETL 402 | (3) | Innovations in Retailing |
| RETL 407 | (3) | Retail Management Project |

Complementary Courses (6 credits)

Selected from the following:

| | | |
|----------|-----|---|
| INDR 294 | (3) | Introduction to Labour-Management Relations |
| INSY 440 | (3) | E-Business |
| INSY 442 | (3) | Business Intelligence and Data Analytics |

| | | |
|----------|-----|--------------------------------------|
| MGSC 403 | (3) | Introduction to Logistics Management |
| MGSC 431 | (3) | Operations and Supply Chain Analysis |
| MRKT 355 | (3) | Services Marketing |
| MRKT 451 | (3) | Marketing Research |
| MRKT 452 | (3) | Consumer Behaviour |

economic development, the environment, corporate social responsibility, and social impact. The concentration will impart a comprehensive set of management skills, encompassing cross-sectoral collaboration and social entrepreneurship. It encourages students to complement their courses in Management with an array of course offerings from outside the Faculty. The concentration complements concentrations and majors in other Management areas, adding a holistic and integrated perspective. Anticipated career trajectories include positions in NGOs; international org

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) | Linear Optimization |

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 |
| | (4) | Generalized Linear Models |

Complementary Courses (9 credits)

9 credits selected from:

| | | |
|----------|-----|---|
| FINE 434 | (3) | Topics in Finance 1 |
| FINE 435 | (3) | Advanced Topics in Finance |
| FINE 442 | (3) | Capital Markets and Institutions |
| FINE 443 | (3) | Applied Corporate Finance |
| FINE 444 | (3) | Principles and Strategies of Securities Trading |
| FINE 445 | (3) | Real Estate Finance |
| FINE 446 | (3) | Behavioural Finance |
| FINE 447 | (3) | Venture Capital and Entrepreneurial Finance |
| | | Financial Derivatives3) |

| | | |
|-----------|-----|------------------------|
| MGCR 382 | (3) | International Business |
| MGCR 472* | (3) | Operations Management |

Category C

6 credits selected from:

3-6 credits from any 300- or 400-level Management courses for which prerequisites have been met.

0-3 credits may be from a specifically designated course by the student's home faculty.

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

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

*** Students who have taken an equivalent Economics 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 Bachelor of Commerce (B.Com.) - Minor Marketing (For Non-Management Students) (18 credits)

The Minor Marketing consists of 18 credits of Management courses and is currently offered to non-Management students in the Faculties of Arts, Engineering, Science, and the Schulich School of Music.

This Minor is designed to provide students with an understanding of the fundamental concepts in marketing and a framework for applying marketing in a decision-making context. Students will be introduced to the basic concepts in marketing. The use of marketing theory and concepts for decision making will be covered. Marketing research methods for marketing decisions is introduced. Subsequently, students will be able to specialize by choosing from the list of complementary courses.

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 |
|-----------|-----|---------------------|

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) | Advertising and Media |
| 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.

8.7.6 Bachelor of Commerce (B.Com.) - 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 |
|-----------|-----|---------------------|

9 credits selected from:

| | | |
|----------|-----|---|
| 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 431 | (3) | Operations and Supply Chain Analysis |
| MGSC 479 | (3) | Applied Optimization |
| MGSC 575 | (3) | Applied Time Series Analysis Managerial Forecasting |
| MGSC 578 | (3) | Simulation of Management Systems |

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

* 3 credits of Statistics: 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.

8.7.7 Minor in Technological Entrepreneurship for Engineering Students

Detailed information on this Minor can be found under [Faculty of Engineering > Undergraduate > Browse Academic Units & Programs > Minor Programs > Bachelor of Engineering \(B.Eng.\) - Minor Technological Entrepreneurship \(18 credits\)](#).

8.8 Majors

Major programs are available in Accounting; Economics; Finance; Information Systems; International Management; Labour-Management Relations and Human Resources; Managing for Sustainability; Marketing; Mathematics; Organizational Behaviour; Statistics; and Strategic Management.

Because of the heavier demands of Major programs, students desiring to pursue a program of this type are advised to declare their intention at the beginning of the program. Only grades of C or better may count towards the Major requirements.



Mentors: Please consult the Bachelor of Commerce website at: www.mcgill.ca/desautels/programs/bcom/academics/course-information.

8.8.1 Bachelor of Commerce (B.Com.) - Major Accounting (66 credits)

CPA requirements are solely the students' responsibility and vary from one institution to another. Please note that these requirements are subject to change.

This 30-credit Major is designed to meet the increased demand for accounting options within the BCom program.

All BCom students take a Core curriculum in addition to the Major.

Required Courses (54 credits)

Management Core (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) | Introduction to Finance |
| MGCR 352 | (3) | Principles of Marketing |
| MGCR 360 | (3) | Social Context of Business |
| MGCR 382 | (3) | International Business |
| MGCR 423 | (3) | Strategic Management |
| MGCR 472 | (3) | Operations Management |

Major (18 credits)

| | | |
|----------|-----|-------------------------------------|
| ACCT 351 | (3) | Intermediate Financial Accounting 1 |
| ACCT 352 | (3) | Intermediate Financial Accounting 2 |
| ACCT 361 | (3) | Management Accounting |
| 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 401 | (3) | Sustainability and Environmental Accounting |
| ACCT 434 | (3) | Topics in Accounting 1 Financial A |

8.8.2 Bachelor of Commerce (B.Com.) - Major Economics for Management Students (63 credits)

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

All B.Com. students take a Core curriculum in addition to the Major.

Required Courses (45 credits)

Management Core (27 credits)

| | | |
|----------|-----|--|
| MGCR 211 | (3) | Introduction to Financial Accounting |
| MGCR 222 | (3) | Introduction to Organizational Behaviour |
| MGCR 331 | (3) | Information Systems |
| MGCR 341 | (3) | Introduction to Finance |
| MGCR 352 | (3) | Principles of Marketing |
| MGCR 360 | (3) | Social Context of Business |
| MGCR 382 | (3) | International Business |
| MGCR 423 | (3) | Strategic Management |
| MGCR 472 | (3) | Operations Management |

Major (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 |

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 (66 credits)

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.

All BCom students take a Core curriculum in addition to this Major.

Required Courses (54 credits)

Management Core (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) | Introduction to Finance |

| | | |
|----------|-----|----------------------------|
| MGCR 352 | (3) | Principles of Marketing |
| MGCR 360 | (3) | Social Context of Business |
| MGCR 382 | (3) | International Business |
| MGCR 423 | (3) | Strategic Management |
| MGCR 472 | (3) | Operations Management |

Major (18 credits)

| | | |
|----------|-----|------------------------------|
| FINE 342 | (3) | Corporate Finance |
| 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 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 446 | (3) | Behavioural Finance |
| FINE 447 | (3) | Venture Capital and Entrepreneurial Finance |
| FINE 449 | (3) | Market Risk Models |
| FINE 451 | (3) | Fixed Income Analysis |
| FINE 452 | (3) | Applied Quantitative Finance |
| FINE 456 | (3) | Trading in Financial Securities |
| 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 |

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 |

8.8.4 Bachelor of Commerce (B.Com.) - Major Information Systems (66 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.

All B.Com. students take a Core curriculum in addition to this Major.

Required Courses (54 credits)

Management Core (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 |
| | | Information 01221.9491n2953) |
| MGCR 341 | | Introduction to Finance1.9491n295 |
| MGCR 352 | (3) | Principles of Marketing |
| MGCR 360 | (3) | Social Context of Business |
| MGCR 3823) | (3) | International Business |
| | | |
| MGCR 472 | (3) | Operations Management |

Major (21 credits)

| | | |
|----------|-----|--|
| INSY 333 | (3) | 0122 Analysis and Modeling |
| INSY 341 | (3) | Developing Business Applications |
| INSY 431 | (3) | IT Implementation Management |
| INSY 437 | (3) | Managing Data & Databases |
| INSY 442 | (3) | Business Intelligence and Data Analytics |
| INSY 450 | (3) | Information 0122 Project Management |

Complementary Courses (9 credits)

Selected from the following:

| | | |
|----------|-----|--|
| INSY 336 | (3) | Data Handling and Coding for Analytics |
| INSY 339 | (3) | IT Consulting |
| INSY 430 | (3) | IT in Financial Markets |
| INSY 432 | (3) | Digital Business Models |
| INSY 434 | (3) | Topics in Information 01221 |
| INSY 440 | (3) | E-Business |
| INSY 444 | (3) | Online Communities and Open Innovation |
| INSY 446 | (3) | Data Mining for Business Analytics |
| INSY 455 | (3) | Technology and Innovation for Sustainability |

8.8.5 Bachelor of Commerce (B.Com.) - Major International Management (84 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; a 27- to 33-credit Interdisciplinary Area of Study 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. All B.Com. students take a Core curriculum in addition to this Major.

Graduates will be well-suited to manage in culturally diverse environments, to work in a specific area of the world, or in a wide range of global positions in business, government, multilateral organizations, or NGOs.

Management Core (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) | Introduction to Finance |
| MGCR 352 | (3) | Principles of Marketing |
| MGCR 360 | (3) | Social Context of Business |
| MGCR 382 | (3) | International Business |
| MGCR 423 | (3) | Strategic Management |
| MGCR 472 | (3) | Operations Management |

International Business Concentration Component (15 credits)

Students are required to take the following 3-credit course:

| | | |
|----------|-----|------------------------------|
| 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 Corporate Finance |
| INDR 459 | (3) | Comparative 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 comparative global perspective in Religious Studies, Political Science, History, or Economics. This option focuses on aspects of global society and culture from a social science perspective. This theme is suitable for students who would like to work in a specific country or region or for students who want to work for a multinational company or government organization with global interests.

B.A. Minor Concentration in African Studies (18 credits)

B.A. Minor Concentration in Canadian Studies (18 credits)

B.A. Minor Concentration in Comparative Politics (18 credits)

B.A. Minor Concentration in East Asian Cultural Studies (18 credits)

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

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

B.A. Minor Concentration in Jewish Studies (18 credits)

B.A. Minor Concentration in North American Studies (18 credits)

B.A. Minor Concentration in Quebec Studies (18 credits)

B.A. Minor Concentration in Russian Culture (18 credits)

B.A. Minor Concentration in South

| | | |
|----------|-----|--|
| 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 450 | (3) | Peacebuilding |
| RELG 370 | (3) | Religion and Human Rights |
| RELG 371 | (3) | Ethics of Violence/Non-Violence |
| | | Sociological Perspectiv |

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 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]

HISPool of En

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.

8.8.6 Bachelor of Commerce (B.Com.) - Major Labour-Management Relations and Human Resources (66 credits)

This 30-credit Major provides students with a general understanding of the factors affecting employer-employee relations, including labour unions and laws that regulate the employment relationship. It is integral to the practice of human resource management, particularly in a unionized en

| | | |
|----------|-----|--------------------------------------|
| ORGB 409 | (3) | Organizational Research Methods |
| 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 |
| SOCI 354 | (3) | Dynamics of Industrial Societies |

8.8.7 Bachelor of Commerce (B.Com) - Major Managing for Sustainability (75 credits)

The B.Com.; Major in Managing for Sustainability is designed for students who wish to combine managerial and business knowledge with a solid understanding of the interlinked economic, social and ecological challenges of achieving sustainability. It integrates management studies with fundamentals of environmental science and sustainability, and is offered in collaboration with the McGill School of Environment and the Department of Geography.

The Major includes: a core set of courses that integrate multiple management disciplines with sustainability; McGill School of Environment courses which cover fundamental concepts of environmental science and human impacts on natural systems; a geography course on analyzing sustainability; and an experiential learning component in the form of a consulting engagement, internship or research project offering “real world” experience.

Graduates will have developed the key competencies required of sustainability professionals, and be prepared for positions in the private sector, consultancies, government, non-governmental organizations (NGOs) and international organizations.

All BCom students take a Core curriculum in addition to this Major.

Required Courses (42 credits)

Management Core (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) | Introduction to Finance |
| MGCR 352 | (3) | Principles of Marketing |
| MGCR 360 | (3) | Social Context of Business |
| MGCR 382 | (3) | International Business |
| MGCR 423 | (3) | Strategic Management |
| MGCR 472 | (3) | Operations Management |

Major (6 credits)

| | | |
|----------|-----|-------------------------------|
| GEOG 360 | (3) | Analyzing Sustainability |
| MGPO 440 | (3) | Strategies for Sustainability |

Complementary Courses (33 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 |
| MRKT 351 | (3) | Marketing and Society |
| 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 natural 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:

When planning your schedule and registering for courses, you should verify where each course is offered because courses for this program are taught at both McGill's Downtown campus and at the Macdonald campus in Sainte-Anne-de-Bellevue.

Social Sciences and Policy

*f

| | | |
|----------|-----|------------------------------------|
| NRSC 540 | (3) | Socio-Cultural Issues in Water |
| 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 |
| | | Gov |

| | | |
|------------|-----|---|
| BIOL 432** | (3) | Limnology |
| BIOL 436 | (3) | Evolution and Society |
| 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 (66 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.

All B.Com. students take a Core curriculum in addition to this Major, which is comprised of 30 credits of Marketing courses.

Required Courses (45 credits)

Management Core (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) | Introduction to Finance |
| MGCR 352 | (3) | Principles of Marketing |
| MGCR 360 | (3) | Social Context of Business |
| MGCR 382 | (3) | International Business |
| MGCR 423 | (3) | Strategic Management |
| MGCR 472 | (3) | Operations Management |

Major (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 440 | (3) | Marketing Analytics |
| MRKT 453 | (3) | Advertising and Media |
| 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 (72 credits)

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

All BCom students take a Core curriculum in addition to this Major.

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 (63 credits)

Management Core (33 credits)

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

Major (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 |

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) | Linear Optimization |
| 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 MA

| | | |
|----------|-----|----------------------------|
| MGCR 360 | (3) | Social Context of Business |
| MGCR 382 | (3) | International Business |
| MGCR 423 | (3) | Strategic Management |
| MGCR 472 | (3) | Operations Management |

Major (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:

Introduction to Labour

| | | |
|----------|-----|--------------------------------|
| 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 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 |
| | | Social Ev |

| | | |
|----------|-----|----------------------------|
| MGCR 352 | (3) | Principles of Marketing |
| MGCR 360 | (3) | Social Context of Business |
| MGCR 382 | (3) | International Business |
| MGCR 423 | (3) | Strategic Management |
| MGCR 472 | (3) | Operations Management |

Major (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 |

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.

8.8.12 Bachelor of Commerce (B.Com.) - Major Strategic Management (66 credits)

The Strategic Management Major combines traditional topics in strategic management, such as competition and globalization, with attention to pressing social, and environmental challenges. Since the activities of contemporary businesses can no longer be considered separately from these challenges, the Major is intended to foster a holistic view of management practice. Students will be encouraged to consider strategy formation and change for large corporations, small businesses, and social enterprises within their economic, social and environmental contexts. Because Strategic Management is a broad subject area, students are given flexibility to tailor this Major to their interests. Anticipated career trajectories are diverse, and include positions in management consulting, business development in new start-ups and small businesses; and strategic planning and analysis in large multinationals, NGOs, international organizations, and government agencies.

All BCom students take a Core curriculum in addition to this Major.

Management Core (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) | Introduction to Finance |

| | | |
|----------|-----|--|
| MGPO 430 | (3) | Practicum in Not for Profit Consulting |
| MGPO 433 | (3) | Topics in Social Business and Enterprise |
| MGPO 434 | (3) | Topics in Policy 1 |
| MGPO 435 | (3) | The Origins of Capitalism |
| MGPO 468 | (3) | Managing Organizational Politics |
| MGSC 402 | (3) | Operations Strategy |
| ORGB 380 | (3) | Cross Cultural Management |

8.9 Honours

Honours programs:

- [section 8.9.1: Bachelor of Commerce \(B.Com.\) - Honours Economics \(69 credits\)](#)
- [section 8.9.2: Bachelor of Commerce \(B.Com.\) - Honours Investment Management \(81 credits\)](#)

Joint Honours programs:

- [section 8.9.3: Bachelor of Commerce \(B.Com.\) - Joint Honours Economics and Accounting \(81 credits\)](#)
- [section 8.9.4: Bachelor of Commerce \(B.Com.\) - Joint Honours Economics and Finance \(54 credits\)](#)

Honours programs are available in Economics and in Investment Management. Joint Honours programs are available in Economics and Accounting and in Economics and Finance. For more information on these programs, please refer to www.mcgill.ca/desautels/programs/bcom/academics/course-information/honours.

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 beginning of U2.

Graduation with an Honours standing normally requires a minimum CGPA of 3.00 and an average of 3.00 in the specified courses of the Honours programs, although academic units may set higher requirements for their program GPA. The minimum grade acceptable in an Honours course is B-, although academic units may set a higher requirement for grades in their program.

Honours students who satisfy the 6-credit Statistics requirement by taking MGCR 271 and MGSC 372 (or ECON 227D1/D2) must complete ECON 468 and ECON 469 to fulfil the program requirements in Economics for the following programs: Honours in Economics for Management Students, Joint Honours in Economics and Accounting, and Joint Honours in Economics and Finance.



Mentors: Please consult the Bachelor of Commerce website at: www.mcgill.ca/desautels/programs/bcom/academics/course-information.

8.9.1 Bachelor of Commerce (B.Com.) - Honours Economics (69 credits)

The B.Com. Honours program in Economics is offered by the Desautels Faculty of Management. It provides a very good undergraduate education for those interested in pursuing further studies in economics and several other fields, including the MBA, or in entering straightaway a wide variety of careers.

This program is comprised of 42 approved credits of Honours Economics courses (9 credits of which are counted as core credits in Management).

Continuation in this Honours program from one year to the next requires a minimum grade of B- in ECON 250 and a minimum B- average in the required and complementary Honours Economics courses. Students failing to meet these requirements must switch out of the Honours program. If they continue to register in Honours, they will not be allowed to graduate with Honours.

To be awarded an Honours degree, a student must obtain a 3.00 GPA in the required courses, a 3.00 average in the required and complementary credits in Economics, and an overall CGPA of 3.00. 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 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 |
| MATH 140** | (3) | Calculus 1 |
| MATH 141** | (4) | Calculus 2 |

All B.Com. students take a Core curriculum in addition to the Honours program.

Required Courses (78 credits)

Management Core (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) | Introduction to Finance |
| MGCR 352 | (3) | Principles of Marketing |
| MGCR 360 | (3) | Social Context of Business |
| MGCR 382 | (3) | International Business |
| MGCR 423 | (3) | Strategic Management |
| MGCR 472 | (3) | Operations Management |

Honours Courses (42 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 452 | (3) | Applied Quantitative Finance |
| FINE 455 | (3) | Alternative Investments |
| FINE 482 | (3) | International Finance 1 |
| MGSC 372 | (3) | Advanced Business Statistics |

Complementary Courses (3 credits)

3 credits to be taken from the list below:

| | | |
|----------|-----|---|
| FINE 434 | (3) | Topics in Finance 1 |
| FINE 435 | (3) | Advanced Topics in Finance |
| FINE 447 | (3) | Venture Capital and Entrepreneurial Finance |

8.9.3 Bachelor of Commerce (B.Com.) - Joint Honours Economics and Accounting (81 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. In addition, all B.Com. students take a Core curriculum.

Students in this program should see an Economics adviser and a Management adviser. For the economics part, the 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, Faculty of Arts.

Continuation from one year to the next in the Economics part of this Joint Honours program requires a minimum grade of B- in ECON 250 and a minimum B- average in the required and complementary Honours Economics courses. Students failing to meet these requirements must switch out of the Honours program. If they continue to register in Honours, they will not be allowed to graduate with Honours.

The Faculty of Management requires that students must achieve a grade of B- or better in all courses of the Accounting component of this program.

For the Economics component, a student must also obtain a 3.00 GPA in the required courses, a 3.00 average in the required and complementary credits in Economics, and an overall CGPA of 3.00. 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 an overall CGPA of 3.50. In cases where a student takes a Supplemental Exam in a course, both the original and the Supplemental Exam grades will be counted in the calculation of the GPA and CGPA averages.

For the Management part of this program, students also have to meet the requirements of the Faculty of Management for Honours and First Class Honours.

Program Prerequisites (0-10 credits)

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

* Required course to be completed prior to U2 (or equivalent)

** Prerequisite for entering this program (or equivalent)

Required Courses (66 credits)

Management Core (27 credits)

| | | |
|----------|-----|--|
| MGCR 211 | (3) | Introduction to Financial Accounting |
| MGCR 222 | (3) | Introduction to Organizational Behaviour |
| MGCR 331 | (3) | Information Systems |
| MGCR 341 | (3) | Introduction to Finance |
| MGCR 352 | (3) | Principles of Marketing |
| MGCR 360 | (3) | Social Context of Business |
| MGCR 382 | (3) | International Business |
| MGCR 423 | (3) | Strategic Management |
| MGCR 472 | (3) | Operations Management |

Honours Courses (39 credits)

For the regulations governing courses in statistics, please refer to the Department's document "Rules on Stats Courses for Economics Students" available on the following website: <http://www.mcgill.ca/economics/undergraduates/courses>. Students who have taken equivalent statistics courses prior to entering the program may be waived the ECON 257D1/ECON 257D2 requirement. These students will normally be required to take ECON 469 in addition to ECON 468.

| | | |
|------------|-----|--|
| 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 |

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. In addition, all B.Com. students take a Core curriculum.

Students in this program should see an Economics adviser and a Management adviser. For the economics part, they should consult the Economics Honours and Joint Honours programs at <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, Faculty of Arts.

Continuation in the Economics part of this Joint Honours program requires a minimum grade of B- in ECON 250 and a minimum B- average in the required and complementary Honours Economics courses. Students failing to meet these requirements must switch out of the Honours program. If they continue to register in Honours, they will not be allo

Management Core (27 credits)

| | | |
|----------|-----|--|
| MGCR 211 | (3) | Introduction to Financial Accounting |
| MGCR 222 | (3) | Introduction to Organizational Behaviour |
| MGCR 331 | (3) | Information Systems |
| MGCR 341 | (3) | Introduction to Finance |
| MGCR 352 | (3) | Principles of Marketing |
| MGCR 360 | (3) | Social Context of Business |
| MGCR 382 | (3) | International Business |
| MGCR 423 | (3) | Strategic Management |
| MGCR 472 | (3) | Operations Management |

Honours Courses (39 credits)

For the regulations governing courses in statistics, please refer to the Department's document "Rules on Stats Courses for Economics Students" available on the following website: <http://www.mcgill.ca/economics/undergraduates/courses>. Students who have taken equivalent statistics courses prior to entering the Introduction to

| | | |
|------------|-------|---------------------------------|
| FINE 451 | (3) | Fixed Income Analysis |
| FINE 456 | (3) | Trading in Financial Securities |
| 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 |

9 Desautels Faculty of Management Academic Staff

Dean

Isabelle Bajoux-Besnainou; Degree(ENS Paris), M.Sc.(Paris VI & Paris IX), Doctorat(Paris IX)

Executive Committee

Morty Yalovsky – *Vice-Dean, Faculty Programs*

Vihang Errunza – *Associate Dean, Research*

Saibal Ray – *Academic Dir*

Professors

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'dia), M.Sc.(HEC), Ph.D.(Calif.) – *Information Systems (James McGill Professor and IMASCO Chair in I.S.)*

Associate Professors

D. Vakratsas; B.Sc.(Aristotle U.), M.Sc., Ph.D.(Texas) – *Marketing*

M. Y

CAS Full-time Faculty Lecturers, Assistant Professors (Research) (Professional), & Associate Members

L.P. Gialloredo; B.A.(W. Ont.), M.B.A.(McG.), B.A. Law(Car.), LL.M.(McG.) – *Marketing*

L. Goldsman; B.Com.(C'dia), D.P.A.(McG.), CPA, CA – *Accounting*

L. Hammami; B.Com., M.B.A.(Laval) – *Finance*

L. Holmgren; B.A.(Ariz.), M.A., Ph.D.(McG.) – *General*

W. Khern-am-nuai; B.E.(Mongkut), M.B.A.(NIDA), M.S., Ph.D.(Purdue) – *Information Systems*

K. Lester; B.A.(C'dia), M.A.(Rhode Is.) – *Finance*

P. Levy; B.Com.(C'dia), D.P.A., M.B.A.(McG.) – *Accounting*

R. Mackalski; B.Sc.(Bran.), M.B.A., Ph.D.(McG.) – *Marketing*

S. Madan; B.S.(MIT), M.B.A. equivalent(Ahmadabad) – *Finance*

K. Moore; B.Sc.(Ambassador U.), M.B.A.(USC), Ph.D.(York) – *Marketing, Strategy and Organization*

I. Okhmatovskiy; B.A. equivalent(Moscow St.), M.S. equivalent(Academy of National Economy), Ph.D.(USC) – *Strategy*

J. Scott; B.A.(W. Ont.), M.B.A.(York), CPA, CA, C.F.A.(W. Ont.) – *Accounting*

T. Sidthidet; B.Sc.(Kasetsart), M.A.(Thammasat), M.A.(Wat.), Ph.D.(McG.) – *General*

B. Smith; B.A., M.A.(Dublin), M.Sc.(Alta.), Ph.D.(Qu.) – *Operations Management*

G. Vit; B.Com.(McG.), M.B.A.(C'dia), Ph.D.(Brad.) – *Strategy and Organization (Part-time)*

C. Westgate; B.A., M.B.A.(McM.) – *Organizational Behaviour and Industrial Relations*

G. Zabowski; B.Com., M.B.A.(McG.) – *Operations Management*