



**Desautels Faculty of Management**  
**Programs, Courses and University Regulations**  
**2022-2023**



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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 1 b1ed as one .Tj1 00 1 4

1001 Sherbrooke Street West, Room 110  
Montreal QC H3A 1G5  
Canada  
Telephone: 514-398-4068  
Faculty website: [mcgill.ca/desautels](http://mcgill.ca/desautels)  
Degree website: [mcgill.ca/desautels/programs/bcom](http://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.

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## 4.2 Administrative Officers

### Dean

Yolande Chan

### Associate Dean, Undergraduate Programs

Benjamin Croitoru

### Associate Director, BCom Program

Giulia Campofredano

### Associate Director, BCom Student Affairs

Heather McCombie

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## 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 b

Candidates coming from the Quebec CEGEP system apply to a **three-year program**, whereas out-of-province and international students follow a **four-year program**.

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#### **4.4 BCom Student Affairs Office**

##### **4.4.1 Location**

Samuel Bronfman Building  
1001 Sherbrooke Street West, Room 110  
Montreal QC H3A 1G5  
Telephone: 514-398-4068  
Fax: 514-398-3402  
Email: [bcom.mgmt@mcgill.ca](mailto:bcom.mgmt@mcgill.ca)  
Website: [mcgill.ca/desautels/programs/bcom](http://mcgill.ca/desautels/programs/bcom)

##### **4.4.2 About BCom Student Affairs Office**

The BCom Student Affairs Office provides ongoing advice and guidance on:

- programs and prerequisites
- degree requirements
- joint honours, honours, majors, concentrations, and minors
- registration
- course changes
- procedures for withdrawal
- examinations
- rereads
- academic standing
- inter-faculty transfers
- exchanges or study abroad
- transfer credits
- scholarships
- graduation

Student advisers offer help managing academic situations during periods of personal, financial, or medical problems by working with you to identify various possibilities and strategies for making informed decisions.

For more information, please refer to the BCom website at [mcgill.ca/desautels/programs/bcom](http://mcgill.ca/desautels/programs/bcom).

To book an advising appointment, please fill out the online form available at [mcgill.ca/desautels/pro](http://mcgill.ca/desautels/pro)

**Summer Studies Office**

Telephone: 514-398-5212

Email: [summer.studies@mcgill.ca](mailto:summer.studies@mcgill.ca)

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## 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 f

If you are a **General Management** student choosing to do a minor in another faculty as your second area of study, you should meet with the appropriate department adviser to plan your courses. **It should be noted that minors must have a minimum of 18 credits not overlapping with other program requirements.**

If you are taking the Minor, Major, or Honours in **Economics**, you must see an adviser in the BCom Student Affairs Office for approval of your program and course selection after meeting with an Economics Adviser.

If you are in the Major Concentration or Minor in Mathematics, or Statistics, you must hav

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## 6.7 Courses Taken Under the Satisfactory/Unsatisfactory Option

You may select or cancel the S/U option up until the end of the add/drop period. Please find the form here:

[mcgill.ca/desautels/satisfactoryunsatisfactory-su-passfail-option](http://mcgill.ca/desautels/satisfactoryunsatisfactory-su-passfail-option). All S/U credits will be ex 277.002 681.16 Tmlr4.16 Tail-option

### **6.8.2 Electives**

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

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### **6.9 Academic Standing**

Academic Standing is based primarily on your cumulative grade point average (CGPA), but may also be af



- If you were previously in Probationary, Unsatisfactory Readmitted, or Interim Unsatisfactory Standing, you will be placed in Unsatisfactory Standing if your TGPA falls below 2.50 and your CGPA is below 2.00.
- If you were previously in Unsatisfactory Standing and you were readmitted to the BCom program by the Academic Director, and you have not at least satisfied the conditions to attain Probationary Standing that were specified in your letter of readmission, you will be placed in Unsatisfactory Standing.

### 6.9.5 Incomplete Standings

- Standing awaits deferred exam;
- Standing Incomplete.

If you have an Incomplete Standing in the Winter or Summer term, you may register for the Fall term, but your Standing must be resolved by the end of the add/drop period for that term. If your Incomplete Standing changes to Satisfactory, Probationary, or Interim Unsatisfactory Standing, you may continue in the program. If your Standing changes to Unsatisfactory Standing, you may not continue in your program, and your registration will be cancelled.

If your Standing changes to Unsatisfactory and you wish to ask for permission to continue in your program, you must meet with your Academic Adviser as soon as you are placed in Unsatisfactory Standing. Readmission will be considered only when proof of extenuating circumstances that affected academic performance can be provided (i.e., medical or other documentation) along with reassurances of future improvement.

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## 6.10 Time and Credit Limit for Completion of the BCom Degree

If you need 90 or fewer credits to complete your degree requirements, you are expected to complete your degree in no more than eight terms after your initial registration for the BCom degree. If you are a student completing over 90 and up to 120 credits, you become subject to these regulations one year after your initial registration.

If you wish to return to the BCom program after interrupting your studies for a period of one year or more, you must make a request for readmission through Minerva and also apply in writing to [bcom.mgmt@mcgill.ca](mailto:bcom.mgmt@mcgill.ca). When you are readmitted after a period of absence, you are normally subject to the program and degree requirements in effect at the time of readmission.

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## 7 Grading and Credit

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

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

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### 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 Nov

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.

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## 7.2 Verification of Grades and Rereads

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

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

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

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

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

### 7.2.1 Reread of Coursework

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

### 7.2.2 Rereads of Final Exams

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

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

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## 7.3 Awards and Honorary Designations

### 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 Scholarships, Prizes, and Awards

Graduation Scholarships, Prizes and Awards

Certain scholarships, based solely on academic and program-related criteria, are automatically granted by the Undergraduate Scholarship Committee to students graduating at the end of the Fall or Winter terms prior to Spring Convocation.

The following scholarships are based on additional criteria, such as leadership and community involvement, and require an application. Graduating students must apply online on the BCom website by the early May deadline: [mcgill.ca/desautels/programs/bcom/current-students](http://mcgill.ca/desautels/programs/bcom/current-students)

- Anil Gondi Community Impact Award
- Devon Anthony Haye Social Impact Scholarship
- Jaelyn Lea Fisher Volunteer Leadership Award
- Richard G. Donovan Prize in Case Excellence
- Stephen S. Goldbloom Memorial Prize

Convocation awards with no application required:

- Barry Clamen Prize for Outstanding Achievement in Accounting
- Cissy and Jimmy Greer Prize
- Commerce 1925 Award
- Dr. J. A. Coote Prize in Organizational Behaviour and Personnel
- Dr. M. Richard Gelfand Prize in Marketing
- Finestone Economics Prize
- Herbert E. Siblin Award
- Hugh Howson Memorial Prize
- L. J. Forget & Company Awards
- Laddie Millen Memorial Prizes
- McGill Accounting Society Prize
- McGill Alumnae Society Prize
- Misawa Homes Prize in International Business
- Peter S. Wise Memorial Prize in Accounting
- Sir Edward Beatty Medal

In-Course Scholarships, Prizes and Awards

In-course scholarships are granted to registered students with 27 graded credits in the fall and winter terms or 14 graded credits in one term at McGill. Eligible students are notified by email (students@mcgill.ca) and are notified by email (students@mcgill.ca) solely on academic

criteria. The following in-course scholarships are based on a combination of academic, volunteer, leadership, and extra-curricular involvement and require an application. Students must apply online on the BCom webpage by the early June deadline: [mcgill.ca/desautels/programs/bcom/current-students](http://mcgill.ca/desautels/programs/bcom/current-students). One application is required per student for all awards to which they wish to apply.

Full list of in-course scholarships for students returning for a full academic year of studies:

- Accenture Prize
- André Desmarais and Francine Chrétien-Desmarais Award in International Management
- Anil Gondi B.Com Scholarship (awarded every three years, application required)
- Barry Clamen Prize for Outstanding Achievement in Accounting
- Cecil Vineberg Scholarship
- Commerce 1953 Scholarships
- Commerce '55 Scholarships (*application required*)
- Danny and Monica Gold Award for Academic Excellence (*application required*)
- Deloitte Scholarship
- Dobson Cup Grit Prize (*awarded by the Dobson Centre*)
- Donald R. McRobie Award (*application required*)
- Dorothy Esmé Graham Snell Scholarship
- Dr. Alex Paterson Scholarship (*application required*)
- Elizabeth Macfarlane Prize
- Frederick M. Connell Award
- Gary and Wendy Balter Scholarship in Management
- George Arnold Hart Memorial Scholarship
- Gerald Benjamin Wasserman Memorial Scholarship in Entrepreneurship
- Great-West Life & London Life Scholarship (*application required*)
- HSBC Bank Canada Management Awards (*application required*)
- Jon Hartwick Award
- John V. Galley Scholarships
- Joseph H. Jacob Prize
- Letko Brosseau Investment Management Award
- Marcel A. Desautels Leadership Scholarship (*application required*)
- Marcel Desautels Institute for Integrated Management Award in Managing for Sustainability
- Marion McCall Daly Award (*application required*)
- McGill Alumnae Helen R. Y. Reid Scholarship
- Paul-Hervé Desrosiers Scholarship in Entrepreneurial Studies (*application required*)
- Peter Brojde Scholarship (*application required*)
- Peter Johnson Start-Up Prize (*awarded by the Dobson Centre*)
- Philippe & Nan-B de Gaspé Beaubien Citizenship Prize (*awarded in odd years only, application required*)
- Richter Scholarships in Accounting
- Robert Bruce Scholarship
- Sheila Wellington BMO Financial Group Awards (*application required*)
- Shirin Yeganegi Memorial Scholarship (*application required*)
- Sir William Macdonald Scholarship
- Women Associates of McGill Scholarship

To be awarded a scholarship students must be enrolled full-time in the subsequent fall and winter terms in the BCom program. If they are going on exchange in one of the following terms they must be full-time in the term they are at McGill. Students graduating in the summer or fall term are not eligible for in-course awards but may apply for graduating awards the following spring. Students who do not meet any of the eligibility requirements for a scholarship after it has been granted will have their scholarship revoked. Students who are on a leave of absence in a subsequent term or terms may not retain the award so long as they are not registered at McGill.

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

The Desautels Faculty of Management offers sev

- 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

**Minors/Minor Concentrations for Management Students**

<b>Major in International Management</b>	<b>90 credits</b>	<b>120 credits</b>
Freshman Requirements	0	18
BUSA 250	3	3
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	6-9	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.

<b>Major in Managing for Sustainability</b>	<b>90 credits</b>	<b>120 credits</b>
Freshman Requirements	0	18
BUSA 250	3	3
Core	36	36
Major	39	39
Electives	12	24
Total	90	120

<b>Honours in Economics</b>	<b>90 credits</b>	<b>120 credits</b>
Math Freshman Requirements: MATH 140, MATH 141, & MATH 133	0	10
Freshman Requirements	0	17
BUSA 250	3	3
Core*	27	27
Honours	42	42
Electives	18	21
Total	90	120

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

<b>Joint Honours in Economics &amp; Finance or Joint Honours in Economics and Accounting</b>	<b>90 credits</b>	<b>120 credits</b>
Math Freshman Requirements: MATH 140, MATH 141, & MATH 133	0	10
Freshman Requirements	0	17
BUSA 250	3	3
Core*	27	27
Economics	30	30
Accounting or Finance	24	24
Electives	6	9
Total	90	120

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

<b>Honours in Investment Management</b>	<b>90 credits</b>	<b>120 credits</b>
Freshman Requirements	0	18
BUSA 250	3	3

Honours in Investment Management	90 credits	120 credits
Core	36	36
Honours	42	42
Non-Mgmt Electives	6	12
Electives	3	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

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### 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, as well as Electives.

#### 30 Credits

##### U0 Required Courses - 9 Credits

##### U0 Required Courses (9 credits)

MATH 122	(3)	Calculus for Management
MATH 123	(3)	Linear Algebra and Probability
BUSA 250	(3)	Expressive Analysis for Management

##### U0 Elective Courses - 21 Cr



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## 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
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

#### Program F

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: [mcgill.ca/desautels/programs/bcom/academics/programstructure#concentrations](http://mcgill.ca/desautels/programs/bcom/academics/programstructure#concentrations).

### **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.

3-6 credits from the following:

ACCT 451	(3)	Data Analytics in Capital Market
BUSA 471	(3)	Artificial Intelligence Ethics for Business
FINE 460	(3)	Financial Analytics
INSY 442	(3)	Data Analysis and Visualization
INSY 446	(3)	Data Mining for Business Analytics
INSY 448	(3)	Text and Social Media Analytics
INSY 463	(3)	Deep Learning for Business Analytics
MGSC 404	(3)	Foundations of Decision Analytics
MGSC 416	(3)	Data-Driven Models for Operations Analytics
MRKT 440	(3)	Marketing Analytics
MRKT 442	(3)	Customer Analytics
ORGB 330	(3)	People Analytics

Or any related undergraduate topics course (with approvals from Business Analytics and the BCom Office).

### 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 and Competitive Strategy
MGPO 460	(3)	Managing Innovation
MRKT 365	(3)	New Products

MRKT 451	(3)	Marketing Research
MRKT 455	(3)	Sales Management
ORGB 321	(3)	Leadership

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

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

##### Required Courses (9 credits)

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

##### Complementary Courses (6 credits)

Selected from any undergraduate FINE course.

#### 8.5.5 Bachelor of Commerce (B.Com.) - Concentration Information Technology Management (15 credits)

The Information Technology Management concentration focuses on how organizations can leverage the power of IT. Navigating the digital economy, foundations in analyzing, selecting and applying technology solutions for business problems, as well as how to handle and analyze data.

##### Required Course (3 credits)

INSY 333	(3)	Systems Analysis and Modeling
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##### Complementary Courses (12 credits)

6-12 credits selected from:

INSY 331	(3)	Managing Information Technology
INSY 339	(3)	IT Consulting
INSY 341	(3)	Developing Business Applications
INSY 431	(3)	IT Implementation Management
INSY 432	(3)	Digital Business Models
INSY 434	(3)	Topics in Information Systems 1
INSY 437	(3)	Managing Data and Databases
INSY 440	(3)	E-Business
INSY 442	(3)	Data Analysis and Visualization
INSY 444	(3)	Online Communities and Open Innovation
INSY 450	(3)	Information Systems Project Management
INSY 455	(3)	Technology and Innovation for Sustainability

0-6 credits selected from:

INSY 336	(3)	Data Handling and Coding for Analytics
INSY 446	(3)	Data Mining for Business Analytics
INSY 448	(3)	Text and Social Media Analytics
INSY 463	(3)	Deep Learning for Business Analytics

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

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

#### Required Courses (3 credits)

BUSA 356	(3)	Management in Global Context
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#### 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
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

### 8.5.7 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
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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

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

The B.Com.: Major in General Management; Managing for Sustainability Concentration focuses on conceptual and analytical skills needed to formulate and implement organizational policies that contribute to ecologically sustainable and socially responsible economic development.

The main themes of courses in the Concentration include: organizational implications of the interlinked economic, social and ecological challenges of sustainability; the integration of sustainability into traditional business functions; and leadership, stakeholder management and managing change required to achieve sustainability.

#### Required Course (6 credits)

MGPO 440	(3)	Strategies for Sustainability
MSUS 402	(3)	Systems Thinking and Sustainability

#### Complementary Courses (9 credits)

3-9 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

0-6 credits from the following:

INDR 294	(3)	Introduction to Labour-Management Relations
INDR 492	(3)	Globalization and Labour Policy
MGPO 365	(3)	Business-Government Relations
MGPO 430	(3)	Practicum in Not for Profit Consulting
MGPO 435	(3)	The Origins of Capitalism
MGPO 450	(3)	Ethics in Management
MGPO 469	(3)	Managing Globalization
		Strategies for Developing Countries

ORGB 321

(3)

Leadership

Ne

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

or approved courses in other areas or faculties.

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

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

##### **Complementary Courses (15 credits)**

Selected from the following:

ORGB 321	(3)	Leadership
ORGB 325	(3)	Negotiations and Conflict Resolution
ORGB 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

#### **8.5.12 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)	Data Analysis and Visualization



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
MRKT 455	(3)	Sales Management
ORGB 423	(3)	Human Resources Management
RETL 408	(3)	Omni-Channel Retailing
RETL 409	(3)	Digitization of Retailing
RETL 410	(3)	Business Models in Retail
RETL 434	(3)	Topics in Retail Management

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

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

The Concentration in Strategic Management - Global Strategy Option provides students with the skills necessary to understand contemporary businesses in a global context, and to explore the implications of business decisions for society and the environment. Since globalization affects organizations of all types, this concentration conveys the tools necessary to understand industry structures and competitive dynamics in a global context. It provides opportunities to analyze organizational capabilities and how to enhance them, and enables students to assess the requirements of doing business in different economic and political systems. Global Strategy adds an overarching, holistic and integrated perspective to the Faculty's other concentrations and majors. Anticipated career trajectories include positions in consulting; strategic planning and analysis in multinationals and government agencies; and business development in new start-ups and small enterprises.

#### Complementary Courses

At least 9 credits selected from the following:

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

The remaining credits to be chosen from:

BUSA 391	(3)	International Business Law
ECON 305	(3)	Industrial Organization
MGPO 362	(3)	Fundamentals of Entrepreneurship
MGPO 434	(3)	Topics in Policy I
MGPO 435	(3)	The Origins of Capitalism
MGPO 438	(3)	Social Entrepreneurship and Innovation
MGPO 440	(3)	Strategies for Sustainability
MGPO 450	(3)	Ethics in Management
MGPO 475	(3)	Strategies for Developing Countries
MGSC 402	(3)	Operations Strategy
ORGB 380	(3)	Cross Cultural Management

### 8.5.14 Bachelor of Commerce (B.Com.) - Concentration in Strategic Management - Social Business & Enterprise (15 credits)

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

The concentration in Strategic Management - Social Business & Enterprise Option is intended for students interested in harnessing the not-for-profit, civil, and for-profit sectors to tackle social issues. Students will be challenged to reconceptualise strategy formation and implementation with an emphasis on 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 organizations such as those affiliated with the UN; social enterprise; government agencies; as well as in the fields of consulting and corporate social responsibility.

#### Complementary Courses

At least 9 credits selected from the following:

MGPO 365	(3)	Business-Government Relations
MGPO 438	(3)	Social Entrepreneurship and Innovation
MGPO 440	(3)	Strategies for Sustainability
MGPO 450	(3)	Ethics in Management
MGPO 475	(3)	Strategies for Developing Countries

The remaining credits, if any, to be chosen from the following:

(Note: no more than 3 credits may be taken at the 200 level)

AGRI 411	(3)	Global Issues on Development, Food and Agriculture
ANTH 212	(3)	Anthropology of Development
ECON 313	(3)	Economic Development 1
ECON 314	(3)	Economic Development 2
INTD 200	(3)	Introduction to International Development
MGPO 430	(3)	Practicum in Not for Profit Consulting
MGPO 433	(3)	Topics in Social Business and Enterprise
MGPO 435	(3)	The Origins of Capitalism
MGPO 460	(3)	Managing Innovation

## 8.6 Minors for Management Students

The minor programs offered in the Faculties of Arts and Science may be taken in conjunction with any BCom program, unless otherwise indicated by the department. It is recommended that you meet with an appropriate departmental adviser before pursuing a minor.

It is the student's responsibility to make sure that courses taken towards the minor fulfill the minor requirements when doing a Degree Evaluation on Minerva. Should Degree Evaluation say differently, students must complete a Desautels Faculty of Management [Minor Approval Form](https://mcgill.ca/desautels/programs/bcom/academics/programstructure#minors) (available at [mcgill.ca/desautels/programs/bcom/academics/programstructure#minors](https://mcgill.ca/desautels/programs/bcom/academics/programstructure#minors)) listing the courses being applied to the minor and get it signed by the Minor Adviser in the relevant department, returning the signed form to the BCom Office. Failure to do so may result in the Minor not being granted.

For the **Minor in Economics**, students must complete 18 credits of material that does not overlap with Management course content. A maximum of 6 credits will be permitted within the BCom program for MGCR 293 and ECON 230D1/D2 or ECON 250D1/D2, and a maximum of 6 for ECON 295 and ECON 330D1/D2 or ECON 352D1/D2. Students interested in this minor must obtain approval from the BCom Office.

Students considering a **Minor in Mathematics, Statistics, or Computer Science** must take MATH 133, MATH 140, and MATH 141 and should consult with an adviser in the appropriate department.

Students planning to take the **Minor in Statistics** are advised to substitute MATH 324 for MGCR 271. That course will then count as 3 credits toward the minor. If the decision to take a minor program is made after MGCR 271 has been taken, students who wish to take MATH 324 will receive three additional credits; however, MATH 324 will only count toward the 18-credit minor requirement. Students should check for overlap between statistics courses with the [BCom Student Affairs Office](#).

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## 8.7 Minors for Non-Management Students

The Desautels Faculty of Management has four minors that allow undergraduate non-Management students to develop a variety of managerial skills that will serve them throughout their chosen careers.

All minors are 18 credits split between a fixed set of required courses and a choice amongst complementary courses. Students can only pursue one of the minors offered by the Desautels Faculty of Management. On an exceptional basis, students may be permitted a maximum of one Continuing Studies course for credit within their chosen Management minor.

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

### 8.7.1 Minor in Entrepreneurship

Detailed information on this Minor can be found under [Faculty of Education > Undergraduate > Browse Academic Units & Programs > Kinesiology and Physical Education > : Bachelor of Science \(B.Sc\) \(Kinesiology\) - Minor in Entrepreneurship \(18 credits\)](#).

### 8.7.2 Minor in Entrepreneurship for Science Students

Detailed information on this Minor can be found under [Faculty of Science > Undergraduate > Browse Academic Units & Programs > : Entrepreneurship for Science Students](#).

### 8.7.3 Bachelor of Commerce (B.Com.) - Minor Finance (For Non-Management Students) (18 credits)

The Minor Finance consists of 18 credits of Management courses and is offered to non-Management students in the Faculties of Arts, Engineering, and Science.

The Minor has been designed to provide students with an understanding of the key concepts in corporate finance as well as investment banking.

#### Required Courses (9 credits)

FINE 342	(3)	Corporate Finance
FINE 441	(3)	Investment Management
MGCR 341*	(3)	Introduction to Financial Accounting

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

#### Complementary Courses (9 credits)

9 credits selected from any other undergraduate FINE course.

### 8.7.4 Bachelor of Commerce (B.Com.) - Minor Management (For Non-Management Students) (18 credits)

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

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

#### Complementary Courses (18 credits)

Selected from categories A, B, and C:

##### Category A

3 credits selected from:

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 352	(3)	Principles of Marketing
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.

### **Bac**

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
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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: [mcgill.ca/desautels/programs/bcom/academics/course-information](http://mcgill.ca/desautels/programs/bcom/academics/course-information).

## **Bachelor of Commer**

ACCT 475	(3)	Principles of Auditing
ACCT 486	(3)	Business Taxation 2

Revision, June 2022. End of revision.

### 8.8.2 Bachelor of Commerce (B.Com.) - Major Business Analytics (69 credits)

The Major in Business Analytics offers an interdisciplinary approach to study the evolving field of management analytics with a strong emphasis on experiential learning. The major is designed to address the growing needs of organizations for business analytics, data science, and artificial intelligence. The emphasis of the program will be on managerial issues and use of state-of-the-art data analytics tools to optimize organizational decisions in a variety of managerial settings.

#### Required Courses (54 credits)

BUSA 250	(3)	Expressive Analysis for Management
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#### Management Core

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

INSY 336	(3)	Data Handling and Coding for Analytics
INSY 446	(3)	Data Mining for Business Analytics
MGSC 401	(3)	Statistical Foundations of Data Analytics
MGSC 404	(3)	Foundations of Decision Analytics

3 credits of experiential learning from the following:

MGSC 483	(3)	Analytics-Based Community Project
RETL 407	(3)	Retail Management Project

#### Complementary Courses

6-9 credits of technical component from the following:

INSY 437	(3)	Managing Data and Databases
INSY 442	(3)	Data Analysis and Visualization

INSY 463 (3) Deep Learning for Business Analytics

6-9 credits of topics component from the following:

ACCT 451 (3) Data Analytics in Capital Market  
BUSA 471 (3) Artificial Intelligence Ethics for Business  
FINE 460 (3) Financial Analytics  
INSY 448 (3) Text and Social Media Analytics  
MGSC 416 (3) Data-Driven Models for Operations Analytics  
MRKT 440 (3) Marketing Analytics  
MRKT 442 (3) Customer Analytics  
ORGB 330 (3) People Analytics

Or any related undergraduate topics course (with approvals from the Business Analytics area and the B.Com. Office).

### 8.8.3 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

Macroeconomic Tm(Theo. 0 ee1c )Tj1 0 0 1d.4 T(Microeconomic .944 0 0 1 275.1Yh1.(ECON 230D2)Tj1 0 0 1 2294



#### **8.8.4 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 tak

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.

### 8.8.6 Bachelor of Commerce (B.Com.) - Major International Management (87 credits)

The B.Com.; Major in International Management focuses on combining business studies with regional or thematic global studies and foreign language proficiency, including 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 an international business component, an interdisciplinary area of study that includes a Minor Concentration/Minor outside the Management Faculty, language courses, and an experiential learning experience in the form of either exchange, internship or research.

#### 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

#### Required Course (3 credits)

BUSA 250	(3)	Expressive Analysis for Management
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#### International Business Component (3 credits)

BUSA 356	(3)	Management in Global Context
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#### Complementary Courses (39-45 credits)

##### International Business Component

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
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 of 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 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 Quebec Studies & Community-Engaged Learning/

La concentration Mineure en Études sur le Québec et apprentissage par engagement communautaire (18 credits)

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

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

B.A. Minor Concentration in World Islamic & Middle East Studies (18 credits)

\* Students should choose Economics (ECON) courses with a regional focus. 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.

#### Theme 2: Global Politics and Economy

This theme focuses on aspects of public policy from the perspective

HIST 304	(3)	International Relations History 2: Cold War
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 360	(3)	Security: War and Peace
POLI 450	(3)	Peacebuilding
RELG 370	(3)	Religion and Human Rights
RELG 371	(3)	Ethics of Violence/Non-Violence
SOCI 210	(3)	Sociological Perspectives
SOCI 230	(3)	Sociology of Ethnic Relations
SOCI 265	(3)	War, States and Social Change
SOCI 307	(3)	Globalization
SOCI 386	(3)	Contemporary Social Movements

### Theme 3: Global Well-Being and Development

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

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

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

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

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

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

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

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

B.A. Minor Concentration in Environment (18 credits) [Bieler School of Environment]

B.Sc. Minor in Environment (18 credits) [Bieler School of Environment]

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.

### Languag

\* 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 221D1/D2 will count toward the Major and any additional optional credits in ISLA 322D1/D2 or 423D1/D2 will count as electives.

OR

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

CLAS (Classics) [Modern Greek]

EAST (East Asian) - Third and Fourth Level

FREN (French)

FRSL (French as a Second Language)

GERM (German Studies) [German]

HISP (Hispanic Studies) [Spanish, Portuguese]

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

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

JWST (Jewish Studies) [Hebrew, Yiddish]

RUSS (Russian) [Russian]

\*\*\* Students placed in Lower Intermediate Arabic will complete ISLA 322D1/D2 and ISLA 423D1/D2 for a total of 12 credits.

\*\*\*\* Students wishing to register for ITAL 205D1/D2 should do so in their first year as this course is open only to U0 and U1 students. ITAL 206 is open to U0, U1, and U2 students. ITAL 210D1/D2, ITAL 215D1/D2, and ITAL 216 can be taken by all students.

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

### **Experiential Learning Component**

0-3 credits of experiential learning chosen from the following:

### **International Exchange Component**

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

All BCom students take a Core curriculum in addition to this 30-credit Major.

**Required Courses (48 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 (12 credits)**

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

**Complementary Courses (18 credits)**

Selected from:

ECON 306	(3)	Labour Markets and Wages
INDR 449	(3)	Occupational Health and Safety
INDR 459	(3)	Comparative Employment Relations
INDR 492	(3)	Globalization and Labour Policy
ORGB 321	(3)	Leadership
ORGB 325	(3)	Negotiations and Conflict Resolution
ORGB 330	(3)	People Analytics
ORGB 380	(3)	Cross Cultural Management
ORGB 401	(3)	Leadership Practicum in Social Sector
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

### 8.8.8 Bachelor of Commerce (B.Com) - Major Managing for Sustainability (66 credits)

The B.Com.; Major in Managing for Sustainability focuses on combining management 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.

The Major includes the integration of multiple management disciplines with sustainability; fundamental concepts of environmental science, social sciences and human impacts on natural systems; and an experiential learning component in the form of a consulting engagement, internship or research project offering "real world" experience.

#### Required Courses (42 credits)

##### Management Core

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

MGPO 440	(3)	Strategies for Sustainability
MSUS 402	(3)	Systems Thinking and Sustainability

#### Complementary Courses (24 credits)

3-9 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

3-6 credits from the following:

MGPO 430	(3)	Practicum in Not for Profit Consulting
MGSC 483	(3)	Analytics-Based Community Project
MSUS 400	(3)	Independent Studies in Sustainability
MSUS 401	(3)	Sustainability Consulting
MSUS 497	(3)	Internship in Sustainability

0-9 credits from the following:



INDR 294	(3)	Introduction to Labour-Management Relations
INDR 492	(3)	Globalization and Labour Policy Business-Gov

ECON 205	(3)	An Introduction to Political Economy
ECON 225	(3)	Economics of the Environment
ECON 326	(3)	Ecological Economics
ECON 347	(3)	Economics of Climate Change
ECON 405	(3)	Natural Resource Economics
ENVB 437	(3)	Assessing Environmental Impact
ENVR 201	(3)	Society, Environment and Sustainability
ENVR 203	(3)	Knowledge, Ethics and Environment
ENVR 400	(3)	Environmental Thought
GEOG 200	(3)	Geographical Perspectives: World Environmental Problems
GEOG 210	(3)	Global Places and Peoples
GEOG 216	(3)	Geography of the World Economy
GEOG 221	(3)	Environment and Health
GEOG 300	(3)	Human Ecology in Geography
GEOG 301	(3)	Geography of Nunavut
GEOG 302	(3)	Environmental Management 1
GEOG 303	(3)	Health Geography
GEOG 370	(3)	Protected Areas
GEOG 403	(3)	Global Health and Environmental Change
GEOG 408	(3)	Geography of Development
GEOG 530	(3)	Global Land and Water Resources
NRSC 221	(3)	Environment and Health
PHIL 230	(3)	Introduction to Moral Philosophy 1
PHIL 237	(3)	Contemporary Moral Issues
PHIL 334	(3)	Ethical Theory
PHIL 343	(3)	Biomedical Ethics
PHIL 348	(3)	Philosophy of Law 1
POLI 212	(3)	Government and Politics - Developed World
POLI 227	(3)	Developing Areas/Introduction
POLI 345	(3)	International Organizations
POLI 445	(3)	International Political Economy: Monetary Relations
PSYC 215	(3)	Social Psychology
RELG 270	(3)	Religious Ethics and the Environment
	()	

URBP 551

(3)

Urban Design and Planning

**Natural Sciences and Technology**

\*\* Note: you may take LSCI 230 or MIMM 211, but not both; you may take ENVB 529 or GEOG 201, but not both; you may take one of BREE 217, CIVE 323 or GEOG 322; you may take BIOL 308 or ENVB 305, but not both; you may take BIOL 465 or WILD 421 but not both; you may take EPSC 201 or

GEOG 308	(3)	Remote Sensing for Earth Observation
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 320	(3)	Extraction of Energy Resources
MIMM 211**	(3)	Introductory Microbiology
MIMM 323	(3)	Microbial Physiology
NRSC 333	(3)	Pollution and Bioremediation
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 460	(3)	Plant Ecology
SOIL 300	(3)	Geosystems
WILD 421**	(3)	Wildlife Conservation

**Bachelor of Commer**

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

**8.8.10 Bachelor of Commerce (B.Com.) - Major Concentration Mathematics for Management Students (72 credits)**

Students should consult the appropriate adviser in the Department of Mathematics and Statistics. See:

<https://www.mcgill.ca/mathstat/undergraduate/advising>

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)	Partial Differential Equations
MATH 326	(3)	Nonlinear Dynamics and Chaos
MATH 340	(3)	Discrete Mathematics
MATH 410	(3)	Majors Project
MATH 417	(3)	Linear Optimization
MATH 423***	(3)	Applied Regression

3 credits selected from:

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

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

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

**8.8.11 Bachelor of Commerce (B.Com.) - Major Organizational Behaviour (66 credits)**

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

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

**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)**

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

**Complementary Courses (21 credits)**

9 credits from the following:

INDR 294	(3)	Introduction to Labour-Management Relations
INDR 496	(3)	Collective Bargaining
ORGB 325	(3)	Negotiations and Conflict Resolution
ORGB 330	(3)	People Analytics
ORGB 380	(3)	Cross Cultural Management
ORGB 401	(3)	Leadership Practicum in Social Sector
ORGB 409	(3)	Organizational Research Methods
ORGB 421	(3)	Managing Organizational Change
ORGB 434	(3)	Topics in Organizational Behaviour 1
ORGB 440	(3)	Career Theory and Development
ORGB 525	(3)	Compensation Management

12 credits from one of the following Specialty Areas\*.

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

**1) Psychology**

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

**2) Sociology**

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

**3) Anthropology**

ANTH 202	(3)	Socio-Cultural Anthropology
ANTH 204	(3)	Anthropology of Meaning
ANTH 206	(3)	Environment and Culture
ANTH 212	(3)	Anthropology of Development
ANTH 222	(3)	Legal Anthropology
ANTH 303	(3)	Ethnographies of Post-socialism
ANTH 318	(3)	Globalization and Religion
ANTH 320	()	
ANTH 342	()	
ANTH 352	(3)	History of Anthropological Theory
ANTH 355	(3)	Theories of Culture and Society
ANTH 358	(3)	The Process of Anthropological Research
ANTH 423	(3)	Mind, Brain and Psychopathology
ANTH 440	(3)	Cognitive Anthropology

**8.8.12 Bachelor of Commerce (B.Com.) - Major Retail Management (69 credits)**

The retail industry is experiencing a period of unparalleled changes where emerging technologies such as artificial intelligence (AI) and automation are transforming every stage of the retail journey. The Retail Management major will arm the students with valuable analytical, reasoning, management and communication skills and place them at the forefront of a fast evolving and innovated retail industry while promoting for sustainability, and long-term social and environmental benefits. Admission requirements: as per other B.Com. programs offered by the Desautels Faculty of Management.

**Required Courses (57 credits)**

BUSA 250	(3)	Expressive Analysis for Management
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**Management Core**

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
		Introduction to Finance

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
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

**Complementary Courses (30 credits)**

at least 9 credits from the following group:

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

at least 9 credits from the following group:

MGPO 365	(3)	Business-Government Relations
MGPO 438	(3)	Social Entrepreneurship and Innovation
MGPO 440	(3)	Strategies for Sustainability
MGPO 450	(3)	Ethics in Management

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
MGSC 402	(3)	Operations Strategy
ORGB 380	(3)	Cross Cultural Management

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## 8.9 Honours

Honours programs:

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

\*\* Prerequisites for entering this program (or equivalent)

**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

**Required Courses (27 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 may be waived the ECON 257D1/ECON 257D2 requirement. These students will normally be required to take ECON 469 in addition to ECON 468.

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
		Advanced Economic

**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)	Risk Management in Finance
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)**

**Manag**

**MANAGEMENT**

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 (81 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 allowed to graduate with Honours.

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

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

\*\* For entering the program (or equivalent)

**Required Courses (66 credits)**

### Management Core

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

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.

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
FINE 342	(3)	Corporate Finance
FINE 441	(3)	Investment Management
FINE 443	(3)	Applied Corporate Finance
FINE 547	(3)	Advanced Finance Seminar

### 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

### Revision, June 2022. Start of revision.

6 credits from the following:

FINE 442	(3)	Capital Markets and Institutions Financial Derivatives
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6 credits from any undergraduate FINE course.

Revision, June 2022. End of revision.

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## 9 Desautels Faculty of Management Academic Staff

### Dean

Yolande Chan

### Vice-Deans

Anthony Masi – *Vice-Dean, Faculty*

Liette Lapointe - *Vice-Dean, Programs*

### Executive Committee

Emmanuelle Vaast; Benjamin Croitoru; Lisa Cohen; Samer Faraj; Robert David; John-Paul Ferguson; Saibal Ray; Saku Mantere; Mark Michaud; GreatkTTgo.52 m6 F

