



**Desautels Faculty of Management  
Programs, Courses and University Regulations  
2018-2019**



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

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## *Publication Information*

Published by

### **Enrolment Services**

McGill University  
3415 McTavish Street  
Montreal, Quebec, H3A 0C8  
Canada

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- 1 About Desautels Faculty of Management, page 9
- 2 History of the Faculty, page 9
- 3 Facilities, page 9
- 4 Desautels Faculty of Management Studies, page 10
  - 4.1 Location, page 10
  - 4.2 Administrative Officers, page 10
  - 4.3 Bachelor of Commerce Program, page 10
  - 4.4 BCom Student Affairs Office, page 11
    - 4.4.1 Location, page 11
    - 4.4.2 About BCom Student Affairs Office, page 11
  - 4.5 Summer Studies, page 11
  - 4.6 International Student Exchange Program, page 12
  - 4.7 Transfer Credit and Advanced Standing, page 12
- 5 BCom Degree Admission Requirements, page 13
- 6 BCom Degree Requirements, page 13
  - 6.1 Academic Requirements for Graduation, page 13
  - 6.2 Cumulative Grade Point Average (CGPA), page 13
  - 6.3 Course Requirements, page 13
  - 6.4 Academic Advising, page 14
  - 6.5 Registration, page 14
  - 6.6 Course Overlap, page 15
  - 6.7 Courses Taken Under the Satisfactory/Unsatisfactory Option, page 15
  - 6.8 Electives, page 15
    - 6.8.1 Non-Management Electives, page 15
      - 6.8.1.1 Faculty constraints, page 15
    - 6.8.2 Electives, page 16
  - 6.9 Academic Standing, page 16
    - 6.9.1 Satisfactory/Interim Satisfactory Standing, page 16
    - 6.9.2 Probationary/Interim Probationary Standing, page 16
    - 6.9.3 Unsatisfactory Readmitted Standing, page 17
    - 6.9.4 Unsatisfactory/Interim Unsatisfactory Standing, page 17
    - 6.9.5 Incomplete Standings, page 17
  - 6.10 Time and Credit Limit for Completion of the BCom Degree, page 17
- 7 Grading and Credit, page 18
  - 7.1 Examinations, page 18
    - 7.1.1 Supplemental Examinations, page 18
    - 7.1.2 Deferred Examinations, page 18
  - 7.2 Verification of Grades and Rereads, page 18
    - 7.2.1 Reread of Coursework, page 19
    - 7.2.2 Rereads of Final Exams, page 19

- 7.3 Awards and Honorary Designations, page 19
  - 7.3.1 Honours and First-Class Honours, page 19
  - 7.3.2 Distinction, page 19
  - 7.3.3

8.7.6 Bachelor of Commerce (B.Com.) - Minor Operations Management (For Non-Management Students) (18 credits) , page





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## **1 About Desautels Faculty of Management**

Founded in 1906, the Desautels Faculty of Management at McGill Univni

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## 4 Desautels Faculty of Management Studies

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### 4.1 Location

Samuel Bronfman Building  
1001 Sherbrooke Street West, Room 110  
Montreal QC H3A 1G5  
Canada  
Telephone: 514-398-4068  
Faculty website: [www](#)

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

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

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

The **Honours in Investment Management** program is the first to offer students training that combines rigorous academic groundwork with real-world experience in investment management, global internship opportunities, and access to the expertise of corporate partners from around the world.

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

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

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## 4.5 Summer Studies

If you want to make up deficiencies in your background or accelerate progress in your degree, you may do so by taking summer courses at McGill or at another institution. Please note that McGill's course offerings are not guaranteed from year to year.

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

Information on summer courses is available from:

**BCom Student Affairs Office**

Telephone: 514-398-4068

Email: [bcom.mgmt@mcgill.ca](mailto:bcom.mgmt@mcgill.ca)

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

OR

**Summer Studies Office**

Telephone: 514-398-5212e

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## 5 BCom Degree Admission Requirements

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

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## 6 BCom Degree Requirements

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

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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 must be finalized by the end of your first term at McGill. Delays to submit all official documentation may result in the advanced standing not being granted.

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

If you have transferred with advanced standing to the Desautels Faculty of Management from another university, you must provide a letter of transfer from that university.

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## 6.4 Academic Advising

If you are entering the Desautels Faculty of Management for the first time, you are required to attend an **Orientation and Advising Session** during the last week of August, at which the staff from the BCom Student Affairs Office provide information on all aspects of the BCom program. If you have had difficulty registering for your courses, and have not contacted the BCom Office to resolve your issues, you will have the opportunity to resolve your problems after this session. For a detailed description of advising and registration procedures, you should refer to [section 6.5: Registration](#); the website for newly admitted undergraduate students at [www.mcgill.ca/accepted](http://www.mcgill.ca/accepted); and the BCom website at [www.mcgill.ca/desautels/programs/bcom](http://www.mcgill.ca/desautels/programs/bcom).

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

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

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

Appointments to discuss programs of study with student advisers may be made as soon as the add/drop period ends in September and then again in January. **All new students are required to attend a mandatory appointment with an Academic Student Adviser** in this period of their first semester. In February or March, an Information Session takes place that helps you to select a course of study for specialization. In April, as a student continuing in the BCom program, you will plan your studies for the following year using the requirements as listed in the eCalendar or in the Degree Evaluation Module available through Minerva, as a guide to your course selection. Advice is available at the [BCom Student Affairs Office](#) for students having difficulty. Students register online using [Minerva](#).

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 have your program of study initially authorized by the appropriate department adviser prior to consulting with a student adviser in the [BCom Student Affairs Office](#).

You should contact a student adviser as soon as possible if you are encountering difficulties (academic or personal) or are requesting specific information about the BCom program.

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## 6.5 Registration

- It is your responsibility to **register on time**. Failure to register for courses when the registration period begins may delay graduation and completion of program requirements. **Space is limited**.
- **Priority registration** for Fall and Winter courses will begin in early April for returning BCom students. **Priority registration** in Management courses for Summer opens in early March. Exact dates may be obtained from [www.mcgill.ca/importantdates](http://www.mcgill.ca/importantdates).
- All courses have limited enrolment. BCom students who are **unable to register** for required or complementary courses that they need in order to graduate on time should submit a copy of the [Closed Management Course Request Form](#) to the BCom Student Affairs Office after registration in April. During the add/drop periods, [Closed Management Course Request Forms](#) will not be accepted. Exact deadlines may be obtained from [www.mcgill.ca/importantdates](http://www.mcgill.ca/importantdates).
- BCom students are generally not permitted to take courses offered through the **School of Continuing Studies (SCS)** for credit toward their degree. If you want to receive special permission to take a course through SCS (i.e., to enable you to graduate on time or take an approved elective that is only offered by SCS), you must submit an [Authorization for SCS Course Form](#) to the BCom Student Affairs Office and any relevant supporting documentation. You cannot register for SCS courses via Minerva; if approved, the BCom Office will need to add this course to your record. You should **not** go to nor contact the School of Continuing Studies regarding registration for an SCS course.
- **New students** must contact the BCom Student Affairs Office for registration information.

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## 6.6 Course Overlap

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

It is your responsibility to consult with the BCom Student Affairs Office as to whether or not credit can be obtained and to be aware of exclusion clauses specified in the course descriptions in this publication. Please refer to





If you are in Interim Probationary Standing, you may continue in your program, but should evaluate your course load and reduce it as appropriate. You are strongly advised to consult with an Academic Adviser, before the withdrawal deadlines, about your course selection for the Winter term.

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

### **6.9.3 Unsatisfactory Readmitted Standing**

If you were previously in Unsatisfactory Standing and you were readmitted to the BCom program, you will hav

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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 distrib

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.

### **Reread of Coursew**

- Donald R. McRobie Award
- Dr. Alex Paterson Scholarship
- Great-West Life & London Life Scholarship
- HSBC Bank Canada Management Aw

<b>2 Concentrations</b>	<b>90 credits</b>	<b>120 credits</b>
Electives	18	24
Total	90	120
<b>1 Concentration &amp; 1 Minor (18* or 24 credits)</b>	<b>90 credits</b>	<b>120 credits</b>
Freshman Requirements	0	21
Core	36	36
1 Concentration	15	15
1 Minor (18* or 24 credits)	18* or 24	18* or 24
Electives	21* or 15	30* or 24
Total	90	120

### Concentrations

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

#### 8.1.1 Minors/Minor Concentrations for Management Students

Although only the Mathematics and Statistics Minors are outlined in this section, a wide variety of programs are available as listed in the sections for the Faculties of Arts and Science. Popular choices include Anthropology, Canadian Studies, Computer Science, English – Literature, Environmental Studies, Geological Sciences, German, History, International Development, Political Science, Women's Studies, etc. Students interested in the Minor in Economics must see an adviser in the BCom Student Affairs Office for Faculty approval.

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

<b>Major Concentrations in Mathematics or Statistics</b>	<b>90 credits</b>	<b>120 credits</b>
Major	39	39
Electives	18	18
Total	90	120

<b>Major in Economics</b>	<b>90 credits</b>	<b>120 credits</b>
Freshman Requirements	0	21
Core*	27	27
Major**	36	36
Electives	27	36
Total	90	120

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

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

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

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

<b>Major in Managing for Sustainability</b>	<b>90 credits</b>	<b>120 credits</b>
Freshman Requirements	0	21
Core	36	36
Major	39	39
Electives	15	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	20
Core*	27	27
Honours	42	42
Electives	21	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	20
Core*	27	27

<b>Joint Honours in Economics &amp; Finance or Joint Honours in Economics and Accounting</b>	<b>90 credits</b>	<b>120 credits</b>
Economics	30	30
Accounting or Finance	24	24
Electives	9	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	21
Core	36	36
Honours	42	42
Non-Mgmt Electives	6	12
Electives	6	9
Total	90	120

### **Majors**

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

### **Honours**

- Economics
- Economics and

**U0 Required Courses (12 credits)**

BUSA 100	(3)	Introduction to Management
BUSA 250	(3)	Expressive Analysis for Management

**U0 Complementary Courses (9 credits)**

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

**C1. Society, Culture & Language**

**C2. Critical Thinking & Analysis**

**C3. Global Perspective & Environment**

Course listings can be found at the Desautels Faculty of Management's website at:

[www.mcgill.ca/desautels/programs/bcom/academics/programstructure/120-credit-program](http://www.mcgill.ca/desautels/programs/bcom/academics/programstructure/120-credit-program).

**U0 Elective Courses (9 credits)**

All Electives are subject to the restrictions for non-Management electives.

**Program Footnote:**

**1.**





ACCT 352	(3)	Intermediate Financial Accounting 2
ACCT 354	(3)	Financial Statement Analysis
ACCT 362	(3)	Cost Accounting
ACCT 385	(3)	Principles of Taxation
ACCT 401	(3)	Sustainability and Environmental Accounting
ACCT 434	(3)	Topics in Accounting 1
ACCT 452	(3)	Financial Reporting Valuation
ACCT 453	(3)	Advanced Financial Accounting
ACCT 454	(3)	Financial Reporting
ACCT 463	(3)	Management Control
ACCT 475	(3)	Principles of Auditing
ACCT 486	(3)	Business Taxation 2

### 8.5.2 Bachelor of Commerce (B.Com.) - Concentration in Business Analytics (15 credits)

Students completing this concentration will have training in a diverse set of methods in analytics and tools to conduct analyses as applied in a variety of managerial disciplines. Today, business professionals, managers, and entrepreneurs need to be able to leverage the power of data that is collected. The Business Analytics concentration provides students with essential skills and knowledge needed to navigate in the world of data. This Concentration offers courses with a strong practical and applied orientation from a variety of managerial disciplines.

#### Required Courses (6 credits)

INSY 336	(3)	Data Handling and Coding for Analytics
MGSC 401	(3)	Statistical Foundations of Data Analytics

#### Complementary Courses (9 credits)

3 credits from the following:

INSY 446	(3)	Data Mining for Business Analytics
MGSC 404	(3)	Foundations of Decision Analytics

6 credits from the following:

INSY 446	(3)	Data Mining for Business Analytics
MGSC 404	(3)	Foundations of Decision Analytics
MRKT 440	(3)	Marketing Analytics
ORGB 330	(3)	People Analytics

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

Currently under review. Admissions will not be accepted for this academic year.

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.

#### Required Courses (6 credits)

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

**Complementary Courses (9 credits)**

To be chosen from:

FINE 482	(3)	International Finance 1
FINE 492	(3)	International Corporate Finance
FINE 541N1	(1.5)	Applied Investments
FINE 541N2	(1.5)	Applied Investments
FINE 547	(3)	Advanced Finance Seminar

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

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

The IS Concentration - Digital Innovation option gives students knowledge and skills to navigate the digital economy. Today, business managers, leaders, and entrepreneurs need to be able to innovate digitally. This Concentration provides students with essential skills and knowledge they need to navigate the complex process of digital innovation. Students learn theories, frameworks, and methods to develop their innovative potential especially as it relates to the digital economy and Information Technologies. The Digital Innovation Concentration helps students leverage their creativity to become change agents and to hone their technological savvy in an increasingly digital environment.

**Complementary Courses (12 credits)**

Selected from the following:

INSY 331	(3)	Managing Information Technology
INSY 336	(3)	Data Handling and Coding for Analytics
INSY 339	(3)	IT Consulting
INSY 341	(3)	Developing Business Applications
INSY 430	(3)	IT in Financial Markets
INSY 431	(3)	IT Implementation Management
INSY 432	(3)	Digital Business Models
INSY 434	(3)	Topics in Information Systems 1
INSY 437	(3)	Managing Data & Databases
INSY 440	(3)	E-Business
INSY 442	(3)	Business Intelligence and Data Analytics
INSY 446	(3)	Data Mining for Business Analytics
INSY 450	(3)	Information Systems Project Management
INSY 455	(3)	Technology and Innovation for Sustainability

**8.5.7 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

MGPO 469	(3)	Managing Globalization
MGPO 475	(3)	Strategies for Developing Countries
MRKT 451	(3)	Marketing Research
MRKT 483	(3)	International Marketing Management
ORGB 380	(3)	Cross Cultural Management

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

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

#### Required Courses (9 credits)

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

#### Complementary Courses (6 credits)

Selected from the following:

INDR 449	(3)	Occupational Health and Safety
INDR 459	(3)	Comparative Employment Relations
INDR 492	(3)	Globalization and Labour Policy
INDR 494	(3)	Labour Law
ORGB 321	(3)	Leadership
ORGB 325	(3)	Negotiations and Conflict Resolution
ORGB 330	(3)	People Analytics
ORGB 401	(3)	Leadership Practicum in Social Sector
ORGB 409	(3)	Organizational Research Methods
ORGB 421	(3)	Managing Organizational Change
ORGB 440	(3)	Career Theory and Development
ORGB 525	(3)	Compensation Management

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

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

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

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

#### Required Course (3 credits)

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

6-9 credits from the following:

ACCT 401	(3)	Sustainability and Environmental Accounting
INSY 455	(3)	Technology and Innovation for Sustainability
MGPO 438	(3)	Social Entrepreneurship and Innovation
MGSC 488	(3)	Sustainability and Operations
MRKT 351	(3)	Marketing and Society
MSUS 401	(3)	Sustainability Consulting
MSUS 402	(3)	Systems Thinking and Sustainability

3 credits from the following:

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

0-3 credits from the following:

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

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

Currently under review. Admissions will not be accepted for this academic year.

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

##### Required Courses (9 credits)

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

##### Complementary Course (6 credits)

6 credits selected from:

MRKT 351	(3)	Marketing and Society
MRKT 355	(3)	Services Marketing
MRKT 357	(3)	Marketing Planning 1
MRKT 365	(3)	New Products
MRKT 438	(3)	Brand Management

MRKT 440	(3)	Marketing Analytics
MRKT 453	(3)	Integrated Mktg Communications
MRKT 455	(3)	Sales Management
MRKT 456	(3)	Business to Business Marketing
MRKT 459	(3)	Retail Management
MRKT 483	(3)	International Marketing Management

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



ORGB 423	(3)	Human Resources Management
ORGB 434	(3)	Topics in Organizational Behaviour 1
ORGB 440	(3)	Career Theory and Development
ORGB 525	(3)	Compensation Management

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

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

#### Required Courses (9 credits)

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

#### Complementary Courses (6 credits)

Selected from the following:

INDR 294	(3)	Introduction to Labour-Management Relations
INSY 440	(3)	E-Business
INSY 442	(3)	Business Intelligence and Data Analytics
MGSC 403	(3)	Introduction to Logistics Management
MGSC 431	(3)	Operations and Supply Chain Analysis
MRKT 355	(3)	Services Marketing
MRKT 451	(3)	Marketing Research
MRKT 452	(3)	Consumer Behaviour
MRKT 455	(3)	Sales Management
ORGB 423	(3)	Human Resources Management
RETL 434	(3)	Topics in Retail Management

### 8.5.14 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 & 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  
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MGPO 433	(3)	Topics in Social Business and Enterprise
MGPO 435	(3)	The Origins of Capitalism
MGPO 460	(3)	Managing Innovation

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## 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* (available at [www.mcgill.ca/desautels/programs/bcom/academics/course-information/minors](http://www.mcgill.ca/desautels/programs/bcom/academics/course-information/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, MA

MATH 319	(3)	Introduction to Partial Differential Equations
MATH 323	(3)	Probability
MATH 326	(3)	Nonlinear Dynamics and Chaos
MATH 340	(3)	Discrete Structures 2
MATH 407	(3)	Dynamic Programming
MATH 417	(3)	Linear Optimization

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

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

#### Program Prerequisites

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

or their equivalents

#### Required Courses (15 credits)

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

All minors for non-Management students have limited enrolment and require an application; the **application form** may be found at [www.mcgill.ca/desautels/programs/bcom/academics/minors-non-management-students/management-minors-non-management-students](http://www.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 Finance

#### Complementary Courses (9 credits)

9 credits selected from:

FINE 434	(3)	Topics in Finance 1
FINE 435	(3)	Advanced Topics in Finance
FINE 442	(3)	Capital Markets and Institutions
FINE 443	(3)	Applied Corporate Finance
FINE 444	(3)	Principles and Strategies of Securities Trading
FINE 445	(3)	Real Estate Finance
FINE 446	(3)	Behavioural Finance
FINE 447	(3)	Venture Capital and Entrepreneurial Finance
FINE 448	(3)	Financial Derivatives
FINE 449	(3)	Market Risk Models
FINE 451	(3)	Fixed Income Analysis
FINE 452	(3)	Applied Quantitative Finance
FINE 480	(3)	Global Investments
FINE 482	(3)	International Finance 1
FINE 492	(3)	International Corporate Finance

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

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

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.

#### 8.7.4 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:

MGCR 211	(3)	Introduction to Financial Accounting
MGCR 341*	(3)	Introduction to Finance

##### Category B

9 credits selected from:

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.

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

The Minor Marketing consists of 18 credits of Management courses and is currently offered to non-Management students in the Faculties of

### **Complementary Courses (9 credits)**

3 credits:

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

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

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

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

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

### **8.7.6 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







**Complementary Courses (18 credits)**

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

**8.8.3 Bachelor of Commerce (B.Com.) - Major Finance (66 credits)**

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

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

**Required Courses (54 credits)****Management Core (36 credits)**

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

**Major (18 credits)**

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

**Complementary Courses (12 credits)**

At least 9 credits from:

FINE 434	(3)	Topics in Finance 1
FINE 435	(3)	Advanced Topics in Finance
FINE 442	(3)	Capital Markets and Institutions
FINE 444	(3)	Principles and Strategies of Securities Trading
FINE 445	(3)	Real Estate Finance
FINE 446	(3)	Behavioural Finance
FINE 447	(3)	Venture Capital and Entrepreneurial Finance
FINE 449	(3)	Market Risk Models

FINE 451	(3)	Fixed Income Analysis
FINE 452	(3)	Applied Quantitative Finance
FINE 480	(3)	Global Investments
FINE 492	(3)	International Corporate Finance
FINE 541N1	(1.5)	Applied Investments
FINE 541N2	(1.5)	Applied Investments
FINE 547	(3)	Advanced Finance Seminar

The remainder, if any, from:

ACCT 351	(3)	Intermediate Financial Accounting 1
ACCT 352	(3)	Intermediate Financial Accounting 2
ACCT 354	(3)	Financial Statement Analysis
ACCT 385	(3)	Principles of Taxation

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

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

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

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

##### Required Courses (54 credits)

##### Management Core (36 credits)

ECON 295	(3)	Macroeconomic Policy
MGCR 211	(3)	Introduction to Financial Accounting Introduction to Or

INSY 437	(3)	Managing Data & Databases
INSY 442	(3)	Business Intelligence and Data Analytics
INSY 450	(3)	Information Systems Project Management

### **Complementary Courses (9 credits)**

**Revision, June 2018. Start of revision.**

Selected from the following:

INSY 336	(3)	Data Handling and Coding for Analytics
INSY 339	(3)	IT Consulting
INSY 430	(3)	IT in Financial Markets
INSY 432	(3)	Digital Business Models
INSY 434	(3)	Topics in Information Systems 1
INSY 440	(3)	E-Business
INSY 444	(3)	Online Communities and Open Innovation
INSY 446	(3)	Data Mining for Business Analytics
INSY 455	(3)	Technology and Innovation for Sustainability

**Revision, June 2018. End of revision.**

### **8.8.5 Bachelor of Commerce (B.Com.) - Major International Management (84 credits)**

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

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

This Major is interdisciplinary and integrative and includes a b2) f mc

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

BUSA 356 (3) Management in Global Context

**Complementary Courses**

12 credits selected from the following:

BUSA 391 (3) International Business Law  
 BUSA 394 (3) Managing in Asia  
 BUSA 395 (3) Managing in Europe  
 BUSA 401 (3) Independent Studies in International Business  
 BUSA 433 (3) Topics in International Business 1  
 BUSA 481 (3) Managing in North America  
 BUSA 493 (3) Global Economic Competitiveness  
 FINE 480 (3) Global Investments  
 FINE 482 (3) International Finance 1  
 FINE 492 (3) International Corporate Finance  
 INDR 459 (3) Comparative Employment Relations  
 MGPO 383 (3) International Business Policy  
 MGPO 469 (3) Managing Globalization  
 MGPO 475 (3) Strategies for Developing Countries  
 MRKT 451 (3) Marketing Research  
 MRKT 483 (3) International Marketing Management  
 ORGB 380 (3) Cross Cultural Management

**Area of Study Component (18 credits)**

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

**Theme 1: Comparative Global Studies**

Students can choose to study a region including Africa, East Asia, Middle East, South Asia, Europe, or the Americas, or several regions from a comparative global perspective in Religious Studies, Political Science, History, or Economics. This option focuses on aspects of global society and culture from a social science perspective. This theme is suitable for students who would like to work in a specific country or region or for students who want to work for a multinational company or government organization with global interests.

- B.A. Minor Concentration in African Studies (18 credits)
- B.A. Minor Concentration in Canadian Studies (18 credits)
- B.A. Minor Concentration in Comparative Politics (18 credits)
- B.A. Minor Concentration in East Asian Cultural Studies (18 credits)
- B.A. Minor Concentration in Economics\* (18 credits)
- B.A. Minor Concentration in History (18 credits)
- B.A. Minor Concentration in Jewish Studies (18 credits)
- B.A. Minor Concentration in North American Studies (18 credits)
- B.A. Minor Concentration in Quebec Studies (18 credits)
- B.A. Minor Concentration in Russian Culture (18 credits)
- B.A. Minor Concentration in South Asia (18 credits)
- B.A. Minor Concentration in World Islamic & Middle East Studies (18 credits)
- B.A. Minor Concentration in World Religions (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 of global transactions and finance. Students may select a minor concentration in the area of international relations and investigate policy on a global scale and its operations in the context of policy, war and peace, the economy, security, trade, human rights, and international organizations. Graduates with this option would be poised to apply their educational background to careers with world government, trade, or economic organizations, NGOs, national governments, or businesses with global interests. The choices of programs include Economics, Geography, Political Science, or a selected group of courses.

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

B.A. Minor Concentration in International Relations (18 credits)

B.A. Minor Concentration in Political Economy (18 credits)

B.A. Minor Concentration in Political Science (18 credits)

B.A. Minor Concentration in Politics, Law and Society (18 credits)

B.A. Minor Concentration in Political Theory (18 credits)

OR

## Global Governance, Conflict and Human Rights Concentration

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

ANTH 212	(3)	Anthropology of Development
ANTH 214	(3)	Violence, Warfare, Culture
ANTH 222	(3)	Legal Anthropology
CANS 307	(3)	Canada in the World
CANS 412	(3)	Canada and Americas Seminar
COMS 230	(3)	Communication and Democracy
COMS 320	(3)	Media and Empire
HIST 221	(3)	United States since 1865
HIST 302	(3)	International Relations History 1: 1750-1950
HIST 304	(3)	International Relations History 2: Cold War
HIST 339	(3)	Arab-Israeli Conflict
HIST 371	(3)	American Civil Rights 1877-1940
HIST 387	(3)	The First World War
HIST 388	(3)	The Second World War
HIST 438	(3)	Topics in Cold War History
JWST 240	(3)	The Holocaust
PHIL 237	(3)	Contemporary Moral Issues
PHIL 334	(3)	Ethical Theory
		Government and Politics - Developed W



\*\*\*\* 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)**

**International Exchange**



**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

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

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

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

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

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

**Required Courses (42 credits)**

**Management Core (36 credits)**

ECON 295	(3)	Macroeconomic Policy
MGCR 211	(3)	Introduction to Financial Accounting
MGCR 222	(3)	Introduction to Organizational Behaviour
MGCR 271	(3)	Business Statistics

MGCR 293	(3)	Managerial Economics
MGCR 331	(3)	Information Systems
MGCR 341	(3)	Introduction to Finance
MGCR 352	(3)	Principles of Marketing
MGCR 360	(3)	Social Context of Business
MGCR 382	(3)	International Business
MGCR 423	(3)	Strategic Management
MGCR 472	(3)	Operations Management

**Major (6 credits)**

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

**Complementary Courses (33 credits)**

6-9 credits from the following:

ACCT 401	(3)	Sustainability and Environmental Accounting
INSY 455	(3)	Technology and Innovation for Sustainability
MGPO 438	(3)	Social Entrepreneurship and Innovation
MGSC 488	(3)	Sustainability and Operations
MRKT 351	(3)	Marketing and Society
MSUS 402	(3)	Systems Thinking and Sustainability

3 credits from the following:

ORGB 321	(3)	Leadership
		Ne

MSUS 401	(3)	Sustainability Consulting
MSUS 497	(3)	Internship in Sustainability

12 credits of McGill School of Environment core courses:

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

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

### **Suggested Course List**

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

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

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

### **Location Note:**

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

### **Social Sciences and Policy**

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 382	(3)	Principles Earth Citizenship
GEOG 403	(3)	Global Health and Environmental Change
GEOG 408	(3)	Geography of Development
GEOG 410	(3)	Geography of Underdevelopment: Current Problems
GEOG 530	(3)	Global Land and Water Resources
GEOG 551	(3)	Environmental Decisions
MGPO 440	(3)	Strategies for Sustainability
NRSC 221	(3)	Environment and Health
NRSC 540	(3)	Socio-Cultural Issues in Water
PHIL 230	(3)	Introduction to Moral Philosophy 1
PHIL 237	(3)	Contemporary Moral Issues
PHIL 334	(3)	Ethical Theory
PHIL 343	(3)	Biomedical Ethics
PHIL 348	(3)	Philosophy of Law 1
POLI 212	(3)	Government and Politics - Developed World
POLI 227	(3)	Developing Areas/Introduction
POLI 345	(3)	International Organizations
		International Political Economy: Monetary Relations

## Natural Sciences and Technology

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

AGRI 340	(3)	Principles of Ecological Agriculture
AGRI 435	(3)	Soil and Water Quality Management
ANSC 326	(3)	Fundamentals of Population Genetics
ANTH 311	(3)	Primate Behaviour and Ecology
ARCH 375	(2)	Landscape
ARCH 377	(3)	Energy, Environment and Buildings
ARCH 378	(3)	Site Usage
ATOC 215	(3)	Oceans, Weather and Climate
BIOL 240	(3)	Monteregian Flora
BIOL 305	(3)	Animal Diversity
BIOL 308**	(3)	Ecological Dynamics
BIOL 310	(3)	Biodiversity and Ecosystems
BIOL 342	(3)	Contemporary Topics in Aquatic Ecology
BIOL 418	(3)	Freshwater Invertebrate Ecology
BIOL 432**	(3)	Limnology
BIOL 436	(3)	Evolution and Society
BIOL 465	(3)	Conservation Biology
BREE 217**	(3)	Hydrology and Water Resources
BREE 322	(3)	Organic Waste Management
BREE 518	(3)	Ecological Engineering
BTEC 502	(3)	Biotechnology Ethics and Society
CHEE 230	(3)	Environmental Aspects of Technology
CHEM 212	(4)	Introductory Organic Chemistry 1
CHEM 281	(3)	Inorganic Chemistry 1
CHEM 462	(3)	Green Chemistry
CIVE 225	(4)	Environmental Engineering
CIVE 323	(3)	Hydrology and Water Resources
CIVE 550	(3)	Water Resources Management
ENTO 340	(3)	Field Entomology
ENVB 210	(3)	The Biophysical Environment
ENVB 301	(3)	Meteorology
ENVB 305**	(3)	Population & Community Ecology
ENVB 315**	(3)	Science of Inland Waters
ENVB 410	(3)	Ecosystem Ecology
ENVB 415	(3)	Ecosystem Management
		GIS for Natural Resource Management



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 Strate

MGCR 331	(3)	Information Systems
MGCR 341	(3)	Introduction to Finance
MGCR 352	(3)	Principles of Marketing
MGCR 360	(3)	Social Context of Business



### 8.8.10 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)

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### 8.8.11 Bachelor of Commerce (B.Com.) - Major Concentration Statistics for Management Students (72 credits)

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

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

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

#### Required Courses (60 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 (27 credits)

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

##### Complementary Courses (12 credits)

6 credits selected from:

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

6 credits selected from:

MATH 204**	(3)	Principles of Statistics 2
		Ordinary Differential Eqo7y8.67(3)



MGPO 475	(3)	Strategies for Developing Countries
MGPO 567	(3)	Business in Society

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

AGRI 411	(3)	Global Issues on Development, Food and Agriculture
ANTH 212	(3)	Anthropology of Development
BUSA 391	(3)	International Business Law
BUSA 402	(3)	Independent Studies in Social Business and Enterprise
ECON 305	(3)	Industrial Organization
ECON 313	(3)	Economic Development 1
ECON 314	(3)	Economic Development 2
INTD 200	(3)	Introduction to International Development
MGPO 362	(3)	Fundamentals of Entrepreneurship
MGPO 402	(3)	Dynamic Cities
MGPO 430	(3)	Practicum in Not for Profit Consulting
MGPO 433	(3)	Topics in Social Business and Enterprise
MGPO 434	(3)	Topics in Policy 1
MGPO 435	(3)	The Origins of Capitalism
MGPO 468	(3)	Managing Organizational Politics
MGSC 402	(3)	Operations Strategy
ORGB 380	(3)	Cross Cultural Management

## 8.9 Honours

**Honours** programs:

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

**Joint Honours** programs:

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

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

The difference between the Honours and Major programs is not one of quantity but rather of quality, the Honours program involving study in greater depth. Students normally register for the Honours programs in U1 but special arrangements may be made for students wishing to enter the program at the beginning of U2.

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

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



**Mentors:** Please consult the Bachelor of Commerce website at: [www.mcgill.ca/desautels/programs/bcom/academics/course-information](http://www.mcgill.ca/desautels/programs/bcom/academics/course-information).

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

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

This program is comprised of 42 approved credits of .

**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

and 12 credits of Economics courses at the 300, 400, or 500 levels, approved by an Honours adviser. Unless explicitly approved by an Honours adviser, at least 9 of the 12 credits have to be at the 400 or 500 level. Note that Honours students are not permitted to register for general Economics courses where an Honours course or a more advanced course in the same field is offered.

**Bachelor of Commerce (B.Com.) - Honour**

FINE 451

(3)

Fixed Income Analysis

n

Alternative Investments



program may be waived the ECON 257D1/ECON 257D2 requirement. These students will normally be required to take ECON 469 in addition to ECON 468.

ACCT 351	(3)	Intermediate Financial Accounting 1
ACCT 352	(3)	Intermediate Financial Accounting 2
ACCT 361	(3)	Management Accounting
ACCT 455	(3)	Development of Accounting Thought
ECON 250D1	(3)	Introduction to Economic Theory: Honours
ECON 250D2	(3)	Introduction to Economic Theory: Honours
ECON 257D1	(3)	Economic Statistics - Honours
ECON 257D2	(3)	Economic Statistics - Honours
ECON 352D1	(3)	Macroeconomics - Honours
ECON 352D2	(3)	Macroeconomics - Honours
ECON 450	(3)	Advanced Economic Theory 1 - Honours
ECON 452	(3)	Advanced Economic Theory 2 - Honours
ECON 468	(3)	Econometrics 1 - Honours

#### Complementary Courses (15 credits)

3 credits from the following:

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

12 credits from the following:

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

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

The B.Com. Joint Honours in Economics and Finance program is offered jointly between Economics and the Desautels Faculty of Management. This program requires the completion of 30 specified credits of Honours courses listed in the Economics part of the program and 24 specified credits for Finance. In addition, all B.Com. students take a Core curriculum.

Students in this program should see an Economics adviser and a Management adviser. For the economics part, they should consult the Economics Honours and Joint Honours programs at <http://www.mcgill.ca/economics/undergraduates/honours>. For the current list of advisers in Economics and their advising times, see the website of the Department of Economics, Faculty of Arts.

Continuation in the Economics part of this Joint Honours program requires a minimum grade of B- in ECON 250 and a minimum B- average in the required and complementary Honours Economics courses. Students failing to meet these requirements must switch out of the Honours program. If they continue to register in Honours, they will not be 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 (27 credits)

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

#### Honours Courses (39 credits)

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

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

12 credits from the following:

FINE 434	(3)	Topics in Finance 1
FINE 435	(3)	Advanced Topics in Finance
FINE 444	(3)	Principles and Strategies of Securities Trading
FINE 448	(3)	Financial Derivatives
FINE 449	(3)	Market Risk Models
FINE 451	(3)	Fixed Income Analysis
FINE 480	(3)	Global Investments
FINE 482	(3)	International Finance 1
FINE 492	(3)	International Corporate Finance
FINE 541N1	(1.5)	Applied Investments
FINE 541N2	(1.5)	Applied Investments

## Professors

N.J. Adler; B.A., M.B.A., Ph.D.(Calif.-LA) – *Organizational Behaviour*

R. Brenner; B.Sc., M.A., Ph.D.(Hebrew) – *Managerial Economics* (

## Associate Professors

J. Ramaprasad; B.S.(L.A. Marshall), Ph.D.(Calif., Irvine) – *Information Systems*

B. Rubineau; B.S., B.S.(MIT), M.S.(Harv.), Ph.D.(MIT) – *Organizational Behaviour*

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

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