



**Desautels Faculty of Management**  
**Programs, Courses and University Regulations**  
**2011-2012**



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This publication provides guidance to prospects, applicants, students, f







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## 1 About Desautels Faculty of Management

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

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## 2 History of the Faculty

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

More than a century later, foundations for a world-class business school expanded to offer a B.Com. program; an M.B.A. program; specialized master's programs; M.B.A. Japan, the first Canadian graduate program offered in Japan; a joint bilingual E.M.B.A. with HEC Montréal, a program first of its kind in North America; a Ph.D. program; and numerous executive programs. On November 17, 2005, a landmark gift of \$22 million from the Canadian Management Foundation through Marcel Desautels was donated to the Faculty, ushering in a new era in business education at McGill. The gift fostered changes to its facilities, ramping up the B.Com. and M.B.A. curriculums, and hiring of professors. In honour of his gift, the Faculty was named the Desautels Faculty of Management.

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## 3 Facilities

Management courses are mostly taught in the Samuel Bronfman Building. The seven-story building is located at 1001 Sherbrooke Street West, on the south-west corner of McGill's downtown main campus. The building is adjacent to McGill's Bookstore, McLennan, and Redpath Libraries, and the Service Point across the street. Furthermore, the Bronfman Building borders the main campus and other university buildings. It is a walk away from McGill's Athletics Complex.

In recent years, the Bronfman Building has witnessed major upgrades, including, thanks to Henscher's generosity, a complete renovation of the lobby and bistro. Thanks to Marcel Desautels, numerous learning-friendly







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.

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 periods begin may delay graduation and completion of program requirements. Space is limited.

Registration for Fall and Winter courses will begin in late March and early April for 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)

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 with a copy of their Degree Evaluation and any relevant supporting documentation. During the add/drop periods, you must meet with an adviser. Closed Management Course Request Forms will not be accepted. Exact deadlines may be obtained from [www.mcgill.ca/importantdates](http://www.mcgill.ca/importantdates)

A maximum of 6 credits will be granted for ECON 330D1/ECON 330D2, ECON 352D1/ECON 352D2, and ECON 295. ECON 208 and ECON 209 are not permitted in the 90-credit program.

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## 6.7 Course Taken Under the Satisfactory/Unsatisfactory Option

You may select or cancel the S/U option only during registration or the add/drop period through a request to the BCom Students Office. All S/U credits will be excluded when calculating the Grade Point Average. This option may only be used for elective courses, one course per term, to a maximum of 10% of the total credits taken at McGill to fulfill your degree requirements. Careful consideration should be given before using this option as it affects scholarship and award consideration, where a minimum of 27 graded credits are required, as well as future admission to graduate schools.

For more information and restrictions, refer to Courses Taken under the Satisfactory/Unsatisfactory (S/U) Option in the University Regulations and General Information section of this publication.

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Electives hBT/F0u6.222 596.92ro la

- All courses are approved.

Appeals for readmission by students in Unsatisfactory Standing should be addressed to the Director of the BCom program, no later than July 15 for readmission to the Fall term and November 15 for the Winter term. 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. If you are in Unsatisfactory Standing for the second time, you must withdraw permanently.

You will be placed in Unsatisfactory Standing (Winter or Summer term) or Interim Unsatisfactory Standing (Fall term) if your CGPA falls or remains below 1.50.

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 Director and you have at least satisfied the conditions to attain Probationary Standing that were specified in your letter of readmission, you will be placed in Probationary Standing.

### 6.9.5 Incomplete Standings

Standing waits deferred exam.

Standing Incomplete

If you have an Incomplete Standing in the Winter or Summer term, you may re





Students in an honours program whose A/GPCGPA is below 3.0, or who did not satisfy certain additional program requirements, must consult their student adviser to determine whether they are eligible to graduate in a program other than honours.

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#### 7.4 Awards and Honorary Designations: Distinction

For information on the designation of Distinction awarded at graduation, see Distinction in the University Regulations and General Information section of this publication.

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

For information on the designation of Dean's Honour List awarded at graduation, see Dean's Honour List in the University Regulations and General Information section of this publication.

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

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

As a registered student, you are automatically considered by the Graduate Scholarships Committee for each award for which you are eligible, with the following exceptions for in-course scholarships: James Hartt Schurman Merit Award, RioTinto Alcan Richard Evans International Exchange Award, Dany and Monica Gold Award for Academic Excellence, Hundredth Anniversary MUS Graduating Class of 2007 Scholarship, Wellington BMO Financial Group Awards, KPMG Scholarship, Commerce '55 Scholarships, Hyman Herbert Award, Donald R. McRobie

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

Concentrations

- Accounting
- Entrepreneurship
- Finance
- Information Systems
- International Business
- Labour/Management Relations
- Marketing
- Operations Management
- Organizational Behaviour
- Strategic Management

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

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

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

**8.2 BCom Program Credit Structure: Major or Honours Programs**

Majors in Management	90 credits	120 credits
Freshman Requirements	0	18
Core	36	36
Major	30	30
Non-Mgmt Electives	6	12
Electives	18	24
Total	90	120

Major Concentrations in Mathematics or Statistics	90 credits	120 credits
Freshman Requirements	0	18
Core	36	36
Major	39	39
Non-Mgmt Electives	0	12
Electives	15	15
Total	90	120

Major in Economics	90 credits	120 credits
Freshman Requirements	0	18
Core*	27	27
Major**	36	36
Non-Mgmt Electives	0	12
Electives	27	27
Total	90	120

\* MGCR 271 Business Statistics is counted as the 36 credits of the Major core.

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

Major in Inter national Management	90 credits	120 credits
Freshman Requirements	0	18
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
Non-Mgmt Electives	0	12
Electives	6-15	6-15
Total	90	120

Major in Psychology	90 credits	120 credits
Freshman Requirements	0	18
Core	36	36
Major	30	30
Non-Mgmt Electives	0	12
Electives	24	24
Total	90	120

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

Honours in Economics	90 credits	120 credits
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\* MGCR 271, MGCR 293, & ECON 295 in core accepted by the required ECON courses within the Honours.

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

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

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

Majors

- Accounting
- Economics
- Finance
- Information Systems
- International Management
- Labour Management Relations
- Marketing
- Mathematics (Major concentration)
- Psychology
- Statistics (Major concentration)

Honours

- Economics
- Economics/Accounting
- Economics/Finance
- Investment Management

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

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

A minimum grade of C is required for all MATH and Freshman complementary courses.

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

The Freshman Course Distribution is as follows:

U0 Required Courses (12 credits)

MATH 122 <sup>1</sup>	(3)	Calculus for Management
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Program Footnotes:

1. Students considering a major concentration in Mathematics, a major concentration in Statistics, or a minor in Statistics must take MGCR 271 by MATH 324. Students considering an honours or joint honours program in Economics replace MGCR 271 with ECON 257D1/ECON 257D2. Students entering the Major in Economics will only count the 3 credits of MGCR 271 in core.
2. Students entering an Economics program accepted from MGCR 293 by either ECON 230D1/ECON 230D2 (for the Majors program) or ECON 250D1/ECON 250D2 (for the Honours program), and accepted from ECON 295 in U2 by either ECON 330D1/ ECON 330D2 (for the Majors program) or ECON 352D1/ ECON 352D2 (for the Honours program) in U2.

Also note that:

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

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

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## 8.5 Concentrations (General Management Major)

In order to complete a concentration, students must achieve a grade of C or better in all the courses that comprise the concentration. Students who do not earn 15 satisfactory credits will be required to embark on a new concentration, repeat the course(s) in question where possible, replace the course(s) with a satisfactory substitution from the complementary courses of the concentration.

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

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

Second Concentration:

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

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

Mentor: Professor J. Scott

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

Mentors: Professor A. Burlton, G.V



Selected from the following:

- |          |     |                                  |
|----------|-----|----------------------------------|
| FINE 434 | (3) | Topics in Finance 1              |
| FINE 442 | (3) | Capital Markets and Institutions |

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 governmental organizations.

**Required Courses (3 credits)**

BUSA 356 (3) Management in Global Context

**Complementary Courses (12 credits)**

Selected from the following:

ACCT 356 (3) International Accounting  
 BUSA 391 (3) International Business Law  
 BUSA 394 (3) Managing in Asia  
 BUSA 395 (3) Managing in Europe  
 BUSA 401 (3) Independent Studies in International Business  
 BUSA 433 (3) Topics in International Business 1  
 BUSA 481 (3) Managing in North America  
 BUSA 493 (3) Global Economic Competitiveness  
 FINE 480 (3) Global Investments  
 FINE 482 (3) International Finance 1  
 FINE 492 (3) International Finance 2  
 INDR 459 (3) International Employment Relations  
 MGPO 383 (3) International Business Policy  
 MGPO 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

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

Mentor: Professor R. Hebdon

The objective of this concentration is to provide a general understanding of 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 encouraged to consider the Major program in Labour-Management Relations and Human Resources that is pending university approval.

**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 434 (3) Topics in Labour Management Relations 1  
 INDR 449 (3) Occupational Health and Safety  
 INDR 459 (3) International Employment Relations  
 INDR 492 (3) Globalization and Labour Policy

INDR 494	(3)	Labour Law
INDR 495	(3)	Labour Relations: Public Sector
INDR 497	(3)	Contract Administration
ORGB 321	(3)	Leadership
ORGB 325	(3)	Negotiations and Conflict Resolution
ORGB 421	(3)	Managing Organizational Change
ORGB 440	(3)	Career Theory and Development

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

Mentors: Professors M.S. Jha, Mukherjee

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.

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

**Complementary Courses (9 credits)**

Selected from the following:

MGSC 372	(3)	Advanced Business Statistics
MGSC 402	(3)	Operations Strategy
MGSC 403	(3)	Introduction to Logistics Management
MGSC 405	(3)	Quality Management
MGSC 415	(3)	Supplier Management
MGSC 434	(3)	Topics in Management Science 1
MGSC 479	(3)	Applied Optimization
MGSC 575	(3)	Applied Time Series Analysis Managerial Forecasting
MGSC 578	(3)	Simulation of Management Systems

or approved courses in other areas of faculties.

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

Mentor: Professor A. Jaeger

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

**Complementary Courses (15 credits)**

Selected from the following:

ORGB 321	(3)	Leadership
ORGB 325	(3)	Negotiations and Conflict Resolution
ORGB 380	(3)	Cross Cultural Management
ORGB 409	(3)	Organizational Research Methods
ORGB 420	(3)	Managing Organizational Teams
ORGB 421	(3)	Managing Organizational Change
ORGB 423	(3)	Human Resources Management
ORGB 429D1*	(3)	Organizational Behaviour for Course Counsellors
ORGB 429D2*	(3)	Organizational Behaviour for Course Counsellors
ORGB 434	(3)	Topics in Organizational Behaviour 1
ORGB 435	(3)	Women as Global Leaders and Managers
ORGB 440	(3)	Career Theory and Development
ORGB 525	(3)	Compensation Management

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

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

Mentors: Professors L. Chauvin, Perez-Aleman

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

The Global Strategy option is intended for students who want to learn strategic management and analysis in the context of globalization. Globalization is no longer the concern of a few large enterprises and financial institutions; it has consequences for all kinds of businesses and the environments in which

they operate - economic, social, political, and ecological. Global Strategy allows students to assess the various opportunities and threats inherent in globalization, and requires them to explore the consequences and implications of business decisions for society and the environment. It also enables them to think through the requirements of doing business in different economic and political systems. Finally, it offers them the opportunity to understand and analyze industry structures and the kinds of business opportunities they either create or destroy.

**Complementary Courses**

At least 9 credits selected from the following:

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

The remaining credits to be chosen from:

BUSA 391	(3)	International Business Law
ECON 219	(3)	Current Economic Problems/Topics
ECON 305	(3)	Industrial Organization
MGPO 365	(3)	Business-Government Relations
MGPO 434	(3)	Topics in Policy 1
MGPO 440	(3)	Strategies for Sustainability
MGPO 450	(3)	Ethics in Management
MGPO 468	(3)	Managing Organizational Politics
MGPO 475	(3)	Strategies for Developing Countries

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

Mentors: Professors L. Chauvin, Perez-Aleman

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

The Social Context option is intended for students who want to learn strategic management and analysis with special attention to the nonprofit or civil sectors, or who want to focus on broader or more complex social issues within the for-profit sector. The civil sector made up of voluntary and non-governmental organizations and foundations, is the sector that has become the growing employer for the past decade. Students who focus on this stream will be challenged to place a high priority on environmental issues, as well as issues of sustainability, corporate social responsibility, and social impact. They will also investigate the social tools and mechanisms necessary to promote cross-sectoral collaboration to achieve desired social outcomes.

**Complementary Courses**

At least 9 credits selected from the following:

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

The remaining credits to be chosen from:

BUSA 391	(3)	International Business Law
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MGPO 445	(3)	Industry Analysis & Competitive Strategy
MGPO 460	(3)	Managing Innovation
MGPO 469	(3)	Managing Globalization
MGPO 470	(3)	Strategy and Organization
MGPO 567	(3)	Business in Society

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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 a BCom program.

Students doing a Minor program must visit a Desautels Faculty of Management Minor Approval Form, listing the courses being applied to the Minor, signed by the Minor adviser in the relevant department.

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 of ECON 295 and ECON 330D1/D2 or ECON 352D1/D2. Students interested in this Minor must obtain approval from the BCom Office.

The Minor in Mathematics and the Minor in Statistics are detailed in this publication. For other Minors, please refer to the Faculty of Arts and Faculty of Science sections of this publication. Students should give the Minor in Mathematics or the Minor in Statistics no later than the second-to-last year and should immediately consult the appropriate adviser in the Department of Mathematics and Statistics.

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.

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

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

#### Program Prerequisites

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

or their equivalents

#### Required Courses (12 credits)

MATH 222	(3)	Calculus 3
MATH 223	(3)	Linear Algebra

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

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

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

#### Program Prerequisites

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

or their equivalents

#### Required Courses (15 credits)

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

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

#### Complementary Courses (6 credits)

6 credits selected from:

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

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

## 8.7 Minors for Non-Management Students

The Desautels Faculty of Management has introduced four minors that allow undergraduates to develop a variety of managerial skills that will serve them throughout their chosen careers. The minors have limited enrolment. Applicants for the minors must have a minimum CGR of 3.0 although successful completion of the minimum requirements does not guarantee acceptance. All minors are 18 credits split between a set of required courses and a choice amongst complementary courses. Students can only pursue one of the minors at the Desautels Faculty of Management. On an exceptional basis, students may be permitted a maximum of one Continuing Education course for credit within their chosen Management Minor.

non-Management students require an application form. The form may be found at [www.mcgill.ca/desautels/bcom/prospective\\_students/minors](http://www.mcgill.ca/desautels/bcom/prospective_students/minors). Hard copies of application forms are also available in the BCom Student Affairs Office, Bronfman 110. Applications must be submitted to the BCom Student Affairs Office by January 30 and decisions will be made by February 15, whereby students will be informed via their McGill email addresses. Courses for minors must be passed with grades of C or better. Courses for minors cannot be taken under the Satisfactory/Unsatisfactory option.

### 8.7.1 Minor Finance (For Non-Management Students) (18 credits)

The Minor Finance consists of 18 credits of Management courses 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 concepts in corporate finance as well as investment banking.

#### Required Courses (9 credits)

FINE 342	(3)	Finance 2
FINE 441	(3)	Investment Management
MGCR 341*	(3)	Finance 1

#### Complementary Courses (9 credits)

9 credits selected from:

FINE 442	(3)	Capital Markets and Institutions
FINE 443	(3)	Applied Corporate Finance
FINE 444	(3)	Risk Management and Insurance
FINE 445	(3)	Real Estate Finance
FINE 448	(3)	Financial Derivatives
FINE 449	(3)	Market Risk Models
FINE 451	(3)	Fixed Income Analysis
FINE 480	(3)	Global Investments
FINE 482	(3)	International Finance 1
FINE 492	(3)	International Finance 2
FINE 541	(3)	Applied Investments
FINE 547	(3)	Advanced Finance Seminar

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.

### 8.7.2 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)	Finance 1



**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)	Marketing Management 1
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 specially designated course by the student's 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.

**8.7.3 Minor in Management for Economics Students**

This Minor is no longer available and has been replaced by Minor in Management (For Non-Management Students)

**8.7.4 Minor in Management for Engineering Students**

This Minor is no longer available and has been replaced by Minor in Management (For Non-Management Students)

**8.7.5 Minor in Management for Science Students**

This Minor is no longer available and has been replaced by Minor in Management (For Non-Management Students)

**8.7.6 Minor Marketing (For Non-Management Students) (18 credits)**

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

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

**Required Courses (9 credits)**

MGCR 352	(3)	Marketing Management 1
MRKT 354	(3)	Marketing Management 2
MRKT 451	(3)	Marketing Research

**Complementary Courses (9 credits)**

3 credits selected from:

MGCR 271\* (3) Business Statistics

6 credits selected from:

MRKT 357 (3) Marketing Planning 1  
MRKT 365 (3) New Products  
MRKT 438 (3) Brand Management  
MRKT 452 (3) Consumer Behaviour  
MRKT 453 (3) Advertising Management  
MRKT 455 (3) Sales Management  
MRKT 459 (3) Retail Management  
MRKT 461 (3) Advertising Practicum  
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.

### 8.7.7 Minor Operations Management (For Non-Management Students) (18 credits)

Mentor: Professor V. Verter

The Minor Operations Management consists of 18 credits of Management courses and is currently open 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 path in 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 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 selected from:

MGCR 271\* (3) Business Statistics

9 credits selected from:

MGSC 372 (3) Advanced Business Statistics  
MGSC 402 (3) Operations Strategy  
MGSC 403 (3) Introduction to Logistics Management  
MGSC 405 (3) Quality Management  
MGSC 415 (3) Supplier Management  
MGSC 431 (3) Operations Analysis  
MGSC 434 (3) Topics in Management Science 1

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.

### 8.7.8 Minor in Technological Entrepreneurship for Engineering Students

Detailed information on this Minor can be found under Faculty of Engineering see the Technological Entrepreneurship Minor section.

### 8.7.9 Minor in Technological Entrepreneurship for Science Students

Detailed information on this Minor can be found under Faculty of Sciences see the Technological Entrepreneurship for Science Students section.

## 8.8 Majors

Major programs are available in Accounting, Economics, Finance, Information Systems, International Management, Management Relations, Marketing, Mathematics, and Psychology.

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

### 8.8.1 Bachelor of Commerce (B.Com.) - Major Accounting (30 credits)

Mentors: Professors L. Goldsman, R. Cecere

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

#### Required Courses (18 credits)

ACCT 351	(3)	Intermediate Financial Accounting 1
ACCT 352	(3)	Intermediate Financial Accounting 2
ACCT 361	(3)	Intermediate Management Accounting 1
ACCT 362	(3)	Intermediate Management Accounting 2
ACCT 385	(3)	Principles of Taxation
ACCT 455	(3)	Development of Accounting Thought

#### Complementary Courses (12 credits)

Selected from the following:

ACCT 354	(3)	Financial Statement Analysis
ACCT 356	(3)	International Accounting
ACCT 434	(3)	Topics in Accounting 1
ACCT 452	(3)	Financial Reporting & Valuation Advanced Financial

ACCT 477	(3)	External Auditing
ACCT 486	(3)	Business Taxation 2

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

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

Please consult the Economics Department website.

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

#### Required Courses (18 credits)

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

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

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

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

#### Complementary Courses (18 credits)

Selected from other 200-, 300-, and 400-level courses in Economics (ECON), including courses with numbers below 210. At least 6 of these 18 credits should be taken from courses with 400-level numbers below 100167.5.

FINE 480	(3)	Global Investments
FINE 492	(3)	International Finance 2
FINE 541D1	(1.5)	Applied Investments
FINE 541D2	(1.5)	Applied Investments
FINE 547	(3)	Advanced Finance Seminar

The remainder if any, from:

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

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

This 30-credit Major prepares students for the multitude of 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 development of information systems, understanding the opportunities and challenges of web-based businesses, and managing resistance to IT-initiated changes in organizations.

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

##### Required Courses (18 credits)

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

##### Complementary Courses (12 credits)

Selected from the following:

BUSA 499*	(3)	Case Analysis and Presentation
INSY 332	(3)	Accounting Information Systems
INSY 339	(3)	IT Consulting
INSY 342	(3)	Enterprise Applications
INSY 430	(3)	IT in Financial Markets
INSY 431	(3)	IT Implementation Management
INSY 434	(3)	Topics in Information Systems 1
INSY 438	(3)	Designing and Developing IT
INSY 440	(3)	E-Business
INSY 444	(3)	Managing Knowledge with Information Technology
INSY 454	(3)	Technological Foundation for E-Commerce

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

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

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

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

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

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

#### International Business Concentration Component (15 credits)

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

BUSA 356	(3)	Management in Global Context
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#### Complementary Courses (12 credits)

Selected from the following:

ACCT 356	(3)	International Accounting
BUSA 391	(3)	International Business Law
BUSA 394	(3)	Managing in Asia
BUSA 395	(3)	Managing in Europe
BUSA 401	(3)	Independent Studies in International Business
BUSA 433	(3)	Topics in International Business 1
BUSA 481	(3)	Managing in North America
BUSA 493	(3)	Global Economic Competitiveness
FINE 480	(3)	Global Investments
FINE 482	(3)	International Finance 1
FINE 492	(3)	International Finance 2
INDR 459	(3)	International Employment Relations
MGPO 383	(3)	International Business Policy
MGPO 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, 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)



HIST 438	(3)	Topics in ColdWar History
JWST 240	(3)	The Holocaust
	(3)	Contemporary Moral Issues



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

OR

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

CLAS (Classics) [Modern Greek]

EAST (East Asian) -Third and Fourth Level

FREN (French)

FRSL (French as a Second Language)

GERM (German Studies) [German]

HISP (Hispanic Studies) [Spanish, Portuguese]

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

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

JWST (Jewish Studies) [Hebrew, Yiddish]

RUSS (Russian) [Russian]

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

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

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

### Experiential Learning Component (0-3 credits)

#### International Exchange Component

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

OR

#### Internship Component

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

BUSA 497 (3) Internship in International Business

OR

#### Research Component

BUSA 401 (3) Independent Studies in International Business

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

### 8.8.6 Bachelor of Commerce (B.Com.) - Major Labour-Management Relations (30 credits)

Mentor: Professor R. Hebdon

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

In addition to giving students a foundation in various aspects of labour relations and labour law, this program provides understanding of federal and provincial labour legislation, training in collective bargaining, the administration of trade union contracts, handling of grievances and preparation for participation in arbitration proceedings, and human resources, and problems and planning on the macro level.

(Currently under revision)

**Required Courses (30 credits)**

INDR 294	(3)	Introduction to Labour Management Relations
INDR 449	(3)	Occupational Health and Safety
INDR 459	(3)	International Employment Relations
INDR 492	(3)	Globalization and Labour Policy
INDR 494	(3)	Labour Law
INDR 495	(3)	Labour Relations: Public Sector
INDR 496	(3)	Collective Bargaining
INDR 497	(3)	Contract Administration

**8.8.7 Bachelor of Commerce (B.Com.) - Major Marketing (30 credits)**

Mentors: Professors M.S. Jha, Mukherjee

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

**Required Courses (15 credits)**

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

**Complementary Courses (15 credits)**

Five courses selected from:

BUSA 464	(3)	Management of Small Enterprises
MRKT 351	(3)	Marketing and Society
MRKT 355	(3)	Services Marketing

MATH 222	(3)	Calculus 3
MATH 235	(3)	Algebra 1
MATH 236	(3)	Algebra 2
MATH 242	(3)	Analysis 1
MATH 243	(3)	Analysis 2
MATH 314	(3)	Advanced Calculus
MATH 315	(3)	Ordinary Differential Equations
MATH 323	(3)	Probability
MATH 324*	(3)	Statistics
MGSC 373	(3)	Operations Research 1

\* Credits for MATH 324 are counted toward Management Core, where they replace MGCR 271.

**Complementary Courses (9 credits)**

6 credits selected from:

MATH 204**	(3)	Principles of Statistics 2
MATH 316	(3)	Complex Variables

PSYC 215	(3)	Social Psychology
PSYC 301	(3)	Animal Learning & Theory
PSYC 333	(3)	Personality and Social Psychology

### Complementary Courses (18 credits)

12 credits selected from:

PSYC 211	(3)	Introductory Behavioural Neuroscience
PSYC 212	(3)	Perception
PSYC 310	(3)	Intelligence
PSYC 328	(3)	Health Psychology
PSYC 331	(3)	Inter-Group Relations
PSYC 332	(3)	Introduction to Personality
PSYC 340	(3)	Psychology of Language
PSYC 341	(3)	The Psychology of Bilingualism
PSYC 351	(3)	Research Methods in Social Psychology
PSYC 352	(3)	Cognitive Psychology Laboratory
PSYC 403	(3)	Modern Psychology in Historical Perspective
PSYC 406	(3)	Psychological Tests
PSYC 408	(3)	Principles of Cognitive Behaviour Therapy
PSYC 451	(3)	Human Factors Research and Techniques
PSYC 471	(3)	Human Motivation
PSYC 473	(3)	Social Cognition and the Self
PSYC 474	(3)	Interpersonal Relationships
PSYC 510	(3)	Statistical Analysis of Tests
PSYC 535	(3)	Advanced Topics in Social Psychology

AND 6 credits taken in one of the following two options:

#### Organizational Psychology Option

6 credits selected from:

INDR 294	(3)	Introduction to Labour Management Relations
ORGB 321	(3)	Leadership
ORGB 325	(3)	Negotiations and Conflict Resolution
ORGB 380	(3)	Cross Cultural Management
ORGB 409	(3)	Organizational Research Methods
ORGB 420	(3)	Managing Organizational Teams
ORGB 421	(3)	Managing Organizational Change
ORGB 423	(3)	Human Resources Management
ORGB 434	(3)	Topics in Organizational Behaviour 1
ORGB 435	(3)	Women as Global Leaders and Managers

OR

#### Consumer Psychology Option

6 credits selected from:

MRKT 451	(3)	Marketing Research
MRKT 452	(3)	Consumer Behaviour
MRKT 453	(3)	Advertising Management

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

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

This program is comprised of 39 credits.

Students entering the Major concentration in Statistics are normally expected to have completed MATH 133, MATH 140, and MATH 141 or their equivalents. Otherwise they will be required to make up any deficiencies in these courses and above the 39 credits required by the program. **Th04ts.**

## 8.9 Honours

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

The difference between the Honours and Major programs is not one of quantity but of quality; the Honours program involving study in greater depth. Students normally register for the Honours programs in U2. Special arrangements may be made for students wishing to enter the program in the first semester 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 programs. 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 fulfill 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.

### 8.9.1 Bachelor of Commerce (B.Com.) - Honours Economics (42 credits)

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

Please consult the Economics Department website at: <http://www.mcgill.ca/economics>.

This program is comprised of 42 credits of Honours Economics courses (9 credits of which are counted as core credits). Graduation with an Honours standing requires a minimum CGPA of 3.00 and a minimum program GPA of 3.00.

Calculus 1 and 2 are required for entering this Honours program. Please see section "120-credit program, Freshman courses" for a detailed explanation regarding Calculus 1 and 2. It is also important to check on its Statistics requirements, which are listed on the Department's website at: <http://www.mcgill.ca/economics>.

#### Required Courses (27 credits)

ECON 250D1*	(3)	Introduction to Economic Theory: Honours
ECON 250D2*	(3)	Introduction to Economic Theory: Honours
ECON 257D1**	(3)	Economic Statistics - Honours
ECON 257D2**	(3)	Economic Statistics - Honours
ECON 352D1***	(3)	Macroeconomics - Honours
ECON 352D2***	(3)	Macroeconomics - Honours
ECON 450D1	(3)	Advanced Economic Theory - Honours
ECON 450D2	(3)	Advanced Economic Theory - Honours
ECON 468	(3)	Econometrics 1 - Honours

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

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

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

#### Complementary Courses (15 credits)

3 credits from the following:

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

and 12 credits of Economics courses at the 300, 400, or 500 level approved by an Honours advisor. Normally at least 9 of the 12 will be at the 400 or 500 level.

Note: Honours students are not permitted to register for general Economics courses where an Honours course in the same field is

### 8.9.2 Bachelor of Commerce (B.Com.) - Honours Investment Management (45 credits)

Mentors: Professors J. Ericsson and K. Lester

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

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

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

**Required Courses (45 credits)**

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

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

Mentor in Accounting: Professor. Levy

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

Please consult the Economics Department website.

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

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

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

**Required Courses (39 credits)**

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

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

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

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

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

**Complementary Courses (15 credits)**

3 credits from the following:

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

12 credits from the following:

ACCT 354	(3)	Financial Statement Analysis
ACCT 362	(3)	Intermediate Management Accounting 2
ACCT 385	(3)	Principles of Taxation
ACCT 452	(3)	Financial Reporting and Valuation
ACCT 453	(3)	Advanced Financial Accounting
ACCT 463	(3)	Advanced Management Accounting
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)**

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

Mentors in Finance: Professors L. Barras, M. Bayou, A. Malkhozov, and S. Betermier

International Stream Mentor: Professor Durnev

Finance Case Competition Mentors: Professors M. Chaudhury and Pietro

Please consult the Economics department website.

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

Calculus 1 and 2 are required for entering this Honours program. Please consult the section "120-credit program, Freshman courses for a detailed explanation regarding Calculus 1 and 2. It is also important to check on its statistics requirements, which are listed on the Department's website at <http://www.mcgill.ca/economics>.

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

**Required Courses (39 credits)**

ECON 250D1*	(3)	Introduction to Economic Theory: Honours
ECON 250D2*	(3)	Introduction to Economic Theory: Honours
ECON 257D1**	(3)	Economic Statistics - Honours
ECON 257D2**	(3)	Economic Statistics - Honours



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

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

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

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

### Complementary Courses (15 credits)

3 credits from the following:

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

12 credits from the following:

FINE 434	(3)	Topics in Finance 1
FINE 448	(3)	Financial Derivatives
FINE 449	(3)	Market Risk Models
FINE 451	(3)	Fixed Income Analysis
FINE 480	(3)	Global Investments
FINE 482	(3)	International Finance 1
FINE 492	(3)	International Finance 2
FINE 541D1	(1.5)	Applied Investments
FINE 541D2	(1.5)	Applied Investments

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## 9 Academic Staff

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