



Desautels Faculty of Management
Programs, Courses and University Regulations
2024-2025

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

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-
- 1 About Desautels Faculty of Management, page 9
 - 2 Desautels Faculty of Management Studies, page 9
 - 2.1 Location, page 9
 - 2.2 Administrative Officers, page 9
 - 2.3 Bachelor of Commerce Program, page 9
 - 2.4 BCom Student Affairs Office, page 10
 - 2.4.1 Location, page 10
 - 2.4.2 About BCom Student Affairs Office, page 10
 - 2.5 Summer Studies, page 11
 - 2.6 International Student Exchange Program, page 11
 - 2.7 Transfer Credit and Advanced Standing, page 11
 - 3 B.Com. Degree Admission Requirements, page 12
 - 4 B.Com. Degree Requirements, page 12
 - 4.1 Academic Requirements for Graduation, page 12
 - 4.2 Cumulative Grade Point Average (CGPA), page 12
 - 4.3 Course Requirements, page 13
 - 4.4 Academic Advising, page 13
 - 4.5 Registration, page 13
 - 4.6 Course Overlap, page 14
 - 4.7 Courses Taken Under the Satisfactory/Unsatisfactory Option, page 14
 - 4.8 Electives, page 14
 - 4.8.1 Non-Management Electives, page 14
 - 4.8.1.1 Faculty Constraints, page 15
 - 4.8.2 Electives, page 15
 - 4.9 Academic Standing, page 15
 - 4.9.1 Satisfactory/Interim Satisfactory Standing, page 15
 - 4.9.2 Probationary/Interim Probationary Standing, page 15
 - 4.9.3 Unsatisfactory Readmitted Standing, page 16
 - 4.9.4 Unsatisfactory/Interim Unsatisfactory Standing, page 16
 - 4.9.5 Incomplete Standings, page 16
 - 4.10 Time and Credit Limit for Completion of the BCom Degree, page 16
 - 5 Grading and Credit, page 16
 - 5.1 Policy on Assessment of Student Learning, page 17
 - 5.2 Academic Integrity, page 17
 - 5.3 Examinations, page 17
 - 5.3.1 Supplemental Examinations, page 17
 - 5.3.2 Deferred Examinations, page 17
 - 5.4 Verification of Grades and Rereads, page 18
 - 5.4.1 Reread of Coursework, page 18
 - 5.4.2 Rereads of Final Exams, page 18

- 5.5 Awards and Honorary Designations, page 18
 - 5.5.1 Honours and First-Class Honours, page 18
 - 5.5.2 Distinction, page 18
 - 5.5.3 Dean's Honour List, page 18
 - 5.5.4 Scholarships, Prizes, and Awards, page 19
- 6 Overview of BCom Programs Offered by the Desautels Faculty of Management, page 20
 - 6.1 BCom Program Credit Structure: General Management Program (Concentrations), page 21
 - 6.1.1 Minors/Minor Concentrations for Management Students, page 21
 - 6.2 BCom Program Credit Structure: Major or Honours Programs, page 21
 - 6.3 120-Credit Program, Foundation Year Course Distribution, page 23
 - 6.4 Management Core, page 23
 - 6.4.1 Core Course Distribution, page 24
 - 6.5 Concentrations (General Management Major), page 24
 - 6.5.1

-
- 6.8.9 Bachelor of Commerce (B.Com.) - Major Mathematics and Statistics for Management (75 credits) , page 49
 - 6.8.10 Bachelor of Commerce (B.Com.) - Major Organizational Behaviour and Human Resources (72 credits) , page 50
 - 6.8.11 Bachelor of Commerce (B.Com.) - Major Retail Management (72 credits) , page 51
 - 6.8.12 Bachelor of Commerce (B.Com.) - Major Strategic Management (72 credits) , page 52
 - 6.9 Honours, page 54
 - 6.9.1 Bachelor of Commerce (B.Com.) - Honours Investment Management (87 credits) , page 54

1 About Desautels Faculty of Management

Founded in 1906, the Desautels Faculty of Management at McGill University is ranked as one of the world's top international business schools. The Faculty's innovative programs and historic reputation for excellence continue to attract the finest students and the most prominent professors from around the globe, as well as the most demanding recruiters from the world's top employers.

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

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

2 Desautels Faculty of Management Studies

2.1 Location

BCom Student Affairs Office
Samuel Bronfman Building
1001 Sherbrooke Street West, Room 305
Montreal QC H3A 1G5
Telephone: 514-398-4068
Faculty website: mcgill.ca/desautels
BCom degree website: mcgill.ca/desautels/programs/bcom

The BCom Student Affairs Office serves all students taking undergraduate Management courses.

2.2 Administrative Officers

Dean

Yolande Chan

Associate Dean, Undergraduate Programs

Benjamin Croitoru

Associate Director, BCom Student Affairs

Heather McCombie

2.3 Bachelor of Commerce Program

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

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

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

In the **General Management Major**, students focus their degree in at least two areas. They must choose one concentration in Management as well as a choice of a second concentration in Management or a minor in another faculty. General Management studies is ideal for students looking for a general

2.5 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

Website: mcgill.ca/desautels/programs/bcom

OR

Summer Studies Office

Telephone: 514-398-5212

Email: summer.studies@mcgill.ca

Website: mcgill.ca/summer

You are permitted to take 6 credits in any one summer period (May to July) due to the intensive nature of the offerings. Should you require additional credits, you must consult with one of the BCom Associate Directors.

If you want to pursue courses at another institution, credit will be granted for such courses only if they fit into your overall program, and if written permission to complete such courses for credit has been obtained in advance from the BCom Student Affairs Office. A course that overlaps with material already

3 B.Com. Degree Admission Requirements

The Desautels Faculty of Management of

4.3 Course Requirements

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

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

4.4 Academic Advising

If you're new to the Desautels Faculty of Management, attending an Orientation and Advising Session in the last week of August is mandatory. During this session, the BCom Student Affairs Office staff will 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 4.5: Registration](#); the website for newly admitted undergraduate students at mcgill.ca/accepted; and the BCom website at mcgill.ca/desautels/programs/bcom for a more detailed description of the program.

- If you want to change the courses for which you are registered within the add/drop period, you must do so online using [Minerva](#).
- If you want to withdraw from a course after the add/drop deadline, you must do so online using Minerva by the withdrawal deadline. A grade of W will be indicated on the transcript, which does not affect your GPA. Approval to withdraw after the withdrawal deadline will be granted only in exceptional circumstances. A written request for such consideration, accompanied by substantial documentation, must be submitted to the BCom Associate Director. If your circumstances require you to withdraw from your program completely, you should see an advisor in the BCom Student Affairs Office.
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Note 2: A maximum of 6 credits can be taken in English for Academic Purposes and/or English as a Second Language: the relevant subject codes are WCOM and EDEC.

4.8.1.1 Faculty Constraints

Agricultural & Environmental Sciences:

- The following courses are not approved and **may not be taken** for credit within the BCom program: AEMA 101, AEMA 102, AEMA 310, AGEC 200, AGEC 201, AGEC 242, AGEC 320, AGEC 330, AGEC 450, and BREE 103.

Arts:

- All courses are approved, subject to [section 4.6: Course Overlap](#) and the above notes, with a maximum of 6 credits approved in WCOM or SWRK (advisor's approval only).

- ECON 208, ECON 209, ECON 217, and ECON 227 **may not be taken** for credit within the BCom program.

Education:

- A maximum of 6 credits are approved from the following subject codes (combined): EDEA, EDEC, EDEE, EDEM, EDES, EDKP, and EDPT.

- No courses are approved from subject codes EDET, EDFC, EDFE, or EDSL.

Engineering:

- Most courses in subject codes ARCH, CHEE, CIVE, ECSE, MECH, MIME, URBP with approval of an advisor.

- No courses are approved from subject codes FACC or MPMC.

- The following courses are not approved: CHEE 291; CIVE 210, CIVE 432; ECSE 443; MECH 201, MECH 260, MECH 262, MECH 289; MIME 202, MIME 221, MIME 280, MIME 290, MIME 291, MIME 380, MIME 392, MIME 480, MIME 481, MIME 494.

Music:

- All courses are approved in subject codes MUGT, MUHL, MUMT, MUPD, MUPP, MUSR, MUTH, and MUAR (taught by Arts).

- A maximum of 6 credits is approved from the following (combined): MUCO, MUCT, MUEN, MUIN, MUIT, MUJZ, MUPG, and MUSP.

Science:

- All courses are approved, subject to [section 4.6: Course Overlap](#) and the above Note 1, except MATH 111, MA 201.356 564.03 1 0 0 1 107.3389.55 Tm(, MUEb.

- 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.

4.9.3 Unsatisfactory Readmitted Standing

If you were previously in Unsatisfactory Standing and you were readmitted to the BCom program, you will have your Standing changed to Unsatisfactory Readmitted Standing. Your course load is specified in your letter of readmission, as are the conditions you must meet to be allowed to continue in your program. You should see an academic advisor to discuss your course selection.

4.9.4 Unsatisfactory/Interim Unsatisfactory Standing

If you are in Interim Unsatisfactory Standing, you may continue in your program, but should evaluate your course load and reduce it as appropriate. You must see a student advisor, before the withdrawal deadlines, about your course selection for the Winter term.

If you are in Unsatisfactory Standing, you have failed to meet the minimum standards set by the Faculty. You may not continue in your program, and your registration will be cancelled.

Appeals for readmission by students in Unsatisfactory Standing should be addressed to the Academic Director, BCom Program Director, 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 exten3 5c 0 1 c 0 1 c 0 1

- a list of required or recommended textbooks and reading materials; and
- the instructor's office hours for students, office location, telephone number for office appointments, and secretarial contact information.

5.1 Policy on Assessment of Student Learning

The information below originates from the [Policy on Assessment of Student Learning \(PASL\)](#). Learn more about the PASL on [the PASL website](#).

- During the first week of a course, students shall be provided with a course outline that includes a description of the means of assessment for the course, including assessment tasks taking place outside scheduled class time (such as during tutorials, conferences, and labs). This description shall include the due date, weight, structure, penalties for assessment tasks submitted after a specified due date, and mode of delivery of each assessment task contributing to the final grade. Students can be offered a choice of alternative assessment tasks, but these should be explicit and available to all students.
- If a means of assessment is modified after the add/drop period, students must be given the option to decide, by a specified date, whether the original or modified means of assessment should apply towards their individual final grade.
- All assessment tasks must have a due date before the last day of Exams as specified in the University Calendar. In-term assessment tasks must not have due dates scheduled in the last 10 working days of classes as specified in the University Calendar, except in the following cases:
 - oral examinations in language courses
 - take-home assessment tasks (such as essays, papers, examinations, problem sets, and lab reports) if the questions, topics, and/or instructions are given to students in advance (at least 15 working days before the end of classes)
 - assessment tasks worth 10% or less of the final course grade

5.2 Academic Integrity

McGill University values academic integrity. Therefore, all students must understand the meaning and consequences of cheating, plagiarism, and other academic offences described in the [Code of Student Conduct and Disciplinary Procedures](#) and consult the [Students Rights and Responsibilities](#) page for more information. Note that all newly admitted undergraduate students are required to complete the Academic Integrity tutorial through Minerva.

5.3 Examinations

For information about final examinations and deferred examinations, also see [University Regulations and Resources > Undergraduate > Examinations: General Information](#).

Final examinations are centrally administered by Enrolment Services. Around the beginning of November and March, a final examination schedule will be posted on the [McGill Exams website](#) by Enrolment Services. The seating arrangements are posted on the McGill website toward the end of the last week of classes.

BCom students and non-Management students taking BCom courses are contacted by Enrolment Services via McGill email regarding final exam conflicts. Arrangements to resolve final exam conflicts are made and communicated by Enrolment Services via McGill email as well. You should also refer to the [BCom website](#) for more information, or contact Enrolment Services [Service Point](#). Students are warned not to make travel arrangements to leave Montreal prior to the posting of the official final examination schedule.

You must repeat any grades of D or F in core courses or courses as part of a concentration, minor, major, or honours program. However, D is a passing grade for elective courses.

5.3.1 Supplemental Examinations

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

5.3.2 Deferred Examinations

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

To qualify

The BCom Office will then review the reasons for which the exam was missed and decide whether to allow you to write a deferred final exam. If approved, you will write the final e

5.5.4 Scholarships, Prizes, and Awards

Graduation Scholarships, Prizes, and Awards

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

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

- Anil Gondi Community Impact Award
- BCom Class of 1986 Activity Award for Leadership
- BCom Class of 1990 Activity Award
- Jaclyn Lea Fisher Volunteer Leadership Award
- Richard G. Donovan Prize in Case Excellence
- Stephen S. Goldbloom Memorial Prize

Convocation Awards Without Application:

- Barry Clamen Prize for Outstanding Achievement in Accounting
- Cissy and Jimmy Greer Prize
- Commerce 1925 Award
- Dr. J. A. Coote Prize in Organizational Behaviour
- Dr. M. Richard Gelfand Prize in Marketing
- Finestone Economics Prize
- Herbert E. Sib Tm(•)Tj/F1 1 7cTm(•)Tj/F1 8.1 Tf1 0 0 1 81.693 488g 0 3361.341 Tm(Finj/F1 8.1 T88g 0 3361.34(ard)Tj/F1 109Tf488g 0 3361.34486.758 Tm(•)Tj

- Dr. Alex Paterson Scholarship (*application required*)
- Elizabeth Macfarlane Prize
- Frederick M. Connell Award
- Gary and Wendy Balter Scholarship in Management
- George Arnold Hart Memorial Scholarship
- Gerald Benjamin Wasserman Memorial Scholarship in Entrepreneurship
- Great-West Life & London Life Scholarship in Management (*application required*)
- Hazelview Sustainable Business Management Scholarship (*application required*)
- HSBC Bank Canada Management Awards (*application required*)
- Jon Hartwick Award
- John V. Galley Scholarships
-

BCom Program Credit Structures and Course Distributions

section 6.1: BCom Program Credit Structure: General Management Program (Concentrations)

Honours in Investment Management	90 credits	120 credits
Total	90	120

Majors

- Accounting
- Business Analytics
- Economics for Management Students
- Finance
- Information Technology Management
- International Management
- Managing for Sustainability
- Marketing
- Mathematics and Statistics for Management
- Organizational Behaviour and Human Resources
- Retail Management
- Statistics (Major Concentration)
- Strategic Management

Honours

- Investment Management

6.3 120-Credit Program, Foundation Year Course Distribution

Students admitted to a program requiring 97 to 120 credits (four years) register in a Foundation Year in which they must complete MATH 122, MATH 123, MGCR 233, and MGCR 250 in their first year of study, as well as Electives.

30 Credits

U0 Required Courses

U0 Required Courses		
MATH 122	Calculus for Management	(3 credits)
MATH 123	Linear Algebra and Probability	(3 credits)
MGCR 233	Data Programming for Business	(3 credits)
MGCR 250	Expressive Analysis for Management	(3 credits)

U0 Elective Courses

All Electives are subject to the restrictions for non-Management electives, please consult the mcgill.ca/desautels/programs/bcom/academics/programstructure/electives page.

A minimum grade of C is required for all courses in U0.

Students may choose to replace up to 6 credits of electives above by selecting core courses from the following, space permitting. Reach out to the BCom Office for more information:

- MGCR 211 Introduction to Financial Accounting (3)
- MGCR 222 Introduction to Organizational Behaviour (3)
- MGCR 352 Principles of Marketing (3)

6.4 Management Core

All BCom students take the 39-credit core curriculum set out below, except where modifications are specifically required by a major or honours program.

A grade of C or better is required for all core courses. If a D is obtained in a core course, the course must be repeated.

6.4.1 Core Course Distribution

Required Courses (39 credits)

MGCR 211	Introduction to Financial Accounting	3 credits
MGCR 222	Introduction to Organizational Behaviour	3 credits
MGCR 233	Data Programming for Business	3 credits
MGCR 250	Expressive Analysis for Management	3 credits
MGCR 271	Business Statistics	3 credits
MGCR 293	Managerial Economics	3 credits
MGCR 294	The Firm in the Macroeconomy	3 credits
MGCR 331	Information Technology Management	3 credits
MGCR 341	Introduction to Finance	3 credits
MGCR 352	Principles of Marketing	3 credits
MGCR 372	Operations Management	3 credits
MGCR 382	International Business	3 credits
MGCR 423	Strategic Management	3 credits
MGCR 460	Social Context of Business	3 credits

Program Footnotes:

Students considering the following programs:

- **Major in Mathematics or Major and Minor in Statistics:**
 - replace MGCR 271 with MATH 324 (prerequisite: MATH 323)
- **Major Program in Economics:**
 - replace MGCR 293 with ECON 230D1/ECON 230D2.
 - replace MGCR 294 with ECON 330D1/ECON 330D2 (taken in the second year)

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 MGCR 294 and ECON 330D1/ECON 330D2 or ECON 352D1/ECON 352D2.

6.5 Concentrations (General Management Major)

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

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

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

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



Mentors: Please consult the Bachelor of Commerce website at: mcgill.ca/desautels/programs/bcom/academics/programstructure#concentrations.

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

The Accounting concentration is designed to meet the needs of Management students who want to have a good basic understanding of accounting, but do not intend to become professional accountants or accounting specialists. It is primarily oriented toward users of financial information and emphasizes breadth of knowledge in a coherent selection of courses.

This concentration complements or forms part of the B.Com., General Management program. The individual courses in the concentration also act as service courses for other areas in the Faculty for their majors or concentrations.

Required Courses (6 credits)

ACCT 351	(3)	Intermediate Financial Accounting 1
ACCT 361	(3)	Management Accounting

Complementary Courses (9 credits)

Selected from the following:

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 451	(3)	Data Analytics in Capital Market
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

6.5.2 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 (3 credits)

INSY 336	(3)	Data Handling and Coding for Analytics
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Complementary Courses (12 credits)

3-6 credits from the following:

MGSC 401	(3)	Statistical Foundations of Data Analytics
MGSC 416	(3)	Data-Driven Models for Operations Analytics

3-6 credits from the following:

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

0-6 credits from the following:

ACCT 451	(3)	Data Analytics in Capital Market
BUSA 471	(3)	Artificial Intelligence Ethics for Business
FINE 460	(3)	Financial Analytics
INSY 442	(3)	Data Analysis and Visualization
INSY 446	(3)	Data Mining for Business Analytics
INSY 448	(3)	Text and Social Media Analytics
INSY 463	(3)	Deep Learning for Business Analytics
MGSC 483	(3)	Analytics-Based Community Project
MRKT 440	(3)	Marketing Analytics
MRKT 442	(3)	Customer Analytics
ORGB 330	(3)	People Analytics

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

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

This concentration is designed to provide students with an understanding of the key concepts and processes involved in starting and managing new v

MGPO 432	(3)	Topics in Entrepreneurship
MGPO 438	(3)	Social Entrepreneurship and Innovation
MGPO 440	(3)	Strategies for Sustainability
MGPO 445	(3)	Industry Analysis and Competitive Strategy
MGPO 460	(3)	Managing Innovation
MGPO 485	(3)	Emerging Technologies: Organizing and Societal Stakes
MRKT 451	(3)	Marketing Research
MRKT 455	(3)	Sales Management
MRKT 459	(3)	Retail Management
ORGB 321	(3)	Leadership
ORGB 325	(3)	Negotiations and Conflict Resolution
RETL 402	(3)	Innovations in Retailing
RETL 410	(3)	Sustainable Retail and Entrepreneurship

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

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

Required Courses (9 credits)

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

Complementary Courses (6 credits)

Selected from any undergraduate FINE course.

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

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

Required Course (3 credits)

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

6-12 credits selected from:

INSY 331	(3)	Managing and Organizing Digital Technology
INSY 334	(3)	Design Thinking for User Experience
INSY 339	(3)	Digital Consulting
INSY 341	(3)	Developing Business Applications
INSY 431	(3)	IT Implementation Management
INSY 432	(3)	Digital Business Models
INSY 434	(3)	Topics in Information Systems 1
INSY 437	(3)	Managing Data and Databases

INSY 440	(3)	E-Business
INSY 442	(3)	Data Analysis and Visualization
INSY 444	(3)	Online Communities and Open Innovation
INSY 450	(3)	Information Systems Project Management
INSY 455	(3)	Technology and Innovation for Sustainability

0-6 credits selected from:

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

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

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

Required Courses (3 credits)

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

Selected from the following:

BUSA 391	(3)	International Business Law
BUSA 394	(3)	Managing in Asia
BUSA 395	(3)	Managing in Europe
BUSA 396	(3)	Managing Internationally in Quebec
BUSA 401	(3)	Independent Studies in International Business
BUSA 430	(3)	Business Climate in Developing Countries
BUSA 433	(3)	Topics in International Business 1
BUSA 435	(3)	Topics in International Business 2
BUSA 481	(3)	Managing in North America
FINE 482	(3)	International Finance 1
FINE 492	(3)	International Corporate Finance
INDR 459	(3)	Comparative Employment Relations
MGPO 383	(3)	International Business Policy
MGPO 435	(3)	The Origins of Capitalism
MGPO 469	(3)	Managing Globalization
		Strate

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

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

Required Courses (9 credits)

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

Complementary Courses (6 credits)

Selected from the following:

INDR 449	(3)	Occupational Health and Safety
INDR 459	(3)	Comparative Employment Relations
INDR 492	(3)	Globalization and Labour Policy
	(3)	Labour Law

0-6 credits from the following:

BUSA 451D1	(3)	Creating Impact Through Research
BUSA 451D2	(3)	Creating Impact Through Research
INDR 294	(3)	Introduction to Labour-Management Relations
INDR 492	(3)	Globalization and Labour Policy
MGPO 365	(3)	Business-Government Relations
MGPO 430	(3)	Practicum in Not for Profit Consulting
MGPO 435	(3)	The Origins of Capitalism
MGPO 450	(3)	Ethics in Management
MGPO 469	(3)	Managing Globalization
MGPO 475	(3)	Strategies for Developing Countries

MRKT 459	(3)	Retail Management
MRKT 483	(3)	International Marketing Management

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

Operations Management is concerned with the design, planning, control, coordination, and improvement of business processes, systems, and resources integral to the creation of the firm's products and services. Emphasizing quantitative analysis and cross-functional thinking, the Operations Management concentration provides training on traditional as well as emerging operations strategies, concepts, models, and techniques that are essential to any firm in today's competitive marketplace. Operations management graduates find career opportunities in a variety of industries and fields including consulting, manufacturing, distribution, retail, transportation, health care, and public sector, among others.

Required Courses (6 credits)

MGSC 373	(3)	Operations Research 1
MGSC 431	(3)	Operations and Supply Chain Analysis

Complementary Courses (9 credits)

9 credits from the following:

MGSC 372	(3)	Advanced Business Statistics
MGSC 403	(3)	Introduction to Logistics Management
MGSC 404	(3)	Foundations of Decision Analytics
MGSC 416	(3)	Data-Driven Models for Operations Analytics
MGSC 417	(3)	Project Operations and Risk Management
MGSC 434	(3)	Topics in Operations Management
MGSC 488	(3)	Sustainability and Operations

or approved courses in other areas or faculties.

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

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

Complementary Courses (15 credits)

Selected from the following:

ORGB 321	(3)	Leadership
ORGB 325	(3)	Negotiations and Conflict Resolution
ORGB 330	(3)	People Analytics
ORGB 380	(3)	Cross Cultural Management
ORGB 409	(3)	Organizational Research Methods
ORGB 420	(3)	Managing Organizational Teams
ORGB 421	(3)	Managing Organizational Change
ORGB 423	(3)	Human Resources Management
ORGB 434	(3)	Topics in Organizational Behaviour 1
ORGB 440	(3)	Career Theory and Development
ORGB 525	(3)	Compensation Management

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

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

Required Courses (9 credits)

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

Complementary Courses (6 credits)

Selected from the following:

INDR 294	(3)	Introduction to Labour-Management Relations
INSY 440	(3)	E-Business
INSY 442	(3)	Data Analysis and Visualization
MGSC 403	(3)	Introduction to Logistics Management
MGSC 431	(3)	Operations and Supply Chain Analysis
MRKT 355	(3)	Services Marketing
MRKT 451	(3)	Marketing Research
MRKT 452	(3)	Consumer Behaviour
MRKT 455	(3)	Sales Management
ORGB 423	(3)	Human Resources Management
RETL 408	(3)	Omni-Channel Retailing
RETL 409	(3)	Digitization of Retailing
RETL 410	(3)	Sustainable Retail and Entrepreneurship
RETL 434	(3)	Topics in Retail Management

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

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

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

Complementary Courses (15 credits)

9-15 credits selected from the following:

MGPO 383	(3)	International Business Policy
MGPO 445	(3)	Industry Analysis and Competitive Strategy

0-6 credits to be chosen from:

BUSA 300	(3)	Case Analysis and Presentation.
BUSA 391	(3)	International Business Law
ECON 305	(3)	Industrial Organization
MGPO 362	(3)	Fundamentals of Entrepreneurship
		Topics in Polic

MGPO 435	(3)	The Origins of Capitalism
MGPO 460	(3)	Managing Innovation

6.6 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 advisor 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. Students must complete a Desautels Faculty of Management [Minor Approval Form](#) listing the courses being applied to the minor and get it signed by the minor advisor 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 MGCR 295 and ECON 330D1/D2 or ECON 352D1/D2. Students interested in this minor must obtain approval from the BCom Office.

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

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

6.7 Minor for Non-Management Students

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

The minor is 18 credits split between a fixed set of required courses and a choice amongst complementary courses. On an exceptional basis, students may be permitted a maximum of one Continuing Studies course for credit within their chosen Management minor.

The **application form** may be found on the [Minor in Management for Non-Management Students](#) website. **The application deadline is June 1.** Decisions will be communicated early July, 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 the minor to ensure timely graduation.

Entrepreneurship Minors for Non-Management Students

The McGill Faculties of Agricultural and Environmental Science, Arts, Education (Kinesiology and Physical Education), Engineering, Music, and Science collaborate with the Desautels Faculty of Management in offering 18 credit Minors in Entrepreneurship for McGill undergraduate students enrolled in those faculties.

Detailed information about the Minors can be found at the faculty page for [Entrepreneurship Minors](#).

6.8 Majors

Major programs are available in Accounting; Business Analytics; Economics; Finance; Information Technology Management; International Management; Managing for Sustainability; Marketing; Mathematics and Statistics for Management; Organizational Behaviour and Human Resources; Retail Management; Statistics; and Strategic Management.

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



Mentors: Please consult the Bachelor of Commerce website at mcgill.ca/desautels/programs/bcom/academics/areas-study.

6.8.1 Bachelor of Commerce (B.Com.) - Major Accounting (72 credits)

The B.Com.: Major in Accounting focuses on preparing, interpreting, and utilizing the financial and managerial information of an organization. The program includes financial and managerial accounting, auditing, and taxation.

Required Courses (60 credits)

Management Core

MGCR 211	(3)	Introduction to Financial Accounting
MGCR 222	(3)	Introduction to Organizational Behaviour
MGCR 233	(3)	Data Programming for Business
MGCR 250	(3)	Expressive Analysis for Management.
MGCR 271	(3)	Business Statistics
MGCR 293	(3)	Managerial Economics
MGCR 294	(3)	The Firm in the Macroeconomy
MGCR 331	(3)	Information Technology Management
MGCR 341	(3)	Introduction to Finance
MGCR 352	(3)	Principles of Marketing
MGCR 372	(3)	Operations Management.
MGCR 382	(3)	International Business
MGCR 423	(3)	Strategic Management
MGCR 460	(3)	Social Context of Business.

Major

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

Complementary Courses (12 credits)

12 credits selected from the following:

ACCT 354	(3)	Financial Statement Analysis
ACCT 401	(3)	Sustainability and Environmental Accounting
ACCT 434	(3)	Topics in Accounting 1
ACCT 451	(3)	Data Analytics in Capital Market
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

6.8.2 Bachelor of Commerce (B.Com.) - Major Business Analytics (72 credits)

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

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

MGCR 211	(3)	Introduction to Financial Accounting
MGCR 222	(3)	Introduction to Organizational Behaviour
MGCR 233	(3)	Data Programming for Business
MGCR 250	(3)	Expressive Analysis for Management.
MGCR 271	(3)	Business Statistics
MGCR 293	(3)	Managerial Economics
MGCR 294	(3)	The Firm in the Macroeconomy
MGCR 331	(3)	Information Technology Management
MGCR 341	(3)	Introduction to Finance
MGCR 352	(3)	Principles of Marketing
MGCR 372	(3)	Operations Management.
MGCR 382	(3)	International Business
MGCR 423	(3)	Strategic Management
MGCR 460	(3)	Social Context of Business.

Major

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

3 credits of experiential learning from the following:

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

Complementary Courses (18 credits)

3-6 credits from the following:

MGSC 401	(3)	Statistical Foundations of Data Analytics
MGSC 416	(3)	Data-Driven Models for Operations Analytics

6-9 credits of technical component from the following:

INSY 437	(3)	Managing Data and Databases
INSY 442	(3)	Data Analysis and Visualization
INSY 463	(3)	Deep Learning for Business Analytics

3-9 credits from the following:

ACCT 451	(3)	Data Analytics in Capital Market
BUSA 471	(3)	Artificial Intelligence Ethics for Business

FINE 460	(3)	Financial Analytics
INSY 448	(3)	Text and Social Media Analytics
MRKT 440	(3)	Marketing Analytics
MRKT 442	(3)	Customer Analytics
ORGB 330	(3)	People Analytics

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

6.8.3 Bachelor of Commerce (B.Com.) - Major Economics for Management Students (69 credits)

The B.Com.; Major in Economics for Management Students is a planned sequence of courses designed to permit a degree of specialization in economics, including microeconomics (focusing on the study of the behaviour of individual economic agents and how the interaction of individuals results in market outcomes) and macroeconomics (focusing on economy-wide issues such as unemployment rates, money supply and inflation, as well as public policies to influence such macroeconomic aggregates). Topics include: econometrics, economic history, economic development, environmental economics, industrial organization, international trade and finance, labour economics, money and banking, and public finance.

Required Courses (51 credits)

Management Core

MGCR 211	(3)	Introduction to Financial Accounting
MGCR 222	(3)	Introduction to Organizational Behaviour
MGCR 233	(3)	Data Programming for Business
MGCR 250	(3)	Expressive Analysis for Management.
MGCR 331	(3)	Information Technology Management
MGCR 341	(3)	Introduction to Finance
MGCR 352	(3)	Principles of Marketing
MGCR 372	(3)	Operations Management.
MGCR 382	(3)	International Business
MGCR 423	(3)	Strategic Management
MGCR 460	(3)	Social Context of Business.

Major

ECON 230D1	(3)	Microeconomic Theory
ECON 230D2	(3)	Microeconomic Theory
ECON 332	(3)	Macroeconomic Theory: Majors 1
ECON 333	(3)	Macroeconomic Theory - Majors 2
MGCR 271	(3)	Business Statistics
MGSC 372	(3)	Advanced Business Statistics

Complementary Courses (18 credits)

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

6.8.4 Bachelor of Commerce (B.Com.) - Major Finance (72 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 (60 credits)**Management Core**

MGCR 211	(3)	Introduction to Financial Accounting
MGCR 222	(3)	Introduction to Organizational Behaviour
MGCR 233	(3)	Data Programming for Business
MGCR 250	(3)	Expressive Analysis for Management.
MGCR 271	(3)	Business Statistics
MGCR 293	(3)	Managerial Economics
MGCR 294	(3)	The Firm in the Macroeconomy
MGCR 331	(3)	Information Technology Management
MGCR 341	(3)	Introduction to Finance
MGCR 352	(3)	Principles of Marketing
MGCR 372	(3)	Operations Management.
MGCR 382	(3)	International Business
MGCR 423	(3)	Strategic Management
MGCR 460	(3)	Social Context of Business.

Major

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)

9-12 credits from any undergraduate FINE courses.

0-3 credits 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

6.8.5 Bachelor of Commerce (B.Com.) - Major Information Technology Management (72 credits)

This BCom.; Major Information Technology Management focuses on a blend of theoretical concepts, hands-on tools, and actual case studies to identify business problems and opportunities, analyze business processes, and develop and implement information systems to support them. The Program 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 organization.

Required Courses (63 credits)**Management Core**

MGCR 211	(3)	Introduction to Financial Accounting
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MGCR 222	(3)	Introduction to Organizational Behaviour
MGCR 233	(3)	Data Programming for Business

The B.Com.; Major in International Management focuses on combining business studies with regional or thematic global studies and foreign language proficiency, including the impact of managing in one of three themes:

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

This Major is interdisciplinary and integrative and includes an international business component, an interdisciplinary area of study that includes a Minor Concentration/Minor outside the Management Faculty, language courses, and an experiential learning experience in the form of either exchange, internship or research.

Required Courses (45 credits)

Management Core

MGCR 211	(3)	Introduction to Financial Accounting
MGCR 222	(3)	Introduction to Organizational Behaviour
MGCR 233	(3)	Data Programming for Business
MGCR 250	(3)	Expressive Analysis for Management.
MGCR 271	(3)	Business Statistics
MGCR 293	(3)	Managerial Economics
MGCR 294	(3)	The Firm in the Macroeconomy
MGCR 331	(3)	Information Technology Management
MGCR 341	(3)	Introduction to Finance
MGCR 352	(3)	Principles of Marketing
MGCR 372	(3)	Operations Management.
MGCR 382	(3)	International Business
MGCR 423	(3)	Strategic Management
MGCR 460	(3)	Social Context of Business.

Major

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

International Business Component

12 credits selected from the following:

BUSA 391	(3)	International Business Law
BUSA 394	(3)	Managing in Asia
BUSA 395	(3)	Managing in Europe
BUSA 396	(3)	Managing Internationally in Quebec
BUSA 401*	(3)	Independent Studies in International Business
BUSA 433	(3)	Topics in International Business 1
BUSA 481	(3)	Managing in North America
FINE 482	(3)	International Finance 1
FINE 492	(3)	International Corporate Finance
INDR 459	(3)	Comparative Employment Relations
MGPO 383	(3)	International Business Policy
MGPO 469	(3)	Managing Globalization

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

Experiential Learning Component

0-3 credits from the following; students must choose one of these experiential learning courses or the exchange - as there is no McGill course associated with the exchange component, credits for course(s) completed abroad will count towards courses in the B.Com. degree as determined by the program/exchange adviser.

Internship

BUSA 497	(3)	Internship in International Business
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Research

BUSA 401*	(3)	Independent Studies in International Business
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International Exchange

Students who participate in an exchange or Study Away will receive credits for courses successfully approved and completed while abroad. This will fulfill the experiential learning component, no additional credits will be granted for this option.

NOTE: There are CGPA requirements for experiential learning experiences [international exchange, internship, research]. Students must consult with a BCom Academic Advisor if they do not meet the minimum CGPA requirement.

* Only one Independent Studies course may be taken in the B.Com. degree.

Area of Study Component

18 credits from one of the following three Streams:

Stream 1: Comparative Global Studies

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

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

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

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

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

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

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

B.A. Minor Concentration in Quebec Studies & Community-Engaged Learning/

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

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

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

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

* Students should choose Economics (ECON) courses with a regional focus. Course numbers above ECON 209 (excluding ECON 295) are required, with at least 6 credits at the 300, 400, or 500 levels. Credits for the introductory sequence MGCR 293 and ECON 295 that are prerequisites for 300-level courses in economics do not count as part of this Minor concentration. ECON 227 will not count if it is taken to meet other B.Com. requirements.

Stream 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

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

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

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

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

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

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

B.Sc. Field Study Minor (18 credits)

* Students should choose Economics (ECON) courses related to the environment, development, and health. Course numbers above ECON 209 (excluding ECON 295) are required, with at least 6 credits at the 300, 400, or 500 levels. Credits for the introductory sequence MGCR 293 and ECON 295 that are prerequisites for 300-level courses in economics do not count as part of this Minor Concentration. ECON 227 will not count if it is taken to meet other B.Com. requirements.

Language Component

9-12 credits chosen from the following:

9 credits of language in First- or Second-Level EAST (Asian Languages and Literature)*

or

9 credits from ISLA 221 D1/D2 Introductory Arabic**

* Students may choose to complete additional credits in Japanese, Chinese or Korean for a total of 18 credits. Only 9 credits of EAST languages will count toward the Major and any optional additional credits will count as electives or toward another component if the student has sufficient credits to complete it within their degree. Students may not exceed the total credits required to graduate in order to complete these additional language credits.

** Students with no prior knowledge of Arabic may choose two levels of Arabic. Only ISLA 221D1/D2 will count toward the Major and any additional optional credits in ISLA 322D1/D2 or ISLA 423D1/D2 will count as electives.

OR

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

CLAS (Classics) [Modern Greek]

EAST (East Asian) - Third and Fourth Level

FREN (French)

FRSL (French as a Second Language)

GERM (German Studies) [German]

HISP (Hispanic Studies) [Spanish, Portuguese]

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

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

JWST (Jewish Studies) [Hebrew, Yiddish]

RUSS (Russian)

*** Students placed in Low6.521 Tm(v)Tj1r1 0 0 1 72.59 (1m(R))

MGCR 211	(3)	Introduction to Financial Accounting
MGCR 222	(3)	Introduction to Organizational Behaviour
MGCR 233	(3)	Data Programming for Business
MGCR 250	(3)	Expressive Analysis for Management.
MGCR 271	(3)	Business Statistics
MGCR 293	(3)	Managerial Economics
MGCR 294	(3)	The Firm in the Macroeconomy
MGCR 331	(3)	Information Technology Management
MGCR 341	(3)	Introduction to Finance
MGCR 352	(3)	Principles of Marketing
MGCR 372	(3)	Operations Management.
MGCR 382	(3)	International Business
MGCR 423	(3)	Strategic Management
	(3)	Social Context of Business.

MGPO 475	(3)	Strategies for Developing Countries
MSUS 434	(3)	Topics in Sustainability

ENVR 400	(3)	Environmental Thought
GEOG 200	(3)	Geographical Perspectives: World Environmental Problems
GEOG 210	(3)	Global Places and Peoples
GEOG 216	(3)	Geography of the World Economy
GEOG 221	(3)	Environment and Health
GEOG 300	(3)	Human Ecology in Geography
GEOG 301	(3)	Geography of Nunavut
GEOG 302	(3)	Environmental Management 1
GEOG 303	(3)	Health Geography
GEOG 370	(3)	Protected Areas
GEOG 408	(3)	Geography of Development
NRSC 221	(3)	Environment and Health
PHIL 230	(3)	Introduction to Moral Philosophy 1
PHIL 237	(3)	Contemporary Moral Issues
PHIL 334	(3)	Ethical Theory
PHIL 343	(3)	Biomedical Ethics
PHIL 348	(3)	Philosophy of Law 1
POLI 212	(3)	Introduction to Comparative Politics – Europe/North America
POLI 227	(3)	Introduction to Comparative Politics - Global South
POLI 345	(3)	International Organizations
POLI 445	(3)	International Political Economy: Monetary Relations
PSYC 215	(3)	Social Psychology
RELG 270	(3)	Religious Ethics and the Environment
RELG 370	(3)	Religion and Human Rights
SOCI 222	(3)	Urban Sociology
SOCI 234	(3)	Population and Society
SOCI 235	(3)	Technology and Society
SOCI 254	(3)	Development and Underdevelopment
SOCI 386	(3)	Contemporary Social Movements
URBP 201	(3)	Planning the 21st Century City
URBP 506	(3)	Environmental Policy and Planning
URBP 530	(3)	Urban Infrastructure and Services in International Context
URBP 551	(3)	Urban Design and Planning

Natural Sciences and Technology

** Note: you may take LSCI 230 or MIMM 211, but not both; you may take ENVB 529 or GEOG 201, but not both; you may take one of BREE 217, CIVE 323 or GEOG 322; you may take BIOL 308 or ENVB 305, but not both; you may take BIOL 465 or WILD 421 but not both; you may take EPSC 201 or EPSC 233, but not both.

AGRI 340	(3)	Principles of Ecological Agriculture
ANSC 326	(3)	Fundamentals of Population Genetics
ANTH 311	(3)	Primate Behaviour and Ecology
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)	Global Change Biology of Aquatic Ecosystems
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
CHEM 212	(4)	Introductory Organic Chemistry 1
CHEM 281	(3)	Inorganic Chemistry 1
CIVE 225	(4)	Environmental Engineering
CIVE 323**	(3)	Hydrology and Water Resources
CIVE 550	(3)	Water Resources Management
ENVB 210	(3)	The Biophysical Environment
ENVB 301	(3)	Meteorology
ENVB 305**	(3)	Population and Community Ecology
ENVB 410	(3)	Ecosystem Ecology
ENVB 415	(3)	Ecosystem Management
ENVB 529**	(3)	GIS for Natural Resource Management
ENVR 200	(3)	The Global Environment
ENVR 202	(3)	The Evolving Earth
EPSC 201**	(3)	Understanding Planet Earth
EPSC 233**	(3)	Earth and Life History
EPSC 549	(3)	Hydrogeology
ESYS 301	(3)	Earth System Modelling
GEOG 200	(3)	Geographical Perspectives: World Environmental Problems
GEOG 201**	(3)	Introductory Geo-Information Science
GEOG 203	(3)	Environmental Systems
GEOG 205	(3)	Global Change: Past, Present and Future
GEOG 272	(3)	Earth's Changing Surface
GEOG 305	(3)	Soils and Environment
GEOG 308	(3)	Remote Sensing for Earth Observation
GEOG 321	(3)	Climatic Environments
GEOG 322**	(3)	Environmental Hydrology
GEOG 372	(3)	Running Water Environments
LSCI 230**	(3)	Introductory Microbiology
MICR 331	(3)	Microbial Ecology
MIME 320	(3)	Extraction of Energy Resources
MIMM 211**	(3)	Introductory Microbiology
MIMM 323	(3)	Microbial Physiology

NRSC 333	(3)	Pollution and Bioremediation
PARA 410	(3)	Environment and Infection
PARA 515	(3)	Water, Health and Sanitation
PLNT 304	(3)	Biology of Fungi
PLNT 305	(3)	Plant Pathology
PLNT 358	(3)	Flowering Plant Diversity
PLNT 460	(3)	Plant Ecology
SOIL 300	(3)	Geosystems
WILD 421**	(3)	Wildlife Conservation

6.8.8 Bachelor of Commerce (B.Com.) - Major Marketing (72 credits)

The B.Com.; Major in Marketing is designed to provide a strong background in marketing suitable for a wide variety of careers. The program emphasizes digital marketing, marketing analytics, brand management, advertising, innovation, and sales management.

Required Courses (51 credits)

Management Core

MGCR 211	(3)	Introduction to Financial Accounting
MGCR 222	(3)	Introduction to Organizational Behaviour
MGCR 233	(3)	Data Programming for Business
MGCR 250	(3)	Expressive Analysis for Management.
MGCR 271	(3)	Business Statistics
MGCR 293	(3)	Managerial Economics
MGCR 294	(3)	The Firm in the Macroeconomy
MGCR 331	(3)	Information Technology Management
MGCR 341	(3)	Introduction to Finance
MGCR 352	(3)	Principles of Marketing
MGCR 372	(3)	Operations Management.
MGCR 382	(3)	International Business
MGCR 423	(3)	Strategic Management
		Social Conte

MRKT 434	(3)	Topics in Marketing 1
MRKT 438	(3)	Brand Management
MRKT 440	(3)	Marketing Analytics
MRKT 453	(3)	Advertising and Media

MATH 243	(3)	Analysis 2
MATH 323	(3)	Probability
MGSC 372*	(3)	Advanced Business Statistics
MGSC 373	(3)	Operations Research 1

*Or equivalent.

Complementary Courses (9-12 credits)

9-12 credits selected from the following:

COMP 202	(3)	Foundations of Programming
COMP 551	(4)	Applied Machine Learning
FINE 452	(3)	Applied Quantitative Finance
FINE 460	(3)	Financial Analytics
MATH 208	(3)	Introduction to Statistical Computing
MATH 308	(3)	Fundamentals of Statistical Learning
MATH 314	(3)	Advanced Calculus
MATH 315	(3)	Ordinary Differential Equations
MATH 324*	(3)	Statistics
MATH 423	(3)	Applied Regression
MATH 427	(3)	Statistical Quality Control
MATH 447	(3)	Introduction to Stochastic Processes
MATH 523	(4)	Generalized Linear Models
MATH 524	(4)	Nonparametric Statistics
MATH 545	(4)	Introduction to Time Series Analysis
MATH 559	(4)	Bayesian Theory and Methods
MGSC 403	(3)	Introduction to Logistics Management
MGSC 431	(3)	Operations and Supply Chain Analysis
MGSC 434**	(3)	Topics in Operations Management

* Students interested in upper-level statistics courses offered by the Department of Mathematics and Statistics are strongly encouraged to take this course.

Students must consult the rules for credits and sequencing for Statistics courses in the Desautels Faculty of Management Course Overlap section.

** MGSC 434 when the topic is relevant to this program and approved by the Mathematics program adviser.

6.8.10 Bachelor of Commerce (B.Com.) - Major Organizational Behaviour and Human Resources (72 credits)

The B.Com.; Major in Organizational Behaviour and Human Resources focuses on analyzing and influencing repeated patterns of action in groups and organizations, including leadership, human resource management, team management and concepts of management at multiple levels of the organization. The program also includes foundational studies in one or more of the following social science disciplines: psychology, sociology, anthropology, or industrial relations.

Required Courses (45 credits)

Management Core

MGCR 211	(3)	Introduction to Financial Accounting
MGCR 222	(3)	Introduction to Organizational Behaviour
MGCR 233	(3)	Data Programming for Business
MGCR 250	(3)	Expressive Analysis for Management.
MGCR 271	(3)	Business Statistics

MGCR 293	(3)	Managerial Economics
MGCR 294	(3)	The Firm in the Macroeconomy
MGCR 331	(3)	Information Technology Management
MGCR 341	(3)	Introduction to Finance
MGCR 352	(3)	Principles of Marketing
MGCR 372	(3)	Operations Management.
MGCR 382	(3)	International Business
MGCR 423	(3)	Strategic Management
MGCR 460	(3)	Social Context of Business.

Major

MRKT 459	(3)	Retail Management
RETL 402	(3)	Innovations in Retailing
RETL 407	(3)	Retail Management Project
RETL 408	(3)	Omni-Channel Retailing
RETL 409	(3)	Digitization of Retailing
RETL 410	(3)	Sustainable Retail and Entrepreneurship

Complementary Courses (12 credits)

12 credits from the following:

B	(3)	Technological Entrepreneurship
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small businesses, and social enterprises within their economic, social and environmental contexts. Because Strategic Management is a broad subject area, students are given flexibility to tailor this Major to their interests. Anticipated career trajectories are diverse, and include positions in management consulting, business development in new start-ups and small businesses; and strategic planning and analysis in large multinationals, NGOs, international organizations, and government agencies.

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

Required Courses (42 credits)

Management Core

MGCR 211	(3)	Introduction to Financial Accounting
MGCR 222	(3)	Introduction to Organizational Behaviour
MGCR 233	(3)	Data Programming for Business
MGCR 250	(3)	Expressive Analysis for Management.
MGCR 271	(3)	Business Statistics
MGCR 293	(3)	Managerial Economics
MGCR 294	(3)	The Firm in the Macroeconomy
MGCR 331	(3)	Information Technology Management
MGCR 341	(3)	Introduction to Finance
MGCR 352	(3)	Principles of Marketing
MGCR 372	(3)	Operations Management.
MGCR 382	(3)	International Business
MGCR 423	(3)	Strategic Management
MGCR 460	(3)	Social Context of Business.

Complementary Courses (30 credits)

9-15 credits from the following:

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

9-15 credits from the following:

MGPO 365	(3)	Business-Government Relations
MGPO 438	(3)	Social Entrepreneurship and Innovation
MGPO 440	(3)	Strategies for Sustainability
MGPO 450	(3)	Ethics in Management
MGPO 475	(3)	Strategies for Developing Countries
MGPO 485	(3)	Emerging Technologies: Organizing and Societal Stakes

0-12 credits from the following:

AGRI 411	(3)	Global Issues on Development, Food and Agriculture
ANTH 212	(3)	Anthropology of Development

BUSA 300	(3)	Case Analysis and Presentation.
BUSA 391	(3)	International Business Law
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
MGSC 402	()	
ORGB 380	(3)	Cross Cultural Management

6.9 Honours

Honours program:

- *section 6.9.1: Bachelor of Commerce (B.Com.) - Honours Investment Management (87 credits)*

Honours program is available in Investment Management. For more information on this program, please refer to mcgill.ca/desautels/programs/bcom/academics/areas-study#areas-honours.

The difference between the Honours and Major programs is not one of quantity but rather of quality; Honours programs involve 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: mcgill.ca/desautels/programs/bcom/academics/areas-study.

6.9.1 Bachelor of Commerce (B.Com.) - Honours Investment Management (87 credits)

The B.Com. Honours Investment Management examines financial asset management, either on the buy side working with active portfolio allocation or on the sell side, working for brokerage firms. Rigorous training in accounting, statistics, and finance, including analyzing financial statements, performing company valuations, constructing efficient portfolios with appropriate risk profiles, and managing risk using dynamic trading strategies and derivative instruments.

The B.Com. Honours Investment Management is a limited enrolment program and is by application only for students entering their U2 year. A minimum CGPA of 3.3 is necessary for students to be eligible to apply. Additional information may be found at the BCom Student Affairs Office, or on our website. In order to graduate in Honours in Investment Management, students must maintain a minimum CGPA of 3.00 and maintain a minimum program GPA 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 receive a Major in Finance, provided the major requirements have been met.

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

Required Courses (72 credits)

Management Core

MGCR 211	(3)	Introduction to Financial Accounting
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MGCR 222	(3)	Introduction to Organizational Behaviour
MGCR 233	(3)	Data Programming for Business
MGCR 250	(3)	Expressive Analysis for Management.
MGCR 271	(3)	Business Statistics
MGCR 293	(3)	Managerial Economics
MGCR 294	(3)	The Firm in the Macroeconomy
MGCR 331	(3)	Information Technology Management
MGCR 341	(3)	Introduction to Finance
MGCR 352	(3)	Principles of Marketing
MGCR 372	(3)	Operations Management.
MGCR 382	(3)	International Business
MGCR 423	(3)	Strategic Management
MGCR 460	(3)	Social Context of Business.

Honours

ACCT 354	(3)	Financial Statement Analysis
FINE 342	(3)	Corporate Finance
FINE 440D1	(1.5)	Honours Investment Management Research Project 1
FINE 440D2	(1.5)	Honours Investment Management Research Project 1
FINE 441	(3)	Investment Management
FINE 443	(3)	Applied Corporate Finance
FINE 448	(3)	Financial Derivatives
FINE 450D1	(1.5)	Honours Investment Management Research Project 2
FINE 450D2	(1.5)	Honours Investment Management Research Project 2
FINE 451	(3)	Fixed Income Analysis
FINE 482	(3)	International Finance 1
MGSC 372	(3)	Advanced Business Statistics

Complementary Courses (15 credits)

Quantitative Courses

6-9 credits from the following:

ACCT 451	(3)	Data Analytics in Capital Market
ACCT 452	(3)	Financial Reporting Valuation
FINE 434*	(3)	Topics in Finance 1
FINE 435*	(3)	Advanced Topics in Finance
FINE 449	(3)	Risk Management in Finance
FINE 452	(3)	Applied Quantitative Finance
FINE 460	(3)	Financial Analytics

* FINE 434 and FINE 435 can count as a complementary course with approval of the Academic Director.

Industry Specialization Courses

6-9 credits from the following:

FINE 434*	(3)	Topics in Finance 1
FINE 435*	(3)	Advanced Topics in Finance
FINE 442	(3)	Capital Markets and Institutions
FINE 444	(3)	Security Trading and Market Making
FINE 445	(3)	Real Estate Finance
FINE 446	(3)	Behavioural Finance
FINE 447	(3)	Venture Capital and Entrepreneurial Finance
FINE 455	(3)	Alternative Investments
FINE 456	(3)	Hedge Fund Strategies and Trading
FINE 464	(3)	Pension Funds and Retirement Systems
FINE 465	(3)	Sustainable Finance
FINE 477	(3)	Fintech for Business and Finance
FINE 490	(3)	Mergers and Corporate Reorganizations

* FINE 434 and FINE 435 can count as a complementary course with approval of the Academic Director.