



Desautels Faculty of Management
Programs, Courses and University Regulations
2023-2024

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

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1 About Desautels Faculty of Management

Founded in 1906, the Desautels Faculty of Management at McGill University is ranked as one of the world's top international business schools. 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

BCom degree website: mcgill.ca/desautels/programs/bcom

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

4.2 Administrative Officers

Dean

Yolande Chan

Associate Dean, Undergraduate Programs

Benjamin Croitoru

Associate Director, BCom Program

Giulia Campofredano

Associate Director, BCom Student Affairs

Heather McCombie

4.4 BCom Student Affairs Office

4.4.1 Location

Samuel Bronfman Building
1001 Sherbrooke Street West, Room 305
Montreal QC H3A 1G5
Telephone: 514-398-4068
Email: bcom.mgmt@mcgill.ca
Website: mcgill.ca/desautels/programs/bcom

4.4.2 About BCom Student Affairs Office

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

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

Student advisers offer help managing academic situations during periods of personal, financial, or medical problems by w

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 completed in your program, or a language course that does not substantially progress beyond corresponding language courses already taken, will not receive credit approval. For more information about transferring credits, see [section 4.7: Transfer Credit and Advanced Standing](#).

4.6 International Student Exchange Program

The Desautels Faculty of Management prides itself on its international focus. To broaden this focus, we offer students the possibility of an exchange to over **60 top business schools** around the world. You will gain incredible life experience in and out of the classroom, as well as return with academic credits towards your degree. This experiential learning will make you face challenges and opportunities that will help you grow personally and professionally. You will build lifelong relationships and discover a new part of the world. Your future career will be enhanced as a result.

At least two-thirds of all departmental program requirements must be completed at McGill and there is a CGPA requirement of 3.0. Once accepted, you must obtain written faculty authorization for transfer credits before leaving to go on exchange. For more information about the International Student Exchange program, please visit mcgill.ca/desautels/programs/bcom/academics/exchange.

More information can also be obtained from the BCom Student Affairs Office at 514-398-4068, bcom.mgmt@mcgill.ca, or on the [McGill Abroad website](#).

6.1 Academic Requirements for Graduation

Each student in the Desautels Faculty of Management must be aware of the Faculty regulations as stated in this publication and on the McGill and BCom websites. While BCom Office Advisers and staff are always available to give advice and guidance, the ultimate responsibility for completeness and correctness of course selection and registration, for compliance with and completion of program and degree requirements, and for the observance of regulations and deadlines rests with you. It is your responsibility to seek guidance from the BCom Student Affairs Office if in any doubt; misunderstanding or misapprehension will not be accepted as cause for any exception from any regulation, deadline, program, or degree requirement.

For students entering with a Quebec CEGEP diploma, the number of credits is generally 90. Students from outside the province of Quebec who hav

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

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

If you are in the Major Concentration or Minor in Mathematics, or Statistics, you must have your program of study initially authorized by the appropriate department adviser prior to consulting with a student advisor in the *BCom Faculty of Management Undergraduate 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.

6.5 Registration

- It is your responsibility to register on time. Failure to register for courses when the registration period begins may delay graduation and completion of program requirements. Space is limited.
- Priority registration for Fall and Winter courses will begin May/June for returning BCom students. Priority registration in Management courses for Summer opens in early March. Exact dates may be obtained from mcgill.ca/importantdates.
- All courses have limited enrolment. BCom students who are unable to register for required or complementary courses that they need in order to graduate on time should submit a copy of the *Closed Course Request form* to the BCom Student Affairs Office after registration in June. During the add/drop periods, Closed Course Request forms will not be accepted. Exact deadlines may be obtained from mcgill.ca/importantdates.
- BCom students are not permitted to take courses offered through the School of Continuing Studies for credit toward their degree.
- New students must select their area(s) of specialization online using *Minerva* **before** they are permitted to register for courses. The program options available are found in the Change your Curriculum module of the Student Menu. Please note that this can be changed at any time.
- Full-time students must register for courses online using

6.9 Academic Standing

Academic Standing is based primarily on your cumulative grade point average (CGPA), but may also be affected by your term grade point average (TGPA). Academic Standing is assessed in January for the Fall term, in May for the Winter term, and in September for the Summer term; this determines whether you will be allowed to continue your studies in the next term and whether any conditions will be attached to your registration.

Decisions about Academic Standing in the Fall term are based only on grades that are available in January. Grades for courses in which you have deferred examinations and Fall-term grades for courses that span the Fall and Winter terms do not affect your Academic Standing for the Fall term, even though they will ultimately affect your Fall TGPA. Therefore, Academic Standings for the Fall term are designated as “Interim.” Interim Standing decisions are mentioned below only if the rules for them differ from those for regular Standing decisions.

If you are not in Satisfactory Standing, you are strongly advised to consult with an academic adviser in the *BCom Faculty of Management Undergraduate Student Affairs Office* about your course selection before the withdrawal deadlines.

6.9.1 Satisfactory/Interim Satisfactory Standing

If you are in Satisfactory Standing, you may continue in your program. New students are admitted to Satisfactory Standing. Students with a CGPA of 2.00 or greater are in Satisfactory Standing. You must obtain a minimum CGPA of 2.00 to be considered for graduation with a McGill degree.

6.9.2 Probationary/Interim Probationary Standing

If you are in Probationary Standing, you may continue in your program, but must carry a reduced load (maximum 14 credits per term) and raise your TGPA and CGPA to return to Satisfactory Standing (see above). You must see an Academic Adviser to discuss your course selection.

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

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

Unsatisfactory Readmitted u.

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

If your Standing changes to Unsatisfactory and you wish to ask for permission to continue in your program, you must meet with your academic adviser as soon as you are placed in Unsatisfactory Standing. Readmission will be considered only when proof of extenuating circumstances that affected academic performance can be pro

7.1.2 Deferred Examinations

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

To qualify, you must obtain documentation (such as a doctor's note) explaining your inability to write the exam, which must be dated within **5 days** of the exam, and bring it to the BCom Office as soon as possible after the exam. The application and supporting documentation must be submitted no later than **January 15** for Fall courses or **May 15** for Winter and Fall–Winter courses.

The BCom Office will then review the reasons for which the exam was missed and decide whether to allow you to write a deferred final exam. If approved, you will write the final exam during the University's official deferred exam period—specific dates in March (Fall term) and August (Winter and Summer terms). It is up to you to verify the deferral schedule, which is administered by the Registrar.

It is recommended that students who have been approved for deferred exams meet with an academic adviser.

7.2 Verification of Grades and Rereads

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

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

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

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

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

7.2.1 Reread of Coursework

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

7.2.2 Rereads of Final Exams

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

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

7.3 Awards and Honorary Designations

7.3.1 Honours and First-Class Honours

Graduating students registered in an honours program may be awarded Honours or First-Class Honours under the following conditions:

- For Honours, the CGPA at graduation must be 3.0 or higher, and a GP

7.3.2 Distinction

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

7.3.3 Dean's Honour List

For information on the designation of Dean's Honour List awarded at graduation, see [University Regulations and Resources](#) > *Undergraduate* > *Graduation* > *Graduation Honours* > : [Dean's Honour List](#).

7.3.4 Scholarships, Prizes, and Awards

Graduation Scholarships, Prizes, and Awards

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

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

- Anil Gondi Community Impact Award
- BCom Class of 1986 Activity Award
- BCom Class of 1990 Activity A

- Commerce 1953 Scholarships
- Commerce '55 Scholarships (*application required*)
- Danny and Monica Gold Award for Academic Excellence (*application required*)
- Deloitte Scholarship
- Devon Anthony Haye Social Impact Scholarship (application required)
- Dobson Cup Grit Prize (*awarded by the Dobson Centre*)
- Donald R. McRobie Award (*application required*)
- Dorothy Esmé Graham Snell Scholarship
- Dr. Alex Paterson Scholarship (*application required*)
- Elizabeth Macfarlane Prize
- Frederick M. Connell Aw

8.1.1 Minors/Minor Concentrations for Management Students

A wide variety of programs are available as listed in the sections for the Faculties of Arts and Science. Popular choices include Anthropology, Canadian Studies, Computer Science, English – Literature, Environmental Studies, Geological Sciences, German, History, International Development, Political Science, Women's Studies, etc.

*: 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	27
Core	39	39
Major	30	30
Electives	21	24
Total	90	120

Major Concentrations in Mathematics or Statistics	90 credits	120 credits
Math Freshman Requirements: MATH 140, MATH 141, and MATH 133	0	10
Freshman Requirements	0	17
Core	36	36
Major	39	39
Electives	15	18
Total	90	120

Major in Economics	90 credits	120 credits
Freshman Requirements	0	18
Core*	30	30
Major**	36	36
Electives	24	36
Total	90	120

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

** : Additional Services Charges MGCR 293 and ECON 295 in core are exempted by the required ECON courses within the Major.

Major in International Management	90 credits	120 credits
Freshman Requirements	0	27
Core	39	39
International Business Concentration Component	15	15
Area of Study Component: Minor Concentration	18	18
Language Component	9-12	9-12
Experiential Learning Component *	0-3	0-3
Electives	3-9	6-12
Total	90	120

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

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 222 Introduction to Organizational Behaviour (3)
- MGCR 293 Managerial Economics (3) if prerequisites MATH 122 and MATH 140 (or equivalent) have been fulfilled
- MGCR 331 Information Technology Management (3)
- MGCR 352 Principles of Marketing (3)

8.4 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.

8.4.1 Core Course Distribution

Required Courses (39 credits)

ECON 295	Macroeconomic Policy	3 credits
MGCR 211	Introduction to Financial Accounting	3 credits
MGCR 222	Introduction to Organizational Behaviour	3 credits
	Expressi	3 credits

8.5 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.

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

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

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

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

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

Required Courses (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
MRKT 440	(3)	Marketing Analytics
MRKT 442	(3)	Customer Analytics
ORGB 330	(3)	People Analytics

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

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

This concentration is designed to provide students with an understanding of the key concepts and processes involved in starting and managing new ventures. It combines rigor with relevance, as all students will complete a major field project, thus providing an opportunity to apply the concepts acquired in the classroom. The concentration is multidisciplinary and integrative, as it includes courses from across areas in the Faculty. Upon completing the concentration, students will understand how to conceptualize, develop, and manage successful new ventures. The concentration is appropriate for students interested in a wide variety of new ventures, from for-profit private companies to social enterprises and cooperatives.

Required Courses (6 credits)

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

Complementary Courses (9 credits)

To be chosen from:

ACCT 361	(3)	Management Accounting
BUSA 300	(3)	Case Analysis and Presentation.
BUSA 364	(3)	Business Law 1
BUSA 465	(3)	Technological Entrepreneurship
FINE 342	(3)	Corporate Finance
FINE 447	(3)	Venture Capital and Entrepreneurial Finance
INSY 331	(3)	Managing and Organizing Digital Technology
INSY 432	(3)	Digital Business Models

MGPO 365	(3)	Business-Government Relations
MGPO 432	(3)	Topics in Entrepreneurship
MGPO 438	(3)	Social Entrepreneurship and Innovation
MGPO 440	(3)	Strategies for Sustainability
MGPO 445	(3)	Industry Analysis and Competitive Strategy
MGPO 460	(3)	Managing Innovation
MRKT 365	(3)	New Products
MRKT 451	(3)	Marketing Research
MRKT 455	(3)	Sales Management
ORGB 321	(3)	Leadership

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

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

Required Courses (9 credits)

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

Complementary Courses (6 credits)

Selected from any undergraduate FINE course.**gradutar**

INSY 455	(3)	Technology and Innovation for Sustainability
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0-6 credits selected from:

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

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

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

Required Courses (3 credits)

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

Selected from the following:

BUSA 391	(3)	International Business Law
BUSA 394	(3)	Managing in Asia
BUSA 395	(3)	Managing in Europe
BUSA 401	(3)	Independent Studies in International Business
BUSA 430	(3)	Business Climate in Developing Countries
BUSA 433	(3)	Topics in International Business 1
BUSA 435	(3)	Topics in International Business 2
BUSA 481	(3)	Managing in North America
FINE 482	(3)	International Finance 1
FINE 492	(3)	International Corporate Finance
INDR 459	(3)	Comparative Employment Relations
MGPO 383	(3)	International Business Policy
MGPO 435	(3)	The Origins of Capitalism
MGPO 469	(3)	Managing Globalization
MGPO 475	(3)	Strategies for Developing Countries
MRKT 451	(3)	Marketing Research
MRKT 483	(3)	International Marketing Management
ORGB 380	(3)	Cross Cultural Management

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

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

Required Courses (9 credits)

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
MGSC 483	(3)	Analytics-Based Community Project
MSUS 401	(3)	Sustainability Consulting
MSUS 434	(3)	Topics in Sustainability
ORGB 321	(3)	Leadership

MGSC 373

- (3) Operations Research 1
- (3) Operations and Supply Chain Analysis

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

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

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

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

Complementary Courses (15 credits)

9-15 credits selected from the following:

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

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
MGPO 434	(3)	Topics in Policy 1
MGPO 435	(3)	The Origins of Capitalism
MGPO 438	(3)	Social Entrepreneurship and Innovation
MGPO 440	(3)	Strategies for Sustainability
MGPO 450	(3)	Ethics in Management
MGPO 475	(3)	Strategies for Developing Countries

ORGB 380

(3)

Cross Cultural Management

Bachelor of Commerce (B.Com.) - Concentration in Strategic Manag

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](#).

8.7 Minor in Management 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.

8.7.1 Minor in Entrepreneurship

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

8.7.2 Minor in Entrepreneurship for Science Students

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

8.7.3 Bachelor of Commerce (B.Com.) - Minor 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)

9 credits selected from:

MGCR 211	(3)	Introduction to Financial Accounting
MGCR 222	(3)	Introduction to Organizational Behaviour
MGCR 271**	(3)	Business Statistics
MGCR 293***	(3)	Managerial Economics
MGCR 331	(3)	Information Technology Management
MGCR 341*	(3)	Introduction to Finance
MGCR 352	(3)	Principles of Marketing
MGCR 372*	(3)	Operations Management.
MGCR 382	(3)	International Business

9 credits selected from any Management courses not already chosen from the first list or any 300- or 400-level Management courses for which prerequisites have been met.

* 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.

8.7.4 Minor in Technological Entrepreneurship for Engineering Students

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

8.8 Majors

Major programs are available in Accounting; Business Analytics; Economics; Finance; Information Technology Management; International Management; Managing for Sustainability; Marketing; Mathematics; Organizational Behaviour; 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.

8.8.1 Bachelor of Commerce (B.Com.) - Major Accounting (69 credits)

The B.Com.; Major in Accounting focuses on pres the mam41 Dod.Com.am41 DETrc

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

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

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

Required Courses (51 credits)

Management Core

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

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.

8.8.4 Bachelor of Commerce (B.Com.) - Major Finance (69 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 (57 credits)**Management Core**

ECON 295	(3)	Macroeconomic Policy
MGCR 211	(3)	Introduction to Financial Accounting
MGCR 222	(3)	Introduction to Organizational Behaviour
MGCR 250	(3)	Expressive Analysis for Management.
MGCR 271	(3)	Business Statistics
MGCR 293	(3)	Managerial Economics
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

8.8.5 Bachelor of Commerce (B.Com.) - Major Information Technology Management (69 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 (57 credits)

Management Core

ECON 295	(3)	Macroeconomic Policy
MGCR 211	(3)	Introduction to Financial Accounting
MGCR 222	(3)	Introduction to Organizational Behaviour
MGCR 250	(3)	Expressive Analysis for Management.
MGCR 271	(3)	Business Statistics
MGCR 293	(3)	Managerial Economics
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 331	(3)	Managing and Organizing Digital Technology
INSY 333	(3)	Systems Analysis and Modeling
INSY 341	(3)	Developing Business Applications
INSY 431	(3)	IT Implementation Management
INSY 437	(3)	Managing Data and Databases
INSY 450	(3)	Information Systems Project Management

Complementary Courses (12 credits)

3-12 credits selected from:

INSY 339	(3)	IT Consulting
INSY 432	(3)	Digital Business Models
INSY 434	(3)	Topics in Information Systems 1
INSY 440	(3)	E-Business
INSY 442	(3)	Data Analysis and Visualization
INSY 444	(3)	Online Communities and Open Innovation

INSY 455 (3) Technology and Innovation for Sustainability

0-9 credits selected from:

INSY 336 (3) Data Handling and Coding for Analytics

INSY 446 (3) Data Mining for Business Analytics

INSY 448 (3) Text and Social Media Analytics

INSY 463 (3) Deep Learning for Business Analytics

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

(81-87 credits)

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

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

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

Required Courses (42 credits)

Management Core

ECON 295 (3) Macroeconomic Policy
MGCR 211 (3) Introduction to Financial Accounting
MGCR 222 (3) Introduction to Organizational Behaviour
MGCR 250 (3) Expressive Analysis for Management.
MGCR 271 (3) Business Statistics
MGCR 293 (3) Managerial Economics
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

Complementary Courses (39-45 credits)

International Business Component

12 credits selected from the following:

125.04j1 0 0 1 1651864167183456789 International Business Analytics

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, Political Science, or a selected group of courses.

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

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

OR

Global Governance, Conflict and Human Rights

SOCI 307	(3)	Globalization
SOCI 386	(3)	Contemporary Social Movements

Stream 3: Global Well-Being and Development

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

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

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

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

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

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

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

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

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

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

B.Sc. Field Study Minor (18 credits)

* Students should choose Economics (ECON) courses related to the environment, development, and health. Course numbers above ECON 209 (excluding ECON 295) are required, with at least 6 credits at the 300, 400, or 500 levels. Credits for the introductory sequence MGCR 293 and ECON 295 that are prerequisites for 300-level

8.8.7 Bachelor of Commerce (B.Com) - Major Managing for Sustainability (69 credits)

The B.Com.; Major in Managing for Sustainability focuses on combining management and business knowledge with a solid understanding of the interlinked economic, social and ecological challenges of achieving sustainability. It integrates management studies with fundamentals of environmental science and sustainability.

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

Required Courses (45 credits)**Management Core**

ECON 295	(3)	Macroeconomic Policy
MGCR 211	(3)	Introduction to Financial Accounting
MGCR 222	(3)	Introduction to Organizational Behaviour
MGCR 250	(3)	Expressive Analysis for Management.
MGCR 271	(3)	Business Statistics
MGCR 293	(3)	Managerial Economics
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

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

Complementary Courses (24 credits)

3-9 credits from the following:

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

3-6 credits from the following:

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

0-9 credits from the following:

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 435	(3)	The Origins of Capitalism
MGPO 450	(3)	Ethics in Management
MGPO 469	(3)	Managing Globalization
MGPO 475	(3)	Strategies for Developing Countries
MSUS 434	(3)	Topics in Sustainability
ORGB 321	(3)	Leadership
ORGB 325	(3)	Negotiations and Conflict Resolution
ORGB 421	(3)	Managing Organizational Change

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

6-12 credits from the following:

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

Note: ENVR courses have limited enrolment.

3 credits of environmentally-related courses. A list of Suggested Courses is provided below.

Suggested Course List

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

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

Some courses may be subject to other regulations.

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

Location Note:

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

Social Sciences and Policy

AGEC 231	(3)	Economic Systems of Agriculture
AGEC 333	(3)	Resource Economics
AGEC 430	(3)	Agriculture, Food and Resource Policy
AGEC 442	(3)	Economics of International Agricultural Development
AGRI 411	(3)	Global Issues on Development, Food and Agriculture

ANTH 206	(3)	Environment and Culture
ANTH 212	(3)	Anthropology of Development
ANTH 339	(3)	Ecological Anthropology
ANTH 512	(3)	Political Ecology
ECON 205	(3)	An Introduction to Political Economy
ECON 225	(3)	Economics of the Environment
ECON 326	(3)	Ecological Economics
ECON 347	(3)	Economics of Climate Change
ECON 405	(3)	Natural Resource Economics
ENVB 437	(3)	Assessing Environmental Impact
ENVR 201	(3)	Society, Environment and Sustainability
ENVR 203	(3)	Knowledge, Ethics and Environment
ENVR 400	(3)	Environmental Thought
GEOG 200	(3)	Geographical Perspectives: World Environmental Problems
GEOG 210	(3)	Global Places and Peoples
GEOG 216	(3)	Geography of the World Economy
GEOG 221	(3)	Environment and Health
GEOG 300	(3)	Human Ecology in Geography
GEOG 301	(3)	Geography of Nunavut
GEOG 302	(3)	Environmental Management 1
GEOG 303	(3)	Health Geography
GEOG 370	(3)	Protected Areas
GEOG 403	(3)	Global Health and Environmental Change
GEOG 408	(3)	Geography of Development
GEOG 530	(3)	Global Land and Water Resources
NRSC 221	(3)	Environment and Health
PHIL 230	(3)	Introduction to Moral Philosophy 1
PHIL 237	(3)	Contemporary Moral Issues
PHIL 334	(3)	Ethical Theory
PHIL 343	(3)	Biomedical Ethics
PHIL 348	(3)	Philosophy of Law 1
POLI 212	(3)	Government and Politics - Developed World
POLI 227	(3)	Developing Areas/Introduction
POLI 345	(3)	International Organizations
POLI 445	(3)	International Political Economy: Monetary Relations
PSYC 215	(3)	Social Psychology
RELG 270	(3)	Religious Ethics and the Environment
RELG 370	(3)	Religion and Human Rights
SOCI 222	(3)	Urban Sociology
SOCI 234	(3)	Population and Society

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

GEOG 201**	(3)	Introductory Geo-Information Science
GEOG 205	(3)	Global Change: Past, Present and Future
GEOG 272	(3)	Earth's Changing Surface
GEOG 308	(3)	Remote Sensing for Earth Observation
GEOG 321	(3)	Climatic Environments
GEOG 322**	(3)	Environmental Hydrology
GEOG 372	(3)	Running Water Environments
GEOG 470	(3)	Wetlands
LSCI 230**	(3)	Introductory Microbiology
MICR 331	(3)	Microbial Ecology
MIME 320	(3)	Extraction of Energy Resources
MIMM 211**	(3)	Introductory Microbiology
MIMM 323	(3)	Microbial Physiology
NRSC 333	(3)	Pollution and Bioremediation
PARA 410	(3)	Environment and Infection
PARA 515	(3)	Water, Health and Sanitation
PLNT 304	(3)	Biology of Fungi
PLNT 305	(3)	Plant Pathology
PLNT 358	(3)	Flowering Plant Diversity
PLNT 460	(3)	Plant Ecology
SOIL 300	(3)	Geosystems
WILD 421**	(3)	Wildlife Conservation

8.8.8 Bachelor of Commerce (B.Com.) - Major Marketing (69 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 (48 credits)

Management Core

ECON 295	(3)	Macroeconomic Policy
MGCR 211	(3)	Introduction to Financial Accounting
MGCR 222	(3)	Introduction to Organizational Behaviour
MGCR 250	(3)	Expressive Analysis for Management.
MGCR 271	(3)	Business Statistics
MGCR 293	(3)	Managerial Economics
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 354	(3)	Marketing Strategy
MRKT 451	(3)	Marketing Research
MRKT 452	(3)	Consumer Behaviour

Complementary Courses (21 credits)

21 credits selected from:

MRKT 351	(3)	Marketing and Society
MRKT 355	(3)	Services Marketing
MRKT 357	(3)	Marketing Planning 1
MRKT 365	(3)	New Products
MRKT 434	(3)	Topics in Marketing 1
MRKT 438	(3)	Brand Management
MRKT 440	(3)	Marketing Analytics
MRKT 453	(3)	Advertising and Media
MRKT 455	(3)	Sales Management
MRKT 456	(3)	Business to Business Marketing
MRKT 459	(3)	Retail Management
MRKT 483	(3)	International Marketing Management

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

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

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

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

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

Required Courses (63 credits)

Management Core (33 credits)

ECON 295	(3)	Macroeconomic Policy
MGCR 211	(3)	Introduction to Financial Accounting
MGCR 222	(3)	Introduction to Organizational Behaviour
MGCR 293	(3)	Managerial Economics
MGCR 331	(3)	Information 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 (30 credits)

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

Complementary Courses (9 credits)

6 credits selected from:

MATH 204**	(3)	Principles of Statistics 2
MATH 316	(3)	Complex Variables
MATH 317	(3)	Numerical Analysis
MATH 319	(3)	Partial Differential Equations
MATH 326	(3)	Nonlinear Dynamics and Chaos
MATH 340	(3)	Discrete Mathematics
MATH 410	(3)	Majors Project
MATH 417	(3)	Linear Optimization
MATH 423***	(3)	Applied Regression

3 credits selected from:

MGSC 372***	(3)	Advanced Business Statistics
MGSC 578	(3)	Simulation of Management Systems

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

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

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

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

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

Required Courses (45 credits)**Management Core (36 credits)**

ECON 295	(3)	Macroeconomic Policy
MGCR 211	(3)	Introduction to Financial Accounting
MGCR 222	(3)	Introduction to Organizational Behaviour
MGCR 271	(3)	Business Statistics
MGCR 293	(3)	Managerial Economics

MGCR 331	(3)	Information 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 (9 credits)

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

Complementary Courses (21 credits)

9 credits from the following:

INDR 294	(3)	Introduction to Labour-Management Relations
INDR 496	(3)	Collective Bargaining
ORGB 325	(3)	Negotiations and Conflict Resolution
ORGB 330	(3)	People Analytics
ORGB 380	(3)	Cross Cultural Management
	(3)	Leadership Practicum in Social Sector

2) Sociology

(3)

Sociological Perspectives

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:

BUSA 465	(3)	Technological Entrepreneurship
FINE 447	(3)	Venture Capital and Entrepreneurial Finance
FINE 477	(3)	Fintech for Business and Finance
INDR 294	(3)	Introduction to Labour-Management Relations
INSY 440	(3)	E-Business
INSY 442	(3)	Data Analysis and Visualization
MGPO 440	(3)	Strategies for Sustainability
MGSC 403	(3)	Introduction to Logistics Management
MGSC 431	(3)	Operations and Supply Chain Analysis
MRKT 355	(3)	Services Marketing
MRKT 440	(3)	Marketing Analytics
MRKT 451	(3)	Marketing Research
MRKT 452	(3)	Consumer Behaviour
MRKT 453	(3)	Advertising and Media
MRKT 455	(3)	Sales Management
ORGB 330	(3)	People Analytics
ORGB 423	(3)	Human Resources Management
RETL 434	(3)	Topics in Retail Management

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

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

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

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

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 Courses

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.

9 Desautels Faculty of Management Academic Staff

