

BACHELOR of COMMERCE

Desautels Faculty of Management



FSC® certified Rainforest Alliance Certified™ Elemental chlorine-free Acid-free for archival quality









A WORLD OF OPPORTUNITIES AWAITS YOU

I was originally drawn to McGill University's Desautels Faculty of Management mainly on the basis of its international reputation as one of the world's finest management schools. Unbeknownst to me at the time, I was about to embark on a journey that has left me better equipped as a leader to enter the business world than I could have ever anticipated.

One of the greatest strengths of the Desautels BCom is the unparalleled flexibility of its academic curriculum, which has allowed me to explore a wide variety of business disciplines with which I was not familiar. I have since unearthed areas I am passionate about. Unique electives and Career Services support have armed me with skills to help me stand out in today's highly competitive job market. Opportunities such as the Hot Cities of the World Tour have given me a global perspective, which is so important in today's increasingly interconnected world.

Student life in the tight-knit Desautels family is second-to-none. The Management Undergraduate Society (MUS) offers over 350 extracurricular positions every year that provide real-life leadership experiences. Everyone can immerse themselves in opportunities in which they are truly interested.

I am savoring every minute of my Desautels BCom experience—a journey that has given so much more to my personal, professional and academic development than a world-renowned reputation.

- Sean Finnell, BCom student and President, Management Undergraduate Society





WE PREPARE THE LEADERS OF TOMORROW

The Bachelor of Commerce at McGill University's Desautels Faculty of Management is one of the most globally-oriented, multidisciplinary and integrated management education programs in the world.

Our BCom curriculum reflects McGill's philosophy of preparing well-rounded leaders who will influence society in innovative ways. We encourage and guide our students to appreciate collaborative problem-solving and to develop out-of-the-box solutions for today's complex issues.

Attracting students and professors from over 75 countries, our cosmopolitan learning environment mirrors Montreal's own diversity. Our students also learn from and meet with leading industry professionals who frequent our classrooms and events.

Outside of the classroom, BCom students have endless opportunities to network and enhance their career potential, whether it is through studying abroad for a semester, interning during the summer, case cracking, fundraising or participating in one of our many student-run clubs.

Some of the most successful leaders in the world have walked through our corridors as BCom students. We look forward to welcoming you as a future member of our distinguished community.

Steve Fortin

Professor and Associate Dean of Student Affairs – BCom Program



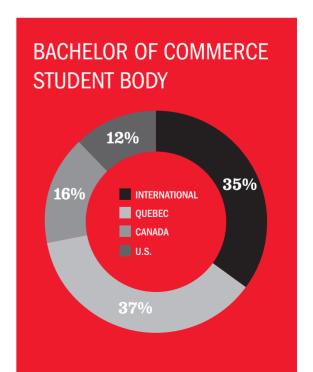
WORLD-RENOWNED MCGILL UNIVERSITY

McGill University, known for its high academic standards, leading-edge research and prominent professors, has earned a reputation as one of the world's leading universities. For 12 straight years, McGill has been ranked among the Top 25 in the QS World University Rankings. With students coming to McGill from more than 150 countries, the University is a microcosm of our increasingly globalized world.



THE BACHELOR OF COMMERCE PROGRAM AT MCGILL UNIVERSITY'S DESAUTELS FACULTY OF MANAGEMENT ATTRACTS TOP STUDENTS FROM AROUND THE WORLD.

The Bachelor of Commerce program at McGill University's Desautels Faculty of Management attracts top students from around the world. We have the most selective and rigorous admission standards of any undergraduate business program in the country. Our student body is one of the most culturally and linguistically diverse in the country, hailing from over 75 countries. Over 80% of Desautels' world-renowned professors are originally from abroad, making it the most international faculty of any school in North America. This unique multicultural environment provides our students with an exclusive opportunity to learn and develop in many ways beyond academics, opening doors across the globe.



WORLDLY

MEET SOME OF THE MEMBERS OF OUR LEADING INTERNATIONAL FACULTY



Saibal Ray

INDIA AND CANADA

Operations Management | PhD from University of Waterloo

Professor Ray's research interests are related to supply chain management. He is specifically interested in studying supply chain risk management, retail operations management and supply chain issues related to the agri-food and natural resources sectors. Most of his research is at the interface of operations and marketing. He has received multiple awards including a Teaching Excellence Award from the Quebec Government and a McGill University Distinguished Teaching Award for undergraduate programs. He teaches Operations Strategy at the BCom level.

Patrick Augustin

LUXEMBOURG

Finance | PhD from Stockholm School of Economics

Professor Augustin's research interests include derivatives, risk management, empirical asset pricing, sovereign credit risk and macro-finance. He has published in the Journal of Financial and Quantitative Analysis and in the Journal of Investment Management. His research on M&A insider trading has received broad media coverage in the Wall Street Journal, New York Times, Fortune, Time, Maclean's and more. Before joining academia, he worked as a structured credit officer at Dexia and as attaché to the Luxembourg Ministry of Foreign Affairs. He teaches Financial Derivatives at the BCom level.

Emmanuelle Vaast

FRANCE

Information Systems | PhD from Ecole Polytechnique, Paris

Professor Vaast is fascinated by new practices and societal changes associated with digital innovation and social media. Some of the themes she has studied include new organizational dynamics associated with professional identities and practices, the emergence of new organizational dynamics and forms of social engagement and collective action with social media and digital technologies. She teaches Managing Information Technology, Technology and Innovation for Sustainability and Information Systems at the BCom level.







Consistently rated by The Princeton Review as one of North America's best "college towns," it is easy to understand why Montreal, with its population of 3.8 million, has the highest number of students per capita of all major North American cities. Montreal is an affordable and "green" oasis for out-of-town students, with safe, trendy and bike-friendly neighborhoods surrounding McGill's leafy downtown campus.

These enticing districts become the nexus of action for the city's numerous festivals and sporting events, which draw millions of visitors annually. Escape the action in the many parks and gardens that are inter-connected by pedestrian lanes and bike paths, offering residents and visitors old-world charm and tranquility. As a major technological and transportation hub, Montreal makes it easy for Desautels students to remain connected to the rest of the world. The city is less than 90-minutes by plane from Toronto, New York, Boston, Philadelphia, and Washington, and day-trips to Ottawa and historic Quebec City are popular.

Montreal is culture.

Montreal Museum of Fine Arts | McCord Museum of Canadian History | Museum of Contemporary Art | Canadian Centre for Architecture | Place des Arts, Quartier des Spectacles | Les Grands Ballets Canadiens | Montreal Symphony Orchestra

Montreal is festivals.

Come summer or winter, if you live in Montreal, you can rest assured that there will be a festival in a neighbourhood near you. Montreal bustles with festivals for any reason during every season, including Les Francofolies de Montréal, Montreal International Jazz Festival, Just for Laughs Festival, Montreal Fashion & Design Festival, Osheaga Music and Arts Festival, Igloofest, Montreal Highlights Festival, just to name a few.

Montreal is a sports capital.

The National Hockey League's Montreal Canadiens, 24-time winners of the Stanley Cup | The Montreal Impact professional soccer club of the Major League Soccer (MLS) league | The Montreal Alouettes, winners of the Canadian Football League's 2010 Grey Cup Championship | Grand Prix du Canada | Rogers Cup international men's and women's tennis championship | NASCAR | Tour de I'Île de Montréal



FLEXIBLE CURRICULUM

The learning experience is unique, combining a solid disciplinary foundation with great flexibility. It allows students to design and personalize their education without compromising the fundamentals of rigorous management training. Students have the option of developing highly specialized skills and build their technical capability or pursuing a more liberal, well-rounded education.

GENERAL MANAGEMENT

Students in General Management acquire a solid business foundation by completing a minimum of two Concentrations, or combining one Concentration with a Minor from another faculty. This option allows them to diversify their business background and explore non-management programs or electives.

MAJORS AND HONOURS

Students focus their studies in one of the following areas in order to gain maximum exposure in their preferred field. The BCom Program's highly flexible curriculum balances breadth and depth in management education.



Options include:

- Major or Honours
- Major or Honours & a Concentration
- Major or Honours & a Minor in another Faculty
- One Concentration and a Minor in another Faculty
- Two Concentrations
- Three Concentrations

Majors (30-39 credits) include:

- Accounting
- Economics
- Finance
- Information Systems
- · International Management
- Labour-Management Relations
 & Human Resources
- Managing for Sustainability
- Marketing
- Mathematics
- Statistics
- Strategic Management

Concentrations (15 credits) include:

- Accounting
- Entrepreneurship
- Finance
- Information Systems
- International Business
- Labour-Management Relations and Human Resources
- Managing for Sustainability
- Marketing
- Operations Management
- · Organizational Behaviour
- Strategic Management (Global Strategy or Social Business & Enterprise)

Honours options include (credits vary):

- Honours in Economics
- · Honours in Investment Management
- Joint Honours in Economics and Accounting
- Joint Honours in Economics and Finance

HONORS IN INVESTMENT MANAGEMENT (HIM)

Honours in Investment Management (HIM) creates a unique value exchange between leading industry experts, world-class finance professors and our outstanding students. This program provides students with a competitive edge by offering hands-on education in financial analysis, portfolio management, corporate finance, global investments, risk management and hedge-fund investing. All HIM students work for Desautels Capital Management, a student-run investment firm managing approximately \$2 million in assets. Graduates of the program are prepared for CFA, CAIA, FRM and PRM accreditations.

"For students, it can be challenging to bridge the gap between theory and practice. Thus, we are often advised to seek experiences outside the classroom in order to better grasp how industry practitioners go about their work. The Honours in Investment Management program is eye-opening because it brings these experiences directly to you. Through face-to-face meetings with financial experts, exposure to real-life investment decisions, guidance from professors with industry experience, the program allows students to obtain a more well-rounded financial education. The program certainly helped me develop an edge in regard to entering the job market. The exhaustive and relevant curriculum, on-the-job experience at Desautels Capital Management, and numerous networking opportunities are all tremendously beneficial for securing internships and eventually landing full-time positions after graduation."

PERSONALIZED

MAJOR IN INTERNATIONAL MANAGEMENT (MIM)

Major in International Management (MIM) is a unique, interdisciplinary program best suited to students who wish to combine business studies with global studies, foreign language proficiency and experiential learning. Students in this multifaceted program develop global awareness along with strong practical and theoretical business skills. MIM students can choose from a wide variety of regional or topical courses dealing with three themes: comparative global studies; global politics and economy; and global well-being and development. In addition, students will acquire advanced language skills essential for practicing business in an increasingly borderless global economy.

"I chose the Major in International Management because I have always valued a multidisciplinary educational approach. I love how the program includes a minor in the Faculty of Arts, a language component and an experiential learning component. The group projects in my MIM courses provided an incredible amount of insight and covered all aspects of transnational businesses. They also provided me with the opportunity to collaborate with students from many different countries, who all brought unique approaches to business issues. One of the highlights of my MIM experience was studying abroad at ESADE University in Barcelona during my second year. Being able to take international business courses while truly living internationally is an incredibly gratifying, informative, and enjoyable experience and I am truly grateful that the MIM program is so encouraging regarding academic exchange opportunities. Regardless of my future career path, I know that the MIM program will provide me with a global perspective applicable to all aspects of business"

Megan Levy, BCom student,
 Major in International Management







HELPING YOU MAXIMIZE YOUR CAREER POTENTIAL

At the Soutar Career Centre at the Desautels Faculty of Management, we know that preparing our students to succeed professionally goes beyond academics, and so we actively engage them from the moment they enter the Faculty.

We help students chart their own unique career paths and offer personalized advising to help them reach their goals. We offer numerous workshops, information sessions, trips to Toronto and New York, Mentorship and Peer Advisor programs, and an annual Desautels Career Fair, to better prepare students to take charge of their futures. Students are also encouraged to demonstrate their leadership and ability to impact their environment through participation in a variety of student-initiated activities.

At Desautels, you will not only be prepared for a great job right after graduation, but also for the longer-term in a sustainable career.

Marie-José Beaudin

Executive Director, Career Services

Soutar Career Centre at the Desautels Faculty
of Management

CAREER SERVICES

Desautels' Career Services is dedicated to helping students develop career management skills and explore career paths that enable them to achieve their career goals. In their first year, students are encouraged to partner with their individually assigned Career Advisor. Advisers assist students in fine-tuning their professional skills through one-on-one counseling and guidance, résumé and cover letter review, career fairs, interview preps, mock interviews, and through career strategy workshops.

Networking and connecting with employers and alumni are key career development strategies for our students. Career Services hosts many employers and alumni on campus during an annual Desautels Career Fair, and through various workshops and events. Recruiting trips are organized each year in major cities

(e.g. New York and Toronto).

By fully tapping into the tools and personalized resources Career Services has to offer, students are apt to identify their areas of interest, understand the hiring process and effectively target their career of choice.

BCOM STUDENTS HAVE ACCESS TO:

- Career Prep 101, a mandatory workshop that helps all students understand the resources available to them while studying at the Desautels Faculty of Management.
- The Career Resource Portal, an online tool used exclusively by BCom students and the home of all career resources, which are listed by discipline of study.
- An online career assessment test, called CareerLeader, which sheds light on the direction students should explore as potential career paths.
- The BCom Mentorship Program matches BCom alumni across
 the globe with students based on concentration, country, and
 city. Currently, there are nearly 600 mentors in the BCom
 mentoring pool in locations around the world.
- The Peer Advisor Program in which current students help fellow students learn about the various resources at the Soutar Career Centre.

"The exceptional members of the Soutar Career Centre helped me find employment, learn how to properly communicate in the business world, learn how to network effectively, and ultimately, to prepare myself for my career. I tip my hat to their fantastic work!"

Joël Taillefer, BCom'14,
 Junior Consultant / Staff Accountant, KPMG Canada



GLOBAL NETWORK FOR LIFE

Graduates from the Desautels Faculty of Management at McGill University are recognized as being among the most internationally mobile in the world and who are eager to make a positive contribution to their profession and communities. Our globally-minded graduates are prepared to assume leading roles in an ever more international business environment.

With more than 250,000 McGill alumni living almost every country on Earth — our graduates are part of an exceptional network. The combination of a Bachelor of Commerce from the Desautels Faculty of Management and the relationships formed here will open doors and provide endless opportunities for the rest of our graduates' lives.



THE FOLLOWING REPRESENT JUST A SMALL SAMPLE OF THE OVER 21,000 HUGELY SUCCESSFUL BCOM ALUMNI WE HAVE AROUND THE GLOBE:

Aldo Bensadoun, BCom'64

CEO, The Aldo Group

David A. Brown, BCom'66

President and CEO, Layne Christensen Company

Jean-Francois Courville, BCom'91

Executive Vice President and COO,

RBC Wealth Management

Paul Desmarais, Jr., BCom'77

Chairman and Co-CEO, Power Corp. of Canada

Sheila Fraser, BCom'72

Former Auditor General of Canada

Mark Hantho, BCom'81

Vice-Chair, Global Co-Head, Deutsche Bank (NY)

Thomas Monahan, BCom'79

President and CEO, CIBC Mellon

Richard Pound, BCom'62, BCL'67, LLD'09

Chancellor Emeritus, IOC Vice-President,

CEO of WADA

William Shatner, BCom'52

Actor

Fred Steer. BCom'71

CFO, Montreal Canadiens Hockey Club



EXCEPTIONAL ALUMNI NETWORK

Jean-François Courville, BCom'91

Executive Vice President and Chief Operating Officer, RBC Wealth Management

Jean-François is responsible for RBC Wealth Management's global support groups, continuing and evolving the focus on supporting all geographic businesses with investment advisory and fee-based solutions, credit and cash management, brand and marketing, as well as operations and technology. He also has responsibility for RBC Wealth Management's overall strategy and oversight of the group's strategic growth initiatives.

J-F joined RBC Wealth Management from Manulife Financial Corporation, where he was President & CEO of Manulife Asset Management. Prior to that, J-F was President and CEO of State Street Canada.

J-F is very active in the community, notably as Past Chair of the Board of Habitat for Humanity Toronto and as a member of the Faculty Advisory Board of the Desautels Faculty of Management at McGill University. He is also a founding member and director of Toronto-based cycling philanthropy club, Les Domestiques, which has helped raise tens of millions of dollars for various charities across North America since 2009.

He holds a Bachelor of Commerce degree in Finance and International Business from McGill University in Montreal, and has a CFA designation.

J-F was named to the list of Canada's Top 40 Under 40, 2005.



Jennifer Heil, BCom'13 CANADA

Olympic Champion, Freestyle Skiing (Moguls)

Jennifer Heil is an Olympic freestyle mogul skier and community service activist. She won the Olympic Gold medal in Torino (2006) and the Silver medal in Vancouver (2010). She is also a four-time World Champion and five-time overall World Cup Champion. Jenn defines success beyond the medals by giving herself the freedom to perform and creating the opportunity to be at her best.

Jennifer believes opportunity should be shared and that is why she raised \$1 million for the Because I am a Girl initiative that advocates for access to education to empower young women around the world. She also co-founded B2ten, a privately funded organization that supports Olympic athletes in attaining their potential.

Jenn lives in Montreal and graduated from McGill University in 2013 with a Bachelor of Commerce degree. She is a public speaker, TV presenter, and commentator. One of her passions is inspiring fellow Canadians to get active and to live healthy and confident lives.

"Whether competing at the Olympic Games or performing in the classroom, I love the challenge of reaching my full potential." Desautel's Faculty of Management's high academic standards and vibrant student community provided me with the opportunity to do just that."

> Jennifer Heil, BCom student, Major in International Management





BRINGING INDUSTRY INTO THE CLASSROOM

EXPERTS PANELS

Our Expert Panels are composed of over 150 alumni and friends, allowing our students personalized opportunities to engage with our alumni in:



Global strategy and leadership



Investment management



Marketing



Technology and innovation management

Panel members contribute to our Faculty by giving guest lectures, serving as mentors and hiring our students and graduates as interns, among many other contributions. Members also join us in meetings held in Boston, London, Montreal, New York City and Toronto to hear Faculty updates and provide feedback.

Expert Panel member Andy Nulman, BCom'83, CEO of Montreal's world-famous Just for Laughs, taught a course to our BCom students, Marketing and Society, in Winter 2014. He used YouTube's Creator Playbook, an online branding manual, to help students create a completely branded video channel.



INTERNATIONAL EXCHANGE

International management is emphasized throughout our curriculum, regardless of specialization. In addition, international exchanges are offered with leading management schools worldwide, including Peking University - Guanghua School of Management, Manchester Business School, Católica Lisbon School of Business and Economics, HEC Paris and HKUST.

Students are encouraged to take advantage of opportunities to study abroad for a term or year. The international exposure and academic experience gained by taking part in student exchanges have positive implications for students' future aspirations. Through this program, students may study and earn academic credits at over 70 universities in countries around the world. Exchange opportunities are open to students in most specializations.

HOT CITIES

The Hot Cities of the World Tour is an innovative course that brings our BCom students out of the classroom and their comfort zones, and right into the hotbeds of economics, commerce, culture, finance, and national competitiveness. During the trip, students also undertake a project supporting a local cause. Students have raised nearly \$40,000 for causes around the world through this course.

"As the tour is designed for management students, they'll see what macro influences encourage people to do business the way they do in an economy like Mongolia's, which has seen vast change in the past decade. It's a chance to see first-hand how businesses work while giving back and engaging with a charity on a sustainable, long-term level."

Mia Bernhardt, BCom'14,
 Participant of the 2014 Hot Cities of the
 World Tour to Mongolia and South Korea



INTEGRATE



NTEGRATED

OUTSTANDING STUDENT LIFE

From conferences and student clubs to international case competitions, the Desautels BCom program offers students a wealth of extracurricular activities to help enhance their management skills and forge relationships to last a lifetime. The award-winning Management Undergraduate Society (MUS) provides student representation on all major committees relating to services and academic policies within McGill and Desautels; our Faculty is one of the few management schools that provides students with such a direct voice in shaping their degree.

The MUS offers students an array of events and services steeped in the traditions of philanthropy, fun, student orientation and, of course, academic excellence. MUS activities include social events such as Management Frosh

Week, academic events such as the Desautels Business Conference on Sustainability, and philanthropic events such as an annual AIDS benefit fashion show. Each year, our BCom students raise nearly \$65,000 for various charitable causes.

Desautels BCom students have more than proven themselves through their highly successful performance in a variety of local and international case competitions, contributing to the ongoing achievements of the Faculty. The MUS is consistently awarded the Student Society of the Year award from the Student Society of McGill University, which is a clear reflection of its accomplishments and student focus.

CLUBS

Desautels Business Technology Club

Desautels Exchange Network

Desautels Sports Management Club

International Management Association

Junior Enterprise Desautels

MUS Marketing Network

Management Accounting Society

Management Consulting Association

Management Sustainability Network

McGill Students' Entrepreneurs Society

McGill Students' Investment Club

OUTlook on Business

COMPETITIONS AND CONFERENCES

Desautels Management Leadership Seminar

Desautels Business Conference on Sustainability (DBCS)

Desautels Management Leadership Seminar (DMLS)

Entertainement Management Conference (EMC)

Fashion Business Uncovered (FBU)

Financial Open

Happening Marketing (HM)

JDC Central (JDCC)

Jeux du Commerce (JDC)

McGill Ambassador Program

The Desautels Case Competition (DCC)

FVFNTS

Philantropic

Casco

Five Days for the Homeless

McGill Cancer Auction

P[h]assion

Socia

4@7

Desautels Engagement Committee

Frosh Week

Management Carniva

MUS Concert Series

ADMISSIONS

The Desautels Faculty of Management Adminssion to DFM programs is highly selective and fulfilment of minimum admission requirements does not guarantee acceptance. For information on how to apply, please consult the McGill application website: http://www.mcgill.ca/applying/.

Please note that the BCom Office does not handle admissions.



FINANCING

Various scholarships, prizes and medals are available for returning and graduating students. Registered students are automatically considered by the Undergraduate Scholarships Committee for each award for which they are eligible.

A complete list of Desautels scholarships can be found at the following Web page: mcgill.ca/studentaid/scholarships-aid.





Giulia Campofredano

Senior Adviser and Program Manager

Heather McCombie

Senior Adviser and Administrative Manager

"Every day, we have the pleasure of helping our talented and passionate BCom students become accomplished graduates ready to take on the world. Based on our experience, we know that you will love it here. Our highly diverse professoriate and student body is unmatched and will provide you with an enriching learning experience. Our program is designed to suit your needs through its flexibility and many interdisciplinary options. There is also plenty to do outside the classroom to enhance your leadership potential and create lifelong relationships. Whether it is case cracking, joining a student club, raising money for charity, or even spending a semester abroad, there's something for everyone. Not to mention that we are located in downtown Montreal. For those out-of-towners, you will study in a multicultural, bilingual and safe city that offers a taste of both Europe and North America. We look forward to welcoming you to our BCom family!"

