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Movers, shakers, impact makers 34

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An MBA degree from the Desautels Faculty of Management is internationally recognized. Our esteemed reputation is not only owed to the talent of our students and the expertise of our faculty, but also to our holistic approach to education.

At Desautels, we offer a cross-disciplinary program that integrates academic rigor with the real world of business. Our students learn to lead organizations effectively, while also upholding the values of integrity and social responsibility.

We are proud to provide the leaders of tomorrow with the resources to achieve their goals and make a valuable impact on society.

—Isabelle Bajeux-Besnainou
Dean, Professor of Finance
01 - Sujata Madan, INDIA, Professor of Practice, Finance
02 - Mo Sedki, CANADA, MBA’14, Program Manager, Project Aura, Google
03 - Philippe Levy, CANADA, Faculty Lecturer, Accounting
04 - Natasha Sakina Alani, USA, MBA’17
05 - Aigerim Malikova, REPUBLIC OF KAZAKHSTAN, MBA’17
06 - Philippe Marcotte, CANADA, MBA’16, Associate, McKinsey & Company
07 - Darren Entwistle, CANADA, MBA’88, President and CEO, TELUS
08 - Margarita Komarova, CANADA/USA, MBA’17
Become a leader

Many great business minds choose to pursue their MBA at Desautels

Want to be a mover, shaker or impact maker? Then join an MBA program known internationally for developing worldly leaders with a global perspective and a holistic approach to problem-solving. A unique combination of curriculum and practical experience. Celebrated professors and leading industry experts. A diverse student body. First-hand global experience through our international study trip. This is the winning formula for producing graduates who display strong analytical ability, creativity, teamwork and responsible leadership.

Ali Aldamanhori, MBA’15
Associate, McKinsey & Company in Dubai
With 39,500 students, 250,000 alumni and a reputation for excellence that reaches around the globe, McGill has carved out a spot among the world’s greatest universities.

Our diverse group of accomplished students have journeyed from all over the world to study here in Montreal, a culturally-vibrant city where Europe meets North America. McGill’s Desautels Faculty of Management is located right in the heart of downtown.

Montreal is ranked number 1 in Canada and among the Top 10 in the world as a student-friendly city with almost a third of its population born outside of Canada, so if you’re coming from abroad, you’ll feel right at home.

Why students who can go anywhere come here
Cutting-edge education. It’s what we at the Desautels Faculty of Management have long been committed to. But we don’t just stop there. In fact, we like to bring that cutting-edge innovation onto the international stage.

Our professors come from all over the world. Most have worked on research projects abroad and many continue to have international collaborations, thereby bringing a strong global perspective to the classroom. We also enlist the help of world-wide industry leaders to ensure that our program remains relevant, both to students and employers, and in touch with today’s business realities.

Students typically hail from every corner of the globe, come from a wide variety of cultures and backgrounds, and possess highly diversified educational and work-related experience.

Our distinguished Desautels global alumni network is not only available to you as a student, but you’ll be proud to be a member for many years after graduation.
ACCESS TO THE WORLD’S BEST

A SAMPLING OF DESAUTELS’:

STUDENTS
(Country of origin)

PROFESSORS
(Country of origin)

ALUMNI
(Where they are working now)
At the Desautels Faculty of Management, we strive to develop worldly leaders with integrity who can manage across disciplines in order to lead anywhere in the world.

Taking advantage of McGill University’s great international reputation, our students learn from classmates and top professors from across the globe, capitalizing on a rigorous academic education integrated with the real world of business.
Change is the one true constant in the business world. At Desautels, we believe it is important that our MBA produces leaders of tomorrow. We will help bring your career to the next level and get you ready to adapt as you advance forward and upward.

—Steve Fortin, PhD, CPA, CA
Associate Professor of Accounting
Academic Director, MBA Programs
Richter Teaching Fellow
Your next two years

Our McGill MBA program will enable you to lead effectively and responsibly in an increasingly complex and interconnected world. The unique integrated management approach will allow you to work across managerial boundaries and to fully understand how organizations function as a whole, and in an international context.

ACADEMICS

DEVELOPING YOUR WORLDLY AND INTEGRATED PERSPECTIVE

LAYING THE FOUNDATION

› Business Statistics
› Financial Accounting
› Math for Finance

INTEGRATING DISCIPLINES

› Global Leadership
› Business Tools
› Managing Resources
› Value Creation
› Markets & Globalization

SPECIALIZING

INTERNATIONAL 10-DAY STUDY TRIP

Choosing your Concentration

CAREER & PROFESSIONAL DEVELOPMENT

BUILDING BLOCKS

› Prep Work (July)
› Meet your Career Team
› Career Strategy Kick-Off

ONGOING PERSONALIZED COACHING / NETWORKING / MENTORING

› Professional Essentials
› Problem Solving
› Crafting Documents
› Influencing Others
› Personal Presence

INTERNSHIP RECRUITMENT

FIRST YEAR

August | Fall | Winter | Spring
<table>
<thead>
<tr>
<th>Second Year</th>
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<tbody>
<tr>
<td>Summer</td>
<td>Fall</td>
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</tbody>
</table>

**Gaining Experience**

**Internship / International Exchange / Practicum**

**Specializing (Continued)**

- Global Strategy & Leadership
- Finance
- Marketing
- Business Analytics

**Graduation & New Career**

**Full-Time Recruitment**

mcgill.ca/mba/academics
“We bring a worldly approach to today’s business realities and much of the uniqueness and success of the program stems from the rich diversity of its student body.”

—Demetrios Vakratsas
Interim Vice Dean (Programs)
Associate Professor, Marketing
We take a different approach to success

**LAYING THE FOUNDATION**

Base Camp allows you to brush up on fundamental quantitative methods, such as Business Statistics, Financial Accounting and Math for Finance.

**BUILDING YOUR KEY SKILLS**

Throughout the year, a number of key workshops cover career development, presentation skills and analytical thinking in order to integrate hard and soft skills.

Integration of disciplines is achieved through a unique set of Core modules during the first semester, each taught by a team of professors.
Four ways to make your mark

Once you have a solid foundation, you can choose to specialize in at least one of four concentrations:

**GLOBAL STRATEGY & LEADERSHIP**

“Global Strategy & Leadership provides an integrated approach to leading and managing organizations and helps students develop skills needed in consulting, strategic planning, talent management and business development.”

— Professor Omar Toulan

**FINANCE**

“The Finance concentration will give you the tools to keep up with the rapid pace of financial innovation and prepare you for career opportunities in all areas of finance.”

— Professor Benjamin Croitoru

**MARKETING**

“The Marketing concentration provides an optimal mix of analytical and creative tools needed to excel in today’s dynamic marketplace.”

— Professor Saurabh Mishra

**BUSINESS ANALYTICS**

“The skills, tools, and knowledge that students acquire in the Business Analytics concentration prepare them for the increasingly data-rich business world where data-driven decision making is critical.”

— Professor Mehmet Gumus
“I am a more experienced, worldly and professional individual after my two years at Desautels.”

— Liam Sobey, MBA’15
Director of Category Management Optimization, Sobeys in Toronto
“The international trip is a unique opportunity to see the world through a different lens. Best of all, you learn what books can’t teach. You get to know the culture, meet people, and develop relationships with those who after a year are your “family away from home”. The memories and lessons you take away are ingrained for a lifetime.”

—Ximena Camacho, MBA’16, Marketing Associate, The Janssen Pharmaceutical Companies of Johnson & Johnson in Toronto
10 days that will last a lifetime

Unique to the Desautels MBA program, our integrated 10-day organized study course will provide you with an unparalleled opportunity to adopt a worldly outlook.

This course will find you and your entire cohort visiting an international city renowned as a significant business destination.

You and your classmates will have the opportunity to visit multiple companies, meet with senior executives, and truly experience business in that country.

You will be exposed to the fundamental issues an organization needs to consider when entering a foreign market and the challenges involved in operating an international business. These encompass the strategic issues as to "why" and "where", as well as more tactical issues that address the "how" to enter and operate in a foreign market. As a built-in component to the curriculum, this unique course and the international settings afford exploration of all the learning covered in the first year of the program.

Exclusive to McGill!

mcgill.ca/mba/international-study
Building a career calls for both theoretical training and hands-on practice, not to mention developing a wide professional network. The Desautels Faculty of Management offers MBA students the opportunity to gain valuable industry experience through a comprehensive internship program. We will work closely with you to help select the field and organization that best suits your interest and goals. In addition, you may also decide to participate in our International Exchange Program, or opt for a Practicum, analyzing a specific facet of an existing organization, industry or your own professional experience.

GAINING EXPERIENCE

Integrating hands-on experience

**YATIN SINGAL**
IBM
Toronto

**LIANG IRENE XUE**
PSP Investments
Montreal

**GABRIEL WERKHAIZER**
Scotiabank
Toronto

**DEEPTI KAUL**
AIMIA
Montreal

Gain valuable industry experience through paid internships at leading organizations in Canada and around the world.
Ekaterina Zinovyeva, MBA’17, Scotiabank in Toronto
& Catherine Du Pont, MBA’17, RBC Capital Markets in Toronto
Recipients of the Heather L. Main Memorial Scholarship Fund
Learn from the world’s best

Our professors come from all over the world, boasting top-notch expertise which they bring to the classroom in novel and engaging ways: integrated current topics, co-teaching, and experiential learning.

PROFESSORS

01 - Geneviève Bassellier, CANADA, Associate Professor, Information Systems
02 - Steve Maguire, CANADA, Director, Marcel Desautels Institute for Integrated Management; Professor, Strategy and Organization
03 - Saurabh Mishra, INDIA, Associate Professor, Marketing
04 - Francesca Carrieri, ITALY, Associate Professor, Finance
05 - Jui Ramaprasad, USA, Associate Professor, Information Systems
06 - Benjamin Croitoru, FRANCE, Associate Professor, Finance
07 - Omar Toulan, USA, Associate Professor, Strategy and Organization
08 - Margaret Graham, USA, Associate Professor, Strategy and Organization
## Bringing the real world to you

It is our focus to integrate real-world thinking and approaches by bringing the world’s best to our students.

Our students get the once-in-a-lifetime chance to learn from the wisdom and experiences of top executives from across the globe and interact with these leaders.

### 1/ CEO SPEAKERS

Regular Q&A events are held with CEOs and industry leaders on a wide range of topics. MBA students also have the chance to attend lunches in a small group setting with various CEO speakers to discuss an array of subjects.

### 2/ GUEST LECTURERS

Desautels taps into its vast network of alumni and expert panel members to host innumerable guest lecturers who share their experience, innovations and challenges with students.

### 3/ INTERNATIONAL FACULTY ADVISORY BOARD

These highly successful industry leaders from around the globe provide regular support and recommendations to our Dean and Faculty.

### 4/ EXPERT PANELS

Expert Panels are comprised of 30 to 50 leading professionals in areas such as Marketing, Finance, Global Strategy & Leadership, and Business Analytics. These top executives from around the world help our students gain valuable industry exposure by bringing their experience into the classroom through lectures, live cases and projects.

### 5/ DOBSON CENTRE FOR ENTREPRENEURSHIP

The Dobson Centre is the hub for entrepreneurial activities within the university, engaging the McGill community through entrepreneurial education, workshops, speaker events, advising, competitions, and several other initiatives.
Lili de Grandpré, MBA’81
Managing Director, CenCEO Consulting, International Faculty Advisory Board Member
Take your career to the next level

We offer career development and preparation designed to meet the needs of each student through:

▷ An emphasis on individual needs, goals and aspirations during the MBA program

▷ A comprehensive suite of tailored career services including industry-specialized 
  advising, mentorship, internships, 
  a multitude of networking events and 
  recruiting opportunities with the world’s leading organizations

“Personal success is yours to define. It depends on your ownership and determination. If you drive with passion, we’ll help you navigate the road to success.”

—Marie-José Beaudin
Executive Director, Career Services
Mo Sedki, MBA '14
Program Manager, Project Aura, Google in San Francisco
Start writing your own story

At the Desautels Faculty of Management, we are focused on ensuring our graduates hit the ground running. We adopt a very personalized approach through small class sizes, an array of career services and student-led groups and activities.

We also organize numerous company information sessions and career events so that students can obtain more in-depth knowledge about different jobs and industries and, most importantly, build a wide professional network. Desautels graduates are not only prepared for a great job right after graduation, but also rapid advancement throughout their careers over the long run.

Anelise Eichinger, MBA’16
Finance Esprit Programme Associate, GSK in the United Kingdom

Leveraging the Experience of Business Leaders

Our MBA Mentorship Program provides an amazing opportunity for students to engage in important dialogue with leading executives. One-on-one relationships provide invaluable insight into your specialized field, while creating multiple networking opportunities with successful business professionals.
Our MBA employment results

#1 IN CANADA* FOR AIMS ACHIEVED & CAREER PROGRESS

<table>
<thead>
<tr>
<th>COMPENSATION INFORMATION (expected upon Graduation)*</th>
<th>MEAN</th>
<th>MEDIAN</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salary</td>
<td>$84,000</td>
<td>$80,000</td>
</tr>
<tr>
<td>Signing Bonus**</td>
<td>$13,800</td>
<td>$5,000</td>
</tr>
<tr>
<td>Guaranteed Compensation***</td>
<td>$9,410</td>
<td>$6,550</td>
</tr>
<tr>
<td>Other Non-Guaranteed Compensation (Expected)</td>
<td>$10,625</td>
<td>$9,500</td>
</tr>
</tbody>
</table>

* All compensation information is quoted in CDN$ and based on 2014-2015 final results. Compensation data based on 67% survey completion for that section.
** 19% of employed students who reported salary information reported receiving a signing bonus.
*** 17% of employed students who reported salary information reported receiving guaranteed compensation.
- 61% of employed students who reported salary information reported receiving other non-guaranteed compensation.

<table>
<thead>
<tr>
<th>COMPENSATION BY FUNCTIONAL AREAS</th>
<th>% OF EMPLOYED STUDENTS</th>
<th>MEAN SALARY</th>
<th>BASE SALARY RANGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>CONSULTING</td>
<td>17%</td>
<td>$93,200</td>
<td>$65,000 - $136,000</td>
</tr>
<tr>
<td>FINANCE</td>
<td>28%</td>
<td>$82,900</td>
<td>$70,000 - $140,000</td>
</tr>
<tr>
<td>GENERAL MANAGEMENT</td>
<td>20%</td>
<td>$92,400</td>
<td>$75,000 - $127,000</td>
</tr>
<tr>
<td>MARKETING &amp; SALES</td>
<td>24%</td>
<td>$70,100</td>
<td>$50,000 - $103,000</td>
</tr>
<tr>
<td>OTHER</td>
<td>11%</td>
<td>$87,400</td>
<td>$70,000 - $100,000</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CANADA</th>
<th></th>
<th></th>
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<tbody>
<tr>
<td>- Aimia</td>
<td>- Johnson &amp; Johnson</td>
<td></td>
</tr>
<tr>
<td>- Aldo</td>
<td>- KPMG</td>
<td></td>
</tr>
<tr>
<td>- BCG</td>
<td>- McKinsey &amp; Company</td>
<td></td>
</tr>
<tr>
<td>- Bell Canada</td>
<td>- Mercer</td>
<td></td>
</tr>
<tr>
<td>- BMO Capital Markets</td>
<td>- Merrill Lynch</td>
<td></td>
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<tr>
<td>- Bombardier</td>
<td>- Michael Kors</td>
<td></td>
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<tr>
<td>- CAE</td>
<td>- Morgan Stanley</td>
<td></td>
</tr>
<tr>
<td>- Caisse de dépôt et placement du Québec</td>
<td>- National Bank</td>
<td></td>
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<tr>
<td>- Capital One</td>
<td>- Novartis</td>
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<tr>
<td>- CGI</td>
<td>- Pfizer</td>
<td></td>
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<tr>
<td>- CGI</td>
<td>- Procter &amp; Gamble</td>
<td></td>
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<tr>
<td>- Deloitte</td>
<td>- PSP Investments</td>
<td></td>
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<tr>
<td>- Desjardins</td>
<td>- PwC</td>
<td></td>
</tr>
<tr>
<td>- Ernst &amp; Young</td>
<td>- RBC</td>
<td></td>
</tr>
<tr>
<td>- Export Development Canada</td>
<td>- Reebok</td>
<td></td>
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<tr>
<td>- GlaxoSmithKline</td>
<td>- Rio Tinto</td>
<td></td>
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<tr>
<td>- IBM</td>
<td>- Scotiabank</td>
<td></td>
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<tr>
<td>- Imperial Oil</td>
<td>- Sephora</td>
<td></td>
</tr>
<tr>
<td>- United Nations</td>
<td>- TD Bank</td>
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<table>
<thead>
<tr>
<th>INTERNATIONAL</th>
<th></th>
<th></th>
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<tbody>
<tr>
<td>- AIG</td>
<td>- Etihad Airways</td>
<td></td>
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<tr>
<td>- Amazon</td>
<td>- Google</td>
<td></td>
</tr>
<tr>
<td>- A.T. Kearney</td>
<td>- GSK (GlaxoSmithKline)</td>
<td></td>
</tr>
<tr>
<td>- Bain &amp; Company</td>
<td>- Hilti</td>
<td></td>
</tr>
<tr>
<td>- BCG</td>
<td>- KPMG</td>
<td></td>
</tr>
<tr>
<td>- BTC, Belgian Development Agency</td>
<td>- McKinsey &amp; Company</td>
<td></td>
</tr>
<tr>
<td>- CAE</td>
<td>- Mercer</td>
<td></td>
</tr>
<tr>
<td>- Christian Dior</td>
<td>- Navigant Consulting</td>
<td></td>
</tr>
<tr>
<td>- Credit Suisse Group</td>
<td>- PwC</td>
<td></td>
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<tr>
<td>- Deloitte</td>
<td>- Syngenta</td>
<td></td>
</tr>
<tr>
<td>- Deutsche Post DHL Group</td>
<td>- United Nations</td>
<td></td>
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<tr>
<td>- Yoma Bank</td>
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</table>

84% PLACEMENT WITHIN 3 MONTHS* — #1 IN CANADA FOR TWO-YEAR PROGRAMS*

* 84% placement based on 92% reporting
* Global Financial Times (FT) MBA Ranking 2016
**SAMPLE FULL-TIME CLASS PROFILE**

Desautels Students are Worldly

Exclusive Cohort of 70-90 Students

- Average age: 28
- Female students: 30%
- Average years of work experience: 5
- First language: English 40%, French 20%, Other 40%
  - Multilingual: 95%

30 Countries represented

- Student backgrounds:
  - Business: 35%
  - Engineering: 35%
  - Science: 20%
  - Social Science: 10%

Worldly allowing for a more personalized approach to teaching and career development.
Did you know?

There are countless opportunities to participate in student-led sports, industry specific clubs, and activities that match your particular interests and allow you to tailor your learning experience outside of the classroom to complement your classroom learning and past work experience.
Julia Hunter, MBA’16
Marketing Associate, Johnson & Johnson-Janssen Pharmaceuticals in Toronto
If you count yourself among the leaders of tomorrow, apply today

We take enormous pride in having helped develop numerous highly successful, responsible leaders and having enabled a multitude of graduates to achieve their goals.
In 2015 we celebrated the 50th anniversary of the first graduating MBA class and nominated the Top MBA Impact Makers—MBA alumni who have inspired positive change in their community, organization, industry or government.

**Impact.** How will you define it?

**MBA IMPACT MAKERS**

01 - Jonathan Goodman, MBA/BCL’94, Co-founder, President & CEO, Knight Therapeutics Inc.
02 - 2013 Hult Prize Winners, Aspire Food Group
03 - Lili de Grandpré, MBA’81, Managing Director of CenCEO Consulting
04 - Éric Fournier, MBA’91, Partner & Executive Producer, Moment Factory
05 - Alberta G. Cefis, MBA’79, Top 25 Most Powerful Woman in Banking (2014)
To find out more about these individuals and read their stories:
mcgill.ca/mbanext50

>>
Darren Entwistle, MBA’88
President and CEO, TELUS
Deanna Rosenswig, MBA’69
Banker, Social Entrepreneur, Author
Jesse Pearlstein, MBA’14
Associate, Investment Banking, BMO Capital Markets
2013 Hult Prize Winner
Eduardo Mandri, MBA’00
Co-founder and President, Tuango.ca
Bertrand Cesvet, MBA'88
Executive Chairman & Senior Partner, Sid Lee
Seymour Schulich, MBA’65
Entrepreneur, Philanthropist, Author
What’s needed to begin your journey

The Desautels MBA program is designed for high achievers who show strong managerial and leadership potential.

APPLICATION REQUIREMENTS INCLUDE

- **CURRICULUM VITAE**
- **TRANSCRIPTS** from undergraduate and other graduate degrees
- **INTERVIEW** with a Desautels MBA representative
- **GMAT** Graduate Management Admissions Test
  - OR -
- **GRE** Graduate Record Examination
- **TOEFL**
- OR -
- **IELTS** (when applicable)
- **MINIMUM OF TWO YEARS** of relevant full-time work experience after completion of an undergraduate degree
- **3 ESSAY QUESTIONS**
- **TWO LETTERS of reference**

Completion of the Graduate Record Examination (when applicable)
The language of instruction is English.

The program begins in August and lasts 20 months.

**ADMISSION DEADLINES**

Applications are reviewed on a rolling basis. We advise you to submit your completed application as early as possible as the program may reach maximum enrolment before the final deadline.

- **1ST ROUND** — November 1
- **2ND ROUND** — January 15
- **3RD ROUND** — March 15 (FINAL DEADLINE for International Students)
- **4TH ROUND** — May 1 (FINAL DEADLINE for Canadian Citizens and Permanent Residents)

Please see our website for additional dates and details: mcgill.ca/mba/admissions
Financing your MBA

The Desautels Faculty of Management has a large number of substantial MBA fellowships and awards available. These are based on many different criteria, including:

› LEADERSHIP
› ACADEMICS
› WORK EXPERIENCE
› ENTREPRENEURSHIP AWARDS
› AWARDS FOR WOMEN
› LOCAL AND GLOBAL FELLOWSHIPS
› AND MORE...

Prodigy Finance has been revolutionizing student finance with non-co-signer loans and focusing on funding international students admitted into the world’s top postgraduate business school programs. Loans are funded by a high-powered network of alumni, entrepreneurs and investors.

Program Tuition

Please refer to the tuition section of our website for further details.

PRODIGY FINANCE

has been revolutionizing student finance with non-co-signer loans and focusing on funding INTERNATIONAL STUDENTS admitted into the world’s top postgraduate business school programs. Loans are funded by a high-powered network of alumni, entrepreneurs and investors.

EXCLUSIVE FINANCING

Our exclusive partnership with Desjardins Financial Group allows future students who are Canadian citizens or permanent residents potential access to a line of credit of up to CDN $90,000 at the prime rate.

Includes:

› Base Camp
› 10-day international study trip
› Many students are able to reduce their costs substantially through scholarships, bursaries or awards
› Estimated living expenses for a single student studying full time and residing in downtown Montreal: CDN$20K per 12-months (approximately)

mcgill.ca/desautels/mba/program/tuition/scholarship
mcgill.ca/mba/tuition
Recruitment and admissions: contact us

MARIE-EVE ROY
Director, Recruitment & Marketing, MBA Programs
me.roy@mcgill.ca

CARINE NAHMAN
Associate Director, MBA Recruitment
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KEUM-YEO BROCHET
Associate Director, MBA Recruitment
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ANTOINETTE MOLINO
Associate Director, MBA Admissions
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1001 Sherbrooke Street West, Room 302
Montreal, Quebec H3A 1G5, Canada

Tel.: +1 (514) 398-4066
Fax: +1 (514) 398-2499

General Information

mba.mgmt@mcgill.ca
mcgill.ca/mba
facebook.com/desautelsmcgill
twitter.com/desautelsmcgill
PROFESSIONAL PART-TIME MBA

The Professional MBA is a unique part-time program for working professionals from different fields.

mcgill.ca/pmba

INTERDISCIPLINARY PROGRAMS

MBA-Law and MD-MBA options provide students with a specialized knowledge base while preparing them for management and leadership roles.

mcgill.ca/mba-programs

Did you know?

Collins Oghor, MDCM/MBA’18, & Michele Orr Gaucher, B.C.L., LL.B, and MBA’17
We are pleased to announce that McGill University’s Desautels Faculty of Management has been granted the prestigious European Quality Improvement System (EQUIS) accreditation for a five-year period by the European Foundation for Management Development (EFMD).