

Table of Contents

1. The Faculty, page 273
 - 1.1 Location
 - 1.2 Administrative Officers
 - 1.3 The Faculty Then and Now
2. General Information, page 273
 - 2.1 Aims of the B.Com. Program
 - 2.2 Part-time B.Com. Program
 - 2.3 Summer Studies
 - 2.4 International Student Exchange Program
 - 2.5 Internship Program
 - 2.6 Scholarships, Prizes, Medals and Financial Aid
 - 2.7 Management Undergraduate Society
3. B.Com. Program Requirements, page 274
 - 3.1 Academic Requirements for Graduation
 - 3.2 Academic Advising
 - 3.3 Registration
 - 3.4 Academic Standing
 - 3.5 Academic Distinctions
 - 3.6 Examinations
 - 3.7 Verification of Grades and Re-Reads
4. B.Com. Program Structure, page 276
 - 4.1 Stream I, General Management
 - 4.2 Stream II, with Major or with Honours
 - 4.3 Stream III, Faculty Program in International Management
5. Management Core, page 277
 - 5.1 90-credit Program, Core Course Distribution
 - 5.2 120-credit Program, Core and Freshman Course Distribution
 - 5.3 Exemptions and Advanced Standing
6. Concentrations, page 278
 - 6.1 Accounting Concentration
 - 6.2 Entrepreneurship Concentration
 - 6.3 Finance Concentration
 - 6.4 Information Systems Concentration
 - 6.5 International Business Concentration
 - 6.6 Labour-Management Relations Concentration
 - 6.7 Management Science Concentration
 - 6.8 Marketing Concentration
 - 6.9 Operations Management Concentration
 - 6.10 Organizational Behaviour and Human Resource Management Concentration
 - 6.11 Strategic Management Concentration
7. Minors, page 280
 - 7.1 Minor in Mathematics
 - 7.2 Minor in Statistics
8. Majors, page 281
 - 8.1 Major in Economics for Management Students
 - 8.2 Major in Finance
 - 8.3 Major in Information Systems
 - 8.4 Major in Labour-Management Relations
 - 8.5 Major in Marketing
 - 8.6 Major in Mathematics for Management Students
 - 8.7 Major in Psychology for Management Students
9. Honours, page 283
 - 9.1 Honours in Accounting
 - 9.2 Honours in Economics for Management Students
 - 9.3 Joint Honours in Economics and Accounting
 - 9.4 Joint Honours in Economics and Finance
10. Faculty Program in International Management, page 284
 - 10.1 Latin American and Caribbean Studies
 - 10.2 East Asian Studies
 - 10.3 Western European Studies
 - 10.3.1 France
 - 10.3.2 Germany
 - 10.3.3 Italy
 - 10.3.4 Spain
 - 10.3.5 Complementary Courses Open to all Students in the Western European Studies Focus
 - 10.4 Canadian Studies
 - 10.5 American Studies

11. Courses, page 288
 - 11.1 Freshman Courses
 - 11.2 Core Courses
 - 11.3 General Management Courses
 - 11.4 Accounting Courses
 - 11.5 Organizational Behaviour Courses
 - 11.6 Information Systems Courses
 - 11.7 Finance
 - 11.8 Marketing Courses
 - 11.9 Strategic Management Courses
 - 11.10 Management Science/Operations Management
 - 11.11 Labour-Management Relations
12. Academic Staff, page 295

1 The Faculty

1.1 Location

Samuel Bronfman Building
1001 Sherbrooke Street West
Montreal, QC H3A 1G5
Canada

Telephone: (514) 398-4068

Website: <http://www.management.mcgill.ca>

1.2 Administrative Officers

WALLACE B.S. CROWSTON, B.A.Sc.(Tor.), S.M.(M.I.T.)
M.Sc., Ph.D.(Carnegie-Mellon) **Dean (to May 31, 2000)**

T.B.A. **Dean (from June 1, 2000)**

ALISTAIR DUFF, B.A., M.A.(Cantab.), C.A., F.C.A.
Associate Dean, B.Com. Program

HELEN VAN EYK **Manager, Undergraduate Affairs
and Advising**

WENDY FRANK, B.A.(Sir G.Wms.) **Manager, Records
and Registration**

1.3 The Faculty Then and Now

The Faculty was established in 1968, incorporating the Graduate School of Business with the School of Commerce of the Faculty of Arts and Science, where courses in commerce had been offered since the beginning of the century. Since 1971 the Faculty has been located at the corner of Sherbrooke and McTavish, easily accessible to the community it serves, in the Samuel Bronfman Building, named in honour of the late Mr. Bronfman who, while a Governor of the University, made a donation which was key to its construction.

The Faculty has gained a world-wide reputation as one of Canada's leading international business schools and attracts top students and faculty members from every continent. The academic programs in Management offer strong international content in conjunction with a variety of functional specializations and include an opportunity for students to participate in exchange programs with many leading universities in Europe, Asia, the United States and South America. This recognition of the global nature of business was further reflected by the introduction of a Faculty Program in International Management as part of the new B.Com. program introduced September 1997.

2 General Information

2.1 Aims of the B.Com. Program

The primary objective of the undergraduate program in management is to prepare students for effective professional and managerial careers in organizations. At a general level this preparation includes developing in students a capacity for critical thinking, for integrating knowledge across different disciplines, and for utilizing current theory in approaching practical business problems. Students are also expected to

become comfortable with taking risks and working as part of a team, and to develop the necessary skills to lead others. At a more specific level, students must acquire the critical management competencies which will enable them to offer the expertise organizations need to respond to the ever-changing, increasingly complex global marketplace.

The B.Com. curriculum offers students both breadth and depth. Breadth is achieved through a broad-based core of required courses which provide the necessary quantitative, analytical, and communication skills, while grounding students in applied theory and practice across the major management disciplines. Depth is achieved through three alternate streams of study designed to meet the needs of a highly diverse student body with a wide range of career interests and priorities. In Stream I, General Management, students pursue focused study in at least two different areas. They must choose one Concentration in Management, and for their second area of study, they have three options: 1) choosing a second Concentration in Management; 2) pursuing a Minor in another faculty; or 3) custom-designing their own sequence of higher level courses around a theme, with approval from the Area Coordinator of their Concentration. In Stream II, Majors and Honours, students focus their study in only one area in order to get maximum exposure to their chosen field. In Stream III, International Management, students have a chance to pursue interdisciplinary study of a particular geographic region of the world – East Asia, Latin America and the Caribbean, Western Europe, or North America. Language, social science, and humanities courses are taken to expand understanding of other cultures and to gain the necessary perspective for an international business career.

2.2 Part-time B.Com. Program

Students taking fewer than four courses per term are considered to be part-time students. Such students generally follow their program through evening courses offered by the Centre for Continuing Education. Since the range of Management and non-Management course offerings in an evening program is more restricted than in the day program, it is not possible to complete certain Concentrations, Honours or Majors, or the Faculty Program. Further information on program requirements for students who change from the full- to part-time program, or vice versa, can be obtained from the Student Affairs Office.

2.3 Summer Studies

Students wishing to make up deficiencies in their background, or to accelerate their progress to the degree, may apply to the Manager, Undergraduate Affairs and Advising, to take summer courses either at this University or at some other institution. Credit will be granted for such work only if it fits into the student's overall program, and if written permission to do such work for credit has been obtained in advance. A course which overlaps with course material already completed in the student's program, or a language course which does not substantially progress beyond corresponding language courses already taken by the student, will not receive credit approval.

Each summer, from early May to mid-August, many Core courses and several elective courses are offered by the Faculty of Management for full credit. They are available to Management students, and to students from other faculties and universities with the necessary course prerequisites. The University also offers a number of summer courses in various disciplines at different levels. Information on Management summer courses is available from the Student Affairs Office or from the Summer Studies Office.

Students working full or part-time during the summer will be allowed to take only one course in each of the two Summer Sessions; students who are not working and wish to follow a full-time period of study will be permitted to enrol for more than six credits per period only with special permission of the Associate Dean or the Manager of Undergraduate Affairs and Advising. In no circumstance will they be allowed to take more than 12 credits in either period of the Summer Studies, and may take no more than 18 credits in a single summer.

2.4 International Student Exchange Program

Students are encouraged to participate in the International Student Exchange Program to gain a broader international perspective. Through this program, students may study and earn academic credits at over 30 universities in countries around the world. Exchange opportunities are open to students in all streams. More information may be obtained from the Student Affairs Office (514) 398-4068; email bcom@management.mcgill.ca or by accessing the Admission, Recruitment and Registrar's website <http://www.aro.mcgill.ca>.

2.5 Internship Program

Students may register for a four-month or an eight-month Internship Program. This program assists students in integrating their academic studies with valuable hands-on work experience by giving them the opportunity to put theoretical knowledge into practice. Successful completion of the Internship Program will be noted on the student's transcript.

A student is enrolled in the Internship Program at the point of accepting an Internship placement. The Internship Program requires that the student return to McGill to complete a minimum of one (1) term of studies in the undergraduate program and complete the Internship Project (270-399). A student who does not complete the Internship appointment continues in the regular course program and the Internship Program notation is removed from their record.

Application to the Internship Program may be made in the second year of the degree, and the internship may commence after completion of the second year core courses. More information may be obtained from the Internship Co-ordinator (514) 398-2071; email intern@management.mcgill.ca.

2.6 Scholarships, Prizes, Medals and Financial Aid

For information about Entrance Scholarships, please refer to [page 12](#).

Registered students are automatically considered by the Faculty Scholarships Committee for each award for which they are eligible. The only exceptions are the Bank of Montreal Awards, the KPMG Scholarship, the Commerce '55 Scholarships, the Stephen S. Goldbloom Memorial Prize, and the Hugh Howson Memorial Prize. For these, the Faculty Scholarships Committee welcomes recommendations, substantiated by curriculum vitae, from individual students, student groups and clubs. Such information should be forwarded to the Associate Dean, B.Com. program.

2.7 Management Undergraduate Society

The M.U.S. represents all undergraduate students in the Faculty of Management, and is charged with representing the students' views both inside and outside the Faculty. Activities sponsored by M.U.S. include Management Week, a Winter Carnival, a Faculty newspaper and newsletter, a yearbook, intra-mural sports, and fund-raisers for charities such as the Fashion Show, the Variety Show, and the Cancer Auction. The Society also sponsors the Accounting Club, Entrepreneurs Club, Finance Club, HRM Club, Investment Society, Marketing Club, and IS Club. Each club organizes career information sessions, tours, and guest speakers, as well as other activities to complement regular classes.

3 B.Com. Program Requirements

3.1 Academic Requirements for Graduation

- A student is graduated upon satisfactory completion of the full number of credits indicated in the letter of acceptance, subject to the curriculum requirements. For students entering with a CEGEP Diploma, the number of credits will generally be 90. Students from outside the province of Quebec who have not completed the equivalent of CEGEP graduation will normally be required to complete 120 credits.

- All students are expected to conform to the curriculum set out below. It is the student's responsibility to make sure his/her course of study conforms with the curriculum requirements as described. A student wishing to depart from that program must obtain written permission from the Associate Dean.
- A student who has transferred with advanced standing to the Faculty of Management from another faculty within this University or from another university, is normally required to complete a minimum of 60 credits while registered in the Bachelor of Commerce program, including such required courses as are deemed necessary, to become eligible for the degree of Bachelor of Commerce.
- Completion of the 90-credit degree requirements normally will require three years of study. A maximum of five years is permitted, however, for completion of the requirements for the degree. In exceptional circumstances, this maximum requirement may be extended by the Associate Dean.

3.2 Academic Advising

Students entering the Faculty for the first time are required to attend an Orientation and Advising Session during the last week of August, at which the Associate Dean and advising staff from the B.Com. Office provide information on all aspects of the B.Com. program. Students who have had difficulty registering for their courses have the opportunity to resolve the problem at this session.

Counselling is available throughout the year with area coordinators to discuss study plans and potential career paths. Appointments may be made after the first week of class to discuss such issues.

In February or March, an Information Session takes place which enables the student to select a course of study.

In April, students continuing in the B.Com. program plan their studies for the following year by completing a MARS Worksheet and a Study Plan Form, using the requirements as listed in the Calendar as a guide to their course selection, calling upon their Area Adviser or other faculty members for advice where appropriate. Students then register via MARS. The MARS Worksheet and a Study Plan Form must be signed by one of the Advisers, Helen Van Eyk, Wendy Frank, Fern Ship, or Giulia Campofredano.

Students in Stream I choosing to do a Minor in another Faculty as their second area of study should meet with the appropriate department adviser to plan their courses and obtain an authorized Faculty of Management Minor Approval Form. Students in Stream I custom designing their own sequence of six courses as their second area of study must get approval from the Area Coordinator of their Concentration before taking more than two courses out of the six required. It should be noted that the Minor must have a minimum of 18 credits not overlapping with other program requirements.

Students in Stream II, Honours or Majors programs must have this MARS Worksheet and Study Plan Form first authorized by the appropriate Area Coordinator or Department Adviser.

Students in Stream III should meet with the appropriate International Management faculty adviser(s), Management and/or Arts, at least once a year to plan their course of study.

Students continuing in the part-time (evening) B.Com. program have their Study Plan Form authorized by Helen Van Eyk, Wendy Frank, Fern Ship, or Giulia Campofredano.

Students wishing general information about the program, or encountering difficulties (academic or personal) during the session, should contact Helen Van Eyk or Giulia Campofredano.

3.3 Registration

Course Selection: Full-time students must register by MARS. Further information for new students is distributed at the time of admission. Information for returning students and part-time students is available at the B.Com. Office.

Change of Course: Students who wish to change the courses for which they are registered within the change of course period must do so using MARS. Permission may be granted provided that such

changes do not involve timetable conflicts or alter the sequence of courses. Students should complete and return to the B.Com. Office a Course Change Form after they have successfully made their course changes using MARS.

Withdrawals: Students wishing to withdraw from a course after the change of course deadline must do so using MARS by the withdrawal deadline. A W will be indicated on the transcript.

Approval to withdraw after the withdrawal deadline will be granted only in exceptional circumstances.

Students whose circumstances require them to withdraw from their complete program should report to the B.Com. Office.

3.4 Academic Standing

SATISFACTORY STANDING

Students enter the University in satisfactory standing and remain in this standing unless their GPA/CGPA for any year drops below 2.00.

PROBATIONARY STANDING

A student is placed in probationary standing if the GPA falls between 1.50 and 1.99. Students in probationary standing **may take a maximum of 12 credits of new material per term.**

A student in probationary standing may return to satisfactory standing at the end of the next academic year by obtaining either a GPA of at least 2.50 or both a GPA and a CGPA of 2.00 or greater unless the student was admitted to the Faculty on probationary standing. A student admitted on probationary standing must obtain a GPA of 2.50.

In addition, in the Faculty of Management, the standing of a student on probation in the fall term courses is assessed in January. A student who has not shown adequate improvement may be required to withdraw at that time.

Students in probationary standing who obtain a GPA between 1.50 and 1.99 remain in probationary standing if they also have a CGPA of 2.00 or greater.

A student on probation is not permitted to hold any executive positions in campus organizations, or engage in intercollegiate sports.

A student in probationary standing who fails to achieve the levels of performance specified above will be placed in unsatisfactory standing.

UNSATISFACTORY STANDING

A GPA of less than 1.50 places a student in unsatisfactory standing.

A student whose standing is unsatisfactory will be required to withdraw from the Faculty unless there are extenuating circumstances, in which case the student may appeal to the Associate Dean for permission to continue. A student who is readmitted is considered to be on probationary standing and may have additional restrictions or conditions to meet over and above those required of students referred to above under "Probationary Standing".

A student in unsatisfactory standing for the second time must withdraw permanently.

INCOMPLETE STANDING

A student whose record in any year shows a mark of K, K*, L, L*, or && will have no GPA or CGPA calculated for that year, and the record will show "Standing Incomplete". After completing the appropriate course requirements and the final grade is submitted, the GPA and CGPA will be calculated and the student's standing determined as described above.

3.5 Academic Distinctions

- Full-time students will be given the designation "Dean's Honour List" when their academic standing is in the upper 10% of the B.Com. student body. The designation, while carrying no monetary reward, is an official recognition of the student's achievements and will be noted on the student's transcripts.

- Students not in an Honours program who graduate with a CGPA of 3.50 or better will be awarded their degrees with "Great Distinction"; those with a CGPA between 3.30 and 3.49 will receive their degrees with "Distinction". In the case of transfer students or transfer credits, consideration is given to the quality of the work done elsewhere in addition to the CGPA requirement.
- The designation of Dean's Honour List for graduating students will be awarded by the Faculty to a maximum of 10% of its graduating students. The award will be made on the basis of the CGPA, with the minimum standard being set at a CGPA not lower than a 3.50.

3.6 Examinations

The following is supplemental to that which given under "Examinations" on [page 31](#).

SUPPLEMENTAL EXAMINATIONS

Supplemental examinations are not offered in undergraduate courses administered by the Faculty of Management. A student required to improve standing in a course must repeat the course in a subsequent term, completing all course requirements to the satisfaction of the instructor.

DEFERRED EXAMINATIONS

Students should apply in writing to the Associate Dean within SEVEN days of the final examination for deferred examination privileges. If approved, such a deferred examination will generally be written within two weeks of the original final examination date, although special arrangements may be made where a student has an authenticated case of long-term illness.

3.7 Verification of Grades and Re-Reads

- Every student has the right to arrange a meeting with the instructor to review the examination questions and see the corrected solutions. The instructor has the option of meeting with the student to answer any questions that the student may have about the grading of the paper, or may supply to the student a sheet containing the correct answers to the examination questions. The student may review this in the presence of the faculty member or designate, but may not take these away. Students must exercise their right to see their papers by the end of the third week of classes in September for preceding winter and summer courses, or by the end of the third week of classes in January for preceding fall courses.
- In a case where a student feels that an error has been made in arriving at the final grade, a Verification of Grade Application must be completed in the Program Office, requesting the instructor to carry out a detailed check that all questions have been marked, and that the final grade has correctly been computed 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 normally first be made directly to the instructor.
- Students may apply to the Program Office for re-reads of written course work. Re-reads for computer-scored examinations are not possible, but students may request verification of their final grade.
- The deadline for applying for a Verification of Grade or Re-read for the winter and summer term courses is the end of September; the deadline for fall term courses is the end of January. There is no charge for Verification of Grades; students will pay a fee (which will be billed to their account) for each Re-read. Verification of Grades or Re-reads in courses not offered by the Faculty of Management are subject to the deadlines, rules and regulations of the particular faculty concerned.
- When a Re-read is requested, a second reader will be appointed, and will review the examination paper and several other papers in the same general mark range, and will be concerned with actual errors of marking, whether they be errors of omission or judgment. The recommendation of the second reader will stand, whether this recommendation involves an up-grading

or a down-grading of the original mark. In a case where the original mark has been up-graded, the Re-read fee will be refunded to the student.

4 B.Com. Program Structure

The Bachelor of Commerce (B.Com) degree program is a three- or four-year program when taken full-time. It can also be pursued on a part-time evening basis.

Although the language of instruction at McGill is English, those who plan to be part of the Quebec business environment are reminded of the importance of competence in both written and oral French.

4.1 Stream I, General Management

B.Com. General Management	90-credit	120-credit
Freshman Year Requirements	0	21
Core	51	51
One Concentration*	15	15
A Second Concentration* (15), a Minor or Minor Concentration (minimum of 18), or 18 approved credits at the 300-level or higher	15 - 24	15 - 24
Electives	0 - 9	9 - 18

Concentrations*

Accounting
Entrepreneurship
Finance
Information Systems
International Business
Labour-Management Relations
Management Science
Marketing
Operations Management
Organizational Behaviour and Human Resource Management
Strategic Management

* Awaiting University Approval, Management Concentrations increase to 15 credits each.

Minors/Minor Concentrations

Although only the Mathematics and Statistics Minors are outlined in this section, 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, Environmental Studies, Geological Sciences, German, International Development, 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.

4.2 Stream II, with Major or with Honours

B.Com. with Major or with Honours	90-credit	120-credit
Freshman Year Requirements	0	21
Core	51	51
Major or Honours requirements as per discipline	30 - 39	30 - 39
Electives	0 - 9	9 - 18

Majors

Economics
Finance
Information Systems
Labour-Management Relations
Marketing
Mathematics
Psychology

Honours

Accounting
Economics
Economics/Accounting
Economics/Finance

4.3 Stream III, Faculty Program in International Management

B.Com. Faculty Program in International Management	90-credit	120-credit
Freshman Year Requirements	0	21
Core	51	51
Regional Interdisciplinary Area of Specialization	27	27
Advanced Management Courses on Integrative or International Topics	9	9
Electives	3	12

Areas of specialization:

East Asia
Latin America and the Caribbean
Western Europe (France, Germany, Italy, or Spain)
Canada
United States

5 Management Core

All B.Com. students take the 51-credit Core curriculum set out below, except where modifications are specifically required by a Major or Honours program. Any other student wishing to deviate from this program must obtain written permission from the Associate Dean.

A grade of C or better is required for all courses which are pre-requisite to further courses in the student's program. A grade of D is considered a pass only for a terminal course, with the exception of 280-271, and only one grade of D will be allowed in the student's Core courses. If more than one D is obtained in Core courses, the excess over the single allowable D must be improved during the following term.

The distribution of Core courses over years differs depending upon whether the student is in the 90-credit program (3 years) or the 120-credit program (4 years). [Students who have completed the CEGEP program enter the 90-credit program; students from outside Quebec who have been accepted on the basis of high school completion, enter the 120-credit program.]

5.1 90-credit Program, Core Course Distribution

U1 Required Courses (30 credits)

280-211 (3) Intro to Financial Accounting
280-213* (3) Intro to Management Accounting
280-222 (3) Organizational Behaviour
280-271** (3) Statistics I
280-272** (3) Statistics II
280-293*** (3) Managerial Economics
280-331 (3) Information Systems
280-341 (3) Finance I
280-352 (3) Marketing Management I
154-295*** (3) Macroeconomic Policy

U2 Required Courses (15 credits)

280-320 (3) Managing Human Resources
280-360 (3) Social Context of Business
280-373 (3) Operations Research
280-382* (3) International Business
280-472 (3) Operations Management

U2 Complementary Course (3 credits)

455-205 (3) Communication in Management I
or 455-305 (3) Communication in Management II
(Faculty of Education)

U3 Required Course (3 credits)

280-423 (3) Organizational Policy

* Students considering the Faculty Program in International Management should take 280-382 in U1 and 280-213 in U2.

** Students considering a Major or Minor in Mathematics replace 280-271 and 280-272 with 189-323 and 189-324. Students considering an Honours or Joint Honours Program in Economics replace them with 154-257D.

*** Students entering an Economics program replace 154-295 and 280-293 in U1 with 154-230D for the Majors program or 154-250D for the Honours or Joint Honours Programs.

5.2 120-credit Program, Core and Freshman Course Distribution

Students admitted to a program requiring 97-120 credits (four years) register in a Freshman Year in which they must complete 189-130 and 189-131 (or equivalents) as well as the 18 credits of Complementary Courses specified below. The Freshman and Core courses are distributed as follows:

U0 Required Courses (12 credits)

189-130A* (3) Math. for Management I
189-131B* (3) Math. for Management II
280-211 (3) Intro to Financial Accounting
280-331 (3) Information Systems

U0 Complementary Courses (18 credits)

3 credits, one of:

455-205 (3) Communication in Management I
or 455-305 (3) Communication in Management II
(Faculty of Education)

3 credits in Psychology or Sociology, one course at the 100 or 200 level

6 credits of Humanities or Language courses

6 credits of Social Science or Science courses

U1 Required Courses (24 credits)

280-213** (3) Intro to Management Accounting
280-222 (3) Organizational Behaviour
280-271*** (3) Statistics I
280-272*** (3) Statistics II
280-293**** (3) Managerial Economics
280-341 (3) Finance I
280-352 (3) Marketing Management I
154-295**** (3) Macroeconomic Policy

U2 Required Courses (15 credits)

280-320 (3) Managing Human Resources
280-360 (3) Social Context of Business
280-373 (3) Operations Research
280-382** (3) International Business
280-472 (3) Operations Management

U3 Required Courses (3 credits)

280-423 (3) Organizational Policy

* Students considering a Major or Minor in Mathematics, or an Honours or Joint Honours program in Economics replace 189-130 and 189-131 with three of the following courses, or demonstrated proficiency through appropriate McGill Placement tests.

189-133 (3) Vectors, Matrices and Geometry
189-139 (3) Calculus
or 189-140 (3) Calculus I
189-141 (3) Calculus II

Six of these credits would be counted in the Freshman Year requirements, the remaining 3 credits would be counted as Humanities or Science Complementary.

** Students considering the Faculty Program in International Management should take 280-382 in U1 and 280-213 in U2.

*** Students considering a Major or Minor in Mathematics replace 280-271 and 280-272 with 189-323 and 189-324. Students considering an Honours or Joint Honours Program in Economics replace them with 154-257D.

**** Students entering an Economics program replace 154-295 and 280-293 in U1 with 154-230D for the Majors program or 154-250D for the Honours or Joint Honours Programs.

5.3 Exemptions and Advanced Standing

Students who transfer to Management from other faculties within McGill, or from other universities, who have completed Core course material with sufficiently high standing will be granted exemption from the corresponding Core course if the courses are judged by the Faculty to be equivalent. Students who are accepted directly into the Faculty of Management from CEGEP will have exemptions, if any, determined at the time of entry.

In either case, students would replace the exempted course with any elective or higher level course offered in the Faculty for which they have the necessary prerequisites. It must be emphasized, however, that while the exemption absolves students from the need to repeat the course material, they receive no reduction in the number of credits needed for the degree. Detailed information concerning exemption criteria is available from the Student Affairs Office.

6 Concentrations

In order to complete a Concentration, the student must achieve a grade of C or better in all the courses which comprise the Concentration. The student who has failed to earn 15 satisfactory credits will be required to embark on a new Concentration, repeat the course(s) in question or, where possible, to replace the course(s) with a satisfactory option from the Concentration courses.

In general, the student will begin taking courses from the chosen Concentration in the U2 year.

An adviser is appointed for each Management Concentration to assist students in choosing a Concentration and provide additional information regarding course selection.

Second Concentration:

Students who chose 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.

6.1 Accounting Concentration

Adviser: Professor C.S. McWatters

This 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 towards users of financial information and emphasizes breadth of knowledge in a coherent selection of courses.

The Accounting 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. (Concentration revision Awaiting University Approval)

Required Courses (12 credits)

271-311	(3)	Financial Accounting I
271-312	(3)	Financial Accounting II
271-313	(3)	Management Accounting I
271-415	(3)	Management Accounting II

Complementary Courses (3 credits)

either:

271-417	(3)	Taxation and Business Decisions
---------	-----	---------------------------------

or another approved course at the 300 level or above in other Areas of the Faculty

6.2 Entrepreneurship Concentration

Adviser: Professor P. Johnson

This Concentration is concerned with the genesis and development of entrepreneurial activities. It deals with the integration of marketing, finance, organization and policy in the development and expansion of business enterprise. Included are the evaluation of new business ventures, the role of acquisitions, and the strategic issues and operating problems at various stages of a firm's existence from its beginnings to maturity. (Concentration revision Awaiting University Approval)

Required Course (3 credits)

270-464	(3)	Management of Small Enterprises
---------	-----	---------------------------------

Complementary Courses (12 credits)

one of:

270-462	(3)	Management of New Enterprises
270-465	(3)	Technological Entrepreneurship

and three of:

270-364	(3)	Business Law I
271-417	(3)	Taxation and Business Decisions
272-321	(3)	Leadership, Power and Influence
274-445	(3)	Real Estate Finance
275-354	(3)	Marketing Management II
275-452	(3)	Consumer Behaviour
275-453	(3)	Advertising Management
276-383	(3)	International Business Policy
276-562	(3)	Seminar in Organizational Strategy

6.3 Finance Concentration

Advisers: Professors S. Banerji, M. Chaudhury, and S. Christofferson

This 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 which lead to positions such as Managing Partner, Treasurer and V.P. Finance. (Concentration revision Awaiting University Approval)

Required Courses (9 credits)

274-342	(3)	Finance II
274-441	(3)	Investments and Portfolio Management
274-443	(3)	Applied Corporate Finance

Complementary Course (6 credits)

two of:

274-442	(3)	Capital Markets and Institutions
274-444	(3)	Insurance and Risk Management
274-445	(3)	Real Estate Finance
274-448	(3)	Options and Futures
274-480	(3)	Global Investments
274-482	(3)	International Finance I
274-492	(3)	International Finance II
274-541	(3)	Applied Investments
274-645	(3)	Money and Capital Markets

6.4 Information Systems Concentration

Adviser: Professor R. Donovan

Two concentration streams are offered in Information Systems. The Systems Analysis and Implementation stream provides the foundation for systems analyst and systems support positions. The Business Systems Design stream provides the foundation necessary for positions as systems designers and developers. An IS Concentration differs from the Major in that it focuses on a restricted set of activities rather than the broader set of skills required of students intending to pursue careers in the information systems field. (Concentration revisions Awaiting University Approval)

Due to prerequisites, at least three terms are required to complete an IS Concentration.

SYSTEMS ANALYSIS AND IMPLEMENTATION STREAM**Required Courses** (15 credits)

273-333	(3)	Systems Analysis and Modeling
273-341*	(3)	Business Systems Design I
273-432	(3)	Information Systems Administration
273-436	(3)	Telecommunications Management
273-437	(3)	Data and Database Management

BUSINESS SYSTEMS DESIGN STREAM**Required Courses** (15 credits)

273-333	(3)	Systems Analysis and Modeling
273-341*	(3)	Business Systems Design I
273-342*	(3)	Business Systems Design II
273-422	(3)	Object Oriented Design
273-438	(3)	Graphical Development Environments

* Students who have already taken 308-xxx (Computer Science) courses must see the adviser.

Students seeking an elective in IS without pursuing a Concentration or Major should consider 273-333 and 273-341.

6.5 International Business Concentration

Adviser: Professor R. Wright

The objective of this 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 organizations, including local business firms with international trade, licensing or financial arrangements; headquarters or subsidiaries of multinational companies; banks and other international financial institutions; and various governmental organizations. (Concentration revision Awaiting University Approval)

Required Course (3 credits)

276-383	(3)	International Business Policy
---------	-----	-------------------------------

Complementary Courses (12 credits)

four of:

270-391	(3)	International Business Law
270-394	(3)	Asia/Pacific Management
270-395	(3)	European Economic & Business Management
270-434	(3)	Topics in Management
270-481	(3)	North America in the Global Market
270-493	(3)	Global Economic Competitiveness
272-380	(3)	Cross Cultural Management
274-478	(3)	International Financial Management
275-483	(3)	International Marketing Management
276-469	(3)	Managing Globalization

6.6 Labour-Management Relations Concentration

Adviser: Professor M.D. Lee

The objective of this Concentration is to provide a general understanding of the factors affecting employer-employee relations, 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. (Concentration revision Awaiting University Approval)

Required Courses (6 credits)

279-294	(3)	Intro to Labour-Management Relations
279-496	(3)	Collective Bargaining

Complementary Courses (9 credits)

three of:

279-434	(3)	Topics in Labour-Management Relations
279-449	(3)	Occupational Health & Safety
279-459	(3)	International Labour Relations
279-494	(3)	Labour Law
279-497	(3)	Contract Administration

6.7 Management Science Concentration

Advisers: Professors J.L. Goffin, R.J. Loulou, G.A. Whitmore

This Concentration prepares students for careers as management scientists, systems analysts and applied statisticians in business, government and consulting firms. Most courses in the Concentration are currently offered jointly to MBA students. (Concentration revision Awaiting University Approval)

Management Science courses stress conceptual and problem-solving skills and familiarize students with modern mathematical and computational decision-making tools. The use of computers and spreadsheets is extensive. Students in other management areas who wish to complement their studies with valuable analytical training might consider these courses –

Marketing students: 277-632, 277-676;

Finance students: 277-675, 277-679;

IS or Operations Management students: 277-678.

Required Courses (6 credits)

277-671	(3)	Statistics for Business Decisions
277-679	(3)	Applied Optimization I

Complementary Courses (9 credits)

at least two of:

277-675 (3) Applied Time Series Analysis for Managerial Forecasting

277-676 (3) Applied Multivariate Data Analysis

277-678 (3) Simulation of Management Systems

the remaining credits, if any, to be chosen from:

277-434 (3) Topics in Management Science

277-631 (3) Analysis of Manufacturing Systems

277-632 (3) Sample Survey Methods and Analysis

277-633 (3) Applied Decision Analysis

277-680 (3) Applied Optimization II

and approved courses in other Areas or faculties.

6.8 Marketing Concentration

Advisers: Professors K. Basu, L. Dube, L. Gialloreti, A. Mukherjee and E. Sarigollu

This Concentration prepares the student for a wide variety of career opportunities. Marketing graduates historically have found employment in the field of product management, advertising, sales management, marketing management, pricing, marketing research, distribution and retailing. The Marketing Concentration provides a balance between courses focusing on fundamental, theoretical and "need to know" material, and courses with a strong practical and applied orientation. (Concentration revision Awaiting University Approval)

Required Courses (12 credits)

275-354	(3)	Marketing Management II
275-357	(3)	Marketing Planning
275-451	(3)	Marketing Research (to be taken in U2)
275-452	(3)	Consumer Behaviour

Complementary Course (3 credits)

one of:

275-351 (3) Marketing in Society

275-355 (3) Service Marketing

275-360 (3) Marketing of Technology

275-365 (3) New Products

275-438 (3) Brand Management

275-453 (3) Advertising Management

275-455 (3) Sales Force Management

275-456 (3) Industrial Marketing

275-459 (3) Retail Management

275-461 (3) Advertising Practicum

275-483 (3) International Marketing

275-557 (3) Marketing Research II

6.9 Operations Management Concentration

Advisers: Professors T. Boyaci, S. Li, V. Verter

This Concentration prepares the student for a variety of career opportunities. Graduates typically begin their career in one of three kinds of jobs: 1) line positions involving production and materials management; 2) operations analyst positions at the corporate or strategic planning level, analyzing programs and investment options involving operations; or 3) consulting positions. The OM Concentration provides rigorous analytical training and links different functional areas in business with areas in operations such as technology management, production planning, inventory control, distribution systems, quality management, etc. Most courses in the Concentration are currently offered jointly to M.B.A. students. (Concentration revision Awaiting University Approval)

Required Courses (9 credits)

277-601	(3)	Management of Technology in Manufacturing
277-605	(3)	Total Quality Management
277-631	(3)	Analysis of Manufacturing Systems

Complementary Courses (6 credits)

two courses chosen from:

277-434	(3)	Topics in Management Science
277-600	(3)	Applications in Operations Management
277-602	(3)	Manufacturing Strategies
277-603	(3)	Logistics Management
277-671	(3)	Statistics for Business Decisions
277-675	(3)	Applied Time Series Analysis for Managerial Forecasting
277-678	(3)	Simulation of Management Systems
277-679	(3)	Applied Optimization I
277-680	(3)	Applied Optimization II

and approved courses in other Areas or faculties.

6.10 Organizational Behaviour and Human Resource Management Concentration

Adviser: Professor M.D. Lee

This Concentration provides an opportunity for students to increase their awareness of behavioural issues encountered in job and organizational settings, and prepare themselves for graduate study in the behavioural sciences or for careers in general management or human resource management. (Concentration revision Awaiting University Approval)

Complementary Courses (15 credits)

five of:

272-321	(3)	Leadership, Power and Influence
272-380	(3)	Cross-Cultural Management
272-420	(3)	Group Dynamics
272-421	(3)	Managing Organizational Change
272-429*	(6)	O.B. for Course Counsellors
272-434	(3)	Advanced Topics in O.B.
272-435	(3)	Women as Global Leaders and Managers
272-525	(3)	Compensation Management

* If 272-429 is taken, only 3 credits will count towards the Concentration, the other 3 will be counted as elective.

6.11 Strategic Management Concentration

Advisers: Professors N. Phillips, J. Jorgensen

This Concentration provides students with an understanding of an organization in its economic and social context. The economic context is concerned with the study of how organizations compete and collaborate in their industries or domains. The organization at the macro level (rather than from the point of view of a particular function or department) is the focus of this Concentration, which explores how strategies are formed to deal with opportunities and threats in the environment, how strategies can be realized, and how change processes are managed. The social context looks at how business interacts with the larger society of which it is a part. This focus explores the historical and ethical development of modern capitalist society, and the various difficulties and dilemmas that

business and other organizations face in acting in a socially responsible manner. (Concentration revision Awaiting University Approval)

Complementary Courses (15 credits)

at least one of:

276-469	(3)	Managing Globalization
276-470	(3)	Strategy and Organization

the remaining credits to be chosen from:

270-400	(3)	Independent Studies in Management
270-462	(3)	Management of New Enterprises
270-464	(3)	Management of Small Enterprises
276-383	(3)	International Business Policy
276-434	(3)	Topics in Policy
276-440	(3)	Strategies for Sustainable Development
276-450	(3)	Ethics in Management
276-460	(3)	Managing Innovation
276-468	(3)	Managing Organizational Politics
276-562	(3)	Seminar in Organizational Strategy
276-567	(3)	Business in Society

7 Minors

The Minor programs offered in the Faculties of Arts and Science may be taken in conjunction with any B.Com. program.

Students doing a Minor program must have a Faculty of Management Minor Approval Form, listing the courses being applied to the Minor, signed by the Minor adviser. The Minor in Mathematics and the Minor in Statistics are detailed below. For all other Minors, please refer to the Arts and Science Faculty sections. For the Minor in Economics, students must complete 18 credits of material which does not overlap with Management course content.

Students should begin the Minor in Mathematics and the Minor in Statistics no later than the penultimate year and should immediately consult the appropriate adviser in the Department of Mathematics and Statistics.

Students planning to take the Minor in Mathematics or the Minor in Statistics are advised to substitute 189-323 and 189-324 for 280-271 and 280-272. Those courses will then count 6 credits towards the Minor. If the decision to take a Minor program is made after 280-271 and 280-272 have been taken, students who wish to take 189-323 and 189-324 will receive new credits only for the former courses; 280-271 and 280-272 may count 3 credits towards the 24 credit Minor requirement.

7.1 Minor in Mathematics

Adviser: Professor W.J. Anderson, Department of Mathematics and Statistics, Faculty of Science

Required Courses (6 credits)

189-222	(3)	Calculus III
189-315	(3)	Ordinary Differential Equations

Complementary Courses (18 credits)

189-223	(3)	Linear Algebra
or 189-235	(3)	Algebra I
and 189-236	(3)	Linear Algebra I

the remaining credits may be freely chosen from the Required and Complementary courses for Majors and Honours students in Mathematics (189-323 and 189-324 are strongly recommended), with the obvious exception of courses that involve duplication of material. Alternatively up to six credits may be allowed for appropriate courses from other departments. These include 277-630, 277-632 (if 189-425 is not taken), 277-633, 277-671, 277-675, 277-678, 277-679, 277-680.

All courses counted towards the Minor must be passed with a grade of C or better. No more than six credits of overlap are permitted between the Minor and the primary program.

7.2 Minor in Statistics

Adviser: Professor K. Worsley, Department of Mathematics and Statistics, Faculty of Science

Required Courses (6 credits)

- 189-222 (3) Calculus III
189-423 (3) Regression and Analysis of Variance

Complementary Courses (18 credits)

- 189-223 (3) Linear Algebra
or 189-235 (3) Algebra I
and 189-236 (3) Linear Algebra I

6 credits, two of:

- 189-323 (3) Probability Theory
or 189-356 (3) Probability
189-324 (3) Statistics
or 189-357 (3) Statistics

at least 6 credits to be chosen from:

- 189-425 (3) Sampling Theory and Applications
or 277-632 (3) Sample Survey Methods and Analysis
189-447 (3) Stochastic Processes
189-524 (4) Nonparametric Statistics
189-556 (4) Mathematical Statistics I
189-557 (4) Mathematical Statistics II
277-633 (3) Applied Decision Analysis
277-634 (3) Econometric Methods in Management
277-671 (3) Statistics for Business Decisions
277-675 (3) Applied Time Series Analysis for Managerial Forecasting
277-676 (3) Applied Multivariate Data Analysis

No more than six credits may be taken outside the Department of Mathematics and Statistics. Further credits (if needed) may be freely chosen from the Required and Complementary courses for Majors and Honours students in Mathematics, with the obvious exception of courses that involve duplication of material.

All courses counted towards the Minor must be passed with a grade of C or better. No more than six credits of overlap are permitted between the Minor and the primary program.

8 Majors

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

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. Students are then assigned an adviser from the appropriate department and a suitable program is worked out. Only satisfactory grades (C or better) may count towards the Major requirements.

8.1 Major in Economics for Management Students

Advisers: Professors A. Deutsch, P. Dickinson, M. Frankman, J. Iton, J. Kurien, R.T. Naylor, A. Vicas, T. Velk, W. Watson, Department of Economics, Faculty of Arts

This Major is comprised of 36 credits of Economics courses (6 credits of which are counted as Core credits).

Required Courses (12 credits)

- 154-230D* (6) Microeconomy Theory
154-330D** (6) Macroeconomic Theory

* 3 credits for this course are counted in the Core, where it replaces 280-293.

** 3 credits for this course are counted in the Core, where it replaces 154-295.

Complementary Courses (24 credits)

24 credits from other 200-, 300- and 400-level courses in Economics (excluding courses with numbers between 200 and 209). At least 6 of these 24 credits should be taken from courses with 400 level numbers. No more than 6 of the 24 credits may be taken at the 200 level.

Economics 154-227D and 154-257D or other economic statistics courses taken elsewhere to meet statistics requirements in lieu of 280-271 and 280-272 will not count as part of the 24 credits.

8.2 Major in Finance

Advisers: Professors S. Banerji, M. Chaudhury, S. Christoffersen and J. Ericsson

The 30-credit Finance Major has been designed to meet the increasing demand for expertise in this rapidly growing functional area of business. The 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.

Required Courses (15 credits)

- 274-342 (3) Finance II
274-441 (3) Investments and Portfolio Management
274-443 (3) Applied Corporate Finance
274-448 (3) Options and Futures
274-482 (3) International Finance I

Complementary Courses (15 credits)

at least 9 credits from:

- 274-442 (3) Capital Markets and Institutions
274-444 (3) Insurance and Risk Management
274-480 (3) Global Investments
274-492 (3) International Finance II
274-541 (3) Applied Investments
274-647 (3) Advanced Finance Seminar

the remainder, if any, from:

- 271-311 (3) Financial Accounting I
271-312 (3) Financial Accounting II
271-417 (3) Taxation and Business Decisions
274-445 (3) Real Estate Finance
277-675 (3) Applied Time Series Analysis

8.3 Major in Information Systems

Adviser: Professor R. Donovan

The 30-credit Major in IS is designed to provide a strong foundation in the design, development, and implementation of information systems within the framework of the Management program. The Major is most appropriate for students seeking a career in the information systems field as systems analysts, systems developers, support analysts, and managers of information systems teams and departments. The IS Major combines both IS Concentration streams (Systems Analysis and Implementation, and Business Systems Development) with two additional courses chosen by the student and approved by the IS faculty.

Approval of the Adviser is required before a student may declare the Major. Due to prerequisites, four terms are required to complete a Major in Information Systems. (Program revision Awaiting University Approval)

Required Courses (24 credits)

- 273-333 (3) Systems Analysis and Modelling
273-341 (3) Business Systems Design I
273-342 (3) Business Systems Design II
273-422 (3) Object Oriented Design
273-432 (3) Information Systems Administration
273-436 (3) Telecommunications Management
273-437 (3) Data and Database Management
273-438 (3) Graphical Development Environments

Complementary Courses (6 credits)

6 credits chosen from the following:

273-332	(3)	Accounting Information Systems
273-334	(3)	Business Program Development
273-431	(3)	Information Systems Design
273-444	(3)	Decision Support Systems
304-xxx*	(3)	Computer Engineering Courses
308-xxx*	(3)	Computer Science Courses**
635-xxx*	(3)	Computer Courses in Continuing Education

* Courses with 304, 308, or 635 prefixes must be approved by the adviser.

** Students who have already taken 308-xxx (Computer Science) courses must see the adviser.

8.4 Major in Labour-Management Relations

Adviser: Professor M.D. Lee

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

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

Required Courses (30 credits)

279-294	(3)	Intro to Labour-Management Relations
279-449	(3)	Occupational Health & Safety
279-459	(3)	International Labour Relations
279-492	(3)	Public Policy in Industrial Relations
279-494	(3)	Labour Law
279-495	(3)	Labour Relations in the Public Sector
279-496	(3)	Collective Bargaining
279-497	(3)	Contract Administration
154-306	(6)	Labour Economics and Institutions

8.5 Major in Marketing

Adviser: Professor L. Gialloredo

This 30-credit Marketing Major is designed to provide students with a strong background in marketing in order to prepare them for the wide variety of marketing careers available. The Major is most appropriate for those students seeking a career in brand management, small business marketing, selling and sales management and business-to-business marketing. In addition to the 15 Required credits, students must select an additional 15 credits from the list of Complementary courses. (Program revision Awaiting University Approval.)

Required Courses (15 credits)

275-354	(3)	Marketing Management II
275-357	(3)	Marketing Planning
275-451	(3)	Marketing Research
275-452	(3)	Consumer Behaviour
275-453	(3)	Advertising Management

Complementary Courses (15 credits)

five of:

270-464	(3)	Management of Small Enterprises
275-351	(3)	Marketing in Society
275-355	(3)	Service Marketing
275-360	(3)	Marketing of Technology
275-365	(3)	New Products
275-438	(3)	Brand Management
275-455	(3)	Sales Force Management
275-456	(3)	Industrial Marketing
275-459	(3)	Retail Management

275-461	(3)	Advertising Practicum
275-483	(3)	International Marketing
275-557	(3)	Marketing Research II

8.6 Major in Mathematics for Management Students

Adviser: Professor W.J. Anderson, Department of Mathematics and Statistics, Faculty of Science

This Major is comprised of 54 credits of Mathematics and related courses (15 credits of which are counted as Core credits). It provides students in Management with a sound mathematical basis for the understanding of the modern concepts of Management Science. These require a good knowledge of advanced calculus, analysis, linear algebra and statistics. Current research in various branches of Management Science also requires considerable training in mathematics.

Since management is, in part, a sequential decision making process, a good manager needs to be able to devise optimal strategies in a systematic and scientific way. Courses in stochastic process, optimization, etc., will help to reinforce such skills.

Students entering the Major program in Mathematics are normally expected to have completed 189-133, 189-140, and 189-141 or their equivalents. Otherwise they will be required to make up any deficiencies in these courses over and above the credits specified in the Major. Students entering the 120-credit Management program would take these courses in place of 189-130 and 189-131 in UO, counting 6 credits as Freshman Program credits and the remaining 3 as Freshman Complementary.

Required Courses (30 credits)

189-222	(3)	Calculus III
189-235	(3)	Algebra I
189-236	(3)	Linear Algebra I
189-242	(3)	Analysis I
189-243	(3)	Real Analysis
189-314	(3)	Advanced Calculus
189-315	(3)	Ordinary Differential Equations
189-316	(3)	Functions of a Complex Variable
189-323*	(3)	Probability Theory
189-324*	(3)	Statistics

* credits for these courses are counted in the Core where they replace 280-271 and 280-272.

Complementary Courses (24 credits)

one of:

189-317	(3)	Numerical Analysis
189-343	(3)	Discrete Mathematics and Applied Algebra

plus 12 credits selected from courses offered by the Department of Mathematics and Statistics

the additional 9 credits in Mathematics or related disciplines which complete the Major are fulfilled by Core courses 280-331, 280-373, 280-472.

Note: Due to 308-202, which is prerequisite to both 189-317 and 189-343, this Major requires 93 credits to complete.

8.7 Major in Psychology for Management Students

Adviser: Professor M.D. Lee

This Major is comprised of 30 credits – 24 credits in Psychology and 6 credits to be taken in Management.

The Faculty of Management in collaboration with the Psychology Department, Faculty of Science, offers programs of study in organizational and consumer psychology leading to the B.Com. degree. These programs concentrate on providing an education in the fundamentals of experimental and social psychology. In view of rapid changes in practical methods and professional techniques employed by managers and professional consultants, broad training in such fundamentals is seen as excellent preparation for graduate school in psychology and management as well as for a successful managerial career.

Required Courses (12 credits)

204-211	(3)	Learning and Motivation
204-213	(3)	Cognition

- 204-215 (3) Social Psychology
 204-333 (3) Personality and Social Psychology

Complementary Courses (18 credits)

12 credits chosen from:

- 204-212 (3) Perception
 204-310 (3) Human Intelligence
 204-314 (3) Thinking and Concepts
 204-331 (3) Inter-group Relations
 204-332 (3) Introduction to Personality
 204-335 (3) Formal Models of Psych. Processes
 204-336 (3) Measurement of Psych. Processes
 204-340 (3) The Psychology of Language
 204-341 (3) Psychology of Bilingualism
 204-351 (3) Research Methods in Social Psychology
 204-352 (3) Lab in Cognitive Psychology
 204-354 (3) Interpersonal Relationships
 204-401 (3) Theories of Cognition
 204-403 (3) Modern Psychology in Historical Perspective
 204-406 (3) Psychological Tests and Measurement
 204-408 (3) Principles of Cognitive Behaviour Therapy
 204-451 (3) Human Factors Research and Techniques
 204-471 (3) Human Motivation
 204-510 (3) Statistical Analysis of Tests

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

Organizational Psychology Option

two of:

- 272-321 (3) Leadership Power and Influence
 272-380 (3) Cross-Cultural Management
 272-420 (3) Group Dynamics
 272-421 (3) Managing Organizational Change
 272-434 (3) Advanced Topics in Organizational Behaviour
 279-294 (3) Intro to Labour-Management Relations

Consumer Psychology Option

two of:

- 275-451 (3) Marketing Research
 275-452 (3) Consumer Behaviour
 275-557 (3) Marketing Research II

9 Honours

An Honours program is available in Accounting and in Economics, as well as Joint Honours programs in Economics and Accounting, and in Economics and Finance.

The difference between the Honours and Major programs is not one of quantity but rather of quality, the Honours program involving study in greater depth. Students must register with the Economics Department, Faculty of Arts, for the Honours in Economics programs. This will usually be done at the beginning of their U1 year but special arrangements may be made for students wishing to enter the program at the beginning of U2. Graduation with an Honours standing requires a minimum CGPA of 3.00 and an average of 3.00 in the specified courses of the program.

9.1 Honours in Accounting

Adviser: Professor C.S. McWatters

The objectives of this 36-credit program are twofold – to prepare students for admission to the accountancy profession (CA, CMA, CGA) and to prepare students for careers in business and government, where accounting expertise is recognised as necessary and indispensable.

Students should note that although the program incorporates the academic and/or professional requirements imposed by the professional groups, the scope of the program is much broader. Courses are not designed specifically to meet professional requirements. Students entering the Accounting Honours program with the intention of proceeding onward to qualification as a CA, CMA or CGA should consult the Honours Adviser. Further information on the Graduate Diploma in Public Accountancy, one of the

requirements for admission to l'Ordre des comptables agréés du Québec (CA), may be obtained from the Faculty of Management office which administers that program. McGill's Centre for Continuing Education should be contacted regarding the Certified General Accountant program. For information on the Certified Management Accountant program, students should contact Professor C. McWatters in the Faculty of Management.

Entry into the Honours program will be by application at the end of U1. Acceptance to the program is on a competitive basis; students who apply must have a CGPA of 2.80 (65% average) in U1 with at least a B- in 280-211 and 280-213.

To remain in the Honours program, students must maintain minimum standards. A grade of at least B- is required in each course in the Honours Program. Students receiving a grade of less than B- in any Required course will have to repeat that course; if a grade of less than B- is received for a Complementary course, it may be repeated or another Complementary course taken in its place. Graduation with an Honours standing requires a minimum CGPA of 3.00 (70%) in each year of the Honours Program (U2 and U3) and an average of 3.00 (70%) in the specified courses of the program

Required Courses (18 credits)

- 271-351 (3) Intermediate Financial Accounting I
 271-352 (3) Intermediate Financial Accounting II
 271-361 (3) Intermediate Management Accounting I
 271-362 (3) Intermediate Management Accounting II
 271-385 (3) Principles of Taxation
 271-455 (3) Development of Accounting Thought

Complementary Courses (18 credits)

a minimum of 9 credits (3 courses) must be chosen from Category A, and a maximum of 9 credits (3 courses) may be chosen from Category B

Category A:

at least one of:

- 271-453 (3) Advanced Financial Accounting
 271-463 (3) Advanced Management Accounting

the remainder to be chosen from:

- 271-356 (3) International Accounting
 271-454 (3) Financial Reporting: Standards & Practices
 271-434 (3) Topics in Accounting
 271-471 (3) Non-Profit Accounting
 271-475 (3) Principles of Auditing
 271-476 (3) Internal Auditing
 271-477 (3) External Auditing
 271-486 (3) Taxation II

Category B

- 273-332 (3) Accounting Information Systems
 273-333 (3) Systems Analysis and Modelling
 273-341 (3) Business Systems Design I
 274-342 (3) Finance II
 274-441 (3) Investments & Portfolio Management
 274-443 (3) Applied Corporate Finance
 274-482 (3) International Finance I
 and Approved Courses at the 300 level or higher in other Areas of the Faculty

9.2 Honours in Economics for Management Students

Advisers: Professors C. Eberwein, G. Grantham, and R. Rowley, Department of Economics, Faculty of Arts

This program is comprised of 42 credits of Honours Economics courses (12 credits of which are counted as Core credits).

To remain in the Honours program, students must obtain a grade of at least B- in 154-250D. Graduation with an Honours standing requires a minimum CGPA of 3.00 and an average of 3.00 in the specified courses of the program.

Required Courses (24 credits)

- 154-250D* (6) Intro. to Economic Theory – Honours
 154-257D** (6) Economic Statistics – Honours

154-352D*** (6) Macroeconomics – Honours
 154-450D (6) Advanced Economic Theory – Honours
 * 3 credits for this course are counted in the Core, where it replaces 280-293.

** credits for this course are counted in the Core, where it replaces 280-271 and 280-272.

*** 3 credits for this course are counted in the Core, where it replaces 154-195.

Complementary Courses (18 credits)

154-460A (3) History of Recent Economic Thought I – Hons.
 and 154-461B (3) History of Recent Economic Thought II – Hons.

or 154-467D (6) Econometrics – Honours
 plus 12 credits of other Economics courses approved by an Honours adviser.

9.3 Joint Honours in Economics and Accounting

Advisers: Professors C. Eberwein, G. Grantham, and R. Rowley, Department of Economics, Faculty of Arts

This Joint Honours program is comprised of 36 credits of Honours Economics courses (12 credits of which are counted as Core credits) and 12 credits of courses from the Honours in Accounting program.

To earn an Honours designation, a CGPA of 3.00 is required in the 36 credits in Economics (including a 3.00 CGPA in the specified courses) and a grade of B- or better with a CGPA of 3.00 in all Accounting courses.

Economics Required Courses (24 credits)

154-250D* (6) Intro. to Economic Theory - Honours
 154-257D** (6) Economic Statistics - Honours
 154-352D (6) Macroeconomics - Honours
 154-450D (6) Advanced Economic Theory - Honours

* 3 credits for this course are counted in the Core, where it replaces 280-293.

** credits for this course are counted in the Core, where it replaces 280-271 and 280-272.

*** 3 credits for this course are counted in the Core, where it replaces 154-195.

Economics Complementary Courses (12 credits)

154-460A (3) History of Recent Economic Thought I – Hons.
 and 154-461B (3) History of Recent Economic Thought II – Hons.

or 154-467D (6) Econometrics - Honours
 plus 6 credits of other Economics courses approved by an Honours adviser.

Accounting Required Courses (9 credits)

271-351 (3) Intermediate Financial Accounting I
 271-352 (3) Intermediate Financial Accounting II
 271-361 (3) Intermediate Management Accounting I

Accounting Complementary Course (3 credits)

271-362 (3) Intermediate Management Accounting II
 or 271-385 (3) Principles of Taxation

9.4 Joint Honours in Economics and Finance

Adviser: Professor V. Errunza

This Joint Honours program is comprised of 30 credits of Honours Economics courses (12 credits of which are counted as Core credits) and 18 credits in Finance.

This program is designed to take advantage of both McGill's Finance and Economics course offerings to produce a student who is well trained in these two complementary areas, and is particularly attractive to those planning careers in finance, economics or financial economics posts in both industry and government. The program is a demanding one and its potential rewards are correspondingly high.

To earn the Honours designation, a CGPA of 3.00 is required in the Economics credits and a grade of B- or better with a CGPA of 3.00 in all Finance courses.

Economics Required Courses (24 credits)

154-250D* (6) Intro. to Economic Theory - Honours
 154-257D** (6) Economic Statistics - Honours
 154-352D (6) Macroeconomics - Honours
 154-450D (6) Advanced Economic Theory - Honours

* credits for this course are counted in the Core, where it replaces 154-295 and 280-293

** credits for this course are counted in the Core, where it replaces 280-271 and 270-272.

Economics Complementary Courses (6 credits)

154-460A (3) History of Recent Economic Thought I – Hons.
 and 154-461B (3) History of Recent Economic Thought II – Hons.

or 154-467D (6) Econometrics - Honours

Finance Required Courses (12 credits)

274-342 (3) Finance II
 274-441 (3) Investments and Portfolio Management
 274-443 (3) Applied Corporate Finance
 274-647 (3) Advanced Finance Seminar

Finance Complementary Courses (6 credits)

two of:

274-448 (3) Options and Futures
 274-480 (3) Global Investments
 274-482 (3) International Finance I
 274-492 (3) International Finance II
 274-541 (3) Applied Investments

10 Faculty Program in International Management

Students who choose this course of study take the standard 51 credits of Core courses but, instead of choosing a Major, Honours or Concentration, they focus on gaining knowledge of a specific geographical region of the world by taking a minimum of 27 credits of courses in an interdisciplinary area of study in the Faculty of Arts. The program also includes a minimum of 9 credits of 300 or higher level courses on integrative or international topics in management.

All students admitted into the full time B.Com. program are eligible for this course of study. Students considering the Faculty Program should take 280-382 in U1 to help them decide. In order to fulfil the requirements of this option in the 3 or 4 years typically taken to complete a B.Com. degree, students should select their region of specialization by the Spring of their U1 year. An adviser from the Faculty will be appointed to each of the interdisciplinary regional areas of study to help students plan their programs of study.

REGIONAL INTERDISCIPLINARY AREAS OF SPECIALIZATION

Three areas of study are offered to all students: Latin America and the Caribbean, East Asia, and Western Europe (Germany, Italy, France, or Spain). Two additional areas of study (Canada and the United States) are offered for foreign students who come to McGill from other countries.

Students must complete 9 to 12 credits of language study appropriate to their regional area of study, unless they can demonstrate proficiency, in which case they must substitute courses taught in the language of their chosen region.

In addition to language study, a minimum of 15 to 18 credits of courses focused on the geographical region of choice must be taken. These courses are from a wide range of Faculty of Arts departments: Anthropology, Economics, Geography, History, Political Science, Religious Studies, etc.

A TERM ABROAD

All students in the program will be expected to spend one term in the region they have chosen to study. During this term they would be required to either:

- take approved courses which can be used towards their language credits, their regional area studies, or the advanced management courses on integrative or international topics; or
- work in a job where they must use a language from their chosen region. If they are able to arrange a verifiable, paid work experience, they will be eligible to receive 3 course credits to be used toward their advanced management courses if they make arrangements in advance to take an Independent Study course and write a paper related to their experiences.

INTEGRATIVE OR INTERNATIONAL TOPICS IN MANAGEMENT

Students must take at least 9 credits of courses on international or integrative business topics. At least one of the courses must include an assignment which requires students to capitalize on their broad interdisciplinary knowledge and expertise gained from their study of a particular culture, as well as management.

Integrative/International Topics in Management Component

9 credits chosen from the following:

270-391	(3)	International Business Law
270-394*	(3)	Asia/Pacific Management
270-395	(3)	European Economic & Business Management
270-434	(3)	Topics in Management
270-462	(3)	Management of New Enterprises
270-464	(3)	Management of Small Enterprises
270-481	(3)	North America in the Global Market
270-493	(3)	Global Economic Competitiveness
272-380	(3)	Cross Cultural Management
274-478	(3)	International Financial Management
274-482	(3)	International Finance I
275-483	(3)	International Marketing Management
276-383	(3)	International Business Policy
276-440	(3)	Strategies for Sustainable Development
276-469	(3)	Managing Globalization

or 3 credits of Independent Study - if, during the term abroad, students are able to arrange a verifiable, paid work experience; make arrangements in advance to take an Independent Study course; and write a paper related to the experience.

* This course is required for students taking the East Asian Studies option.

10.1 Latin American and Caribbean Studies**LANGUAGE COMPONENT (12 credits)**

12 credits of Spanish language courses at the level deemed appropriate for the student or, with the approval of the Area Adviser, of courses taught in Spanish from the Hispanic Studies Department list below.

Spanish Language Courses List

144-210D	(6)	Spanish Language, Elementary
or 144-218A,B	(6)	Spanish Language Elementary - Intensive
144-220D	(6)	Spanish Language Intermediate
or 144-219A,B	(6)	Spanish Language Intermediate - Intensive

Other Hispanic Studies Department Courses List

144-243	(3)	Survey of Spanish American Literature I
144-244	(3)	Survey of Spanish American Literature II
144-302	(3)	Hispanic Literature in English Translation
144-328	(3)	Literature of Ideas: Spanish America
144-332	(3)	Spanish American Lit. of the 19th C.
144-333	(3)	Spanish American Theatre
144-351	(3)	Spanish American Novel of the 20th Century
144-352	(3)	The Contemporary Spanish-American Novel
144-356	(3)	Spanish American Short Story
144-358	(3)	Women Writers of Fiction in Spanish America
144-432	(3)	Literature of Discovery and Exploration

144-433	(3)	Gaicho Literature
144-434	(3)	The Dictator in the Spanish-American Novel
144-437	(3)	Viceregal Spanish America
144-442	(3)	Modernism
144-453	(3)	Spanish-American Poetry: Modernism and After
144-505	(3)	Seminar in Hispanic Studies
144-506	(3)	Seminar in Hispanic Studies
144-507	(3)	Seminar in Hispanic Studies

AREA FOCUS COMPONENT (15 credits)**Required Courses (6 credits)**

101-309A	(3)	History of Latin America to 1825
101-360B	(3)	History of Latin America since 1825

Complementary Courses (9 credits)

6 credits, either the following two, or authorized substitutions from the list of Hispanic Studies Department courses given above:

144-225	(3)	Hispanic Civilization I
144-226	(3)	Hispanic Civilization II

3 credits chosen from the following:

101-464D**	(6)	Topics in Latin American History
138-497	(3)	Research Seminar on Latin America and the Caribbean
151-326	(3)	Peoples of Central and South America
154-410	(3)	Economic Development: Latin America
160-319	(3)	Politics of Latin America
160-472	(3)	Developing Areas/Social Movements
166-366	(3)	Social Change in the Caribbean

** if 101-464 is taken, only 3 credits will count towards the Option, the other 3 will be counted as elective.

10.2 East Asian Studies

Note: All students taking the East Asian Studies option must take 270-394 Asia/Pacific Management as part of the Integrative/International Topics in Management Component.

The East Asian Studies option combines the study of either Chinese or Japanese with related courses in culture and history as follows:

LANGUAGE COMPONENT (9 credits)

9 credits of First Level Korean, Chinese or Japanese language or, with the approval of the Area Adviser, of courses taught in one of those languages by the East Asian Studies Department.

East Asian Languages Courses List

117-220D	(9)	First Level Korean
or 117-230D	(9)	First Level Chinese
or 117-240D	(9)	First Level Japanese

Students with a prior knowledge of an Asian language may substitute a second-level language course (117-320, 117-330, 117-340) for 9 credits, or a third or fourth-level course for 6 credits, along with an additional 3-credit course from the Complementary course list below.

AREA FOCUS COMPONENT (18 credits)**Complementary Courses (18 credits)**

6 credits from:

117-211	(3)	Introduction to East Asian Culture: China
117-212	(3)	Introduction to East Asian Culture: Japan
117-213	(3)	Introduction to East Asian Culture: Korea
101-208A	(3)	Introduction to East Asian History
101-218B	(3)	Modern East Asian History

6 credits, at least, from the following:

117-351	(3)	Women in Chinese Literature
117-353	(3)	Twentieth Century China in Film and Fiction
117-362	(3)	Japanese Cinema
117-363	(3)	Aesthetics and Politics of Vision in Pre-Modern Japan
117-364	(3)	Mass Culture and Postwar Japan

117-382	(3)	Modern Japanese Society: People and Institutions
117-384	(3)	Comp. Socioeconomic His. of Japan & Korea
117-452	(3)	Song and Lyric in Traditional China
117-453	(3)	History of Chinese Fiction
117-456	(3)	Chinese Drama and Popular Culture
117-461	(3)	Japanese Novel
117-462	(3)	Japan in Asia
117-464	(3)	Image/Text/Performance
117-466	(3)	Feminism and Japan
117-484	(3)	Communities and Change in Japan
117-515	(3)	Seminar: Beyond Orientalism
117-529	(3)	Modern Chinese Society and Change
117-551	(3)	Technologies of the Self in Early China
117-563	(3)	Images, Ideograms, Aesthetics
117-564	(3)	Structures of Modernity: Japan
117-580	(3)	Japan: The Sociopolitical Framework
117-584	(3)	Industry in Japan
117-590	(3)	Multiple Narratives of the "Orient"

the remaining credits, if any, to be chosen from the following:

101-208	(3)	Modern East Asian History
101-308	(3)	The Formation of the Chinese Tradition
101-318	(3)	History of Japan I
101-328	(3)	China in Revolution I: 1840-1911
101-337A	(3)	Japanese Intellectual History I
101-338	(3)	China in Revolution II: 1911-1994
101-348A/B	(3)	China: Science - Medicine - Technology
101-352	(3)	Japanese Intellectual History II
101-358	(3)	China: Six Dynasties to the Mongols
101-359	(3)	History of Japan II
101-428	(3)	Topics in Japanese Cultural History
101-439	(3)	History of Women in China
101-441	(3)	Topics: Culture and Ritual in China
101-442	(3)	Asian Diaspora: The Chinese Overseas
101-497D	(6)	Topics in Chinese History
151-329	(3)	Modern Chinese Society and Change
154-335	(3)	The Japanese Economy
154-411	(3)	Economic Development: A World Area (Asia)
160-323	(3)	Developing Areas/East Asia
160-349	(3)	Foreign Policy: Asia
166-365	(3)	The Sociology of Modern China
260-253	(3)	The Religions of East Asia
260-352	(3)	Japanese Religions
260-354	(3)	Chinese Religions
260-442	(3)	Pure Land Buddhism
260-451	(3)	Zen: Maxims and Methods
260-452	(3)	Topics in East Asian Religions
260-549	(3)	Topics in East Asian Philosophy

Students are encouraged to choose courses related to their language study although alternative programs are acceptable after consultation with an adviser.

10.3 Western European Studies

The Western European Studies Focus combines the study of a European language with related courses in culture, history, and economics. Students choose one of the four geographical areas listed below in which to concentrate their studies.

10.3.1 FRANCE

LANGUAGE COMPONENT (12 credits)

12 credits of French language courses at the level deemed appropriate for the student or, with the approval of the Area adviser, of courses taught in French by the French Languages and Literature Department.

French Language Courses List

125-201A	(3)	Composition I
125-203B	(3)	Composition II

127-101D	(6)	Beginners' French
127-207D	(6)	Elementary French
127-211D	(6)	Oral and Written French 1
127-215A	(6)	Intensive Oral and Written French I
127-302A	(3)	Listening Comprehension and Oral Expression I
127-303B	(3)	Listening Comprehension and Oral Expression II
127-305A,B	(3)	Intermediate French: Writing
127-321D	(6)	Oral and Written French II

AREA FOCUS COMPONENT (15 credits)

Complementary Courses (15 credits)

6 credits selected from:

125-221	(3)	Introduction a la civilisation Française
125-324*	(3)	Civilisation Française V: (depuis 1940)
125-310A*	(3)	Histoire du cinema francais
or 125-311A	(3)	Histoire du cinema francais II

9 credits selected from:

101-225	(3)	History of France to 1789
101-346	(3)	A History of France, 1871 to the Present
101-425D	(6)	Early Modern France

and/or any of the French Literature and French Civilization Courses offered by the French Language and Literature Department, or from the listings of courses open to all students in the Western European Studies focus, [section 10.3.5](#).

* will not be offered in 2000-01

10.3.2 GERMANY

LANGUAGE COMPONENT (12 credits)

12 credits of German language courses at the level deemed appropriate for the student or, with the approval of the Area adviser, of courses taught in German by the German Studies Department.

German Language Courses List

129-202D	(6)	German Language, Beginners'
129-200A,B	(6)	German Language, Intensive Beginners'
129-203D	(6)	German Language, Beginners'
129-300A,B	(6)	German Language, Intensive Intermediate
129-307D	(6)	German Language, Intermediate
129-345	(3)	Business German 1
129-346	(3)	Business German II

AREA FOCUS COMPONENT (15 credits)

Required Courses (6 credits)

101-231B	(3)	German History Since 1648
129-364A	(3)	German Culture: Gender and Society

Complementary Courses (9 credits)

3 credits selected from:

101-214A	(3)	Intro. to European History
101-230A	(3)	German History to 1648

6 credits selected from:

101-355D	(6)	Germany 1806-1918
101-435D	(6)	Germany in the 20th Century
154-340	(3)	Ex-Socialist Economies

and/or from all courses offered by the German Studies Department or from the listings of courses open to all students in the Western European Studies focus, [section 10.3.5](#).

10.3.3 ITALY

LANGUAGE COMPONENT (12 credits)

12 credits of Italian language courses at the level deemed appropriate for the student or, with the approval of the Area Adviser, of courses taught in Italian by the Italian Studies Department.

Italian Language Courses List

132-205D	(6)	Italian for Beginners
132-206A,B	(6)	Beginners' Italian Intensive
132-210D	(6)	Elementary Italian
132-215D	(6)	Intermediate Italian

132-216A,B (6) Intermediate Italian Intensive

AREA FOCUS COMPONENT (15 credits)

Complementary Courses (15 credits)

15 credits from the following list:

- 101-345 (3) History of the Italian Renaissance
 - 101-365 (3) Early Modern Italy
 - 123-223 (3) Early Renaissance Art in Italy
 - 123-320 (3) Baroque Art in Italy
 - 123-324 (3) High Renaissance Art in Italy
 - 123-325 (3) Venetian High Renaissance Painting
 - 151-337 (3) Mediterranean Society and Culture
 - 160-414 (3) Society and Politics in Italy
 - 210-387 (3) The Opera
- and/or from all courses offered by the Italian Department or from the listings of courses open to all students in the Western European Studies focus, [section 10.3.5](#). Courses should be chosen in consultation with an adviser.

10.3.4 SPAIN

LANGUAGE COMPONENT (12 credits)

12 credits of Spanish language courses at the level deemed appropriate for the student or, with the approval of the Area adviser, of courses taught in Spanish by the Hispanic Studies Department.

Spanish Language Courses List

- 144-210D (6) Spanish Language, Elementary
- 144-218A,B (6) Spanish Language Elementary - Intensive
- 144-220D (6) Spanish Language Intermediate
- 144-219A,B (6) Spanish Language Intermediate - Intensive

AREA FOCUS COMPONENT (15 credits)

Complementary Courses (15 credits)

6 credits from:

- 144-225 (3) Hispanic Civilization I
- 144-226 (3) Hispanic Civilization II
- 101-217 (3) A Survey of Spanish History

9 credits selected from the following courses, most of which are taught in Spanish, or from the listings of courses open to all students in the Western European Studies focus, [section 10.3.5](#).

- 144-241 (3) Survey of Spanish Literature I
- 144-242 (3) Survey of Spanish Literature II
- 144-301 (3) Hispanic Literature in English Translation (in English)
- 144-321 (3) Spanish Literature of the 18th Century
- 144-324 (3) 20th Century Drama
- 144-325B (3) The Spanish Novel of the 19th Century
- 144-326 (3) Spanish Romanticism
- 144-327 (3) Literature of Ideas: Spain
- 144-349A (3) Generation of 1898: Essay
- 144-350B (3) The Generation of 1898: Creative Genres
- 144-421 (3) Golden Age Prose
- 144-423 (3) Modern Lyric Poetry
- 144-424 (3) Spanish Novel Since the Civil War
- 144-425A (3) The World of Pérez Galdós
- 144-451D (6) Cervantes
- 144-457 (3) Medieval Literature
- 144-458 (3) Golden Age Drama
- 144-460 (3) Golden Age Poetry
- 151-337 (3) Mediterranean Society & Culture (in English)

10.3.5 Complementary Courses Open to all Students in the Western European Studies Focus

Economics

- 154-313D (6) Economic Development
- 154-344 (3) The International Economy 1830-1914
- 154-345 (3) The International Economy since 1914
- 154-423D (6) International Trade and Finance

History

- 101-214 (3) Introduction to European History

- 101-215B (3) Modern European History
- 101-305 (3) War and Society I
- 101-306 (3) East Central Europe Since 1944
- 101-312 (3) East Central Europe 1453-1740
- 101-313 (3) East Central Europe 1740-1914
- 101-315 (3) Western Europe from the French Revolution to ca. 1850
- 101-317 (3) War and Society II
- 101-325D (6) Western Europe from the Renaissance to the 18th Century
- 101-335 (3) Western Europe from 1850 to the Early 20th Century
- 101-354 (3) Women in Western Europe Since 1750
- 101-372 (3) The Low Countries: 14th to 17th Century
- 101-388 (3) The Second World War

Political Science

- 160-212 (3) Government and Politics of the Developed World
- 160-318 (3) Comparative Local Government
- 160-328 (3) Modern Politics in Western Europe
- 160-344 (3) Foreign Policy: Europe
- 160-356 (3) Development and Public Policy in Western Europe
- 160-357 (3) Politics in Contemporary Western Europe

10.4 Canadian Studies

Required Courses (15 credits)

- 106-200 (3) Introduction to the Study of Canada
- 106-300 (3) Topics in Canadian Studies I: Nationalisms in Canada
- 154-303D (6) Canadian Economic Policy
- 166-233 (3) Canadian Society

Complementary Courses (12 credits)

- 160-221 (3) Government of Canada
 - or 160-222 (3) Political Process and Behaviour in Canada
- plus 9 credits chosen from 300- or 400- level courses on Canada from the McGill Institute for the Study of Canada or other departments.

10.5 American Studies

Complementary Courses (27 credits)

at least 12 credits selected from the following:

- 101-211 (3) The United States to 1865
 - 101-221 (3) The United States Since 1865
 - 110-225 (3) American Literature I
 - 110-226 (3) American Literature II
 - 154-308 (3) Public Policies Toward Business
 - 154-311 (3) United States Economic Development
 - 160-325D (6) Government and Politics of the United States
- the remaining credits to be selected from the North American Studies program listings, or other departments. Courses must be at the 300- or 400-level and specifically related to American culture.

