



JOHN MOLSON  
SCHOOL OF BUSINESS

JOHN MOLSON  
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UNDERGRADUATE PROGRAMS

CONCORDIA

## THE JOHN MOLSON ADVANTAGE [↗](#)

Accreditation  
Co-op (Paid Internships)  
Study in Montreal (North America's top student city)  
Career Management Services  
Tradition of success in Case Competitions  
Entrance Scholarships  
Study Abroad  
Student run Committees and Associations  
Interdisciplinary Curriculum

## UNDERGRADUATE BACHELOR PROGRAMS

Program Structure: Bachelor of Commerce (BComm) and Bachelor of Administration (BAdmin) [↗](#)  
Accountancy [↗](#)  
Business Technology Management [↗](#)  
Economics [↗](#)  
Finance [↗](#)  
International Business [↗](#)  
Management [↗](#)  
Marketing [↗](#)  
Supply Chain Operation Management [↗](#)  
Human Resource Management [↗](#)  
Bachelor of Administration [↗](#)

## UNDERGRADUATE CERTIFICATES [↗](#)

Certificate in Foundations for Business  
Certificate in Business Studies  
Certificate in Accountancy (Requires completed Bachelor's degree)

## APPLY NOW [↗](#)

Application Steps and Strategy

1. Choose program
2. Review Minimum Admission Requirements
3. Check Application Deadlines
4. Required documents
5. Submit Online application

Useful Information

- Cost
- Length

## BROCHURE TIPS

This document is best viewed at 100%.

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# THE JOHN MOLSON ADVANTAGE

The John Molson School of Business mission is to provide an engaging learning and research environment that empowers us to achieve our greatest potential for the betterment of business and society.

See why our school is right for you!

**AACSB-ACCREDITED** The John Molson School of Business' (JMSB) excellence in business education has been recognized since 1997, when it earned accreditation from the Association to Advance Collegiate Schools of Business (AACSB), the world's premier business school accreditation agency. AACSB International accreditation is the hallmark of excellence in management education, and is recognized around the world. Through continuous improvement by a rigorous and comprehensive peer review, you can be sure that your degree will open doors for you around the world. [↗](#)

**CO-OP PROGRAMS** Co-op programs provide students with hands-on work experience in some of Canada's top corporations. Alternating academic semesters with work terms allows students to apply what they learn in the classroom in a real world context. Co-op programs are offered in Accountancy, Finance, Human Resource Management, International Business, Management Information Systems, Marketing and Supply Chain Operations Management.

Accumulating months of paid work experience while completing your studies gives students a strong competitive edge when entering the workforce upon graduation. [↗](#)

**STUDY IN COSMOPOLITAN MONTREAL, QUEBEC** Considered one of the world's best cities to live in, Montreal is a vibrant, safe and affordable metropolis, with a diverse population and a rich cultural environment. Montreal has consistently been named one of the world's top student cities.

Located in the heart of Montreal's downtown core, the John Molson School of Business is steps away from the bustling financial district, close to countless restaurants and cultural landmark. The Molson building also has a direct entry to the Metro system from the lower level of the Molson Building. [↗](#)

**CAREER MANAGEMENT SERVICES** Career Management Services (CMS) offer students one-on-one career counselling, drop-in résumé and cover letter writing clinics, a job posting database, on-campus recruiting events, and various career building workshops, including interview techniques, salary negotiation, and employer research. [↗](#)

## TRADITION OF SUCCESS IN CASE COMPETITIONS

The John Molson School of Business has a long tradition of success in national and international case competitions and a reputation for having one of the best undergraduate case preparation programs in the country. Students who take part in these competitions gain valuable skills and experience and build relationships that last a lifetime. [↗](#)

**ENTRANCE SCHOLARSHIPS** When applying to the business school, you are automatically considered for an entrance scholarship, which are awarded to students based on academic merit. For more information about scholarships, awards, bursaries and financial aid, see Financial Aid and Awards. [↗](#)

## CONCORDIA STUDENT EXCHANGE PROGRAM

Study Abroad programs offer students the opportunity to experience new cultures, learn foreign languages, broaden their perspectives, and develop professional skills. Earn credits towards your business degrees while studying at one of over 130 partner universities. Study abroad for up to two semesters while maintaining Concordia tuition fee rates. [↗](#)

## STUDENT RUN COMMITTEES AND ASSOCIATIONS

John Molson students are known university-wide for their spirit and enthusiasm. Learn about the associations and committees that can help you make connections and make a difference in your fellow students' lives. [↗](#)

**INTERDISCIPLINARY CURRICULUM** Undergraduate programs provide students with a practical education for business life. This is accomplished through an interdisciplinary curriculum that is intellectually challenging. The first year of the program provides knowledge of fundamental business concepts and operational skills that form the base for the core curriculum. The second year of the program builds on this foundation to provide a broad experience in all phases of business. The interdisciplinary nature of the program allows students to analyse, formulate, judge, and solve challenging business problems. The last year of the program provides students with an opportunity for in-depth study of a specific discipline. [↗](#)



# JOHN MOLSON UNDERGRADUATE BACHELOR PROGRAMS

## PROGRAM STRUCTURE

### BACHELOR OF COMMERCE (BCOMM)

In the Bachelor of Commerce your major allows you to specialize in a specific field of business and gives you access to the Co-op program. You can also pursue a business minor.

Core courses	42 credits
Business major courses*	24 credits
Electives	24 credits

\*High School grade 12 applicants will have an additional 30 credits of foundations courses to prepare for the Core Business courses. CEGEP applicants may be exempt.

### BACHELOR OF ADMINISTRATION (BADMIN)

In the Bachelor of Administration, students customize their business education by selecting 18 credits from any business discipline. You do not select a business major, but you can complete a business minor.

Core courses	42 credits
Business courses	18 credits
Non-business electives	30 credits

\*High School grade 12 applicants will have an additional 30 credits of foundations courses to prepare for the Core Business courses. CEGEP applicants may be exempt.



**APPLY NOW** 



# ACCOUNTANCY



Learn to keep businesses ahead of the curve through solving problems, building sound financial strategies and ensuring good fiscal health. Combine our hands-on Co-op program, AACSB accreditation and courses that meet the standards of Quebec's new accountancy designation, the CPA (Chartered Professional Accountant), and there's no question you'll graduate from John Molson with excellent career prospects.

## CORE BUSINESS COURSES

**14 courses (42 credits)** shared by all John Molson Bachelor degrees. Core courses provide students with contemporary business understanding.

## ACCOUNTANCY MAJOR COURSES

**8 Courses (24 credits)** Four courses are required, the other four are chosen by the student which allows a degree to be more precisely tailored to your interests.

**ACCO 310** 3 credits  
Financial Reporting I

**ACCO 320** 3 credits  
Financial Reporting II

**ACCO 330** 3 credits  
Cost and Management Accounting

**ACCO 340** 3 credits  
Income Taxation in Canada

## ELECTIVES COURSES

**8 courses (24 credits)** chosen by the student.

**4 courses (12 credits)** can be used towards a [John Molson Minor](#).

The **remaining 4 courses (12 credits)** must be taken in a faculty other than the John Molson School of Business.



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# BUSINESS TECHNOLOGY MANAGEMENT

While most firms play catch-up with technology, your skills — built on a solid grasp of technology, business, process, project and change management — close that gap. This program turns you into a tech-savvy manager who can implement information and communication technologies (ICT), increase productivity and be an innovative entrepreneur.

## CORE BUSINESS COURSES

**14 courses (42 credits)** shared by all John Molson Bachelor degrees. Core courses provide students with contemporary business understanding.

## BUSINESS TECHNOLOGY MAJOR COURSES

**8 Courses (24 credits)**  
Six courses are required, the other two are chosen by the student which allows a degree to be more precisely tailored to your interests.

**BTM 380** 3 credits  
Introduction to Business  
Application Development

**BTM 382** 3 credits  
Database Management

**BTM 480** 3 credits  
Project Management

**BTM 481** 3 credits  
Information Systems Analysis

**BTM 495** 3 credits  
Information Systems Design and  
Implementation

**BTM 496** 3 credits  
Information Technology Strategy,  
Management, and S

## ELECTIVES COURSES

**8 courses (24 credits)** chosen by the student.

**4 courses (12 credits)** can be used towards a John Molson Minor.

The **remaining 4 courses (12 credits)** must be taken in a faculty other than the John Molson School of Business.



**APPLY NOW** 



# ECONOMICS



Want to see the big picture? At the John Molson School of Business, our Economics major is applied. Because we look at the world through a business lens, you don't just analyze data to discover how society, politics and the environment interact with business, you also develop business strategies and organizational tactics to tackle economic problems big and small. In the Economics major you will:

- Study all our core Commerce curriculum
- Acquire a sound background in economic theory
- Place an applied emphasis on organizational analysis and consulting
- Focus on large and international businesses or small enterprises
- Develop sustainable, ethical and competitive management skills

## CORE BUSINESS COURSES

### 14 courses (42 credits)

shared by all John Molson Bachelor degrees. Core courses provide students with contemporary business understanding.

## ECONOMICS MAJOR COURSES

### 8 Courses (24 credits)

Four courses are required, the other four are chosen by the student which allows a degree to be more precisely tailored to your interests.

**ECON 301** 3 credits  
Intermediate Microeconomic Theory I

**ECON 302** 3 credits  
Intermediate Microeconomic Theory II

**ECON 303** 3 credits  
Intermediate Macroeconomic Theory I

**ECON 304** 3 credits  
Intermediate Macroeconomic Theory II

## ELECTIVES COURSES

**8 courses (24 credits)** chosen by the student.

**4 courses (12 credits)** can be used towards a [John Molson Minor](#).

The **remaining 4 courses (12 credits)** must be taken in a faculty other than the John Molson School of Business.



**APPLY NOW **

# FINANCE



Finance is a competitive program in which you acquire the skills to manage money and practise making decisions that affect the future of corporations, communities and investors. As a Finance student, you will learn to:

- Understand the way money appreciates over time
- Analyze investment opportunities
- Develop financing alternatives
- Weigh risk factors to build wealth responsibly

Choosing one of five areas of finance — corporate finance, investments, financial institutions, derivatives, and international finance — you learn through lectures, case studies, simulation exercises and experiential learning. Our Co-op program places you in a financial sector that you want to practise in. Our prestigious Kenneth Woods Portfolio Management Program provides top students the chance to manage a \$1.5 million-plus portfolio.

## CORE BUSINESS COURSES

### 14 courses (42 credits)

shared by all John Molson Bachelor degrees. Core courses provide students with contemporary business understanding.

## FINANCE MAJOR COURSES

### 8 Courses (24 credits)

Two courses are required, the other six are chosen by the student which allows a degree to be more precisely tailored to your interests.

**FINA 385** 3 credits  
Theory of Finance I

**FINA 395** 3 credits  
Theory of Finance II

## ELECTIVES COURSES

**8 courses (24 credits)** chosen by the student.

**4 courses (12 credits)** can be used towards a [John Molson Minor](#).

The **remaining 4 courses (12 credits)** must be taken in a faculty other than the John Molson School of Business.



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# INTERNATIONAL BUSINESS



International Business students study commerce with a global perspective. In addition to examining management, marketing and finance in international contexts, courses draw insights from experts in the fields of politics, economics, and sociology.

You'll acquire international street sense, adapting business models to differing workplaces, planning for cross-border tax, banking or legal issues, understanding trade dispute contexts, or addressing cultural sensitivities in global marketing campaigns.

Opportunities to practise real cultural exchanges exist inside and outside the classroom. Montreal, a multilingual and multicultural city, is the perfect place to pick up a second (or third) language. Our students hail from more than 100 countries: nearly a fifth are francophone and a quarter speak a language other than English or French as their mother tongue.

International Business will allow you to do business in the global marketplace, make ethical decisions in an international context, and motivate consumers from different cultures.

## CORE BUSINESS COURSES

**14 courses (42 credits)** shared by all John Molson Bachelor degrees. Core courses provide students with contemporary business understanding.

## INTERNATIONAL BUSINESS MAJOR COURSES

**8 Courses (24 credits)**  
Three courses are required, the other four courses are chosen by the student which allows a degree to be more precisely tailored to your interests.

**IBUS 462** 3 credits  
Environment of World Business

**IBUS 466** 3 credits  
Management of Multinational Corporations

**IBUS 492** 3 credits  
Cross-Cultural Communications and Management

## ELECTIVES COURSES

**8 courses (24 credits)** chosen by the student.

**4 courses (12 credits)** can be used towards a [John Molson Minor](#).

The **remaining 4 courses (12 credits)** must be taken in a faculty other than the John Molson School of Business.



**APPLY NOW **

# MANAGEMENT

Do you fit the profile of a 21st-century leader? The future leaders who come to our school inspire people, embrace diversity, build new business models and create wealth in socially and ecologically sustainable ways.

As a John Molson School of Business student, you achieve these goals by taking an integrated approach to management studies. That means you take an overall view of how organizations function: dissecting successes and failures, studying management from many perspectives and complementing every theory with an applied emphasis on organizational analysis and consulting. You'll leave our program equipped with the skills to handle real-world leadership tasks, such as:

- Conflict resolution
- Decision-making
- Planning and budgeting
- Cross-cultural understanding
- Leadership and teamwork
- Problem solving

Whether you become an entrepreneur, manager or consultant, you'll leave us ready to effect change and guide our world in the future.

## CORE BUSINESS COURSES

### 14 courses (42 credits)

shared by all John Molson Bachelor degrees. Core courses provide students with contemporary business understanding.

## MANAGEMENT MAJOR COURSES

### 8 Courses (24 credits)

Two courses are required, the other six are chosen by the student which allows a degree to be more precisely tailored to your interests.

**MANA 341** 3 credits  
Organization Theory and Design

**MANA 420** 3 credits  
Management Research for Decision Making

## ELECTIVES COURSES

**8 courses (24 credits)** chosen by the student.

**4 courses (12 credits)** can be used towards a [John Molson Minor](#).

The **remaining 4 courses (12 credits)** must be taken in a faculty other than the John Molson School of Business.



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# MARKETING

Marketing is the art of persuasion: how to convey ideas, manage buzz and create desire. You persuade people to do things like: buy a car or vote for a politician. And it doesn't matter if you sell smart phones or sustainable living, you'll learn the strategies, tactics and measurements behind influencing consumer choices.

During your degree, you develop decision-making skills, exercise your creative mind and study consumer behaviour. You'll also:

- Examine current marketing theories and practices
- Identify the information needed to tackle marketing problems
- Develop an ability to adapt to constantly changing marketing environments
- Hone your communication and personal-selling skills
- Learn to analyze market metrics and other types of marketing data

The applied approach gives you the tools to succeed in the marketplace after graduation. You will leave with the knowledge, skill and attitude to be an advertising account manager, market researcher or social media specialist, or to take on any number of marketing careers this versatile degree offers you.

## CORE BUSINESS COURSES

### 14 courses (42 credits)

shared by all John Molson Bachelor degrees. Core courses provide students with contemporary business understanding.

## MARKETING MAJOR COURSES

### 8 Courses (24 credits)

Four courses are required, the other four are chosen by the student which allows a degree to be more precisely tailored to your interests.

**MARK 301** 3 credits  
Marketing Management II

**MARK 302** 3 credits  
Marketing Research

**MARK 305** 3 credits  
Consumer Behaviour

**MARK 495** 3 credits  
Strategic Marketing Planning

## ELECTIVES COURSES

**8 courses (24 credits)** chosen by the student.

**4 courses (12 credits)** can be used towards a [John Molson Minor](#).

The **remaining 4 courses (12 credits)** must be taken in a faculty other than the John Molson School of Business.



**APPLY NOW **

# SUPPLY CHAIN OPERATIONS MANAGEMENT

Supply chains make or break businesses. Companies beat the competition because they find, track and keep their products moving efficiently. They employ top supply chain managers. How do we know? Our alumni work at General Electric, Toyota, Domtar and other Fortune 500 companies.

As a Supply Chain Operations Management major, you will study the entire supply chain and its components. You'll learn how to:

- Organize resources: labour, material, money and time
- Model supply chains using forecasting and production planning
- Effectively manage scheduling, inventory, logistics and technology
- Make smart decisions, assess risks, manage projects and do trade-off analyses

You learn by seeing current and leading-edge supply chain practices in action. You examine case studies, play simulation games, go on field trips and listen to guest speakers from industry and business.

The knowledge you gain through the Supply Chain Operations Management program will position you to become a valuable asset in the business world.

## CORE BUSINESS COURSES

**14 courses (42 credits)** shared by all John Molson Bachelor degrees. Core courses provide students with contemporary business understanding.

## SUPPLY CHAIN OPERATIONS MANAGEMENT MAJOR COURSES

**8 Courses (24 credits)**  
Seven courses are required, one course is chosen by the student which allows a degree to be more precisely tailored to your interests.

**BSTA 450** 3 credits  
Statistical Models for Data Analysis

**SCOM 361** 3 credits  
Management Science Models for Operations Management

**SCOM 363** 3 credits  
Product Design and Process Re-Engineering

**SCOM 372** 3 credits  
Supply Chain Planning and Control

**SCOM 374** 3 credits  
Supply Chain Logistics

**SCOM 492** 3 credits  
Supply Chain Simulation

**SCOM 498** 3 credits  
Supply Chain Project

## ELECTIVES COURSES

**8 courses (24 credits)** chosen by the student.

**4 courses (12 credits)** can be used towards a **John Molson Minor**.

The **remaining 4 courses (12 credits)** must be taken in a faculty other than the John Molson School of Business.



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# HUMAN RESOURCE MANAGEMENT

You spot raw talent, build great teams and bring out the best in people — a perfect skill set for human resource managers. Organizations rely on you to make diamonds shine, identify skill gaps and keep staff well-trained, happy and productive. You'll need well-honed communication skills, an understanding of job markets, and a readiness to lead change. That's where we come in. During your degree, you learn real-world approaches to:

- Analyzing and forecasting employee issues and job trends
- Negotiations and interviewing techniques
- Balancing corporate objectives with employee needs
- Encouraging social responsibility, diversity and integrity
- Workplace sensitivity and discretion
- Training and development programming

Our graduates can fulfil the education requirements for the Certified Human Resources Professional (CHRP) certification and become recruiters, negotiators and trainers, and occupy managerial positions in labour-related fields.

## CORE BUSINESS COURSES

**14 courses (42 credits)** shared by all John Molson Bachelor degrees. Core courses provide students with contemporary business understanding.

## HUMAN RESOURCES MANAGEMENT MAJOR COURSES

All **10 courses (30 credits)** are required.

**MANA 341** 3 credits  
Organization Theory and Design

**MANA 362** 3 credits  
Human Resource Management

**MANA 366** 3 credits  
Industrial Relations and Collective Bargaining

**MANA 420** 3 credits  
Management Research for Decision Making

**MANA 443** 3 credits  
Compensation and Benefits Management

**MANA 444** 3 credits  
Training and Development

**MANA 445** 3 credits  
Health and Safety Management

**MANA 446** 3 credits  
Workplace Planning and Staffing

**MANA 463** 3 credits  
Strategic Human Resource Management

## ELECTIVES COURSES

**6 courses (18 credits)** chosen by the student.

**4 courses (12 credits)** can be used towards a John Molson Minor.

The **remaining 2 courses (6 credits)** must be taken in a faculty other than the John Molson School of Business.



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# BACHELOR OF ADMINISTRATION

The Bachelor of Administration program provides you with a fundamental grounding in administration and offers you an opportunity to pursue a wide range of interests. Instead of selecting a specific Major in business, you select a number of business courses that interest you.

## CORE BUSINESS COURSES

**14 courses (42 credits)** shared by all John Molson Bachelor degrees. Core courses provide students with contemporary business understanding.

## BACHELOR OF ADMINISTRATION (BADMIN) BUSINESS CREDITS

**6 Courses (18 credits)** BAdmin students may choose 6 courses (18 credits) from the courses John Molson School of Business. This allows students to tailor their BAdmin to their specific interests.

## ELECTIVES COURSES

**10 courses (30 credits)** chosen by the student.

For BAdmin students all 10 courses (30 credits) must be taken outside of JMSB in another Concordia faculty, such as Arts and Sciences or Gina Cody School of Engineering and Computer Science. 15 credits must be beyond the introductory level.




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# JOHN MOLSON UNDERGRADUATE CERTIFICATES


## FOUNDATIONS FOR BUSINESS

The 30-credit undergraduate Certificate in Foundations for Business program allows students to complete the prerequisites before entering into a full John Molson undergraduate degree.

Certificate in Foundations for Business students may apply to a John Molson Bachelor's degree once they have completed the [prerequisites](#).


Credits earned in the Certificate in Foundations for Business can be used towards the completion of a John Molson Bachelor's degree. 

## BUSINESS STUDIES

The 30 credit Certificate in Business Studies allows students to acquire contemporary business knowledge. Admission requirements to the Certificate in Business Studies are the same as those for entry to a John Molson bachelor's degree – see [admission requirements](#). 

## ACCOUNTANCY

This 30-credit program is designed to provide interested candidates with an opportunity to earn a certificate while they are completing the qualifying undergraduate requirements for the Chartered Professional Accountant (CPA) designation in Quebec.

This program is only open to Canadian citizens, landed immigrants and permanent residents of Canada who hold a Bachelor's degree, in any subject other than Accountancy. 



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# APPLY NOW

## USEFUL INFORMATION

### LENGTH OF A BACHELOR DEGREE

Studying full-time (5 courses/15 credits per semester)

- 4 years full-time study (120 credits)
- 3 years full-time study (90 credits) for CEGEP graduates.

### COST OF A BACHELOR DEGREE

Costs shown are for a year of a full-time studies (30 credits):

Quebec Residents	\$3,120
Canadian Residents, Permanent Residents and Certain Exemptions	\$8,635
International	\$27,260

## 1. CHOOSE PROGRAM

Choose the John Molson School of Business (JMSB) program that interests you the most, and indicate it as your first choice. Since all of the bachelor programs have the same admission requirements during the application process, you are only permitted to select one program. Keep in mind, once you have begun your studies, you may change your Major.

For your second and third choices, consider programs that you feel would support your efforts to eventually transfer into JMSB.

## 2. REVIEW MINIMUM ADMISSION REQUIREMENTS

Acceptance into the John Molson School of Business is based on a minimum admission requirement. Requirements to undergraduate programs is strictly based on academic merit.

High School applicants	Overall B average with a B average in upper level mathematics.
CEGEP applicants	Overall 27 R-score with 26.5 R-score in either Calculus 1 or Linear algebra

See full details about your specific academic background on [Admission Requirements](#)

## 3. CHECK APPLICATION DEADLINES

YOU'VE SENT YOUR APPLICATION FROM	FALL TERM DEADLINE*	WINTER TERM DEADLINE*
Inside Canada	March 1	November 1
Outside Canada (International)	February 1	September 1

\*Not all programs are available for the upcoming term. Please check [program availability](#).

## 4. REQUIRED DOCUMENTS

Transcripts	Digital (unofficial) versions of your most recent academic transcripts must be uploaded to your application. Once accepted, you may be required to provide official transcripts.
Birth Certificate	A birth certificate is required to establish tuition costs based on your residency status. Passports are not accepted. Permanent resident or immigration status documents may be accepted.
Proof of English Proficiency	If you are an international student or have not studied at an English language institution you may be required to submit proof of English proficiency. Please see <a href="#">English Language Proficiency</a> .

## 5. SUBMIT ONLINE APPLICATION

All applicants, regardless of their situation, should make use of the three program choices allowed during the online application.

Select your preferred [John Molson program](#) as your first choice. Your second and third choice programs must be in another faculty (such as [Bachelor of Arts Major in Economics](#) as well as the [Certificate in Foundations for Business](#)).

If you are not accepted into the John Molson School of Business, you may complete any missing prerequisites and/or improve your grades by beginning your studies in a different program at Concordia University. The credits earned during your studies, will carry forward to your future John Molson degree (please see [internal degree transfer requirements](#)).

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