



JOHN MOLSON
SCHOOL OF BUSINESS



Goodman Institute of Investment Management

The John Molson MBA in Investment Management with complete CFA® integration

CFA Program
Partner of  CFA Institute

concordia.ca/mbacfa

“The opportunity we offer is not an easy one, and it is certainly not for everyone. The workload is challenging. The time you will be asked to invest is significant. On the other hand, so is the potential payback. **You could join an elite group of individuals who achieve** (and profit from) two valuable designations simultaneously.”

Ian Rakita, PhD, CFA
Director, Goodman Institute of Investment Management

Concordia University

Every year, our scholars, facilities and city inspire 46,000 students to engage with big questions head-on. We're a comprehensive university. We search for innovative solutions and make positive contributions to society. Our creativity powers Montreal and connects us to the world.

John Molson School of Business: A next-generation business school

Concordia University's John Molson School of Business (JMSB) is one of the leading business schools in Canada, offering an engaging, hands-on teaching and research environment. JMSB's internationally-renowned faculty members are constantly pushing the boundaries of business research and many of them have been recognized for their exceptional teaching and scholarship.

What's in a name?

One of the best JMSB stories can be found right in our own name. John H. Molson was a next-generation leader, even back in the 18th century. He forged his path with unbridled entrepreneurial spirit, visionary thinking and a raw determination to make his own, unique mark in the world.

AACSB accreditation

Accredited in 1997 by the Association to Advance Collegiate Schools of Business (AACSB), JMSB was the first business school in Montreal, and the fourth in Canada, to receive this distinction. Accreditation is a mark of excellence for business schools, and it ensures that JMSB is held to the highest in business education standards.

Goodman Institute of Investment Management in Montreal and Toronto

The Goodman Institute was established at Concordia's John Molson School of Business through a generous donation by investment legend Ned Goodman. Since 2001 in two cities, the Institute's flagship program continues to thrive with our students consistently outperforming their global CFA candidate peers on the CFA examinations, with pass rates that typically double the worldwide pass rates on the CFA Level I exam.

The MBA with Complete CFA® Integration

The MBA in Investment Management, with complete CFA® integration, is the world's first MBA to fully integrate the requirements of the Chartered Financial Analyst (CFA) Program Candidate Body of Knowledge (CBOK™) into its curriculum. The integrated curriculum of this program allows students to pursue two world-recognized designations simultaneously. It prepares students to write and pass all three levels of the CFA exam while working towards their MBA.

The MBA gives students a comprehensive business education that sets them up for successful careers as corporate leaders. The CFA component further prepares them for the specialised requirements of the highly competitive and rewarding financial sector. The combined power of both designations is a valued and marketable asset in today's competitive business environment.

CFA program partner

"The CFA Institute has a very special relationship with Concordia. It was the first Canadian program to partner with us in 2006. Investment management is changing and the skills that graduates get in this program set them apart and position them to be future finance leaders".

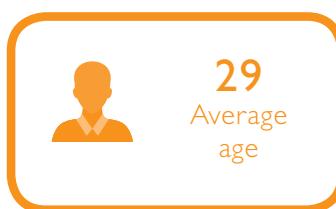
Beth Hamilton-Keen, CFA
Elected Chair of CFA Institute
Board of Governors

Guest of Honour, 2016
Graduation Banquet



GOODMAN INSTITUTE
OF INVESTMENT MANAGEMENT
THE MBA ✓
COMPLETE INTEGRATION
OFFERED IN THREE

About our students since 2001



Average work experience

Women: 32%

Employed while in the program: 70%

Regions of the world represented

North America: 45%

Asia: 44%

Europe: 5%

South / Latin America: 4%

Africa: 2%



Toronto and Montreal:
Two of the world's
greatest cities

“The combination of the MBA program and the coaching towards becoming a CFA charterholder has given me a great toolbox for a career in portfolio management. Having the program both in Montreal and Toronto also offers great flexibility with **longstanding alumni networks in both cities.**”

Meggie Daoust, MBA 2009, CFA

Senior Consumer Analyst, Equity Markets, Caisse de dépôt et placement du Québec

Two of the world's great cities. Two world-recognized designations. One world-class program.

Students can take the program in Montreal or in Toronto, with courses taught simultaneously in both cities. Professors travel from one city to the other, allowing face-to-face interaction every second week for all students. The two cohorts are linked through video-conferencing, so students get the opportunity to expand their network beyond the group residing in their city.

Montréal

Bienvenue à Montréal!

Montreal is an enchanting blend of old world charm and carefree joie de vivre... with a healthy dose of rebellious spirit.

Safe, clean and cosmopolitan, Montreal offers a high quality of living at a low cost. In an affordable city with a fun atmosphere, Montrealers thrive on great food, sports and culture. We have the best bike paths in North America, and convenient public transportation.

The Economist Intelligence Unit rated Montreal as the world's best city to get an overseas education. QS rates it the world's best student city. It's an ideal place to live and study.

The Molson Building is Silver Leed Certified

Our state-of-the-art facilities are housed in the Molson Building, the dynamic green centre of Concordia's downtown campus. This architecturally stunning landmark incorporates bright atriums, modern classrooms, networking spaces, a 300-seat auditorium, six amphitheatres and two basement levels that link it to neighbouring buildings and to the metro system.

The Goodman Institute of Investment Management is located on the 10th floor of the building where dedicated classrooms, a dining room and study spaces are available for the exclusive use of our students.

Toronto

Welcome to Canada's finance capital!

Toronto is an international centre of business, finance, arts and culture. It is one of the most multicultural and cosmopolitan cities in the world. Half of the city's residents were born outside of Canada, and over 200 distinct ethnic origins are represented among its inhabitants.

The Toronto Stock Exchange, the headquarters of Canada's five largest banks and the headquarters of many large Canadian and multinational corporations are located in Toronto, making it, unquestionably, the capital of commerce in Canada and an ideal place to study finance and investment management.

QS rates it world's number-one for Desirability

Our Toronto facility is located steps away from the core of the financial district. It is conveniently located near a subway station, connected to the path, Toronto's downtown core tunnel to major corporate buildings and shopping centres.

Unlike a traditional university campus, our classrooms and dedicated study space share a location with all of the major banks and several financial firms that rent space for their meetings. This speaks to the many opportunities for our students to expand their network.

“The Goodman Institute has been my direct expressway to a successful and exciting career. After earning two globally-recognized designations and benefiting from three promotions in three years, while in the program, I can honestly say that this is the best return on any investment available.”

Adam Reichert, MBA 2009, CFA

Director, Institutional and Corporate Sales - Fixed Income, Currencies, and Commodities, BMO Capital Markets

How we prepare you for success

Proven track record

Our teaching methods are designed to maximize your chances of success on all levels of the CFA examinations.

CFA Level I pass rates

YEAR	CONCORDIA	WORLDWIDE
2016	80%	43%
2015	87%	42%
2014	91%	42%
2013	80%	38%
2012	71%	38%
2011	84%	39%
2010	94%	42%
2009	92%	46%
2008	78%	35%
2007	82%	40%

The above-noted rates are based on disclosures by Goodman Institute students and represent 100% of our Level I students who wrote June exams for the first time.

Accommodating schedule

Courses are scheduled to allow you to work full-time while you study. Courses are offered Wednesday evenings (6:30 to 9 p.m.) and Saturdays (9 a.m. to 3 p.m.), giving students the status and benefits of a full-time program with the flexibility of a part-time schedule.

Teaching method

You will learn through lectures, case studies, group projects and through other problem-based learning methods. Professors lecture in person on alternate weeks, in Toronto and in Montreal.

CFA preparation week

The Goodman Institute provides additional study assistance with a one week intensive course just before each level of the CFA examinations. These courses are designed to prepare students for CFA exam writing and are taught by CFA instructors.

Specialized activities

Other activities supplement your learning experience. These vary but have included interview skills training sessions, career networking services, business leader speaker series, exam writing workshops, study skills workshops, Excel Financial Modeling, Bloomberg and FactSet training. These activities are included in your tuition fees.

Quality instruction

Our professors are an elite group of financial academics working from the John Molson School of Business. At the forefront of academic research and investment management practices, most professors who teach in the program hold PhD degrees and many hold CFA charters. They are accessible, maintain a relationship of mutual respect with students, keep abreast of the ever-changing global investment industry and act as mentors for managers of the future.

Faculty biographies are available on our website at concordia.ca/mbacfa

Career advancement

The John Molson MBA in Investment Management program broadens your career opportunities. We work closely with JMSB's Career Management Services team to provide full career management support, including access to advisors, a customised training curriculum, online support and recruiting events.

Peer networking and mentorship

You will have the opportunity to network with other students who have similar goals, aspirations and interest in finance. Year 2 and Year 3 students mentor incoming students and guide them through the course material. They provide CFA exam writing and study tips, and share their experiences — a process that benefits both mentors and mentees.



Toronto and Montreal students are linked through video-conferencing, so they get the opportunity to expand their network beyond the group residing in their city.

Going through the program is really an amazing experience. The quality of the teaching, the friendly atmosphere, the willingness of professors to help, make it great.

As a teaching assistant and mentor, I'm proud to be part of this supportive structure that offers students extra help so that they can achieve the best possible results. I enjoy studying here more than I ever imagined I would.

Yutong (Katherine) Liu
Teaching Assistant & Mentor 2016-2017
2017 MBA Candidate; 2017 CFA Level III Candidate

“I love teaching in the MBA-CFA program. In the ten years I have been teaching here, I have consistently been impressed with the quality of the students. My objective is always to bring real-world situations into the classroom. Whenever I do, **Goodman Institute students, more than in any other program, engage in the discussion and share their own experiences, raising the level of discourse in class to everyone's benefit.**”

Amr Addas, MBA, 2017 CFA Level III Candidate
Lecturer, Finance

Van Berkum Investment Program

A \$1 million donation by alumnus J. Sebastian van Berkum has established the Van Berkum Investment Management Program, where six to eight students per year manage a portfolio of small capitalized North American equities with a view to achieving above-average returns. The program is for MBA, MSc in Finance, EMBA, MBA in Investment Management, PhD Finance and CPA candidates during their first year.

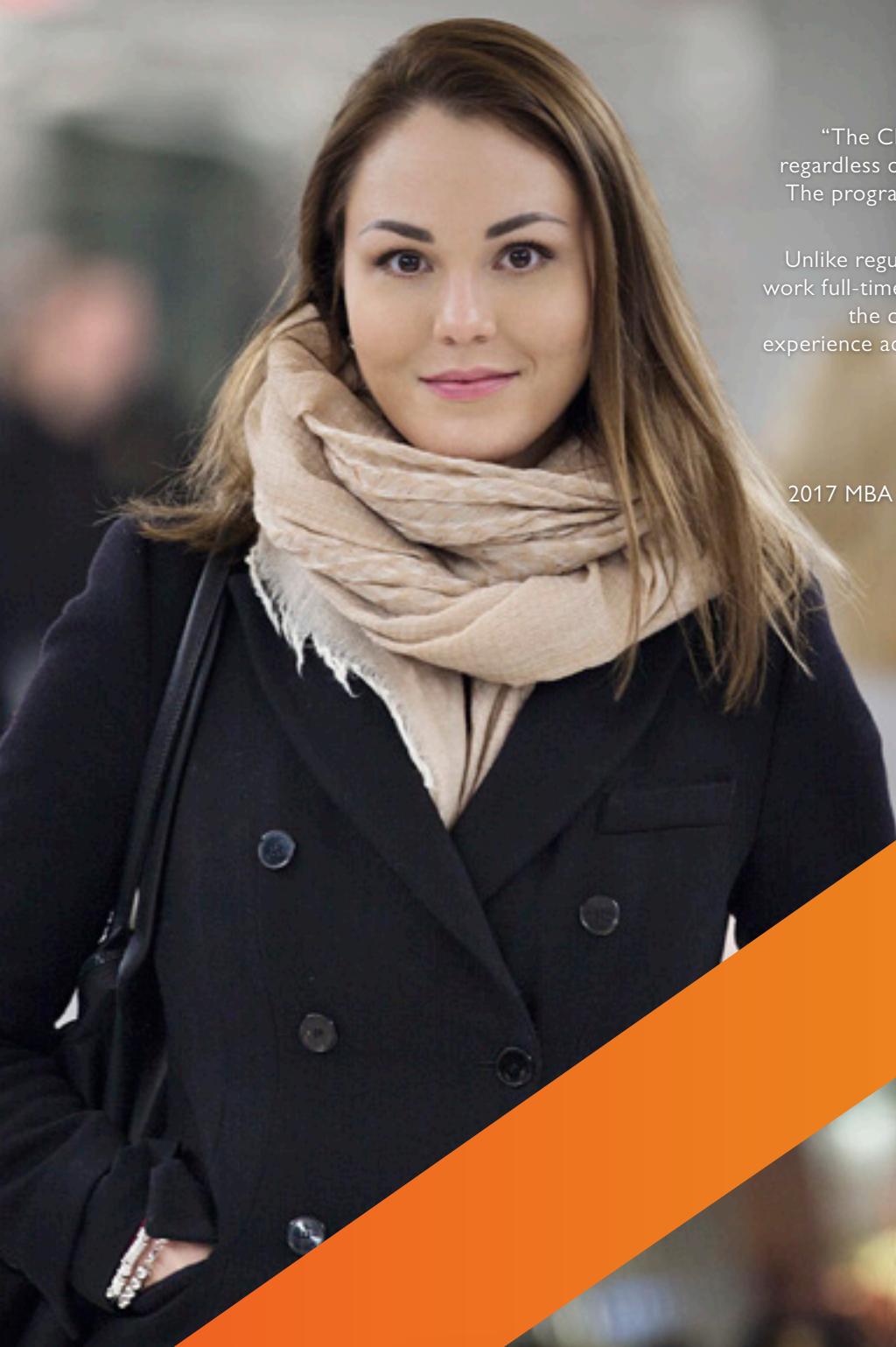
Visit our website for more details: concordia.ca/vbimp

MBA in Investment Management graduates have successful careers in the following sectors:

- Asset management
- Investment banking
- Investment management
- Institutional sales and trading
- Hedge funds
- Private equity
- Research and corporate finance
- Venture capital

Here is a partial list of companies where our graduates work:

- Air Canada
- Bank of Montreal
- Banque Nationale Investissements
- Caisse de dépôt et placement du Québec
- Caisse de dépôt et placement du Québec (Singapore Office)
- Chappuis Halder & Co.
- CIBC
- CN Pension Fund
- Credit Suisse AG
- Deloitte
- Dundee Capital Markets
- Ernst & Young
- Export Development Canada
- Fidelity Investments
- Fiera Capital Corp
- GMP Securities
- Imperial Tobacco Limited
- Industrielle Alliance Valeurs mobilières inc.
- Laurentian Bank Securities
- Mackenzie Investments
- Macquarie
- Manulife Securities
- McKinsey & Co
- Merrill Lynch
- Morgan Stanley
- National Bank of Canada
- National Bank of Kuwait
- OSTC Ltd
- PricewaterhouseCoopers LLP
- RBC Capital Markets
- Scotiabank
- Société Générale
- Sun Life Financial
- TD Securities
- TD Waterhouse
- Telus Health Solutions
- UBS Securities Canada Inc.
- VIA RAIL Canada Inc.



"The CFA designation is becoming a prerequisite regardless of whether or not you've earned an MBA. The program enabled me to differentiate myself in a way that no other in Canada could.

Unlike regular MBA programs, this one allows me to work full-time while investing in a full course schedule; the combination of professional and academic experience adds significant value to my contribution at work and in the classroom."

Kayte Inkpen

Business Development Manager,
RBC Global Asset Management
2017 MBA Candidate; 2017 CFA Level III Candidate



"Thanks to the program's rigorous academic training, career workshops and alumni insight, I now have the skill-set necessary to compete in the financial landscape. I have passed the CFA Level I exam so far and the MBA with complete CFA® integration was also instrumental to my success."

Pallavi Balakrishnan
Investment representative, CIBC
2018 MBA Candidate;
2017 CFA Level II Candidate



"The CFA and the MBA designations demonstrate a separate set of skills that hold different advantages for employers.

The CFA confirms that you are a financial expert. Whereas the MBA shows that you have business development and strategic skills, that you can manage projects and that you can pitch."

Marc-Antoine Vézina, MBA 2014, CFA
Associate, BMO Capital Markets

"At the start of my marketing management course, students are sometimes skeptical about the role that marketing plays in the world of finance. But about midway through the course, students begin to realize that a marketing "view of the world" really adds to their skillset. The course is one of the many differentiating features of our MBA-CFA offering. It is a delight to teach these students and to witness their transformation over the course of the semester."

Christopher A. Ross, PhD
Professor, Marketing

The MBA in Investment Management curriculum

Our curriculum and courses are regularly updated to reflect market changes so that students are continually exposed to current global trends in investment management. Core lecture material is developed in tandem with the CFA program's Candidate Body of Knowledge™ (CBOK™) and emphasizes ethical and professional standards throughout the curriculum.

MBA YEAR 1/CFA LEVEL I	MBA YEAR 2/CFA LEVEL II	MBA YEAR 3/CFA LEVEL III
Focuses on tools and concepts that apply to investment valuation and portfolio management. Includes an overview of the processes of asset valuation and portfolio management.	Focuses on asset valuation. Students apply the tools and concepts emphasized in MBA Year I to analyze and value investments.	Further explores the discipline of portfolio management. Students demonstrate a working knowledge of the entire portfolio management process and are capable of applying the concepts learned in MBA Years 1 and 2 to this process.
FALL 610 Economics 613 Asset pricing and portfolio management I 616 Quantitative techniques 617 Corporate finance	FALL 618 Seminar in corporate finance 622 Derivatives 626 Organizational behaviour	FALL 636 Alternative investments 637 Strategic management 653 Seminar in investment analysis and management 655 Socially responsible and sustainable investment
WINTER 611 Financial statement analysis I 614 Security valuation in the domestic and international environment 633 Investment law and ethics	WINTER 620 Financial statement analysis II 621 Fixed income analysis 623 Asset pricing and portfolio management II 624 Analysis of equity investments	WINTER 619 Marketing management 631 Asset allocation and performance measurement 654 Seminar in international investment analysis and management
615 CFA Level I preparation week (first week of May)	625 CFA Level II preparation week (first week of May)	634 CFA Level III preparation week (first week of May)

Course summaries are available on our website at concordia.ca/mbacfa

“I chose the MBA-CFA program because I developed a passion for finance and investments after completing my engineering degree. After doing some research, I concluded that the program would fulfill two of my goals, earning an MBA and helping to pass the CFA exams.”

Gary Berdowski, Design and Process Automation Specialist at Velan Inc.
2018 MBA Candidate, 2017 CFA Level II Candidate

MBA degree requirements

In order to graduate with an MBA in Investment Management you must:

- Earn core finance credits plus four MBA non-finance credits
- Pass the CFA Level I examination
- Complete the program within five years

Tuition

Our all-inclusive tuition fee is \$18,000* CAD each year for three years, for a total of 54,000* CAD. This fee includes the following:

- All MBA courses
- CFA preparatory week and study material (for CFA exam-registered students)
- Meals on class days
- Special activities which may include:
 - Interview skills training sessions
 - Career networking services
 - Exam writing workshops
 - Speaker series
 - Study skills workshops
 - Excel financial modeling
 - CFA Institute-approved calculator
 - Travel and hotel (Toronto and Montreal) when necessary

Fee does not include:

- CFA membership
- CFA enrolment fees
- Health insurance

*Program costs at time of printing. Please note that tuition fees may increase in 2018. Please visit concordia.ca/mbacfa for current costs.

Tax credits for tuition

As the program is classified as a full-time program, students who are self-sponsored (i.e. pay their own tuition) may be able to take advantage of the tax-

deductible status of the tuition fees. We encourage you to consult your accountant to get more information about this opportunity.

Personal loan or line of credit

All major Canadian banks offer eligible students access to a preferred loan arrangement (e.g. professional student loan) and free financial advising. Credit approval by any bank does not guarantee acceptance into the John Molson School of Business, nor does acceptance into a JMSB program guarantee or imply qualification for financing.

Fellowships, awards and teaching assistantships

Concordia University's Goodman Institute of Investment Management offers over \$100,000 in fellowships and awards every academic year, in recognition of academic excellence and to support graduate studies. Amongst these are the JMSB Fellowships and Awards for Exceptional Performance and the Ned Goodman Teaching Assistantship Endowment. Presented below is the Entrance Support Program, specifically for new applicants.

Entrance Support Program

This program grants financial support to six incoming students each year. Three students each, in both Montreal and Toronto, will be granted \$9,000 towards their tuition in their first year of study, based on academic standing and GMAT at the time of application. All completed applications received by one or all of the following three deadlines, March 31, April 30 and May 31 will be considered. Recipients must maintain a minimum GPA of 3.0 upon completion of the Fall term to be granted support in January.

Please visit our website for the complete list of awards available and information relating to eligibility.



Chase Nguyen
Recreation Coordinator,
Town of Oakville
2019 MBA Candidate;
2017 CFA Level I Candidate
Recipient of the Goodman Institute of
Investment Management MBA Bursary





"I chose Concordia's MBA with complete CFA® integration program because it offered me the unique opportunity to earn two globally-recognized designations while living and working in Toronto. The program itself is intensive, but the professors are very knowledgeable and MBA classes are the perfect complement to the CFA curriculum. My classmates in both cities have been a crucial part of the learning experience and critical in helping one another understand the course material and CFA curriculum."

Christopher Masaki, Account Associate, Director's Liability Practice,
HUB International

2019 MBA Candidate; 2018 CFA Level II Candidate

“There are few academic experiences that have been more beneficial to my professional career than this one. Networking with fellow students and business professionals combined with the knowledge I gained studying toward both the MBA and CFA still serves me well today. I encourage anyone who is interested in the financial markets to enroll so that they too can **prepare themselves for the realities of today's job market.**”

Nick Addesa, MBA 2004, CFA
Vice-President, Trading, Casgrain & Company Limited

Admission criteria and application process

- An undergraduate degree*, preferably in business, with a grade point average (GPA) of 3.0 or better
- GMAT score of 550 or better
GMAT is waived for candidates who have passed the CFA Level I exam
Visit our website under the Admissions tab for information relating to GMAT preparation
- TOEFL 90 or better; IELTS 7.0 or better. A student whose primary language is not English must write a pre-admissions proficiency test, if not exempted as indicated below.
Exemptions:
 - Quebec applicants who have completed a Diploma of Collegial Studies (DEC) and a university degree in Quebec;
 - A minimum of three full years of study either at the undergraduate or graduate level in an institution where the sole language of instruction is English.
- Work experience is preferred but is not a requirement for admission. However, it is a requirement to receive the CFA charter.
Please see cfainstitute.org for more details.

Submission of:

- A statement of purpose explaining why you want to pursue an MBA in Investment Management (approximately 500 words)
- Two detailed letters of reference*. These can be from employers, university instructors or volunteer organizations who can attest to your character
- A current résumé (curriculum vitae)

* Original academic transcripts and letters of reference must be received as hard copies in sealed envelopes from the issuing institutions and referees.

Please note: A personal interview may be required at the discretion of the admissions committee.

Other:

- Proof of acceptance into the CFA Program must be received by our office by August 31 of your first academic year. Refer to cfainstitute.org.

Application deadlines

International students: March 1
Canadians/ Permanent residents: July 15

Early applications are highly encouraged and completed files are reviewed regularly. New applications will be considered as long as there are spaces available.

Space is limited to approximately 30 students in Montreal and 20 students in Toronto. Acceptances are made on a first-come, first-served basis. Once accepted into the program, a non-refundable \$2,000 CAD confirmation deposit is required to reserve your place in the class.

Please send all documents to

By mail:
Concordia University Enrolment Services
P.O. Box 2002, Station H
Montreal, QC, Canada H3G 2V4

In-person or courier delivery:
Graduate Admissions Services Birks Student Service Center 1400 de Maisonneuve Blvd. W. Room LB-185
Montreal, QC, Canada H3G 1M8



JOHN MOLSON
SCHOOL OF BUSINESS



Goodman Institute of Investment Management

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