THE JOHN MOLSON MBA
FULL-TIME & PART-TIME
Located in the vibrant heart of downtown Montreal, Concordia University’s John Molson School of Business (JMSB) is one of the leading business schools in Canada.

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.

Both the The Economist Intelligence Unit and QS rate Montreal as the world’s best city to get an overseas education.

It’s an ideal place to live and study.

“At Concordia, I was in a class with chefs, artists, bankers, scientists, engineers, entrepreneurs and doctors from all over the world. Working on business cases with such a diverse set of colleagues really broadened my perspective and prepared me for a global business environment.”

Kiran Jayaramaiah, MBA 2015
Management Consultant, Maisliner
Country of origin: India

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.
The John Molson MBA is a practical program in every possible way. We look at management practices from an interdisciplinary perspective, giving you the kind of big-picture understanding of business that employers want.

**FLEXIBLE SCHEDULING**

Students can create a schedule that fits their needs, choosing from morning, afternoon or evening classes. Part-time and full-time students have access to the same class schedule options.

**RELEVANT AND PRACTICAL TRAINING**

Students acquire the skills that employers are looking for both in the classroom and out in the field through real business case projects and experiential learning options.

**CUSTOMIZABLE CURRICULUM**

Students can choose to focus on a specific area or explore different aspects of management. Cross-disciplinary themes help students choose their electives to create unofficial specializations.

**SUGGESTED THEMES**

- Business analytics
- Entrepreneurship and family firms
- People and organizations
- Consulting and strategy
- Globalization
- Experiential

**ETHICS, SUSTAINABILITY AND RESPONSIBLE BUSINESS**

Students will learn to apply concepts in ethics and sustainability throughout the program, beginning with the first core course, MBA 641: Responsible Manager. Normally a two-year, 45-credit program, the MBA may be completed in as little as 16 months by taking summer classes. Students with an undergraduate degree in business may be exempted from up to 9 credits (with replacement) of core courses.

“I discovered and developed my passion for entrepreneurship at JMSB. In-class activities led me to launch a start-up aiming to help cancer patients and physicians make better-informed decisions.”

Edwin Ferrer, MBA 2016
Chief Strategy Officer, ProVivoX Inc.
Country of origin: Colombia
The John Molson MBA program welcomes approximately 120 students every year.

OUR STUDENTS

3.3 AVERAGE GPA

5.5 YEARS AVERAGE WORK EXPERIENCE

635 AVERAGE GMAT

32 COUNTRIES REPRESENTED

28 AVERAGE AGE

49.2% INTERNATIONAL

4,457 JMSB MBA ALUMNI

40.2% WOMEN STUDENTS

33.8% ENGLISH, 58.2% OTHER, 8% FRENCH

“...dedicated to developing next-generation business leaders that have the breadth of education needed to find innovative solutions to 21st century problems. The MBA is not only academically rigorous but also driven by the real needs of today’s businesses. Not only will you have the opportunity to move outside the classroom and into the real world to help organizations of all kinds solve their problems, you will have the opportunity to identify needs and create your own solutions.”

Sandra Betton, PhD, CFA
Associate Dean, Professional Graduate Programs
John Molson School of Business
WORLD-CLASS FACULTY

Our internationally-renowned faculty members are constantly pushing the boundaries of business research, publishing widely in peer-reviewed journals or holding senior positions on editorial boards. Many are active and successful in the business world, bringing their experience into the classroom every day.

CURRICULUM

ON-RAMP

Students must complete an online “on-ramp” primer course at their convenience before starting classes. This course gives students the tools they need to prepare for the program. Topics include: quantitative concepts, Excel, case analysis, team building, and time management.

MBA CORE COURSES (30 CREDITS)

The program is made up of 10 core courses, which provide students with an integrated body of basic practical skills covering all aspects of business administration. Each course is worth three credits.

The core begins with an overview of ethics, sustainability, and the role of organizations in society. Next, students develop the functional expertise needed to manage specific business areas. Finally, the functional knowledge is integrated and applied to cross-functional business problems.
**CHOOSE YOUR PATH**

MBA ELECTIVES AND EXPERIENTIAL LEARNING (15 CREDITS)

To complete the program, students choose from a variety of elective courses, and/or experiential learning options for a total of 15 credits.

Of all the experiences that an MBA has to offer, few provide the intellectual challenge, lesson in group dynamics and adrenaline rush of the MBA Case Competition Program. Students within this program are highly sought after by recruiters, become part of a strong network of competition alumni and are truly the pride of the John Molson MBA program.

Tim Field  
Senior Lecturer  
Department of Management  
Miriam Roland Fellow in Business Ethics

**MBA CORE COURSES (30 CREDITS)**

- Van Berkom Investment Management Program 3 credits
- Business Research Paper 6 credits
- MBA Co-Op non-credit, salaried
- D3 Start-Up Program 3 credits
- MBA Case Comp Organizer 6 credits
- Elective Courses 3 credits each
- MBA Case Comp Exec. Asst. 3 credits

**IN-CLASS OPTIONS**

Each elective course is worth three credits. Current options within each category are listed on our website in the Program Details section.

**ELECTIVE COURSES (3 CREDITS EACH)**

- Accounting
- Supply Chain / Business Technology / Management
- Finance
- Marketing

**“Because students pick their own classes, the program maximizes the number of people you meet. And as an organizer of the John Molson MBA International Case Competition I was able to expand that network beyond the school to include important members of Montreal’s business community.”**

Roberto Blanc, MBA 2015  
Corporate Marketing and Communications Director, Lallemand  
Country of origin: Chile
EXPERIENTIAL LEARNING: PUTTING THEORY INTO PRACTICE

You will have the opportunity to learn outside the classroom while gaining credits toward your degree. The hands-on experience, practical knowledge and network developed through these options add tremendous value to your degree. Students are encouraged to tailor their program to suit their interests and career goals, making the John Molson MBA unique to each student.

JOHN MOLSON MBA INTERNATIONAL CASE COMPETITION – ORGANIZER (6 CREDITS)
Four students are selected to organize and run the annual John Molson MBA International Case Competition—the oldest, largest and most-respected event of its kind in the world.

JOHN MOLSON MBA INTERNATIONAL CASE COMPETITION – EXECUTIVE ASSISTANT (3 CREDITS)
Four students are selected yearly as special assistants to the organizers. Their responsibilities are to help the organizers in specific, well-defined roles.

For more information, visit mbacasecomp.com

VAN BERKOM SMALL CAP PORTFOLIO MANAGEMENT PROGRAM (3 CREDITS)
The Van Berkom Small Cap Portfolio Management program provides selected MBA students the opportunity to manage an actual portfolio of small cap stocks. Participants also gain workplace experience through summer internships.

JMSB COMMUNITY SERVICE INITIATIVE (3 CREDITS)
The JMSB Community Service Initiative (JMSB CSI) encourages and promotes community service by having students provide in-depth consulting and community-based research projects for credit under faculty guidance.

CONCORDIA SMALL BUSINESS CONSULTING BUREAU (3 CREDITS)
Through the CSBCB, John Molson MBA students provide high-quality, professional business consulting services to local businesses at competitive rates. The CSBCB brings together the experience of a select group of MBA students, expert advice from faculty members, and access to market research databases and statistics through Concordia University’s Library.

DISTRICT-3 START-UP PROGRAM (3 CREDITS)
The District 3 Centre for Innovation and Entrepreneurship is Concordia’s innovation accelerator. The start-up program at District 3 offers entrepreneurial MBA students the opportunity to earn credits while validating their own innovative business idea and graduate ready to take the next step in growing their own business.

RESEARCH PAPER (6 CREDITS)
Student have the opportunity to carry out an in-depth investigation of a selected business problem, working on a one-to-one basis with a faculty member. Research papers may concentrate on a specialized area or they may be interdisciplinary in scope.

CO-OPERATIVE EDUCATION (SALARIED / NOT-FOR-CREDIT)
The Institute for Co-operative Education provides MBA students with a unique opportunity to gain relevant work experience in their field of study, which helps to enhance their academic journey. In addition, it offers students an opportunity to shift their career focus and/or to gain North American experience. Many MBA students have found full-time opportunities with their work term employers after graduation. There is a wide range of opportunities to be considered in terms of job choice and organizations.

Some of our Co-op employers:

- Air Canada
- Bell Canada
- Abbott Laboratories
- Autodesk
- Bombardier
- BDC
- Canadian Pacific
- CAE
- DANONE
- Exxon
- Ericsson
- Industrial Alliance
- Novartis
- Pratt and Whitney
- Pfizer
- Scotia McLeod
- SNC Lavalin
- Sanofi Aventis

INTERNATIONAL EXCHANGE PROGRAM (UP TO 12 CREDITS)
You can participate in an international student exchange program for one semester at one of Concordia’s partner universities abroad. Participating students earn credits towards their Concordia degree while paying Canadian tuition rates.

Some of our partner universities:

- European Business School, Germany
- Warsaw School of Economics, Poland
- Leipzig Graduate School of Management, Germany
- BI Norwegian Business School, Norway
- WHU Otto Beisheim School of Management, Germany
- Technion – Israel Institute of Technology, Israel
- Tel Aviv University, Israel
- Indian Institute of Management Bangalore, India
- ESSEC – MBA, France
- International University of Japan Graduate School of International Management, Japan
- University of the West Indies, Trinidad and Tobago
- Tongji University, China
- University of New South Wales, Australia

For more information on experiential learning, visit the Beyond the Classroom section of our website.
“The program allowed me to make many new connections, even as a part-time student. I also had an unforgettable experience attending the Leipzig Graduate School of Management in Germany for a semester as part of the international exchange program.”

Nadia Yong Eun Cho, MBA 2016
Financial Planner, National Bank of Canada
Country of origin: Canada

STUDENT LIFE

The John Molson Graduate Students Association (JMGSA) acts as the official representative organization for all JMSB graduate students. MBA students are automatically part of the JMGSA where they can participate in a multitude of exciting events, establish relationships, and eventually run for a position with JMGSA or one of its many clubs and associations.

- International Community Outreach Program (ICOP)
- JMGSA Speaker Series
- JMSB Soccer Club
- John Molson Entrepreneurs Club (JMEC)
- John Molson Graduates Investment Club (JMGIC)
- John Molson Sustainable Business Group (JMSBG)
- John Molson Women in Business Club (WIBC)
- MBA Case Competition Club
- MBA Society

The MBA Society represents all MBA students by providing opportunities for student engagement and professional growth. It is a student-run society that offers academic and extracurricular activities and guidance for greater interaction amongst students, alumni, recruiters, guest speakers and the business community.

For more information, visit jmgsa.ca

CONNECTED TO THE BUSINESS COMMUNITY

Many JMSB professors maintain close links with the business community, frequently acting as consultants to the country’s top enterprises. Our students have an average work experience of six years when they enter the program. Many of JMSB’s 50,000 alumni, 4,500 of which are MBA graduates, maintain connections with the university as advisors, employers, volunteers and guest lecturers. This provides a real advantage and a real benefit to MBA students, over 85% of whom find employment within three months of graduation.

INDUSTRIES THAT EMPLOY OUR GRADUATES

- IT/High-tech
- Financial services
- Consulting
- Non-profit
- Manufacturing
- Consumer products
- Marketing
- Engineering
- Sales
- Transportation/Aerospace
- Human resources
- Service

“The program forced me out of my comfort zone and I had the opportunity to face the latest issues, applying the newest management techniques. The focus on continuous improvement has stayed with me post-graduation.”

Catherine Sumague, MBA 2016
Director of Accounts, LXRandCo
Country of origin: Canada

DID YOU KNOW?

85% of JMSB MBA grads are employed within three months after graduation
93% work in Canada
Their average salary is $90,200
CAREER MANAGEMENT SERVICES

The Career Management Services (CMS) supports all JMSB students and alumni in their professional endeavours and provides the relevant resources to help them reach their career goals. MBA students have access to a dedicated graduate advisor who will guide them throughout the career planning and strategy implementation process. CMS offers a variety of career-building solutions to help students become confident and market-ready job applicants.

CMS RESOURCES

• Online job database
• Workshops
  • Résumé and cover letter writing, job searching, interview preparation, job offer negotiation, LinkedIn/digital brand management, and dining etiquette.
• On-campus recruitment and employer information sessions
• Annual career fair
• Graduate-level Student Elevator-Pitch Day
• Opportunities to connect with JMSB alumni
• Online resources
  • First Hand (webinars by industry leaders), Management Consulted (complete guide on careers in consulting, recruitment process, application documents and 500+ case bank), Career Insider Vault (industry-specific tips on the application process), and Going Global (country-by-country data on industry, salary scales, lifestyle and cultural trends for a career abroad).
• JMSB-branded business cards
• CMS Volunteer Program

WHERE DO OUR GRADUATES WORK?
HERE’S A PARTIAL LIST OF COMPANIES WHO HIRE OUR GRADUATES

Bell Canada
Bombardier
Canada Revenue Agency
Cirque du Soleil
Computershare
Industrial Alliance
Labatt Breweries
LCBO
Loblaws Companies Limited

Moneris Services Corporation
Morgan Stanley/Tata Consulting Services
Pharmascience
Reitmans Canada LTD
SAP
Scotiabank
TD Bank
TELUS

“My part-time MBA studies offered me the same opportunities as those available to full-timers: I volunteered on student bodies, competed in case competitions, organized student events, and mentored and coached other students.”

Elena Raznovan, MBA 2015
Marketing Director, SI
Country of origin: Romania
ADMISSIONS

We take a holistic approach to admissions and assess applicants based on their intellectual abilities, leadership and managerial promise, career focus, and communications skills. Relevant work experience is an important consideration, as is active community involvement. We review applications on a rolling basis, which means admission decisions are relayed to applicants in a timely fashion, upon receipt of all required documents. The process is highly competitive and thorough, so applications are encouraged to apply as early as possible. Due to the high number of quality applications, meeting the minimum entrance requirements does not guarantee admission.

APPLICATION DEADLINES

CANADIAN/PERMANENT RESIDENT STUDENTS
June 1: September admission
October 1: January admission

INTERNATIONAL STUDENTS
March 1: September admission
June 1: January admission

ADMISSION CRITERIA

• An undergraduate degree in any field from a recognized university, with a minimum GPA of 3.0/4.3 or B (75%) average (a total of 16 years of education or more)
• A minimum GMAT score of 580
• A minimum of two years of full-time relevant work experience
• Submission of:
  • A statement of purpose explaining why you want to pursue an MBA (approximately 500 words)
  • Three 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)
• Students whose primary language is not English must write a pre-admission proficiency test (TOEFL iBT minimum score 95 or IELTS (academic) minimum score 7.0), 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
• Candidates will be interviewed.

TUITION

FULL-TIME STUDENTS
Canadian, Quebec residents $6,071.87*
Canadian, non-Quebec $13,589.57*
International students $37,777.17*

PART-TIME STUDENTS
Canadian, Quebec residents $6,425.21*
Canadian, non-Quebec $13,942.91*
International students N/A

*Approximate program costs at time of printing. Please note that tuition costs are subject to change. Please visit concordia.ca/jmsb for current costs.
The two years I spent at JMSB were the most memorable and rewarding of years of my life. I developed lasting relationships with brilliant graduates from various backgrounds and acquired many skills through case study discussions, in-class presentations and involvement in student groups.

Basma Afana, MBA 2015
Business Analyst, MEP Administrator
Fast Building Contracting
Country of origin: Palestine