



JOHN MOLSON
SCHOOL OF BUSINESS



THE JOHN MOLSON MBA

BA • UNDERGRADUATE PROGRAMS • GRADUATE PROGRAMS • MBA •
NON-MBA • CAREER SERVICES • FACULTY RESEARCH • EXECUTIVE EDUCATION



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. AACSB-accredited, JMSB's excellence is consistently recognized by some of the world's most respected business school rankings.



- The Economist's "Which MBA?" survey ranked JMSB as 81st in the world and third in Canada in 2014. The survey evaluates full-time MBA programs and assesses elements that students find vital: career opportunities, personal development, educational experience, earning, and networking potential.



- Bloomberg Businessweek ranks Concordia's MBA 20th worldwide and fifth best in Canada among international programs in the 2014 edition of its annual "Best Business Schools" feature.



- JMSB is listed as the 79th most targeted business school in the world by recruiters of MBA graduates in the annual QS Global 200 Business Schools Report 2014–2015. The rankings are based on a survey of more than 4,300 worldwide employers that hire MBA graduates.



BIENVENUE À MONTRÉAL!

Undoubtedly one of the most captivating and endearing places in the country, Montreal is an enchanting blend of old world charm, carefree joie de vivre, and a healthy dose of rebellious spirit.

Despite being one of Canada's oldest cities, Montreal has a youthful exuberance that is unmatched. The city is known equally for its electric nightlife, gourmet cuisine, endless festivals, au courant fashion scene, striking architecture, and bustling business and technology sectors.

Home to more than 3.6 million people and upwards of 80 different ethnic communities thriving side by side, the city has something for everybody. It is affordable, social, and easy to get around. A great city for students, Montreal is home to more than 170,000 of them!

Safe, clean, and cosmopolitan, Montreal offers a high quality of living, a low cost of living, and a warm, welcoming atmosphere. It's an ideal place to live and study.



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. It is another testament to the high-quality education we provide and to our ability to prepare students for the future.



THE MOLSON BUILDING

The school's state-of-the-art facilities are housed in the John Molson Building, the dynamic green centre of Concordia's downtown campus. This architecturally stunning 37,000-square-metre 15-storey landmark boasts a distinctive design that 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.

In 2012, the building was granted Leadership in Energy and Environmental Design (LEED) Silver certification status by the Canada Green Building Council (CaGBC), officially recognizing Concordia's longstanding commitment to sustainable practices.





MESSAGE FROM THE DEAN

It is my great pleasure to serve as dean of the John Molson School of Business (JMSB). In a highly competitive business school environment, our business school excels in all areas. Our teaching is strong, not just because of the quality of our faculty, but also because of the commitment and dedication of our students. Our research profile is continually on the rise as our world-class, international faculty publish prolifically in peer reviewed journals. JMSB is closely connected to the business community and we have been very successful in leveraging our relationships with industry to everyone's advantage.

Our internationally-ranked MBA program provides students with a collaborative, intellectual learning climate that prepares them to excel in the business world. The diversity of our student body and our downtown location in Montreal's multicultural, multilingual city centre contribute significantly to the student experience.

If you are looking to pursue an MBA in an innovative and imaginative environment that will help you make the next step in your career, I encourage you to apply to our program.

Steve Harvey, PhD
Dean



MESSAGE FROM THE MBA DIRECTOR

Choosing the right business school and MBA program is one of the most significant decisions you will ever make with regards to your education and the advancement of your career. If you are seeking a challenging, stimulating, and practical MBA program that offers flexible schedules and customizable curriculum options, then you should seriously consider the John Molson MBA.

Our program is ranked amongst the top in Canada and in the world for preparing its students for the environmental, social and ethical complexities of modern business.

We very much look forward to welcoming you. If you're ready for a challenging learning experience and want to take the next step in your career, I encourage you to apply today!

Sandra Betton, PhD, CFA
Director, MBA and GDBA programs

THE JOHN MOLSON MBA – SHAPING GLOBALLY RESPONSIBLE BUSINESS LEADERS

The John Molson MBA addresses the issues of a global economy. Our program emphasizes an interdisciplinary general management perspective. The MBA program's overall goal focuses on preparing students for managerial success in an increasingly complex, global and sustainable business world. We offer a diverse and multicultural environment with a flexible MBA program centered on students' needs.

STUDENTS

The John Molson MBA program attracts students from over 45 different countries. Every year, it welcomes 120 new students. Most students enter the program having completed an undergraduate degree in a discipline other than business, but have come to understand that the solid business education offered by the program will help advance their careers locally or internationally.

The program provides students with a variety of experiential learning options to complement the classroom experience, as well as an abundance of opportunities to get involved in student social life, allowing for both professional and personal development.

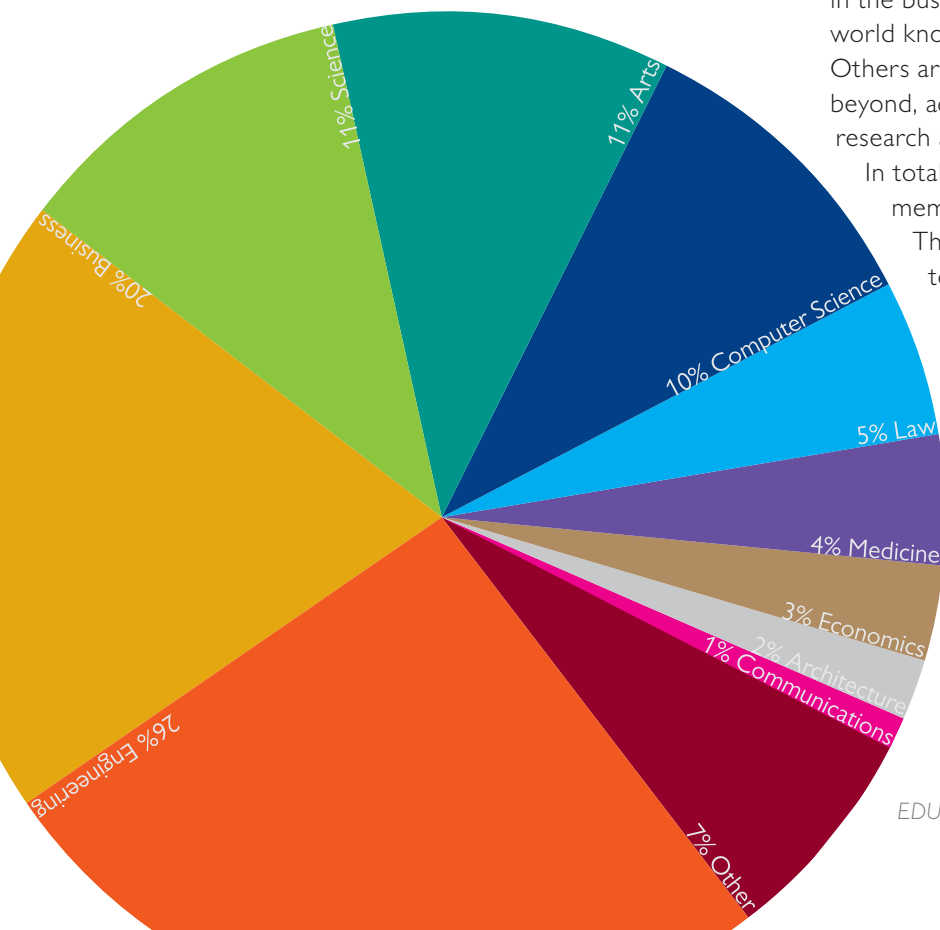
The John Molson MBA program is the right choice for you if you wish to join the community of hundreds of successful business people and highly contributing citizens that have passed through our doors and are creating a better future for themselves and for the world.

FACULTY

JMSB professors act as teachers, guides, mentors, role models, innovators and researchers that add to our body of knowledge; they are at the core of the MBA program's success. 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. Some are active and successful in the business world, allowing them to impart real-world knowledge that supplements the theoretical. Others are known for taking their students above and beyond, acting as advisors for students in their own research and as coaches at competitions worldwide.

In total, 158 full-time and 145 part-time faculty members from 34 countries call JMSB home.

The best and brightest professors are selected to teach in the MBA program.



EDUCATION BACKGROUND OF OUR MBA STUDENTS

MBA students at JMSB keep you on your toes; that's why I love teaching here. I approach each term and each lecture with renewed enthusiasm. I love changing my syllabi and refreshing course material and lecture content to reflect current practices and thinking, and then seeing how students react. The face of marketing is changing at an incredible rate and I'm always amazed at how much our students know. I am surprised and inspired by the kinds of things they pick up on and they're involved in. Whether I'm teaching the introductory marketing course or my "Experience Marketing" elective, I believe in distributed learning: setting up a classroom atmosphere where you share and learn from each other. Above all, I try to set up lectures where material is relevant, where theory comes to life and where practice and pressing social and global challenges shape the questions and issues that need to be addressed. Using unusual and fun exercises, whether it's a chocolate sampling or a smell test that pits women versus men, can also make the material engaging and the lesson more memorable. The fact that our MBA students are eager, motivated and curious, makes it all the more rewarding to teach here.

Jordan L. Lebel, PhD
Professor, Department of Marketing
2013 3M National Teaching Fellowship recipient



The MBA program is very important to me personally – not only have I taught in the program for 20 years, I also served as its director. I teach pharmaceutical marketing and bring both my research and previous industry experience as a marketing executive to the classroom. I hope to make the subject come alive with relevant guest speakers, interesting cases and class discussions on current issues facing this industry. One of my goals as a professor is to share knowledge with my students that they would not be able to acquire on their own. No less important a goal is to help them learn from one another – peer learning is an important part of our program. Our students bring a wealth of experiences with them to the classroom and they have much to share.

We offer small classes and a warm, approachable faculty. Our professors establish strong and long-lasting relationships with our students. I have had the privilege of working with students long after they graduate – I have consulted with some and written articles with others. What I enjoy most about teaching our MBA students is what I learn from them – it's a very rewarding experience.

Lea Prevel Katsanis, PhD
Associate Professor





JOHN MOLSON GRADUATE STUDENTS ASSOCIATION

JMSB graduate students have formed a model of student governance through the John Molson Graduate Students Association (JMGSA). The organization's mandate is to:

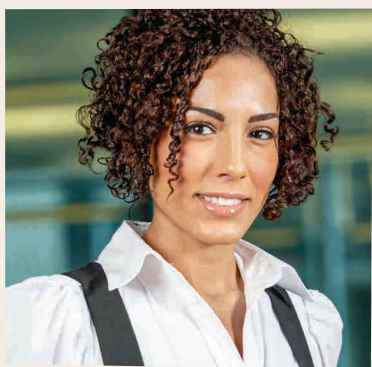
- Act as the official representative organization for all JMSB graduate students on all committees, boards or constituted bodies
- Promote the academic, cultural, recreational, political and social interests of the members, thereby improving student lifestyles and augmenting school spirit
- Facilitate communication and cooperation among the graduate student associations and representatives, and to maximize synergies among existing programs
- Improve the JMSB brand name in the national and global business and academic communities

For more information, visit jmgsa.ca

A number of student-organized events and clubs under the leadership of the JMGSA exist to help students establish new relationships and to have a memorable time at JMSB. As an MBA student, you are automatically part of the JMGSA: you get to participate in a multitude of exciting events, and eventually run for a position to make your own contribution to JMSB student life.

Women in Business Club (WIBC) offers women in our graduate programs a positive, informal venue to meet and connect with other professionals through a series of speaker engagements, luncheons and mentoring events. The students can interact with alumni who are successful business women.

John Molson Sustainable Business Group (JSG) is a student-run sustainability resource organization. Its mission is to provide JMSB students with the knowledge to effectively incorporate sustainability into their pursuit of becoming responsible business leaders.



Among my top priorities in deciding to pursue an MBA was finding a program that offered a practical, multi-disciplinary approach to business education. At the time, I was employed as an e-commerce marketing specialist and eager to

advance my career. However, I knew I lacked a number of business skills necessary to become a successful leader. With its hands-on, case study pedagogy, the JMSB offered the ideal program for me to broaden my highly specialized mindset to that of a generalist, well-versed in all the tenets of business.

Another driving factor in choosing the JMSB was my need to be involved with a university known for its strong ties with the business community. From volunteering in the John Molson International Case Competition to joining the Women in Business Club, the JMSB has enabled me to participate in a

variety of extracurricular activities and networking opportunities which have united me with the local community and its business leaders. The collaborative spirit encouraged by the program is remarkable. Working alongside peers from diverse industries creates an exceptionally challenging learning environment. The JMSB has helped me to develop my leadership abilities and has undoubtedly provided me with an unrivalled business school experience.

Nura Jabagi, MBA 2014
President, Women in Business Club
and VP Communications,
JMGSA 2013 – 2014

International Community Outreach Program (iCOP) provides John Molson School of Business students with the opportunity to apply and transfer knowledge within the developing world. Participating students work in microfinance, help with market analysis and provide mentoring or consulting services to local entrepreneurs through iCOP's volunteer work placements.

John Molson Graduate Students Speaker Series aims to give current graduate students an opportunity to realize what it takes to make an organization work, and to demonstrate how the theory learned in the classroom is put into practice by industry leaders.

JMSB Soccer Club was set up to help bring all the soccer lovers under the JMGSA together. From small beginnings, the club has grown from year to year. The team is made up of current students and alumni, and is a great way for students to integrate into the JMSB life.



MBA SOCIETY

The MBA Society is an association that represents all John Molson MBA students. It works to enhance the MBA experience by providing opportunities for professional growth beyond the classroom.

The group connects students with alumni and with the business community through the organization of speaking and networking events, and is committed to being engaged in the community by planning a number of philanthropic initiatives throughout the year.



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 are connected as well and have an average work experience of six years when they enter the program. Of course, many of our nearly 4,000 MBA graduates and nearly 44,000 business school graduates maintain connections with the university as advisors, employers, volunteers and guest lecturers. This provides a real advantage and a real benefit to MBA graduates, over 88% of whom find employment after graduation in three months or less.

INDUSTRIES THAT EMPLOY OUR GRADUATES

- IT/High Tech
- Financial Services
- Consulting
- Non-Profit
- Manufacturing
- Consumer Products
- Marketing
- Engineering
- Sales
- Transportation/Aerospace
- Human Resources
- Service

CAREER MANAGEMENT SERVICES: YOUR PARTNER IN BUILDING YOUR EMPLOYABILITY AND INDUSTRY CONNECTIONS

An integral part of the MBA learning experience is preparation for life after graduation. The Career Management Services (CMS) mission is to support all JMSB students and alumni in their professional endeavours and to provide the relevant resources to reach their career goals.

As an MBA student, you will have access to a dedicated graduate advisor who will guide you throughout your career planning and strategy implementation process. CMS offers a variety of career-building solutions to help you become a confident and market-ready job applicant.

RESOURCES, TOOLS, WORKSHOPS

ONLINE DATABASE OF JOBS

Gain access to a listing of internships, volunteering opportunities and full-time or part-time positions in various sectors, including financial services, consulting, pharmaceutical, aerospace, marketing, not-for-profit, and more

WORKSHOPS

Learn how to improve the following skills: résumé and cover letter writing, job searching, interview preparation (general and industry-specific technical interviews), job offer negotiation, Linked In/digital brand management and dining etiquette

ON-CAMPUS RECRUITMENT AND EMPLOYER INFORMATION SESSIONS

Meet recruiters directly to learn about current job and internship opportunities and build your network of professional contacts

ANNUAL CAREER FAIR

Raise your visibility and showcase your value proposition to over 45 exhibitors from different industries looking for talent

GRADUATE-LEVEL STUDENT ELEVATOR-PITCH DAY

An exclusive networking event where students introduce themselves by delivering a 30-second elevator pitch to employers and industry representatives

OPPORTUNITIES TO CONNECT WITH JMSB ALUMNI

After students graduate from JMSB, they remain connected to the business school for life. Our alumni are widely recognized for their desire to help students and are ready to share industry knowledge at CMS workshops, answer student email messages, or talk to students over the phone

ONLINE RESOURCES

Take advantage of complimentary access to information and expertise with Evisors (webinars by industry leaders), Career Insider Vault (industry-specific tips on the application process), and Going Global (country-by-country data on industry, lifestyle and cultural trends for a career abroad)

JMSB BRANDED BUSINESS CARDS

Always be ready to build new relationships by having your own personalized JMSB branded business cards.

This important business tool will help bolster your polished and professional image in any setting

VOLUNTEER PROGRAM

Get a head-start on your career planning by volunteering at CMS. This enriching learning experience will help you connect with recruiters, gain valuable knowledge of industry trends and needs and develop transferable skills for your next job

DID YOU KNOW?

- In 2014, over 88% of JMSB MBA grads were gainfully employed within three months after graduation
- A JMSB MBA graduate's average salary is \$73,590 (range: \$50,000 to \$135,000)
- Where do our graduates work? Here's a partial list of companies who hired JMSB MBA graduates in 2014:

Action Auger
Bell Canada
BiogeniQ
Bombardier/Bombardier Aerospace
Canada Revenue Agency
Cascades Recovery Inc
Cirque du Soleil
Collins Barrow
Computershare
English Montreal School Board
Hanbay Inc.
Industrielle Alliance
Labatt Breweries
Loblaw Companies Limited
Moneris Services Corporation
Montreal Advisory Bureau
Morgan Stanley/Tata Consulting Services
Pharmascience
Reitmans Canada Ltd
Scotiabank
TD Bank
TELUS

* Data source: JMSB June 2014 convocation exit survey

LET'S STAY IN TOUCH



FACEBOOK
facebook.com/JMSBCMS



LINKED IN
linkedin.com/groups/concordia-university-john-molson-school-of-business



Before coming to the MBA at JMSB I had a background in business-to-business sales and was looking for a way to move into management by learning the fundamentals of business. During my MBA I focused on strategic management and participated in a lot of extra-curricular activities. I was involved in case competitions, I started and managed some new school clubs. I can definitely say it was worthwhile. The management skills I acquired and most importantly, the contacts I made help me run my company today. I started my first business about six months after graduating, and four years later I'm already looking at expanding my second start-up!

Carole Charbonneau, MBA 2009
President, My Property Managers



My MBA from the John Molson School of Business equipped me with the skills, knowledge and confidence to further my career and take on an exciting managerial position after completing my studies. I strongly believe that JMSB's unique case method approach to educating its students greatly improved my ability to understand and analyze today's complex business issues. Consequently, I now feel extremely prepared to deal with the challenging issues faced by the industry in which I currently work.

I also believe that an important component of the JMSB MBA program is the significant number of opportunities it provides its students to get engaged outside of the classroom. Whether it be by becoming a member of the executive of one the business school's many clubs, or competing in an international case competition, students are given the opportunity on a daily basis to apply the knowledge that they've acquired through their courses outside of the classroom. Having participated in a number of case competitions and clubs myself, not only did this enable me to build a strong network of classmates whom I continue to remain in contact with today, but it also provided me with practical experience that truly took my MBA experience to the next level.

Shawna Rose, MBA 2010
Project Manager, Laurentian Bank



My experience at the JMSB MBA program provided me with the opportunity to springboard my career and expand my personal network of highly effective peers.

The John Molson MBA is the perfect complement to my mechanical engineering degree. It provided me with the tools to fully understand the business-level decision-making process at my company. My experience in both the classroom and John Molson MBA International Case Competition enabled me to develop a strong background in strategy, facilitating the transition from an engineering role to a more business and strategic position. I have since held many business development and strategy positions at Pratt & Whitney Canada, Deloitte and Bombardier.

The true value of the JMSB program was in bringing together high-performance individuals from multiple industries to interact and exchange ideas. This enriched my learning experience a great deal. The people I met during my time in the program have created an excellent worldwide network of professionals that are always willing to help each other to find new career opportunities. Many have become great long-term friends, and it is great to see many go on to greatness in their respective fields.

Blair McEwen, MBA 2006
Manager, Service Programs Development,
Bombardier Aerospace

THE JOHN MOLSON MBA PROGRAM

The John Molson MBA is a 57-credit program. Courses are offered over the Fall, Winter and Summer terms, in the morning, afternoon and evening and are all open to both full-time and part-time students.

Full-time students usually complete the program within 16 months to two years whilst it generally takes part-time students three to four years to complete it. The length of the program varies depending on the number of courses taken at each semester, and on the choice of non-core options.

ACCELERATED MBA PROGRAM

The accelerated MBA program consists of 45 credits. Admitted students are credited four core courses based on the concentration and marks obtained in their undergraduate degree. Credited courses may vary from one student to another.

Full-time students usually complete the program within 12 to 16 months. Part-time students generally complete it in two to three years.

To be eligible for the accelerated program, students must have completed a Canadian or American undergraduate degree in commerce within the last six years and must have earned a minimum GPA of 3.3/4.3 as well as obtained a GMAT score of at least 600.

THE JOHN MOLSON MBA CURRICULUM

The first part of the MBA program is made up of 13 core courses (9 for accelerated), which provide students with an integrated body of basic practical skills covering all aspects of business administration.

In the second part of the program, students must complete 18 credits by choosing a variety of elective courses, and/or out-of-classroom options. Each elective course is worth 3 credits. The out-of-classroom options may be worth 3 or 6 credits. These options are presented under the experiential

learning feature of the John Molson MBA. For course descriptions, please visit our website concordia.ca/mba under Program details–Curriculum

Each course is worth 3 credits.

MBA CORE COURSES (39 CREDITS OR 27 CREDITS FOR ACCELERATED PROGRAM)

- MBA 606 — Managerial Economics
- MBA 607 — Financial Accounting for Managerial Decisions
- MBA 608 — Statistical Models for Business Decisions
- MBA 609 — Organizational Behaviour
- MBA 610 — Marketing Management
- MBA 614 — Financial Management
- MBA 615 — Management Information Systems
- MBA 616 — Operations Management
- MBA 618 — National and International Economics
- MBA 622 — Business Policy and Strategy
- MBA 625 — Managing Strategic Action
- MBA 628 — Management Accounting
- MBA 691 — Business Ethics

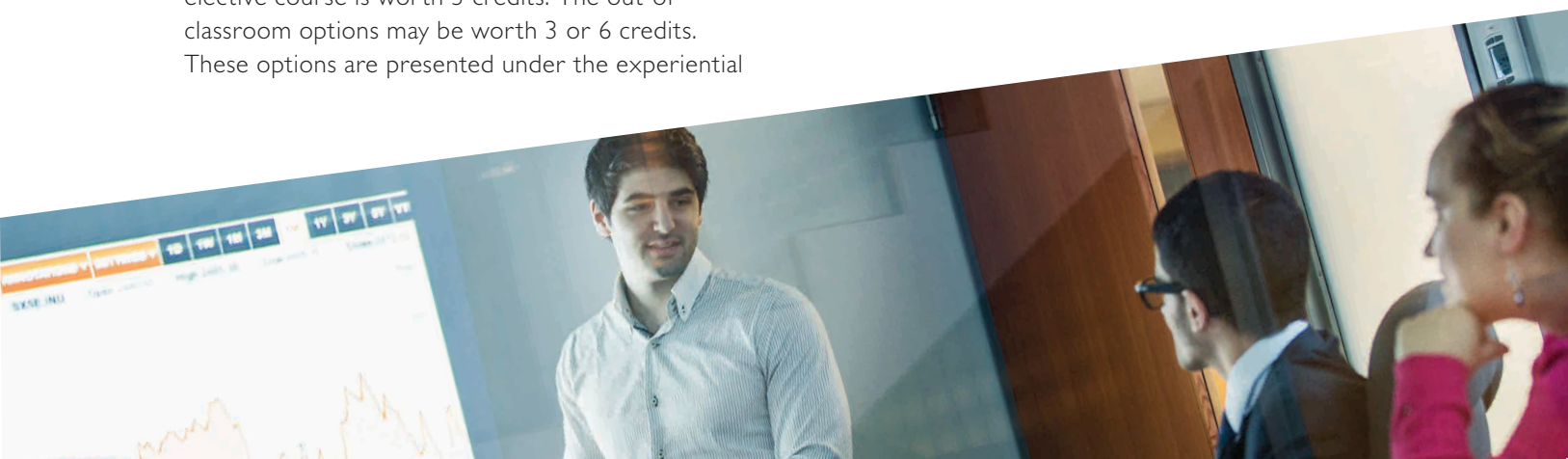
NON-CORE OPTIONS (18 CREDITS)

STANDARD COURSE ELECTIVES (UP TO 6 COURSES of 3 CREDITS EACH)

Each year, new and timely elective courses are added to the curriculum. They originate from finance, accounting, management, marketing, and decision sciences/ management information systems. Check our website: concordia.ca/mba under Program details–Curriculum– Non-core options.

RESEARCH PAPER (6 CREDITS)

Students can select a topic of their choice and work one-on-one with a professor on a research paper.





The most important thing I learned from my time in the MBA program is not something taught on the blackboard, it is the importance of relationships. Almost every class in the program contains a group project and knowing how to work well with different people with different personalities is key to being successful in these projects and enjoying the whole MBA experience.

I chose to focus my MBA on finance by using most of my elective credits in the field. Doing so allowed me to learn under some great teachers, including Sandra Betton, the MBA program director. I was also one of John Molson MBA International Case Competition organizers. This is one of the toughest assignments

in the program but also one of the most rewarding.

My goal entering the MBA was to prepare myself for a career in corporate finance. To achieve it, I focused my time on learning about the industry, getting more experience by doing financial analysis on cases, and networking. The John Molson MBA has been one of the most enjoyable experiences of my life and one I would recommend highly to anyone thinking of graduate school.

Simon Ainsworth, MBA 2013
Organizer, Cases, Marketing
& Volunteers
2013 John Molson MBA
International Case Competition

EXPERIENTIAL LEARNING

The John Molson MBA offers students opportunities to learn beyond the classroom as well as gain credits towards their degree. The hands-on experience, practical knowledge and network developed through these options add tremendous value to the MBA. 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

The John Molson MBA International Case Competition is the oldest, largest and most-respected annual international case competition in Canada. Top MBA students from 36 universities around the world attend the five-day competition. Selected members of our own MBA student body participate in this unique opportunity to showcase their talent, by applying concepts and theories that they have learned in class to a fast-paced, competitive problem-solving exercise that thoroughly challenges the students' knowledge base and communication skills. An excellent networking opportunity, this event puts students in contact with corporate executives and other students from around the globe as they compete for the Concordia Cup.

MBA CASE COMPETITION SENIOR ORGANIZERS (6 CREDITS)

Four students are selected to organize and run the yearly John Molson MBA International Case Competition.

MBA CASE COMPETITION EXECUTIVES (3 CREDITS)

Four students are selected yearly as special assistants to the senior organizers. Their responsibilities are to help the organizers in well-defined roles.

For more information, visit mbacasecomp.com



SMALL BUSINESS CONSULTING BUREAU (3 CREDITS)

The Concordia Small Business Consulting Bureau is a group of five MBA students that provide consulting services to the Montreal business community at competitive rates. The selected students are also given the chance to organize the Van Berkom-JMSB Case Competition, the only case competition in Canada focused exclusively on small cap companies.

MBA COMMUNITY SERVICE INITIATIVE

The MBA Community Service Initiative (MBA CSI) encourages and promotes community service. It links the resources of the business school with the needs of communities, organizations, small businesses, institutions and industries. The learning objectives of the MBA CSI are consistent with and support Concordia University's strategic framework which includes a focus on community engagement and social responsibility.

The MBA CSI coordinates the efforts of students, faculty and staff in providing consulting and business

counseling, mentoring and coaching, technical assistance and hands-on training to:

- Support community and sustainable economic development activities
- Educate and provide relevant, value-added working experiences for future business leaders in the not-for-profit sector
- Develop challenging and rewarding career paths for graduates
- Serve as a point of contact for volunteer assistance and service opportunities
- Encourage and support social entrepreneurship and socially responsible enterprises
- Promote activities that balance environmental, social and economic interests.

MBA COMMUNITY SERVICE INITIATIVE INTERNSHIP (3 CREDITS)

Students provide in-depth consulting for credit, primarily in the not-for-profit sector. The two-pronged goal is to create an applied learning experience for students and to provide a useful service to the community.



After completing a Master of Science degree and compiling several years of experience in molecular biology research, I decided to enrol in an MBA program to expand my career options. I turned to the John Molson School of Business for several reasons: flexibility, a commitment to sustainability and ethics, and a wide variety of development and leadership opportunities outside of the classroom. During my MBA, I have been fortunate to take part in two case competitions, contribute to the organization of the JMSB speaker series, play for the JMSB graduate soccer team and complete a semester of co-operative education. Through the co-op program I was able to apply the knowledge gained in the classroom and develop new skills in an industry that I had no previous experience in; I spent the winter of 2013 working at Live Work Learn Play Inc., a small real estate consulting and development firm, as a market analyst. In addition to personal and professional development, the co-op experience gave me a new network of contacts and gave some direction in choosing electives for the remainder of my program here at JMSB.

Matthew Jan Starek, MBA 2013
Member of Institute for
Co-operative Education

CO-OPERATIVE EDUCATION

Many MBA students find co-op provides them with an opportunity to shift their career focus. As well, international MBA students find co-op work terms help them gain North American experience and put their education into context. There is also the possibility of participating in a mentorship program, with MBAs initially participating as mentees, and then volunteering as mentors as they gain co-op experience.

MBA CO-OP (NON-CREDIT, BUT SALARIED)

The Institute for Co-operative Education is responsible for linking the employer and the MBA student. The student selects the position of interest that is posted by the Institute and is assisted in interviewing skills before an interview is held. The work term is normally one semester long.

Some MBA students have found full-time opportunities with their work term employers. There is certainly a demand for MBA Co-op students, and a wide range of opportunities to be considered in terms of job choice. Here is a sample list of Co-op employers who have provided MBA work terms.

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

INTERNATIONAL EXCHANGE PROGRAM

In today's increasingly global business environment, the opportunity to study abroad, experience different cultures and speak different languages all add to one's marketability.

With that in mind, Concordia International and the John Molson School of Business offer its students the chance to 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.

INTERNATIONAL EXCHANGE OPTION (CREDITED)

Students have the option to study abroad with the prior permission of the program director. Upon approval, courses successfully completed abroad are credited as electives. Many first-class universities around the world have made special agreements with the business school for our students to study at their institution while paying Canadian tuition rates.

CURRENT EXCHANGE PROGRAMS OPPORTUNITIES FOR MBA STUDENTS

- 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





ADMISSIONS

The John Molson School of Business takes a holistic approach to the graduate admission process. Applicants are assessed based on their intellectual abilities as demonstrated by their academic record and performance on the GMAT, on the leadership and managerial promise as evidenced in their letters of recommendation, as well as on their career focus and interpersonal and communications skills described in their letter of intent. Business work experience is also an important consideration. Active community involvement, although not a requirement, is certainly taken into consideration as well.

Applications are reviewed as soon as all the required documents are received, so admission decisions are relayed to applicants in a timely fashion. As the

competition is high, you are encouraged to apply as early as possible.

I feel very privileged to get to know our students during the application and admission stage, and then to maintain a relationship with them through their studies in the program to their graduation day. If you have any questions during the application process, I invite you to meet with us in person or on Skype so that we may answer your questions. Our website remains the best source of updated information on our programs and admission requirements.

I look forward to receiving your application soon.

Cynthia Law

Manager, Graduate Admission and Student Academic Services

Average Age	30
Average Work Experience	5.5 years
Average GMAT	623
Average GPA	3.4

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 minimum GMAT score of 580
- A minimum of two years of full-time relevant work experience in business
- Submission of:
 - o A statement of purpose explaining why you want to pursue an MBA (approximately 500 words)
 - o Three detailed letters of reference.* These can be from employers, university instructors or volunteer organizations who can attest to your character
 - o A current résumé (curriculum vitae)
- Students whose primary language is not English must write a pre-admission proficiency test (TOEFL iBT minimum score 90 or IELTS minimum score 7.0), if not exempted as indicated below.
 - o 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

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

TUITION

FULL-TIME STUDENTS

Canadian, Quebec residents	\$7,000*
Canadian, non-Quebec	\$14,000*
International students	\$42,000*

PART-TIME STUDENTS

Canadian, Quebec residents	\$7,700*
Canadian, non-Quebec	\$14,800*
International students	N/A*

*Approximate total program costs at time of printing.
Please note that tuition costs are subject to change

Please visit concordia.ca/jmsb for current costs.

APPLICATION DEADLINES

CANADIAN/PERMANENT RESIDENT STUDENTS

June 1	September admission
October 1	January admission

INTERNATIONAL STUDENTS

February 15	September admission
June 15	January admission

FOR IN-PERSON INQUIRIES:

JOHN MOLSON SCHOOL OF BUSINESS,
CONCORDIA UNIVERSITY
1450 Guy Street
MB 6.201 (6th Floor)
Montreal, Quebec H3H 0A1

TO MAIL DOCUMENTS:

CONCORDIA UNIVERSITY,
GRADUATE ADMISSIONS
APPLICATION CENTRE
P.O. Box 2002, Station H
Montreal, Quebec Canada H3G 2V4

TO DELIVER DOCUMENTS IN PERSON OR BY COURIER:

CONCORDIA UNIVERSITY,
ENROLMENT SERVICES,
BIRKS STUDENT SERVICE CENTRE
1400 de Maisonneuve Boulevard West,
Room 185, Montreal, Quebec H3G 2V8

Tel 514-848-2424, ext. 2727
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