



JOHN MOLSON  
SCHOOL OF BUSINESS



# MASTER OF SCIENCE PROGRAMS

MSc in Finance  
MSc in Management  
MSc in Marketing



## Become an expert in your field

Our MSc programs in finance, management and marketing attract some of the best and brightest from Canada and around the world. Some come to create future careers in the private sector by becoming specialists in fields as diverse as human resources and investment management. Others are fast-tracked to a PhD program for a career in academia.



## Setting your career on the right track – MSc or MBA?

Prospective students often question what the differences are between the MSc and the MBA programs at the John Molson School of Business. Our MSc programs emphasize research and prepare students to become experts in a specific business area. Students gain advanced analytical and technical skills relevant for research-oriented careers. Our MSc programs' structure has few core courses and more specialized seminars. The MBA is a general business degree that trains students for broad-based managerial skills that are not focused on a specific area and it has no compulsory research requirement.

# Concordia University's John Molson School Of Business

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.

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 Molson Building is LEED Silver Certified



## 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 best in North America.

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



## Stand out from the crowd in the job market

82% of JMSB graduate students, including MSc, are gainfully employed within three months of graduation. The salary range for new MSc graduates is \$50,000 - \$85,000.\*

\*Data source: JMSB June 2016 convocation exit survey

## Quick MSc student facts

42%  
Canadian or  
landed immigrant



91%  
Full-time



9%  
Part-time

62%  
Female

84%  
Commerce/Business Administration

13%  
Arts

Educational Background

3%  
Engineering/  
Computer Science



Mother Tongue

22% English

13% French

65% Other



Average work experience

## An exciting career awaits you

Sample list of employers MSc students joined upon graduating:

- BCA Research
- CIBC
- Ernst & Young
- Ipsos ASI
- JP Morgan Chase
- National Bank of Canada
- NM Incite - a Nielsen McKinsey Company
- Nestle S.A.
- PSL Group
- Sun Life Financial
- TD
- Ubisoft

Sample list of positions MSc students accepted upon graduating:

- Account Manager
- Associate – Mergers & Acquisitions
- Corporate Tax Auditor
- Financial Advisor
- HR Operations Specialist
- Investment Analyst
- Market Analyst
- Marketing Director
- Marketing Research Analyst
- Recruiter
- Social Media Research Analyst
- Trader



58%

International



38%

Male

One of the most advantageous aspects of our MSc programs is the thesis. While many programs have an option for an honours paper, far fewer require a full thesis involving data collection and writing results in a professional format. One need not fear the thesis as the program is designed to help students through each step. At the end, students are capable of conducting independent research, a skill highly valued both in academia and industry.

David Newton, PhD, MSc Finance 2003  
Assistant Professor, Department of Finance  
John Molson School of Business

The day-to-day problems that the workplace presents forces us to realize that education is so much more than the memorization of facts and data. Real-world scenarios and the intricacies that they entail create challenges that push us further than we ever could have imagined. The MSc program helped me get to the next level by creating an environment through which I experienced the integration of knowledge and practical application. The MSc program provided me with the experience and preparedness necessary to engage my career with confidence and enthusiasm. I strongly suggest that students consider the MSc program as their next step towards success.

Amanda Nicholson  
Human Resource Generalist, Insight  
MSc Management 2010

The MSc programs at Concordia offer a unique opportunity to build critical reasoning and technical expertise. As a professor, I find the students to be engaging, motivated, and very talented. The nature of the classes fosters an intimate learning environment that encourages students to be analytical and to systematically build up their own ideas. The program provides insight into the research process that is useful whether you plan to enter an increasingly knowledge-driven labor force or continue on towards an academic career.

Robert S. Nason, PhD  
Assistant Professor, Department of Management  
John Molson School of Business



“JMSB’s MSc programs unite cutting-edge faculty with students from diverse backgrounds. This creates a rare opportunity to generate innovative ideas in the classroom. Students are given the chance to write their thesis on topics that are unique, interdisciplinary and innovative under the guidance of expert supervisors.

Through workshops and expositions, our students gain confidence in communicating their ideas both to an academic community and to leading practitioners.

This truly is a program that trains indispensable specialists in their chosen topics!”

Zeynep Arsel, PhD  
Concordia University Research Chair  
in Consumption and Markets

Associate Professor,  
Department of Marketing  
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.

## Passion for research

Our MSc programs provide excellent preparation for students interested in advanced research who wish to pursue doctoral studies or a career as a business professor or consultant.

## Curriculum

A combination of core and elective courses tailored to your specialized area of interest.

Students can pursue an MSc degree full-time or part-time. Full-time students usually complete the program within two years, while part-time students generally complete it in four years.

The 45-credit programs consist of a combination of core and elective seminars (24 credits) geared to provide students with the knowledge and skills to complete a thesis (21 credits). All three specializations have a thesis requirement.

Students complete the coursework in their field of specialization before commencing their thesis. Courses and seminars are offered in the Fall and Winter terms.

## Program Structure

MSc in Finance	MSc in Management	MSc in Marketing
<p>3 core courses (9 credits)</p> <p>MSCA 601 Financial Economics</p> <p>MSCA 602 Applied Linear Statistical Models</p> <p>MSCA 611 Research Methodology – Finance</p>	<p>2 core courses (6 credits)</p> <p>MSCA 602 Applied Linear Statistical Models</p> <p>MSCA 615 Research Methodology – Administrative Sciences</p>	<p>2 core courses (6 credits)</p> <p>MSCA 602 Applied Linear Statistical Models</p> <p>MSCA 615 Research Methodology – Administrative Sciences</p>
<p>5 elective seminars in Finance (15 credits)</p>	<p>6 elective seminars in Management (18 credits)</p>	<p>6 elective seminars in Marketing (18 credits)</p>
<p>Thesis (21 credits)</p>	<p>Thesis (21 credits)</p>	<p>Thesis (21 credits)</p>

*\*Please visit the program details section of our website for a complete list and descriptions of core courses and electives offered.*

## Research Thesis

The MSc thesis is a major empirical research project that allows students to focus on a specific topic of particular interest and publish their results. Students in all three specializations will complete a thesis upon completion of coursework.

### Recent MSc thesis titles

#### Finance

- The information content of corporate governance ratings
- Institutional ownership and firm performance: Evidence from Canada
- What determines the success of bidding firms in M&A deals?
- Corporate governance and shareholder litigation

#### Management

- The roles of task significance and social perceptions in job stress and employee engagement
- Remembrance of things past: How employees perceive their company's history
- What's in it for me? Competitive strategy, issue interpretation and practice implementation in the institutional context

- Leaders' trustworthiness and the mediating role of autonomy in predicting employee performance and turnover intentions

#### Marketing

- Corporate sponsorship vs. traditional advertising in sports: An empirical comparison
- The influence of networks on consumer behaviour: Understanding how social media networks impact online word of mouth and purchase behaviour
- Investigating the influence of the herding effect on consumption experience: The case of online music
- Affirmative disclosure in fast food advertisements: Its effects on attitudes towards the ad, attitudes toward the brand and purchase intentions

Please visit Concordia University's Research Repository to access the complete theses: [spectrum.concordia.ca](http://spectrum.concordia.ca)

## Fast-track to a PhD

JMSB also offers a fast-track to the PhD in Business Administration program. Meritorious students who have completed all program requirements except for the thesis may apply for permission to proceed directly to doctoral studies in the same discipline without submitting a master's thesis.

## Annual Graduate Research Exposition

The Annual Graduate Research Exposition (AGRE) is an event that showcases the research findings and talent of JMSB's Doctoral (PhD) and Master of Science (MSc) students. It exemplifies the school's commitment to research excellence based on rigour and relevance.

The AGRE provides students with a unique opportunity to present and communicate their ideas and research findings to members of the business community. This event facilitates students networking

with industry representatives and gives them the chance to explore career options.

The AGRE uses a "poster" format that provides students in the PhD and MSc programs a forum to present their original research to the academic and business communities, representatives of which act as the competition's judges. Judges select the best posters at both the MSc and PhD levels and winners receive cash prizes.

For more information visit [concordia.ca/agre](http://concordia.ca/agre)

## Student Life

The John Molson Graduate Students Association (JMGSA) acts as the official representative organization for all JMSB graduate students. MSc students are automatically part of the JMGSA where they can participate in a multitude of exciting events, establish relationships, and eventually run for a student executive 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 (JMIGIC)
- John Molson Sustainable Business Group (JMSBG)
- John Molson Women in Business Club (WIBC)
- Case Competition Club
- MSc Society

The MSc Society is a student-led initiative, the purpose of which is to enhance the experience of students in the JMSB Master of Science programs through organizing or facilitating social, networking and professional events. These events are aimed at developing skills essential for personal and professional growth. The Society also acts as a liaison between students and faculty members.

For more information, visit [jmgasa.ca](http://jmgasa.ca)

## 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. MSc 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:

- 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

# Admissions

## Admission criteria

- An undergraduate degree in any field\* from a recognized university, with a minimum B average in the final two years or cumulative Grade Point Average (GPA) of 3.0/4.3, or the equivalent.
- A minimum Graduate Management Admission Test (GMAT) score of 580. Graduate Record Examination (GRE) may also be accepted.
- Submission of:
  - A statement of purpose
  - Three detailed letters of reference
    - Applicants must include at least two academic letters of reference (i.e. from former professors). The third letter may be from a business reference. Academic reference providers must complete the Academic Assessment Form.
  - 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.
- 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

*\*Depending on background, non-commerce students may be asked to take one or more supplemental courses.*

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

## Application Deadlines

Canadian/Permanent Resident and International Students

**March 1:** September admission      **June 1:** January admission

Please visit our website for more information about admissions.

## Total Tuition

### FULL-TIME STUDENTS\*

Canadian, Quebec residents \$5,900\*

Canadian, non-Quebec \$13,300\*

International students \$37,100\*

### PART-TIME STUDENTS\*

Canadian, Quebec residents \$6,300\*

Canadian, non-Quebec \$13,600\*

International students N/A

*\*Approximate total program costs at time of printing. Please visit our website for more information about tuition and financial aid.*

## Financial Support

Graduate students have access to a range of financial support options, demonstrating JMSB's commitment to providing students the foundation and security they need to pursue advanced research.

Funding opportunities are available from Concordia, JMSB and government agencies. Several

research centers at Concordia also offer research assistantships to graduate students.

Please visit our website for more information on graduate funding.



## Contact us

### For in-person inquiries:

JOHN MOLSON SCHOOL OF BUSINESS,  
CONCORDIA UNIVERSITY  
1450 Guy Street  
MB 11.130 (11<sup>th</sup> 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

### Program contact information:

Tel: 514-848-2424, ext. 4149  
Fax: 514-848-4593  
Email: [phdmisc.jmsb@concordia.ca](mailto:phdmisc.jmsb@concordia.ca)

### Connect with us online!

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1450 Guy St., Montreal, Quebec  
Canada H3H 0A1

[concordia.ca/jmsbmsc](http://concordia.ca/jmsbmsc)