By the end of the session you will…

• Understand multiple databases to locate relevant information
• Conduct searches to find newspaper and academic articles
• Use a variety of databases to find financial information
Agenda

- Newspapers and Articles
- Industry Analysis
- Company Information
- Investment Reports
- Historical Stock Data
- Economic Data
- Additional Sites of Interest
Sample Case Study: Chipotle

• Is it worth investing?
• Is there potential in emerging markets?
Newspapers and Articles
Newspapers

- **Factiva**
  - Full-text international newspapers
    - Times London
    - New York Times
    - The Wall Street Journal
    - Washington Post
    - Le Monde, etc.
  - Broadcast Transcripts
    - BBC, NPR, CNN, etc.
  - 9,000 sources
• Business Source Complete
  - Full-text to 1,650 scholarly business journals
  - Topics
    ▪ Management
    ▪ Economics
    ▪ Finance
    ▪ Accounting
    ▪ International Business
  - Limit to
    ▪ “Scholar (peer reviewed) journals”
    ▪ Select date range
• Business Source Complete
  – “Publications” menu
    ▪ Search for Harvard Business Review in “Browsing” search bar
    ▪ Select “Harvard Business Review”
    ▪ You can search for articles by “Search within this publication”
    ▪ Find a specific article by issue date
Industry Analysis
Industry Analysis

- **Business Source Complete**
  - Limit to (when available)
    - “Industry Profiles”
    - “Country Reports”
    - “Market Research Reports”
    - “SWOT Analyses”
  - Click on *Show More* for more options

- **IBISWorld** (industry reports)
  - Canada, USA, and China
  - Some global reports available
Industry Analysis

- **S&P NetAdvantage**
  - Industry information
  - Industry related news
  - S&P The Outlook

- **Mergent Online**
  - Industry Analysis
  - International industry
  - Annual reports
Company Information
Company Information

- **Mergent Online**
  - US and international companies
  - Business and financial information
  - “Reports”
    - Annual reports and 10-K filings
  - “Company financials”
    - Balance sheet
    - Income statement
    - Retained earnings
    - Cash flow
Activity: The Challenge!
Investment Reports
**Investment Reports**

- **Value Line**
  - Covers 1700 equity issues with commentary
  - Financial projections for 1, 3, and 5 years
  - PDF reports

- **FP Advisor**
  - All active Canadian companies
  - Investor Reports → E.g. Bombardier
Investment Reports

- Value Line
- Screener tool how-to guide
Investment Reports

- FP Advisor
  - Canadian companies
  - Sections:
    - Corporate analyzer and surveys
    - Fixed income
    - New issues
    - Dividends
    - Investor & industry reports
Investment Reports

• **Thomson ONE**
  - Analyst reports (under the “Research” tab)
  - Recent deals information
  - Current and historical annual reports
  - Estimates

• Only works with Internet Explorer
  - Use VPN when accessing off-campus

Connect to databases off campus using **Concordia VPN**: [https://library.concordia.ca/research/databases/offcampus.php?guid=vpn](https://library.concordia.ca/research/databases/offcampus.php?guid=vpn)
Thomson ONE – Analyst Ratings

• Not all ratings scales are the same
Investment Reports

• **Capital IQ**
  – Detailed company data: current, estimates, ratios, transactions

• Available **on campus only**:
  – Available in MB 12.254
  – Library workstation W 228 and Information desks
Chipotle Mexican Grill, Inc. (NYSE:CMG)

Bell, Lindsey
Feb-10-2016 1:05 PM
* Aggregate Q4 2015 & 2016 earnings are estimated to be $29.01, representing a decline of 5.00% year-over-year, a 125 basis point improvement from where growth stood at January.

Consensus Earnings Report - February 9, 2016
Bell, Lindsey
Feb-09-2016 2:08 PM
* Aggregate Q4 2015 & 2016 earnings are estimated to be $29.01, representing a decline of 5.00% year-over-year, a 125 basis point improvement from where growth stood at January.

IPO Trends: From S&P Global Market Intelligence - February 9, 2016
Peterson, Richard J.
Feb-09-2016 1:01 PM
IPO Trends reviews recent developments in the field of mergers and acquisitions.

Peterson, Richard J.
Feb-09-2016 12:52 PM
M&A Trends reviews recent developments in the field of mergers and acquisitions.

Consensus Earnings Report - February 8, 2016

Quick Tips
Excel Plug-ins
You can choose when and how you would like your Capital IQ Excel formulas to update by going to Capital IQ > Settings and then clicking Data Refresh.

Contact Us
Client Support:
Account Team:

Send feedback to the Development Team by completing our survey.
Chipotle Mexican Grill, Inc. (NYSE:CMG) Public Company Profile

Website: www.chipotle.com
Number of Employees: 56,330
Ticker: CMG (NYSE)
Current Professionals Profiled: 0
Year Founded: 1993

Business Description
Chipotle Mexican Grill, Inc., together with its subsidiaries, develops and operates fast-casual fresh Mexican food restaurants. As of December 31, 2015, the company operated 1,971 Chipotle restaurants in the United States; 11 in Canada; 7 in England; 4 in France; and 1 in Germany. It also operated 13 ShopHouse Southeast Asian Kitchen restaurants serving fast-casual and Asian-inspired cuisine, as well as owned and operated 3 Pizzeria Locale restaurants that are fast casual pizza concept restaurants. The company was founded in 1993 and is based in Denver, Colorado.

Primary Industry Classification
Restaurants

Stock Quote and Chart (Currency: CAD)
Last (Delayed): 626.83 Market Cap (mm): 18,462.7
Open: 608.43 Shares Out. (nm): 30.0
Previous Close: 634.52 Float %: 98.2%
Change on Day: -22.31 Shares Sold Short (nm): 2.9
Change % on Day: 2.05 Dividend Yield %: 21.04
Volume (nm): 0.58 Avg 3M Dly Vln: 1.79
Beta 3Y: 0.61

Delayed Quote* | Last Updated on Feb-10-2016 03:34 PM (GMT-6)

Financial Information (Currency: CAD, in mm)

| Total Revenue | 6,273.3 | TEV/Total Revenue | 18,462.7 | 2.8x |
| EBITDA | 1,264.3 | Total Enterprise Value | 17,534.8 | 13.0x |
| EBIT | 1,082.0 | Total Cash & ST Invest. | 924.3 | 29.2x |
| Net Income | 662.0 | Total Debt | 0.0 | 6.4x |
| Capital Expenditure | (350.8) | Total Assets | 3,797.9 |

*Quick Chart

NYSE:CMG - Common Stock

Go
### Chipotle Mexican Grill, Inc. (NYSE:CMG) Financials > Key Stats

#### Currency: Canadian Dollar

<table>
<thead>
<tr>
<th>Key Financials</th>
<th>12 months</th>
<th>12 months</th>
<th>12 months</th>
<th>12 months</th>
<th>12 months</th>
<th>12 months</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Dec-31-2011A</td>
<td>Dec-31-2012A</td>
<td>Dec-31-2013A</td>
<td>Dec-31-2014A</td>
<td>Dec-31-2015A</td>
<td>Dec-31-2016A</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td>3,163.0</td>
<td>3,806.5</td>
<td>4,480.1</td>
<td>5,725.6</td>
<td>6,273.3</td>
<td>6,299.92</td>
</tr>
<tr>
<td><strong>Growth Over Prior Year</strong></td>
<td>23.8%</td>
<td>20.3%</td>
<td>17.7%</td>
<td>27.8%</td>
<td>9.6%</td>
<td>(0.69)%</td>
</tr>
<tr>
<td><strong>Gross Profit</strong></td>
<td>1,171.3</td>
<td>1,431.2</td>
<td>1,675.4</td>
<td>2,163.0</td>
<td>2,354.3</td>
<td>-</td>
</tr>
<tr>
<td><strong>Margin %</strong></td>
<td>37.0%</td>
<td>37.6%</td>
<td>37.4%</td>
<td>37.8%</td>
<td>37.9%</td>
<td>-</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>601.1</td>
<td>729.0</td>
<td>883.7</td>
<td>1,154.3</td>
<td>1,264.3</td>
<td>745.69</td>
</tr>
<tr>
<td><strong>Margin %</strong></td>
<td>19.9%</td>
<td>20.0%</td>
<td>19.8%</td>
<td>20.2%</td>
<td>20.2%</td>
<td>11.9%</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>496.7</td>
<td>642.3</td>
<td>751.8</td>
<td>1,000.4</td>
<td>1,082.6</td>
<td>-</td>
</tr>
<tr>
<td><strong>Margin %</strong></td>
<td>15.7%</td>
<td>16.9%</td>
<td>16.8%</td>
<td>17.5%</td>
<td>17.3%</td>
<td>-</td>
</tr>
<tr>
<td><strong>Earnings from Cont. Ops.</strong></td>
<td>299.6</td>
<td>307.4</td>
<td>456.3</td>
<td>620.7</td>
<td>662.8</td>
<td>-</td>
</tr>
<tr>
<td><strong>Margin %</strong></td>
<td>9.5%</td>
<td>10.2%</td>
<td>10.2%</td>
<td>10.8%</td>
<td>10.6%</td>
<td>-</td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td>299.6</td>
<td>307.4</td>
<td>456.3</td>
<td>620.7</td>
<td>662.8</td>
<td>-</td>
</tr>
<tr>
<td><strong>Margin %</strong></td>
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<td>10.2%</td>
<td>10.2%</td>
<td>10.8%</td>
<td>10.6%</td>
<td>-</td>
</tr>
<tr>
<td><strong>Growth Over Prior Year</strong></td>
<td>19.9%</td>
<td>20.0%</td>
<td>19.8%</td>
<td>20.2%</td>
<td>20.2%</td>
<td>11.9%</td>
</tr>
</tbody>
</table>

**Currency:** CAD  
**Exchange Rate:** 1.000  
**Conversion Method:** S  
**Latest Annual:** Income Statement, Balance Sheet, Cash Flow

---

*All results are taken from the most recently filed statement for each period. When there has been more than one, earlier filings can be viewed on the individual statement pages.**

**Growth rates for forward periods are calculated against prior period estimates or actual pro forma results as disclosed on the Estimates Consensus page.**

**Growth Rates are calculated in originally reported currency only and will not reflect any currency conversion selection above.**

**Latest Interim:** Income Statement, Balance Sheet, Cash Flow
### Chipotle Mexican Grill, Inc. (NYSE:CMG) Financials > Income Statement

**In Millions of CAD, except per share items.**

<table>
<thead>
<tr>
<th>Income Statement</th>
<th>12 months Dec-31-10</th>
<th>12 months Dec-31-11</th>
<th>12 months Dec-31-12</th>
<th>12 months Dec-31-13</th>
<th>12 months Dec-31-14</th>
<th>12 months Dec-31-15</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>1,825.0</td>
<td>2,307.2</td>
<td>2,722.3</td>
<td>3,415.1</td>
<td>4,757.7</td>
<td>6,245.4</td>
</tr>
<tr>
<td><strong>Other Revenue</strong></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td>1,826.0</td>
<td>2,307.2</td>
<td>2,722.3</td>
<td>3,415.1</td>
<td>4,757.7</td>
<td>6,245.4</td>
</tr>
<tr>
<td><strong>Cost of Goods Sold</strong></td>
<td>1,137.4</td>
<td>1,492.0</td>
<td>1,590.7</td>
<td>2,137.0</td>
<td>2,960.3</td>
<td>3,051.6</td>
</tr>
<tr>
<td><strong>Gross Profit</strong></td>
<td>688.6</td>
<td>854.4</td>
<td>1,032.6</td>
<td>1,277.1</td>
<td>1,797.3</td>
<td>2,343.8</td>
</tr>
<tr>
<td><strong>Selling, General &amp; Admin Exp.</strong></td>
<td>144.0</td>
<td>184.3</td>
<td>217.7</td>
<td>263.6</td>
<td>383.5</td>
<td>443.3</td>
</tr>
<tr>
<td><strong>Pre-Opening Costs</strong></td>
<td>7.7</td>
<td>8.6</td>
<td>11.9</td>
<td>16.5</td>
<td>16.1</td>
<td>23.5</td>
</tr>
<tr>
<td><strong>R &amp; D Exp.</strong></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Depreciation &amp; Amort.</strong></td>
<td>68.9</td>
<td>76.2</td>
<td>82.0</td>
<td>102.0</td>
<td>127.9</td>
<td>190.9</td>
</tr>
<tr>
<td><strong>Other Operating Expense/(Income)</strong></td>
<td>175.8</td>
<td>228.9</td>
<td>250.8</td>
<td>321.9</td>
<td>436.5</td>
<td>618.4</td>
</tr>
<tr>
<td><strong>Other Operating Exp./Total</strong></td>
<td>396.0</td>
<td>492.1</td>
<td>564.2</td>
<td>704.0</td>
<td>966.1</td>
<td>1,266.0</td>
</tr>
<tr>
<td><strong>Operating Income</strong></td>
<td>202.5</td>
<td>362.3</td>
<td>504.0</td>
<td>573.1</td>
<td>831.2</td>
<td>1,077.8</td>
</tr>
<tr>
<td><strong>Interest Expense</strong></td>
<td>1.2</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Interest and Invest. Income</strong></td>
<td>1.8</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Net Interest Exp.</strong></td>
<td>1.2</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Other Non-Operating Inc. (Exp.)</strong></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>EBT Excl. Unusual Items</strong></td>
<td>293.0</td>
<td>361.4</td>
<td>461.2</td>
<td>575.0</td>
<td>835.3</td>
<td>1,086.8</td>
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<tr>
<td><strong>Impairment of Goodwill</strong></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Gain (Loss)/Sale of Assets</strong></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Other Unusual Items</strong></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>EBT Incl. Unusual Items</strong></td>
<td>287.5</td>
<td>355.5</td>
<td>456.2</td>
<td>567.0</td>
<td>837.2</td>
<td>1,066.2</td>
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<tr>
<td><strong>Income Tax Expense</strong></td>
<td>106.5</td>
<td>137.0</td>
<td>179.1</td>
<td>219.9</td>
<td>311.4</td>
<td>408.3</td>
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<tr>
<td><strong>Earnings from Cont. Ops.</strong></td>
<td>178.0</td>
<td>218.5</td>
<td>277.1</td>
<td>347.9</td>
<td>515.8</td>
<td>659.9</td>
</tr>
<tr>
<td><strong>Earnings from Discontinued Ops.</strong></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Earnings before Extra Items</strong></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
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<td>277.1</td>
<td>347.9</td>
<td>515.8</td>
<td>659.9</td>
</tr>
<tr>
<td>Date</td>
<td>Closed Date</td>
<td>Transaction Type</td>
<td>Role</td>
<td>Target</td>
<td>Buyer/Investors</td>
<td>Seller</td>
</tr>
<tr>
<td>------------</td>
<td>-------------</td>
<td>------------------</td>
<td>-------</td>
<td>---------------------------------------------</td>
<td>----------------------------</td>
<td>------------------------</td>
</tr>
<tr>
<td>Feb-02-2010</td>
<td></td>
<td>Buyback</td>
<td>Target</td>
<td>Chipotle Mexican Grill, Inc. (NYSE:CMG)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Jan-06-2016</td>
<td></td>
<td>Buyback</td>
<td>Target</td>
<td>Chipotle Mexican Grill, Inc. (NYSE:CMG)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dec-04-2015</td>
<td></td>
<td>Buyback</td>
<td>Target</td>
<td>Chipotle Mexican Grill, Inc. (NYSE:CMG)</td>
<td></td>
<td></td>
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<tr>
<td>Jul-21-2015</td>
<td>Dec-31-2015</td>
<td>Buyback</td>
<td>Target</td>
<td>Chipotle Mexican Grill, Inc. (NYSE:CMG)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Feb-03-2015</td>
<td>Nov-30-2015</td>
<td>Buyback</td>
<td>Target</td>
<td>Chipotle Mexican Grill, Inc. (NYSE:CMG)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Apr-17-2014</td>
<td>Jun-30-2015</td>
<td>Buyback</td>
<td>Target</td>
<td>Chipotle Mexican Grill, Inc. (NYSE:CMG)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Oct-18-2012</td>
<td>Jan-31-2015</td>
<td>Buyback</td>
<td>Target</td>
<td>Chipotle Mexican Grill, Inc. (NYSE:CMG)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Feb-01-2012</td>
<td>Oct-31-2012</td>
<td>Buyback</td>
<td>Target</td>
<td>Chipotle Mexican Grill, Inc. (NYSE:CMG)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Jul-27-2010</td>
<td>Feb-29-2012</td>
<td>Buyback</td>
<td>Target</td>
<td>Chipotle Mexican Grill, Inc. (NYSE:CMG)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Feb-19-2010</td>
<td>Aug-13-2010</td>
<td>Buyback</td>
<td>Target</td>
<td>Chipotle Mexican Grill, Inc. (NYSE:CMG)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Feb-19-2009</td>
<td>Aug-04-2009</td>
<td>Buyback</td>
<td>Target</td>
<td>Chipotle Mexican Grill, Inc. (NYSE:CMG)</td>
<td></td>
<td>McDonald's Corp. (NYSE:MCD)</td>
</tr>
</tbody>
</table>

* denotes proprietary relationship information.
Activity: Oh my Delta!

You are working at JP Morgan and your manager asks you to do some research to see if Delta Air Lines is profitable. Look at a few analyst reports and forecasting data to help make an informed decision on the return of this stock.

Would you invest in Delta Air Lines? Provide the sources you used to reach your decision.

* Reminder: You won’t be able to access Capital IQ in this lab.
Historical Stock Data
Historical Stock Data

- **CFMRC TSX**
  - Daily and monthly TSX trading information about specific securities
  - "Price adjustments" information
    - Dividends, stock splits, recapitalization, etc.
  - Daily and monthly index level information
Historical Stock Data

- **CRSP**
  - Accessible via CHASS
  - USA
  - 29,000 companies
  - NYSE
    - Monthly data starting from December 1925
    - Daily begins July 1962
  - MEX
    - Monthly and daily begin July 1962
  - NASDAQ
    - Monthly and daily begin December 14, 1972
Historical Stock Data

CRSP Stock Data

- Common Stocks
- Certificates
- ADRs
- Shares of Beneficial Interest
- Units (Depository Units, Units of Beneficial Interest, Units of Limited Partnership Interest, Depository Receipts, etc.)
- Closed-End Mutual Funds
- Foreigns on NYSE, Amex, NASDAQ, and NYSE Arca
- Americus Trust Components (Primes and Scores)
- HOLDRs Trusts
- REITs (Real Estate Investment Trusts)
**Historical Stock Data**

<table>
<thead>
<tr>
<th>CRSP Historical Indexes</th>
<th>Stock File Indexes</th>
</tr>
</thead>
<tbody>
<tr>
<td>CRSP Cap-Based Portfolios</td>
<td></td>
</tr>
<tr>
<td>CRSP Indexes for the S&amp;P 500 © Universe</td>
<td></td>
</tr>
<tr>
<td>CRSP US Treasury and Inflation Indexes</td>
<td></td>
</tr>
<tr>
<td>CRSP Select Series</td>
<td></td>
</tr>
</tbody>
</table>

**Step 1: Specify market type**
- Market Selection:
  - Select Market Type.
  - *NYSE* ○ *AMEX* ○ *NASDAQ* ○ *ARCA* ○ *NYSE/AMEX* ○ *NYSE/AMEX/NASDAQ* ○ *NYSE/AMEX/NASDAQ/ARCA*

**Step 2: Specify variables for retrieval**
- Variables Selection:
  - Select one or more variables from the boxes below.
Economic Data
Economic Data

• Statistics Canada
  – Release dates for major economic indicators

• Bank of Canada
  – Rates and statistics

• Federal Reserve Economic Data (FRED)
  – US equivalent for “Rates and statistics”

• Economist Intelligence Unit (EIU)
  – Country reports, forecast data
Economic Data

- **UNdata**
  - 15 databases from UN agencies
  - 5 indicator databases
  - Official statistics produced by countries and compiled by UN
  - Topics: education, employment, energy, environment, population, etc.

- **UN Comtrade**
  - United Nations Commodity Trade Statistics database
  - Trade data on any commodity (very detailed) for 200+ countries/areas.
  - Overviews of imports/exports by country
Activity: Last but not least
Question 1

When is the release date for Canada’s major economic indicator for the December 2015 Consumer Price Index?
Question 2

Is it a good idea to invest in telecommunications companies in Brazil in 2016?

Find one current source that helped you decide whether or not to invest.
Question 3

Find the latest USD/CDN exchange rates.
If Delta Air Lines had a new strategic direction and wanted to offer more flights to and from Venezuela, is there growth potential for the company if they move in this direction?

Find one source to support your conclusion.
Additional Sites of Interest
Additional Sites of Interest

• **Stockguide**
  - Fundamental data with detailed screening options
  - 1,000+ publicly-traded Canadian Companies
  - Weekly stock updates
  - Current and historical ratios

• **Seeking Alpha**
  - Crowd-sourced content for financial markets
  - Topics: stocks, asset classes, ETFs and investment strategies
Additional Sites of Interest

• **Sustainalytics**
  - Environmental, Social and Governance (ESG) reports
    - Analyzes and evaluates North American public companies on ESG performance
    - Highlights and assesses company involvement in controversies and incidents

• **Statista**
  - Access to ready-made statistical charts, graphs and table from market and opinion research institutions, business organization and government agencies.
  - Topics included: media & advertising, chemicals, telecommunications, consumer goods, banking, etc.
Other helpful links

• Connect to databases off campus using Concordia VPN: [https://library.concordia.ca/research/databases/offcampus.php?guid=vpn](https://library.concordia.ca/research/databases/offcampus.php?guid=vpn)


• How to cite business resources using APA format: [http://www.concordia.ca/library/guides/finance/citing-databases.html](http://www.concordia.ca/library/guides/finance/citing-databases.html)

• Search for all databases: [http://clues.concordia.ca/search/y](http://clues.concordia.ca/search/y)
### Resource Summary

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Need Help?

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