



JOHN MOLSON
SCHOOL OF BUSINESS



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UNDERGRADUATE
PROGRAMS



JMSB was the first business school in Montreal, and the fourth in Canada, to be accredited by the Association to Advance Collegiate Schools of Business. AACSB-accreditation is a mark of excellence for business schools worldwide 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 John Molson School of Business 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 and design.



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, with a growing international reputation for high quality undergraduate education, experience-based learning and tremendous student-run leadership opportunities.

JMSB is AACSB-accredited and ranked among the top 100 business schools (The Economist) in the world. The school's state-of-the-art facilities form the landmark centre of Concordia's downtown campus, the *Quartier Concordia*. This architecturally stunning 15-storey landmark boasts a distinctive design that incorporates bright atriums, networking and study spaces, computer labs, a 300-seat auditorium, 45 modern classrooms, six amphitheatres and an underground link to its neighbouring Concordia buildings, the fitness centre and the city's metro system.

35-65 STUDENTS AVERAGE CLASS SIZE

JMSB students benefit from an ever expanding global network of over 50,000 alumni and get to network with up to 9,000 other business students on campus, yet the classroom experience is mostly limited to rooms with a capacity of 35-65 students.

BIENVENUE À MONTRÉAL!

YOU'LL LOVE IT.

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

Despite being one of the 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 3.8 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 and is ranked among the top ten cities worldwide for student liveability (QS Rankings).

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

WHERE ARE YOU FROM?

The John Molson School of Business attracts students from over 170 different countries worldwide and sends students on exchange to partner universities around the globe.



GO ON INTERNATIONAL EXCHANGE

Our Concordia Student Exchange Program (CSEP) allows you to experience new cultures, learn foreign languages, and develop professional skills at our partner universities in over 30 countries around the world. The John Molson School of Business features unique exchange options in Asia, Oceania, Europe and the Americas. We proudly send over two hundred JMSB ambassadors abroad annually. As a program participant, you will study in English at a world-class partner business school, pursue credited business and elective courses and explore a new culture. concordia.ca/international

BADMIN OR BCOMM?

BACHELOR OF ADMINISTRATION (BADMIN)

42 credits Business Core Courses
18 credits Business Elective Courses
30 credits Non-Business Courses

In the BAdmin, you customize your business education by selecting 18 credits from any business discipline. You do not select a business major, but you can complete a business minor or a minor in languages, the arts or sciences.

- ▶ Choose the BAdmin to pair a great business education with a non-business interest (Psychology, Languages, etc.)

BACHELOR OF COMMERCE (BCOMM)

42 credits Business Core Courses
24 credits Business Major Courses
24 credits Elective Courses
(Can include a Business Minor)

In the BComm, your major allows you to specialize in a specific field of business and gives you access to the Co-op program. You can also pursue a business minor or a non-business minor, depending on the requirements of your major.

- ▶ Choose the BComm to specialize in one or more topics in business, and for the Co-op option.

APPLYING TO JMSB FROM HIGH SCHOOL?

You will enter the university in a freshman year and stay with us for four years (120 credits). This adds 30 credits to the degree plan above and prepares you for the business Core Courses in the JMSB degree programs.

Quebec Cegep, IB and French Lycée students are exempt.

PROGRAM STRUCTURE

Year 1 covers all of the essentials in an engaging academic environment – you will study core business topics and learn all the key concepts necessary for a career in business.

Year 2 opens the way to a broader understanding of today's business world – you will formulate, judge, and solve challenging business problems in an interdisciplinary, interactive way.

Year 3 builds on the notions and concepts introduced in the first two years – at this stage, you will have the opportunity to develop your skills through the in-depth study of specific business disciplines.

+ Freshman Year

Only for high school graduates in the 120-credit program.

CORE COURSES

COMM 210 – Contemporary Business Thinking

COMM 212 – Business Communication

COMM 215 – Business Statistics

COMM 217 – Financial Accounting

COMM 220 – Analysis of Markets

COMM 222 – Organizational Behaviour and Theory

COMM 223 – Marketing Management I

COMM 225 – Production and Operations Management

COMM 226 – Business Technology Management

COMM 305 – Managerial Accounting

COMM 308 – Introduction to Finance

COMM 315 – Business Law and Ethics

COMM 320 – Entrepreneurship

COMM 401 – Strategy and Competition



ACCOUNTANCY (CO-OP AVAILABLE)

The Accountancy major is designed to give you the necessary skills required for graduate-level study in accountancy in pursuit of the Chartered Professional Accountant (CPA) designation.

Outstanding accountants keep businesses ahead of the curve: solving problems, building sound financial strategies and ensuring good fiscal health. If you're a high achiever with an appetite for continuous learning, consider JMSB. You'll join a program with a reputation for graduates who achieve excellent results at national professional accounting examinations.

By entering a BComm with a Major in Accountancy, you build skills for good business practice, such as:

- Complex problem solving
- Strategic and critical thinking
- Accounting and budgeting
- Quantitative skills
- Preparing, reading and analyzing financial statements
- Understanding the tax system and tax planning
- Auditing theory and practice

Even if you do not choose to pursue the CPA designation, Accountancy at JMSB will give you a strong foundation in business and you will graduate with excellent career prospects.



GET INVOLVED

As an Accountancy major you are automatically a member of the John Molson Accounting Society (JMAS), a student-run association that strives to enhance your university experience by connecting you with your peers, professors, accounting professionals, hiring firms and *l'Ordre des Comptables Agréés du Québec* (OCAQ). Get started by asking how to become a first-year member of the executive.

The John Molson Competition Committee (JMCC) competes all over the world in accountancy case competitions (see page 27). We have recently won podiums in accountancy at a case competition in St. Catherines, Ontario.

LIFE AFTER JMSB

JMSB's Career Management Services (CMS) and Concordia's Career and Planning Services (CAPS) are here to help you open up many careers paths, including:

- Professional accountant
- Taxation specialist
- Auditor
- Forensic accountant
- Controller

Accounting graduates get hired by:

- Accounting firms
- Multinational companies
- Banks
- International organizations
- Government or NGOs



BUSINESS TECHNOLOGY MANAGEMENT (CO-OP AVAILABLE)

The BTM major is a professional program that combines in-demand technical computer skills and practical business knowledge, without extensive computer programming. While most firms play catch-up with technology, your skills—built on a solid grasp of technology, business, process, project and change management—close that gap.

This program turns you into a tech-savvy manager who can implement information and communication technologies (ICT), increase productivity and be an innovative entrepreneur. You'll build knowledge and skills in:

- Information and communication technology
- Business process analysis
- Project management
- Critical thinking
- Communications and interpersonal skills

You'll graduate as a manager who understands technology and computer programming, who can supervise projects, introduce new technology to a workplace or join a whip-smart start-up. That's a solid competitive advantage any business would invest in.

MINOR IN DATA INTELLIGENCE (12 CREDITS)

This minor prepares you to systematically identify, collect and evaluate information in order to transform it into quality insights for business decision-making.

MINOR IN SUPPLY CHAIN OPERATIONS MANAGEMENT (12 CREDITS)

This minor gives you a 360° view of forecasting, modelling, planning, managing and controlling an organization's product supply chain—an essential feature of virtually all businesses.

GET INVOLVED

As a BTM major you are automatically a member of the John Molson Supply Chain and Business Technology Association (JSBA), a student-run association that strives to enhance your university experience by connecting you with your peers, professors and industry professionals, as well as hosting company tours, conferences, case competitions and more. Get started by asking how to become a first-year member of the executive.

The John Molson Competition Committee (JMCC) competes all over the world in BTM, decision sciences and supply chain case competitions (see page 27). We have recently won podiums in product operations management at a case competition in Sherbrooke, Quebec.

LIFE AFTER JMSB

JMSB's Career Management Services (CMS) and Concordia's Career and Planning Services (CAPS) are here to help you open up many careers paths in business technology, including:

- Business information systems analysis
- Information systems support management
- Project management
- E-business development

BTM graduates have gone on to work for:

- Air Canada
- Bank of Montreal
- Ericsson
- IBM
- Pratt & Whitney

As a BTM graduate, you may pursue the Information Systems Professional (ISP/EATI) designation granted by the Canadian Association of IT Professionals (CIPS).



The major in Business Technology Management is a professional program developed in an industry-academic partnership with the Information Technology Association of Canada (ITAC) and our BTM advisory committee includes executives from Air Canada, CGI, KPMG and Videotron.



ECONOMICS

Want to see the big picture? Our BComm Economics major is applied and market-driven, giving you rigorous training in economic analysis. Because we look at the world through a business lens, you don't just analyze data to discover how society, politics and the environment interact with business, you also develop business strategies and organizational tactics to tackle economic problems big and small.

In an Economics major in the BComm degree, you'll:

- Study all our business Core Courses (see page 6)
- Acquire a sound background in economic theory
- Place an applied emphasis on organizational analysis and consulting
- Focus on large and international businesses or small enterprises
- Develop sustainable, ethical and competitive management skills
- Choose business-related minors to complement your Economics major



GET INVOLVED

As an Economics major you are automatically a member of the Commerce and Administration Students Association (CASA), the JMSB student government, who run a huge array of events and programs designed to enhance your university experience and connecting you with your peers, professors and industry professionals. Get started by asking how to become a first-year member of the executive.

The John Molson Competition Committee (JMCC) competes all over the world in economics and policy case competitions (see page 27). We have recently won podiums in business policy at a case competition in Kingston, Ontario.

LIFE AFTER JMSB

JMSB's Career Management Services (CMS) and Concordia's Career and Planning Services (CAPS) are here to help you open up many careers paths in business economics, including:

- Financial analyst
- Environmental assessment coordinator
- Project manager
- Market research analyst
- Economic statistician
- Public sector researcher



FINANCE (CO-OP AVAILABLE)

Finance is a competitive program in which you acquire the skills to manage money and practise making decisions that affect the future of corporations, communities and investors. As a Finance student, you will learn to:

- Understand the way money can appreciate over time
- Analyze investment opportunities
- Evaluate financing alternatives
- Weigh risk factors to build wealth responsibly

Choosing one of five areas of finance—corporate finance, investments, financial institutions, derivatives, and international finance—you learn through lectures, case studies, simulation exercises and experiential learning.

Whether you become a commercial banker for a multinational corporation or a consultant with a charitable focus, you'll leave us motivated to build a sound financial future for any number of clients.

DISTINGUISH YOURSELF

Our prestigious Kenneth Woods Portfolio Management Program provides top JMSB students with the chance to manage a \$2 million-plus balanced portfolio. You can even develop an academic research project as part of our Honours in Finance program.

GET INVOLVED

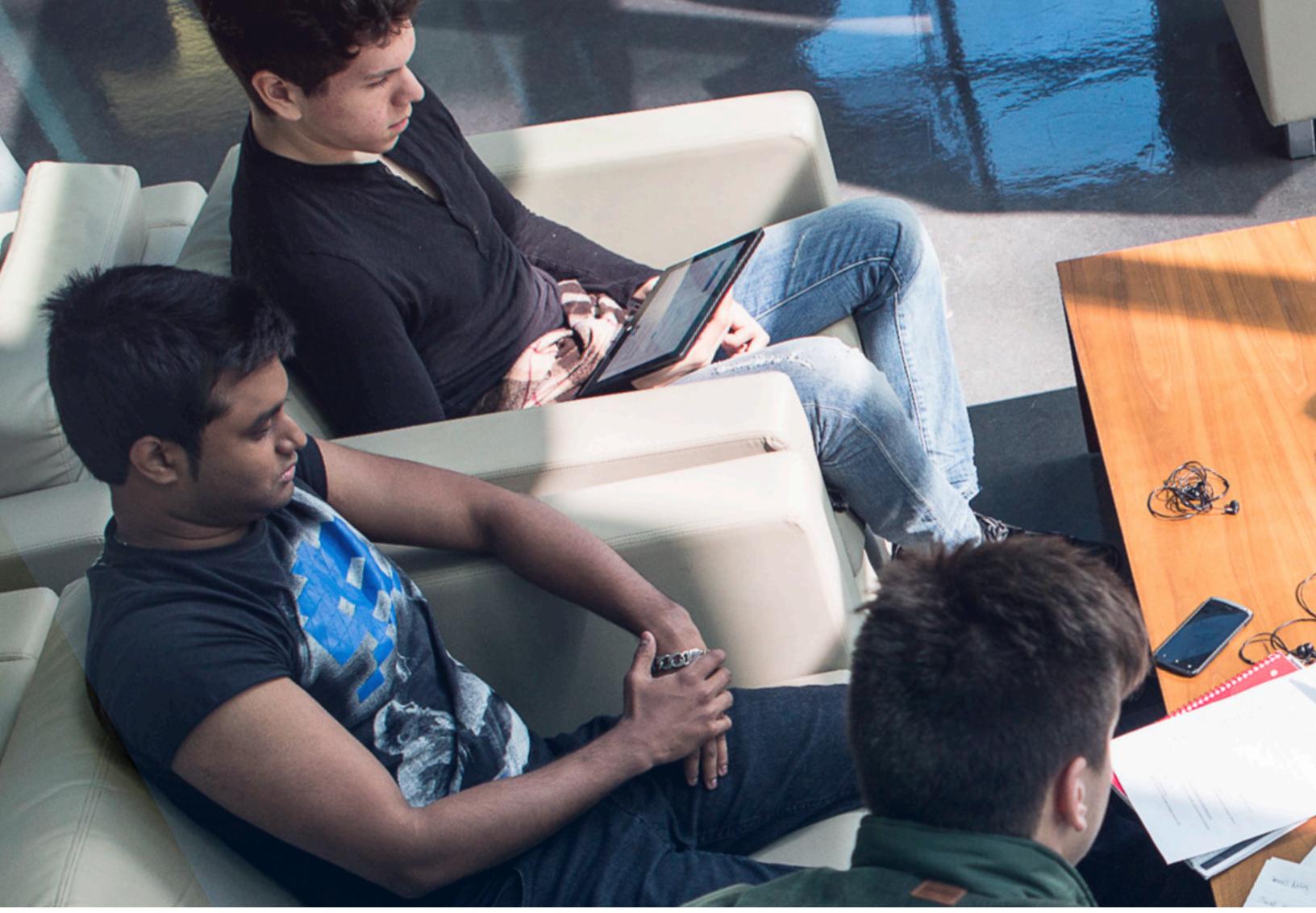
As a Finance major you are automatically a member of the Finance and Investment Students' Association (FISA) and its subsidiaries, the John Molson Investments' Society (JMIS) and the John Molson Trading League (JMTL), which bridge the gap to your finance career by offering conferences, workshops, firm tours, networking cocktails, weekly seminars and competitions.

The John Molson Competition Committee (JMCC) competes all over the world in finance case competitions (see page 27). We have recently won podiums in financial analysis at case competitions in Ottawa and Toronto.

LIFE AFTER JMSB

JMSB's Career Management Services (CMS) and Concordia's Career and Planning Services (CAPS) are here to help. Our finance graduates do very well after JMSB, often landing lucrative positions in the following industries:

- Commercial banking
- Corporate finance
- Market or securities analysis
- Investment management
- Private equity management



HUMAN RESOURCE MANAGEMENT (CO-OP AVAILABLE)

You spot raw talent, build great teams and bring out the best in people—a perfect skill set for a human resource manager. Organizations rely on you to make diamonds shine, identify skill gaps and keep staff well-trained, happy and productive.

You'll need well-honed communication skills, an understanding of job markets, and a readiness to lead change. That's where we come in. During your degree, you learn real-world approaches to:

- Analyzing and forecasting employee issues and job trends
- Negotiation and interviewing
- Balancing organizational objectives with employee needs
- Encouraging social responsibility, diversity and integrity
- Workplace sensitivity and discretion
- Training and development programming



As an HRM graduate, you can fulfil the education requirements for the Certified Human Resources Professional (CHRP) designation and become a recruiter, negotiator or trainer, and occupy managerial positions in labour-related fields.

GET INVOLVED

As an HRM major you are automatically a member of the John Molson Human Resources and Management Association (JHMA), a student-run association that strives to enhance your university experience by connecting you with your peers, professors and industry professionals, as well as hosting social networking, workshops and more. Get started by asking how to become a first-year member of the executive.

The John Molson Competition Committee (JMCC) competes all over the world in human resource management and ethics case competitions (see page 27). We have recently won podiums in business ethics at a case competition in Pennsylvania, USA.

LIFE AFTER JMSB

JMSB's Career Management Services (CMS) and Concordia's Career and Planning Services (CAPS) are here to help you open up many labour-related careers paths, including:

- Recruiter
- Career counsellor
- Compensation analyst
- Labour relations specialist
- Health and safety specialist
- Union negotiator



INTERNATIONAL BUSINESS (CO-OP AVAILABLE)

Reserve a seat at JMSB, and you'll be prepared to work anywhere in the world.

International Business students study commerce with a global perspective. In addition to examining management, marketing and finance in international contexts, courses draw insights from experts in the fields of politics, economics, and sociology.

You'll gain international street sense, adapting business models to differing workplaces:

- Crafting and implementing international strategies
- Managing international operations
- Planning for cross-border tax, banking or legal issues
- Understanding trade dispute contexts
- Addressing cultural sensitivities in global marketing campaigns

International Business will allow you to do business in the global marketplace, make ethical decisions in an international context, and motivate consumers from different cultures.

GET INVOLVED

As an International Business major you are automatically a member of the John Molson International Business Association (JMIBA), a student-run association that helps you develop as a well-informed, worldly future professional in the field of international business and realize your potential in a global context.

The John Molson International Exchange Committee (JIC) is here to support your international academic journey—whether you're going abroad or it's your first day in Canada—through cultural and networking events, orientation activities and workshops.

The John Molson Competition Committee (JMCC) competes all over the world in international business, ethics and strategy case competitions (see page 27). We have recently won podiums in business strategy at case competitions in Singapore and Auckland, New Zealand.

LIFE AFTER JMSB

JMSB's Career Management Services (CMS) and Concordia's Career and Planning Services (CAPS) are here to help you open up many international business careers paths, including:

- International trader/market specialist
- Global business development manager
- Import/export manager
- International human resource manager

ENGAGE WITH OTHER CULTURES

JMSB students hail from more than 170 countries: nearly a fifth are Francophone and a quarter speak a language other than English or French as their mother tongue.

Montreal, a multilingual and multicultural city, is the perfect place to pick up a second (or third) language.



Coming to JMSB from British Columbia, I was amazed at Montreal's abundance of languages and cultures—you can meet someone from anywhere in the world on a daily basis. As VP Academics of the John Molson International Committee (JIC), I have helped students going on exchange and I did study abroad semesters in South Africa and in India. Getting involved has been the best choice I could have made here. Simply put, JMSB hands you the opportunity to experience the world.

Hannah Kellett, BComm '16
Major in International Business (Co-op)
Minor in Political Science
Elphinstone Secondary School, Gibsons, BC



MANAGEMENT

Do you fit the profile of a 21st-century leader? The future leaders who come to JMSB inspire people, embrace diversity, build new business models and create wealth in socially and ecologically sustainable ways.

As a Management student, you achieve these goals by taking an integrated approach to your studies. That means you take an overall view of how organizations function: dissecting successes and failures, studying management from many perspectives and complementing every theory with an applied emphasis on organizational analysis and consulting.

You'll leave our program equipped with the skills to handle real-world leadership tasks, such as:

- Conflict resolution
- Cross-cultural understanding
- Decision-making
- Leadership and teamwork
- Planning and budgeting
- Problem-solving

Whether you become an entrepreneur, manager or consultant, you'll leave us ready to effect change and guide our world in the future.

WRITING A BUSINESS PLAN?

The Dobson Practicum is a Concordia initiative to provide student entrepreneurs across all disciplines with the resources necessary to create an investor-ready business plan and help make their business idea a reality. The \$EED competition is an annual event that awards prize money to top student entrepreneurs.



GET INVOLVED

As a Management major you are automatically a member of the John Molson Human Resources and Management Association (JHMA), a student-run association that strives to enhance your university experience by connecting you with your peers, professors and industry professionals, as well as hosting social networking, workshops and more. Get started by asking how to become a first-year member of the executive.

The John Molson Sustainable Enterprise Committee (JSEC) provides you with resources to become an economically responsible, socially just, and ecologically aware business leader (see page 27), and leads many initiatives with JMSB's David O'Brien Centre for Sustainable Enterprise (DOCSE).

The John Molson Competition Committee (JMCC) competes all over the world in management, entrepreneurship, sustainability and strategy case competitions (see page 27). We have recently won podiums in family business, entrepreneurship and sustainability at case competitions in Vermont, USA and Singapore.

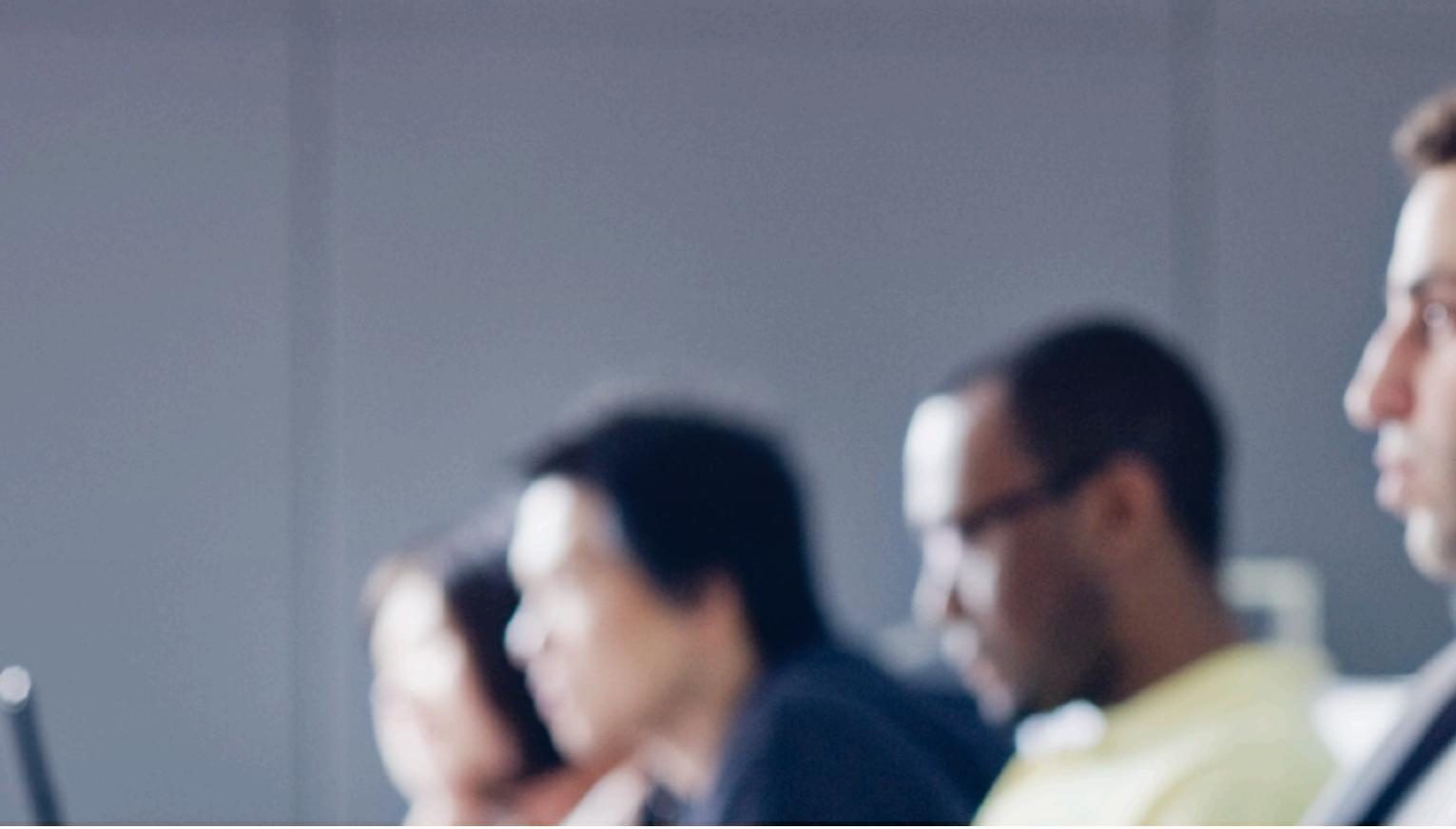
LIFE AFTER JMSB

JMSB's Career Management Services (CMS) and Concordia's Career and Planning Services (CAPS) are here to help you open up many careers paths in management, including:

- Account manager
- Business analyst and consultant
- Management advisor
- Sales and service manager
- Small business owner/manager



Enactus Concordia is a non-profit social entrepreneurship organization that works with leaders in business and higher education to mobilize university students to make a difference in their communities while developing the skills to become socially responsible business leaders.



MARKETING (CO-OP AVAILABLE)

Marketing is the process of creating valuable market offerings for customers and capturing value from them in return. It aims to create consumer satisfaction while paying attention to social well-being.

It relies heavily on the art of persuasion: how to convey ideas, manage buzz and create desire. You persuade people to do things like: buy a car or vote for a politician. And it doesn't matter if you sell smartphones or sustainable living, you'll learn the strategies, tactics and measurements behind influencing consumer choices.

In Marketing, you develop decision-making skills, exercise your creative mind and study consumer behaviour. You'll also:

- Examine current marketing theories and practices
- Identify the information needed to tackle marketing problems
- Develop an ability to adapt to constantly changing marketing environments
- Hone your communication and personal-selling skills
- Learn to analyze market metrics and other types of marketing data

JMSB's applied approach gives you the tools to succeed in the marketplace after graduation. The program focuses on all aspects of marketing—such as branding, digital marketing, pricing, consumer behavior, market research, managing communication and promotion tools—and its applied "how to" approach will greatly enhance your employability upon graduation and will prepare you for work at firms in Canada and all over the world.



GET INVOLVED

As a Marketing major you are automatically a member of the John Molson Marketing Association (JMMA), a student-run association connecting you with your career in marketing through workshops, conferences, social networking and other events. Explore, create and stay curious! Get started by asking how to become a first-year member of the executive.

The John Molson Competition Committee (JMCC) competes all over the world in marketing, entrepreneurship and strategy case competitions (see page 27). We have recently won podiums in marketing and strategy at case competitions in Montreal and Navarra, Spain.

LIFE AFTER JMSB

JMSB's Career Management Services (CMS) and Concordia's Career and Planning Services (CAPS) are here to help you open up many careers paths in marketing, including:

- Product or brand manager
- Account executive (advertising)
- Marketing communications coordinator
- Social media specialists

PASSIONATE ABOUT SPORTS?

Dive into the business end of the game with the John Molson Sports Marketing Committee (JMSM), a committee that hosts the largest student-run sports business conference in Canada and who will help prepare you for management roles in professional sports.



SUPPLY CHAIN OPERATIONS MANAGEMENT (CO-OP AVAILABLE)

Supply chains make or break businesses. Companies beat the competition because they find, track and keep their products moving efficiently. They employ top supply chain managers. How do we know? Our alumni work at General Electric, Toyota, Domtar and other Fortune 500 companies.

As a Supply Chain Operations Management major, you will study the entire supply chain and its components. You'll learn how to:

- Organize resources (labour, material, money and time)
- Model supply chains using forecasting and production planning
- Effectively manage scheduling, inventory, logistics and technology
- Make smart decisions, assess risks, manage projects and do trade-off analyses

You learn by seeing current and leading-edge supply chain practices in action. You examine case studies, play simulation games, go on company visits and listen to guest speakers from industry and business.

The knowledge you gain through the Supply Chain Operations Management program will position you to become a valuable asset in the business world.

MINOR IN DATA INTELLIGENCE (12 CREDITS)

This minor prepares you to systematically identify, collect and evaluate information in order to transform it into quality insights for business decision-making.

MINOR IN BUSINESS TECHNOLOGY MANAGEMENT (12 CREDITS)

BTM professionals lead technology-related change across all business functions: improving company performance and creating competitive advantage.

GET INVOLVED

As a SCOM major you are automatically a member of the John Molson Supply Chain and Business Technology Association (JSBA), a student-run association that strives to enhance your university experience by connecting you with your peers, professors and industry professionals, as well as hosting company tours, conferences, case competitions and more. Get started by asking how to become a first-year member of the executive.

The John Molson Competition Committee (JMCC) competes all over the world in BTM, decision sciences and supply chain case competitions (see page 27). We have recently won podiums in product operations management at a case competition in Sherbrooke, Quebec.

LIFE AFTER JMSB

JMSB's Career Management Services (CMS) and Concordia's Career and Planning Services (CAPS) are here to help you open up many careers paths in supply chain operations, including:

- Supply chain director
- Logistics director
- Inventory control director
- Quality assurance director and project director
- Buyer and performance improvement manager

SCOM graduates work at top North American and international companies, including:

- Bombardier
- Toyota
- Domtar
- Rona
- Molson Coors Brewing Company
- General Electric



The major in Supply Chain Operations Management is accredited by the Supply Chain Sector Council of Canada. As a Supply Chain graduate, you are eligible for the Canadian Operational Research Society (CORS) Diploma.



THE CO-OP OPTION (BCOMM)

GET WORK EXPERIENCE

One of the most popular options at JMSB, the Institute for Co-operative Education (Co-op) enriches your university learning through paid work experience while you are completing your studies. The Co-op format allows you to alternate full-time study with three relevant, 12-16 week work terms that serve to link the academic requirements of the BComm program with practical experience in your field of study. You'll also build a network of contacts in an industry of your choice, explore career options and develop leadership, social and interviewing skills.

concordia.ca/jmsb/programs/co-op

CO-OP STRUCTURE

The normal Co-op path starts with three academic semesters followed by a Fall work term, then you will alternate between full-time academic and work terms all year long until you finish your BComm degree. Freshman year students (120-credit) are eligible for Co-op in sophomore year.



VALUABLE EXPERIENCE: SECURE FUTURE



Senior Client
Relationship Officer
Hired upon graduation



Accounts Payable
Administrator
3rd work term



David
Suzuki
Foundation

Operations
Agent
2nd work term



Financial Analyst
1st work term

Harpal Dasord, BComm '15
Major in Finance (Co-op)
Cegep: Vanier College



JOIN OUR CHAMPIONSHIP TEAM

THE CASE COMPETITION PROGRAM (JMCC)

JMSB students are world-class competitors on the international business case competition circuit. Recognized for having one of the strongest case competition programs in Canada, we are proud of our many awards and podium finishes, including 2nd place at the Champion's Trophy world championships in New Zealand.

JMSB strives to be the best undergraduate case competitor in the world. Our teams are selected and coached by some of the school's finest professors and alumni. Get started by asking how to become a first-year member of the John Molson Competition Committee (JMCC) – tryouts are held in April and September.

PRACTICAL TRAINING

Case competitions help you gain vital presentation skills and link theory to practical applications. Imagine the confidence boost that comes with knowing you are capable of analysing a complex business problem and pitching your solution directly to the firm's senior management – and then being chosen as the best solution among a field of top students from around the world.

NETWORKING

Competing for Concordia leads to unbreakable bonds with fellow competitors both in and outside of JMSB. Throughout your involvement in the program, you are given the opportunity to meet hundreds of people from other schools and different cultures, especially when sent to international competitions.

CAREER OPPORTUNITIES

As a JMSB competitor, you are recognized by industry professionals as a top student with valuable teamwork, strategy and presentation skills. It is even possible to be hired by the very judges who evaluate your presentation, as companies often attend case competitions for recruitment purposes.



JESSE CARMICHAEL, BCOMM '16

Major in Marketing

Minor in Finance

Cégep: Jean-de-Brébeuf

Winner

Canada's Next Top Ad Exec, Ontario [2015]

Strategy Team

Navarra Uni. Intl. Case Comp., Spain [2015]

Strategy Team (Winner)

Inter-Collegiate Business Case Comp., Ontario [2015]

Strategy Team (Silver)

Champion's Trophy Case Comp., New Zealand [2014]

Entrepreneurship Team (Winner)

Jeux du Commerce, Quebec [2014]

Collective Negotiation Team

Human Resources Symposium, Quebec [2013]

Sustainability Strategy Team

Asian Business Case Competition, Singapore [2013]

Debate Team (Bronze)

Jeux du Commerce, Quebec [2013]

JMCC BY THE NUMBERS (2015)

162 student team members, over 80 expert coaches, 10 countries visited, 27 total competitions (17 domestic, 10 international), 42 total podium wins, 1,500 charity hours.



82 RECENT PODIUMS (2013-14 AND 2014-15)

Active in: Australia, Canada, China, New Zealand, Portugal, Serbia, Singapore, Spain, United Kingdom, USA

Silver Champions Trophy – World Championship, New Zealand, 2014



NEW STUDENTS

JMAC recruits new students right away – especially in the conversation events where students from all cultures can practice speaking French or English.

SPOTLIGHT: JOHN MOLSON ACADEMIC COMMITTEE (JMAC)

JMAC is a student-run organization that aims to enrich your university experience by augmenting and supplementing Concordia's official academic support structures (Advising, Student Success Centre, etc.) with innovative student-run academic support services designed to facilitate your personal educational goals.

It is a testament to JMSB's strong sense of community that you are encouraged to seek out senior students to give you advice, help you navigate your classes and fill you in if you happen to miss a class. JMAC is the centre of this support, with a full range of services:

- Calculator rental service
- Book exchange service
- Online lecture recordings
- Peer mentorship program
- Career conversations events
- Internal business competitions
- Class notes service

NEW STUDENTS

JSEC recruits new students all year long – get in touch to learn about how you can make an impact on our sustainable downtown Montreal campus and in the wider business community.



SPOTLIGHT: SUSTAINABLE BUSINESS PRACTICES AT JMSB

JOHN MOLSON SUSTAINABLE ENTERPRISE COMMITTEE (JSEC)

JSEC is a non-profit student committee that promotes sustainable enterprise at JMSB—sharing ideas about durability, responsibility, and opportunity in business environments. The concept of ‘a living laboratory’ is a great way for you to view your university experience. JSEC encourages you to profit from resources available at JMSB in order to become an economically responsible, socially just, and ecologically aware business leader.

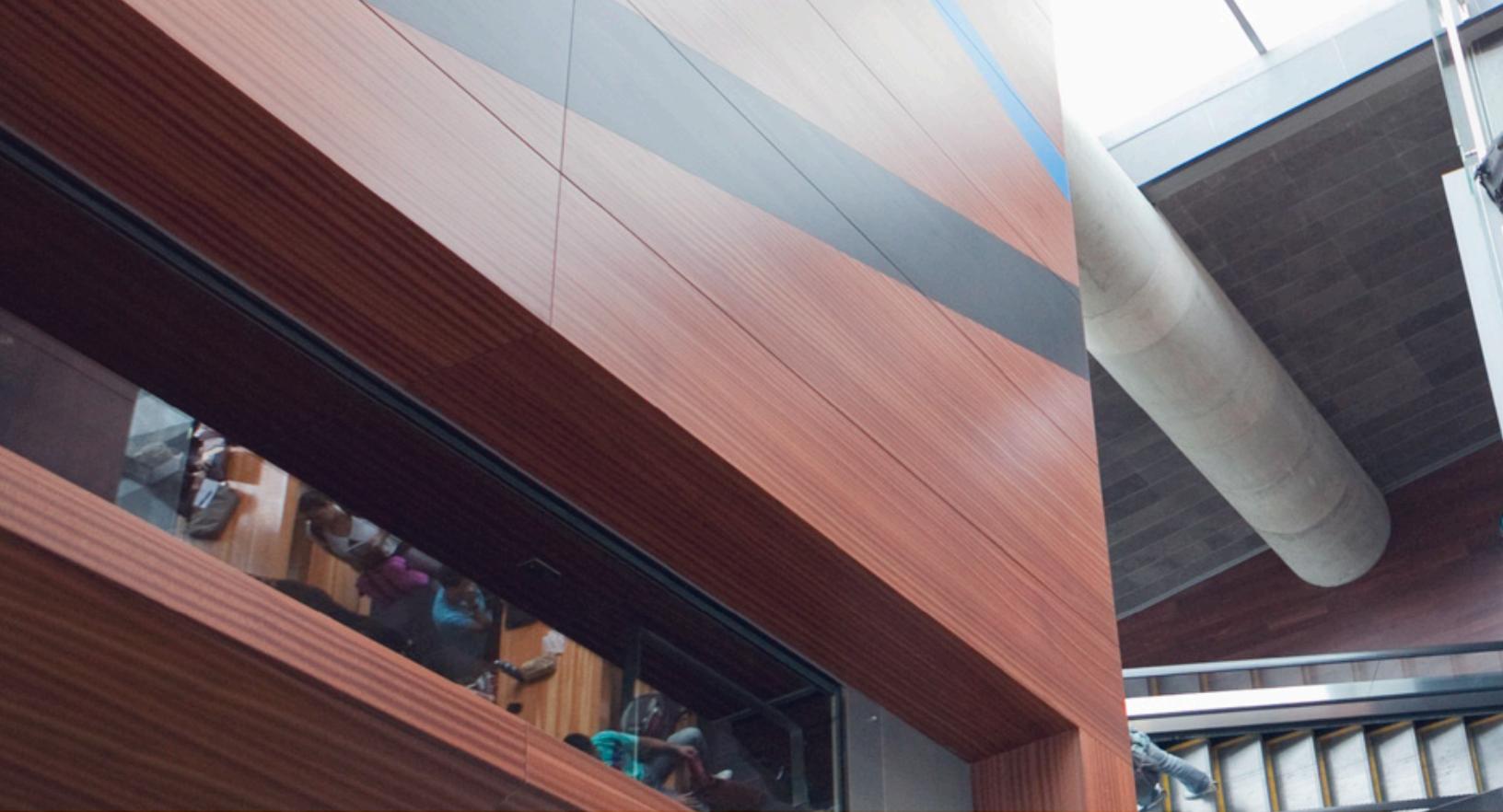
BUSINESS BEYOND TOMORROW CONFERENCE

This annual conference hosted by JSEC is a unique initiative that brings together the Montreal student community, corporate leaders, and sustainable leaders to discuss social, economic and ecological sustainability. Attend Business Beyond Tomorrow to explore current sustainable businesses strategies, evaluate obstacles hampering sustainable innovation and discuss common goals for the future.

DAVID O'BRIEN CENTRE FOR SUSTAINABLE ENTERPRISE (DOCSE)

DOCSE is a leader in developing business practices that support corporate social responsibility, environmental health and safety, environmental management, community, and ‘greening’ activities embedded in organizations and communities. Recent initiatives include:

- JMSB building ‘Be Moved By Art’ stairwell art gallery (pictured above)
- Sustainable Internship Program
- Sustainable Investment Professional Certification Program



KEY SERVICES FOR NEW STUDENTS

TUITION FEES AND FINANCIAL SUPPORT

Concordia University's annual tuition fees are ranked among the lowest for university studies across North America. These fees are regulated by the Quebec provincial government and are subject to change. Tuition fee amounts are charged on a per-credit rate based on residency and immigration status. For a personalized estimate of tuition fees for undergraduate studies at JMSB, use the online Tuition Fee Calculator.

concordia.ca/admissions/tuition-fees

SCHOLARSHIPS AND AWARDS

A number of entrance scholarships are available to full-time Canadian students and a small number are open to international students as well. Students are automatically considered for these scholarships, which are awarded on the basis of academic merit. A full list of available awards and bursaries can be found online.

concordia.ca/students/financial-support/bursaries

PROVINCIAL LOANS AND BURSARIES

Students may also apply for government loans and bursaries from their home province or state. Additionally, the province of Quebec offers a loans and bursaries program that includes additional benefits for parents of young children.

concordia.ca/students/financial-support

WORK-STUDY PROGRAMS

All students are eligible for employment at Concordia as part of the Work Study Program—even international students. Information and applications are available at the Financial Aid and Awards Office.

concordia.ca/offices/faao

HOUSING AND RESIDENCE

Concordia offers secure student residence both downtown and at the Loyola campus on a lottery basis, with guaranteed space for students with exceptional academic performance. However, many students prefer to share an apartment with fellow university students in downtown Montreal, as JMSB classes are offered on the downtown campus.

concordia.ca/campus-life/residences



ÉTUDIANTS FRANCOPHONES

Vous songez à entreprendre une formation universitaire en anglais? Nombreux sont les étudiants de langue française qui ont osé relever ce défi. En effet, l'Université Concordia en compte plus de 4 400, et leur nombre est en constante augmentation—surtout parmi les programmes du premier cycle de l'École de Gestion John-Molson.

Afin d'assurer votre réussite, Concordia vous propose toute une gamme de services de soutien:

- Programme d'accueil des nouveaux étudiants (New Student Program)
- Centre de réussite universitaire (Student Success Centre)
- Service d'aide à la rédaction (Writing Assistance Centre)
- Service de soutien à l'apprentissage (Student Learning Services)
- Service de consultation (Counselling Services)

* Il est aussi possible de rédiger tous vos travaux en français

PROGRAMME « FAIRE LE GRAND SAUT »

Que diriez-vous de deux semaines d'immersion intensive en anglais pour vous familiariser, avant la rentrée, avec le vocabulaire des affaires et la manière de communiquer dans cette langue ?

L'École de gestion John-Molson offre aux étudiants/es de premier cycle les outils et la formation pour « Faire le grand saut » dans un milieu anglophone. Inscrivez-vous dès maintenant!

Objectifs du programme (deux semaines au mois d'août) :

- Vous inculquer les rudiments de l'anglais des affaires
- Vous donner les moyens de rédiger correctement vos travaux en anglais
- Vous donner confiance en vous-même lorsqu'il s'agira de faire des exposés
- Vous familiariser avec les services et les installations de l'Université Concordia

START YOUR APPLICATION TODAY

Applying to Concordia University's John Molson School of Business is easy: go online and create a profile, then submit your application.

Connect2Concordia.ca



YOUR JMSB APPLICATION STRATEGY

We recommend that everyone complete their application in the exact same way, regardless of what education system they are coming from:

1. MAKE SURE YOU APPLY BEFORE THE CORRECT APPLICATION DEADLINE

- Fall start (September): March 1 (Canadian citizens and Permanent Residents), February 1 (International)
- Winter start (January): November 1 (Canadian citizens and Permanent Residents), September 1 (International)

2. INDICATE AT LEAST TWO PROGRAM CHOICES ON YOUR APPLICATION

- Your preferred JMSB program as a first choice (i.e. Bachelor of Commerce, Major in Business Technology Management)
- A good backup choice that interests you, in case you don't get into JMSB (i.e. the Certificate in Arts & Science or a Bachelor of Arts degree)

3. FOLLOW ALL INSTRUCTIONS WHEN SUBMITTING YOUR SUPPORTING DOCUMENTS

- Check the list of supporting documents required for your specific situation by visiting the Student Hub section of our website concordia.ca/future-undergraduate
- Pay close attention to your email during the application process—that is how we will contact you to confirm your submission, ask for more information, and alert you about an admissions decision

ADMISSIONS CRITERIA

The John Molson School of Business uses cut-off grade criteria for each country, province or state education system from around the world. As a new student, we expect you to have above average grades and an interest in taking charge of your future at university and beyond. Please visit our website for the current minimum admissions and English-language requirements.

concordia.ca/jmsb/admissions



VISIT US ON CAMPUS

Concordia University hosts general campus tours every weekday and on some major holiday weekends. You can sign up for a tour of the Sir George Williams (downtown) and Loyola campuses and also visit the student residences, by registering on connect2concordia.ca

OPEN HOUSE

JMSB participates in the university's biggest annual open house events—held once in the Fall and once in the Winter semester—where you can meet professors for each JMSB major, student leaders from all types of associations and case competition teams, as well as the admissions staff members who will be processing your application. You can register in advance for this event at concordia.ca/openhouse

JMSB STUDENT-FOR-A-NIGHT

In late February, JMSB hosts an evening of demo lectures to help you get a feel for what it's like to study with us at one of Canada's best business schools. Sign up on connect2concordia.ca to receive an invite by email.



JOHN MOLSON
SCHOOL OF BUSINESS



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Canada H3H 0A1

CONCORDIA.CA/JMSB