

HEC MONTRÉAL

OFFICIAL DESCRIPTION 2024-2025

Master of Business Administration (MBA) Program

This document is the official version of the program as of June 2024.

1. GENERAL INFORMATION

1.1. Program details

HEC Montréal's MBA program is for people who already have work experience and would like to become managers in an organization or manage their own company.

1.1.1. Number of credits

The MBA is a graduate program. It comprises 54 credits and leads to a degree.

- **Full-time MBA**
 - Fundamentals (22.5 credits)
 - Three (3) modules on management fundamentals
 - Building on the Fundamentals (12 credits)
 - Six courses within two pathways: *Strategy and General Management* or *Strategy and Sustainable Development*
 - An integration activity, *HEC Challenge*, relating to the selected pathway
 - Customization (6 credits)
 - Elective courses to develop a range of skills
- Experiential Leadership Journey (8.5 credits)
- Various credited workshops and compulsory courses spread out throughout the program
- Applying What You've Learned: Consulting Field Project (5 credits)

- **Part-time MBA**

- Fundamentals (22.5 credits)
 - Three (3) modules on management fundamentals
- Building on the Fundamentals (12 credits)
 - Six courses within two pathways: *Strategy and General Management* or *Strategy and Sustainable Development*
 - An integration activity, *HEC Challenge*, relating to the selected pathway
- Customization (6 credits)
 - Elective courses to develop a range of skills
- Experiential Leadership Journey (8.5 credits)
 - Various credited workshops and compulsory courses spread out throughout the program
- Applying What You've Learned: Consulting Field Project (5 credits)

1.1.2. Length of studies

The normal length of the MBA program is one year for the full-time stream. Students have a maximum of four years to complete the program starting from the term for which they are admitted.

1.1.3. Full-time and part-time studies

Students are considered to be full time if they are registered for at least 9 credits for fall and winter terms, and a minimum of 6 credits for summer term.

1.2. Streams

The MBA program offers two streams:

- Full-time stream (offered in French and English)
- Part-time stream (offered in French)

1.3. Program mission and learning objectives

The HEC Montréal MBA produces managers who are thoughtful, in control of their personal development and able to take on leadership roles.

The learning objectives of the MBA program are as follows:

- Develop the skills of a practitioner who is thoughtful and responsible for their own development
- Master the fundamental tools of management
- Develop management skills

- Develop leadership skills

1.4. Related office

Direction du programme de MBA

2. ADMISSION CRITERIA

2.1. Basic admission criteria for regular students

Students are selected based on an analysis of their entire application, including their university background, the relevance of their work experience, their admission test scores, letters of recommendation, their answer to the additional question and their three video essays.

2.2. Regular students

Applicants seeking admission to the MBA program as a regular student must meet the following requirements:

a) Education

- Hold an undergraduate degree with a GPA deemed satisfactory. The final cumulative GPA for the program must at least meet that university's requirement for admitting students into its own graduate program.
- For studies completed abroad, hold a bachelor's degree or an equivalent degree obtained with a satisfactory GPA after 16 years of school.

b) Work experience

- Have at least three years of work experience that is deemed relevant.

c) Admission tests

- Take one of the following aptitude tests before the application deadline for the management studies program:
 - Test d'Aptitude aux Études de gestion (TAGE-MAGE)
 - Graduate Management Admission Test (GMAT)
 - Graduate Record Examination (GRE)
- The School must have access to your score from one of these tests to analyze your application. You must have taken one of the tests within the past five years.

d) Language requirements

- Applicants must also demonstrate advanced intermediate proficiency in the language of instruction, in keeping with the HEC Montréal Language Requirements.

Applicants who do not meet one of the minimum requirements can also be admitted to the MBA program. A small number of such applicants may be selected if they have high-quality work experience or a very good score on an admissions test.

The Selection Committee will not analyze incomplete files.

3. PROGRAM CONTENT

3.1. Structure

The detailed structure, including the list of courses and activities, is presented in Appendix 1.

3.2. Description of certain activities

3.2.1. Campus Abroad

A 3-credit activity that introduces students to a business culture through meetings with foreign executives and government representatives, academic conferences, and hands-on activities to put knowledge into practice.

3.3. Graduation conditions

To obtain a Master's in Business Administration, students must complete 54 credits and fulfil the requirements of the program structure.

4. OTHER IMPORTANT INFORMATION

4.1. Cohort track and automatic registration

Students follow the program in a cohort and are automatically registered for the compulsory courses.

4.2. Level prerequisites

Students must follow the program structure. They must complete all the compulsory modules and the Building on the Fundamentals pathway before registering for optional courses. They must also pass or be registered for all the optional courses before registering for compulsory capstone courses.

Students must follow the predetermined structure of the Experiential Leadership Journey.

4.3. Request to Change Streams

Students must receive authorization from the program office before changing streams.

Appendix 1. Detailed Structure of the Streams

FUNDAMENTALS COURSES & INTEGRATION ACTIVITIES	
Orientation	ATEL 56103A Preparatory Class: Managing with Accounting Information ATEL 56104A Business Information Retrieval
Fundamentals 1	MNGT 50410A Management Simulation
	MNGT 50407A Politics and Influence in Organization
	COMP 50902A Analyzing Financial Information
	COMP 50903A Management Accounting and Performance Measures
	ECON 50801A Market Structure and Competition
Fundamentals 2	FINA 50200A Finance 1: Investment
	DDRS 50408A Ethics & Social Responsibility
	ENTR 51004A Organizational Design and Innovation
	MNGT 50413A Organizational Behavior
	MARK 50101A Strategic Marketing
Fundamentals 3	FINA 50204A Finance 2: Financing
	MNGT 50402A Strategic Management 1: Strategy Analysis
	MARK 50100A Deployment of Tactics in Marketing
	ECON 50800A Macroeconomic Environment
	OPER 50500A Operations Management
Application	INDV 56115A Consulting Field Project

BUILDING ON THE FUNDAMENTALS	
STRATEGY AND GENERAL MANAGEMENT	STRATEGY AND SUSTAINABLE DEVELOPMENT
MNGT 50403A Strategy Execution	MNGT 50420A Sustainability Strategy Execution
MARK 50102A Strategy and Marketing Intelligence	DDRS 50103A Sustainable Marketing
MNGT 50451A Mergers and Acquisitions	FINA 50205A Sustainable Finance
INTE 50414A Strategy and Internationalization	DDRS 50417A Climate Change and Strategic Management
MNGT 50471A Organizational Transformation	DDRS 50400A Managing Social Impact Projects and Organisations
RHRT 50381A Develop your Negotiation Skills	DDRS 50501A Sustainable Supply Chain
MNGT 56108A HEC Challenge - Management	MNGT 56109A HEC Challenge – Sustainable Development

Note: You can receive a graduate certificate by choosing five courses from the Strategy and Sustainable Development pathway plus the HEC Challenge – Sustainable Development.

EXPERIENTIAL LEADERSHIP JOURNEY
ATEL 56102A Case Method Workshop
ATEL 56105A How to Work Efficiently in a Team
ATEL 56107A Equity, Diversity, and Inclusion
MNGT 50415A Becoming a Manager – Coaching Program
MNGT 56106A The Art of Communicating as a Manager
MNGT 56100A Professional Development
TECH 50703A Enterprise Information Systems: A Business Simulation Game
ATEL 56112A Consulting Services
MNGT 50440A Changing

CUSTOMIZATION COURSES	
MBA Campus	INTE 90002A Campus Abroad – Graduate
CDL (Creative Destruction Lab)	ENTR 51013A CDL 1: Introduction to Technology Entrepreneurship
	ENTR 51014A CDL 2: Growing Technology Ventures
Project Management Professional (PMP)	PROJ 50782A Managing Projects: Concepts and Techniques
	PROJ 50416A Preparation for PMI certification exams
Electives	DDRS 50418A Sustainable Degrowth: Theory and Practices
	ECON 50872A Global Macroeconomics, National Policies, and the Financial System
	ENTR 51001A Value Creation in Small Business
	ENTR 51041A Design Thinking and Entrepreneurship
	FINA 50206A Financial Decisions of the Firm
	FINA 50294A Capital Markets
	MARK 50172A Developing New Products and Services
	MATH 50671A Business Analytics
	MNGT 50401A Being a Consultant
	OPER 50502A Process Improvement – Lean Six Sigma
	RHRT 50441A Leading Successful Teams
	TECH 50704A Digital Transformation: Managing Disruption from Information Technologies
	TECH 50761A Managing Big Data