BECOME AN HEC MONTRÉAL MBA
You’re aiming for a high-level position.
You want a change in your career.
You have entrepreneurial ambitions.
Knowledge to make you smarter.
Skills to make you better.
Get them both together …
A smart move

Talent? You’ve got it. Ambition to realize your full potential? You’ve got that, too. Now the time has come to breathe new life into your career by earning an MBA. The quality and relevance of what you’ll learn, the invaluable contacts you’ll make, the prestigious HEC Montréal brand, the boost it will give your career, the personal enrichment you’ll gain from the whole experience, the business networks you’ll build … We have what you’re looking for. Become an HEC Montréal MBA.

HEC Montréal

• A business school dedicated to teaching management since 1907.

• One of the few schools—just 63 out of 2,500 worldwide, and only 2 in Canada—to hold all three of the most prestigious international accreditations in the field: AACSB International, EQUIS and AMBA.

• An associate member of the Conférence des grandes écoles de France and a member of the Shastri Indo-Canadian Institute.

• A world-class multidisciplinary faculty (260 professors).

• A state of the art learning environment.

• Recruitment by international employers in a wide variety of industries.

Our MBA

• Offered full-time in French since 1968, part-time in French since 1975, and full-time in English since 2000.

• Regularly listed in the world’s leading rankings: The Economist, Forbes, The Princeton Review, AméricaEconomía, Expansión.

• One-year full-time program or two-year part-time program, approximately 600 course hours.

• A fully integrated learning approach.

• International business immersion opportunities through Campus Abroad activities.

• Professional certifications.

• Required “in company” consulting project.

• Small class sizes, maximum of 40 students.

• 10 hours of personal management coaching included in course fees.

• An 8,500 strong MBA alumni network.
Integrated learning approach, practical skills


Our MBA is designed according to three guiding principles.

- **Integration**: This is a recurring and crucial issue for all managers, and calls for a teaching approach based on experience. The structure of our MBA focuses on synergies and helps you make the connections between different business functions and the real business world.

- **Relevance**: The program structure, including courses and activities, strategically aligns the learning objectives of a high-level MBA with the results you’re seeking in terms of personal and professional development.

- **Flexibility**: To meet your specific needs, our MBA offers a variety of skill-enhancing elective courses (Phase 2). You may also include Campus Abroad activities or earn professional certifications as part of developing your individual competencies.

Small class sizes—just 40 students per class—and a variety of teaching methods mean exceptional interaction with faculty and between students, actively contributing to enhancing your skills, experience, and networks.
Our MBA: 3 phases for optimal efficiency

<table>
<thead>
<tr>
<th>ACQUIRE BUSINESS FUNDAMENTALS</th>
<th>DEVELOP INDIVIDUAL COMPETENCIES</th>
<th>APPLY KNOWLEDGE AND SKILLS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Acquire the knowledge essential to effective management and hone your management skills: 7 integrated modules taken as a cohort.</td>
<td>Meet your specific professional development needs and goals.</td>
<td>Reinforce and synthesize what you have learned, through practice and reflection.</td>
</tr>
<tr>
<td>• Management Simulation</td>
<td>• Being a Consultant</td>
<td>• Supervised consulting (full-time students) or integration (part-time students) project</td>
</tr>
<tr>
<td>• Managing, Communication and Leading</td>
<td>• Business Analytics</td>
<td>• Leadership and Personal Change</td>
</tr>
<tr>
<td>• Analyzing Data for Decision Making</td>
<td>• Business and Channel Marketing</td>
<td></td>
</tr>
<tr>
<td>• Understanding the Business Environment of the Firm</td>
<td>• Business Process Improvement</td>
<td></td>
</tr>
<tr>
<td>• Managing with Financial Information</td>
<td>• Business, State and Civil Society</td>
<td></td>
</tr>
<tr>
<td>• Competing and Creating Value</td>
<td>• Business Strategies for Emerging Markets</td>
<td></td>
</tr>
<tr>
<td>• Implementing Processes and Systems</td>
<td>• Campus Abroad</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Cooperation and Conflict: A Multifaceted Approach</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Developing Responsible and Sustainable Strategies</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Digital and Social Media Marketing</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Energy Sector Structure and Operations</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Entrepreneurial Innovation</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Individual Project</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• In Search of Balance: People, Team and Community</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Institutions and the Business Environment in Emerging Economies</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• International Entrepreneurship</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Management and Development of SME</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Managing Employee Performance</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Managing Products and Services</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Managing Projects</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Managing Sales, Selling and Negotiating</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Managing Supply Chains</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Market Research and Marketing Models</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Mergers and Acquisitions</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Mining Business Data</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Negotiation Skills</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• SAP certification</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Seminar on Current Business Issues</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Strategy and Internationalization</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Succeeding in Canada and Quebec</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Understanding Capital Markets</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Understanding Financial Decisions</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Understanding the Global Economy, Business, Government and Financial Markets</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Understanding the Structure and Functioning of the Financial System</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Value Creation in the Context of Enterprise Systems</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Visionary Thinking: Entrepreneurship and Entrepreneurial Succession</td>
<td></td>
</tr>
<tr>
<td></td>
<td>N.B.: Your choice of 4 elective courses for the full-time MBA and 7 for the part-time MBA.</td>
<td></td>
</tr>
</tbody>
</table>

SOME OF OUR DISTINCTIVE ADVANTAGES

• Personal coaching: 10 hours of individual management coaching with an experienced manager.
• Campus Abroad: A chance to experience business in another country. Countries visited have included Australia, Brazil, China, France, India, Japan, Morocco, Russia, the United States and Vietnam.
• SAP certification: Option of taking the required training leading to the SAP TERP10 Certification.
• Business consulting project: Carry out a consulting mandate in a real organization, in multidisciplinary and multicultural teams.

NEW CALENDAR – PROGRAM START DATE: END OF APRIL

Full-time MBA: 1 year (58 weeks), in French or English
Part-time MBA: 2 years, in French
A winning combination

Your fellow students have been selected to enrich the MBA learning experience. Bilingual, often multilingual, from the four corners of the globe, like you they bring with them considerable professional know-how and personal experience. Their varied professional and cultural backgrounds reflect the reality of today’s business world.

<table>
<thead>
<tr>
<th>Student profile*</th>
<th>Undergraduate background</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average age</td>
<td>Engineering: 39%</td>
</tr>
<tr>
<td>31</td>
<td>Business: 36%</td>
</tr>
<tr>
<td>Average work experience</td>
<td>Social sciences: 13%</td>
</tr>
<tr>
<td>7 years</td>
<td>Health sciences and pure</td>
</tr>
<tr>
<td>Average GMAT</td>
<td>and applied sciences: 12%</td>
</tr>
<tr>
<td>625</td>
<td></td>
</tr>
<tr>
<td>Average TAGE/MAGE</td>
<td></td>
</tr>
<tr>
<td>345</td>
<td></td>
</tr>
<tr>
<td>Countries of origin</td>
<td></td>
</tr>
<tr>
<td>26</td>
<td></td>
</tr>
</tbody>
</table>

*Based on students admitted in the past 5 years.
Creating value

The Career Management Services (CMS) team at HEC Montréal will give new impetus to your career. According to the 2012 GMAC® Annual Graduate Management Education Global Survey, HEC Montréal’s CMS earned one of the highest satisfaction ratings among MBA programs. Furthermore, HEC Montréal placed 30th in the Global Employability Ranking produced by two consulting firms, Emerging (France) and Trendence (Germany), published in the New York Times in fall 2012.

The vast range of tools and activities available through CMS will help you develop a strategic job-search approach, both locally and internationally, hone your interview skills and strengthen your network of contacts.

Personalized career management services for MBA students are based on a multi-step process:

- Self-assessment
- Job search workshops
- Recruiting and networking activities
- Career analysis, career management and job search resources (with expert support).
Global and local companies that recruit at HEC Montréal include:

Accenture
Air Canada
Bank of Canada
Bell Canada
BMO Bank of Montreal
Bombardier Aerospace
CAE
Capgemini
Cascades
CGI Group
CIBC World Markets
Cirque du Soleil
Crédit Suisse
Deloitte
Deutsche Bank
GE Canada/GE Capital
GlaxoSmithKline
Google Inc.
IATA
IBM Canada
ING
Johnson & Johnson
Kraft
L’Oréal Canada
Mercer
National Bank
Pratt & Whitney
PricewaterhouseCoopers
Procter & Gamble
Raymond, Chabot, Grant, Thornton
Rio Tinto Alcan
Rogers Communications
SAP
Scotiabank/Scotia Capital
SECOR KPMG
SNC-Lavalin Investment
Société Générale
TD Canada Trust
Telus
Toyota Canada
Ubisoft
World Bank

Average salary increase*: 23%

*2012 graduates
Montreal: welcoming and vibrant

Montreal is an exciting place, at the crossroads of two continents: it’s decidedly North American in the way it conducts business, while the city’s lifestyle has a definite European flavour. But the best news is that Montreal is one of North America’s least expensive cities—not to mention one of the safest—yet it offers an exceptional quality of life.

Montreal at a glance

- 3.9 million inhabitants in the Greater Montreal Area.
- The most multilingual population in Canada: 50% bilingual and 20% multilingual.
- The leader in university R&D funding in Canada.
- The highest concentration of high-tech jobs in Canada.
- 70 international organizations, including the International Civil Aviation Organization (ICAO).
- UNESCO City of Design.
- 2nd-highest number of consulates and 3rd most popular convention city in North America.
- Major global centre for aerospace, life sciences and information and communication technology.
Montreal is an exciting place, at the crossroads of two continents: it's decidedly North American in the way it conducts business, while the city’s lifestyle has a definite European flavour. But the best news is that Montreal is one of North America’s least expensive cities—not to mention one of the safest—yet it offers an exceptional quality of life.

Montreal at a glance
- 3.9 million inhabitants in the Greater Montreal Area.
- The most multilingual population in Canada: 50% bilingual and 20% multilingual.
- The leader in university R&D funding in Canada.
- The highest concentration of high-tech jobs in Canada.
- 70 international organizations, including the International Civil Aviation Organization (ICAO).
- UNESCO City of Design.
- 2nd-highest number of consulates and 3rd most popular convention city in North America.
- Major global centre for aerospace, life sciences and information and communication technology.

Application deadlines June 1 September 1 October 15 January 15
For further information on our admission requirements visit: www.hec.ca/en/programs_training/mba/admission/admission_criteria.

<table>
<thead>
<tr>
<th>ADMISSION CRITERIA</th>
<th>SUPPORTING DOCUMENTATION</th>
<th>REQUIREMENTS</th>
<th>ADDITIONAL INFORMATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>Academic</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bachelor’s degree or equivalent in the international education system</td>
<td>Original official transcripts</td>
<td>The minimum GPA for admission to the graduate programs at the student’s university of origin</td>
<td>Official transcripts approved by the University. For any documents not drafted in French or in English, an official translation by the consulate or embassy of your country of origin or a member of Ordre des traducteurs du Québec (OTTQ) is required.</td>
</tr>
<tr>
<td>Admission test</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>✓ Mandatory</td>
<td>GMAT</td>
<td>Average GMAT result of the latest cohort is 625</td>
<td>For complete information, please refer to our website. HEC Montréal GMAT code: OBB-12-60</td>
</tr>
<tr>
<td>OR TAGE-MAGE</td>
<td>Average TAGE-MAGE result of the latest cohort is 545</td>
<td>For complete information, please refer to our website.</td>
<td></td>
</tr>
<tr>
<td>English language proficiency</td>
<td>HEC TOEFL or IELTS</td>
<td>Minimum A-</td>
<td>For complete information, please refer to our website. HEC Montréal TOEFL code: 4371</td>
</tr>
<tr>
<td>Tasks</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Professional experience</td>
<td>Resume</td>
<td>At least three years of professional work experience post-graduation (excluding internships)</td>
<td>Summarize your primary tasks, responsibilities and accomplishments.</td>
</tr>
<tr>
<td>Candidate profile</td>
<td>Two letters of recommendation</td>
<td>At least one letter from a current or past employer</td>
<td>Answer to the essay questions About 750 words per question</td>
</tr>
</tbody>
</table>

PROGRAM START DATE
- New calendar – program start date: end of April
- Program tuition (approximate cost)
  - $30,300 for international students
  - $34,700 for Canadian residents (from outside Quebec)
  - $36,000 for Quebec residents
- Budget
  - Approximately $22,000 for the year, including housing, living expenses, health insurance, purchase of a portable computer and books, etc.

© MTTQ / Stephan Poulin

For further information on our admission requirements visit: www.hec.ca/en/programs_training/mba/admission/admission_criteria.

*For information on eligibility conditions for the full-time or part-time MBA in French, see the French version of this brochure or visit the program website.
HEC Montréal – Sustainable Campus
is a movement rallying the entire university community around three main spheres of activity: teaching, research and the School’s own environment.

As part of its environment friendly approach, HEC Montréal uses recycled paper made in Quebec, in compliance with renowned environmental standards.

HEC Montréal
3000 chemin
de la Côte-Sainte-Catherine
Montreal, Quebec H3T 2A7
CANADA
Telephone: 514 340-6151
mba@hec.ca

hec.ca/en/mba

European Office
HEC Montréal
15, rue du Louvre, boîte 131
75001 Paris
FRANCE
Telephone: 01 42 33 43 40
hecmontréal.europe@hec.ca

hec.ca/europe

Follow our School:

HEC Montréal is affiliated with the Université de Montréal.

This brochure replaces all previous versions. The information presented here is subject to change. For the most up-to-date information, please consult hec.ca/en/mba.