

# HEC MONTRÉAL

## OFFICIAL DESCRIPTION 2023-2024

## Master of Business Administration (MBA) Program

This document is the official version of the program as of June 2023.

# 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 part-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 12 credits in a 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	
<b>Orientation</b>	ATEL 56103 Séance préparatoire : Gérer à l'aide des informations comptables ATEL 56104 Recherche d'informations d'affaires
<b>Fundamentals 1</b>	MNGT 50410 Gérer une entreprise : simulation
	MNGT 50407 Politique et influence dans l'organisation
	COMP 50902 Analyser l'information financière
	COMP 50903 Comptabilité de gestion et mesures de performance
	ECON 50801 Structure de marché et concurrence
<b>Fundamentals 2</b>	FINA 50200 Finance 1 : Investissement
	MNGT 50408 Éthique et responsabilité sociale
	ECON 50800 Environnement macroéconomique
	MNGT 50413 Comportement organisationnel
	MARK 50101 Marketing stratégique
<b>Fundamentals 3</b>	FINA 50204 Finance 2 : Financement
	MNGT 50402 Gestion stratégique I : Analyse stratégique
	MARK 50100 Déploiement de tactiques en marketing
	ENTR 51004 Design organisationnel et innovation
	OPER 50500 Gestion des opérations
<b>Application</b>	INDV 56115 Projet de consultation en organisation

BUILDING ON THE FUNDAMENTALS	
STRATEGY AND GENERAL MANAGEMENT	STRATEGY AND SUSTAINABLE DEVELOPMENT
MNGT 50403 L'exécution de la stratégie	MNGT 50420 L'exécution de la stratégie en développement durable
MARK 50102 Stratégie et intelligence marketing	DDRS 50103 Marketing durable et responsable
MNGT 50451 Fusions et acquisitions	FINA 50205 Finance durable
INTE 50414 Stratégie et internationalisation	DDRS 50417 Changements climatiques et management stratégique
MNGT 50471 Transformation organisationnelle	DDRS 50501 Chaîne d'approvisionnement durable
RHRT 50381 Habiletés de négociation	DDRS 50400 Gestion des organisations et projets à impact sociétal
INDV 56108 Défi HEC - Direction	INDV 56109 Défi HEC - Développement durable

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 56102 Analyse de cas
ATEL 56105 Gestion des équipes collaboratives et résolution de conflits
ATEL 56107 Équité, diversité et inclusion
MNGT 50415 Devenir dirigeant(e) - Programme de coaching
MNGT 56106 L'art de communiquer en tant que dirigeant(e)
MNGT 56100 Développement professionnel
TECH 50703 Système d'information d'entreprise : une simulation d'affaires
INDV 56112 Services conseils : résolution de problèmes stratégiques et complexes
MNGT 50440 Changer : réflexion sur le leadership et le changement personnel



CUSTOMIZATION COURSES	
<b>MBA Campus</b>	INTE 90002 Campus international et Campus développement durable
<b>CDL (Creative Destruction Lab)</b>	ENTR 51013A CDL 1: Introduction to Technology Entrepreneurship
	ENTR 51014A CDL 2: Growing Technology Ventures
<b>Project Management Professional (PMP)</b>	PROJ 50782 Gestion de projets: concepts et techniques
	PROJ 50416 Préparation aux examens de certification du PMI
<b>Electives</b>	DDRS 50418 La décroissance soutenable : théorie et pratiques
	ECON 50872 Marchés mondiaux et politiques internationales
	ENTR 51001 Création de valeur dans les PME
	ENTR 51041 Pensée design et entrepreneuriat
	FINA 50202 Comprendre les décisions de financement de l'entreprise
	FINA 50291 Comprendre le fonctionnement des marchés des capitaux
	MARK 50172 Développer des nouveaux produits et des nouveaux services
	MATH 50671 Analytique d'affaires
	MNGT 50401 Le métier de consultant
	MNGT 50412 Comportement dysfonctionnel en contexte de gestion
	OPER 50502 Amélioration des processus – Lean Six Sigma
	RHRT 50441 Gérer des équipes efficaces
	TECH 50704 Transformation numérique : gérer les perturbations liées aux technologies de l'information
TECH 50761 Gestion des mégadonnées	