

# HEC MONTRÉAL

## OFFICIAL DESCRIPTION 2026-2027

**Bachelor of  
Business Administration  
(BBA)**

This document is the official version of the program as of June 2026.

# **1 GENERAL INFORMATION**

## **1.1 PROGRAM DETAILS**

The Bachelor of Business Administration (BBA) program at HEC Montréal is primarily intended for students who have just received a college diploma or an equivalent thereof.

The BBA is an undergraduate academic program comprising at least 90 credits and leading to a degree.

## **1.2 LANGUAGE STREAMS**

Applicants to the BBA program can be admitted to one of two distinct streams:

- the French stream, in which students study in a cohort during the first two terms of the program and take courses offered in French
- the bilingual stream, in which students study in a cohort during the first two terms of the program and take courses offered in French and in English

## **1.3 PROGRAM MISSION**

In the BBA program, students acquire a range of in-depth knowledge while developing a strong capacity for analysis, problem solving, and integration, which will help them adapt to changes in the business world and gain a distinct set of skills. Students will acquire a strong understanding of the sectoral, national, and international economic environment and how to leverage it. They will be particularly aware of the cultural and social environment of organizations and take ethics and business issues into account. Lastly, they will develop strong communication and teamwork skills and gain practical experience in management.

## **1.4 LEARNING GOALS AND OBJECTIVES**

The specific learning objectives of the BBA program are as follows:

1. Mobilize theoretical foundations of management within organizations
2. Analyse information and data that is useful in making decisions to develop recommendations.
3. Design the implementation of the selected recommendations.
4. Act with professionalism in the discharge of one's duties.

## **1.5 RELATED OFFICE**

Bachelor of Business Administration program office.

## 2 ADMISSION CRITERIA

Admission to the BBA program is based on pre-university studies including specific math and language skills requirements.

HEC Montréal is not obliged to accept all eligible students. The minimum results required for each admission period are published on the website ([hec.ca/programmes/baccalaureats/baa/admission/index.html](http://hec.ca/programmes/baccalaureats/baa/admission/index.html)).

### 2.1 REGULAR STUDENTS

#### 2.1.1 PRIOR STUDIES IN QUEBEC

The applicant must:

- hold a diploma of college studies (DCS) with the required R score **and** have passed three math courses of at least 60 hours each, including one differential calculus course and one vector and linear algebra course;  
OR
- hold a diploma of college studies (DCS), have passed three math courses of at least 60 hours each, including one differential calculus course and one vector and linear algebra course, and have completed 30 credits during one year of university studies with the required grade point average;  
OR
- hold a high school diploma and have successfully completed 30 credits during one year of university studies with the required grade point average, as well as three university-level math courses of at least 3 credits each, including one differential calculus course and one vector and linear algebra course.

#### 2.1.2 PRIOR STUDIES IN THE REST OF CANADA

The applicant must:

- hold a high school diploma earned in Canada, outside of Quebec
- have successfully completed 30 credits during one year of university studies with the required grade point average, as well as three university-level math courses of at least 3 credits each, including one differential calculus course and one vector and linear algebra course.

Students who have not completed an additional year of studies after completing high school can apply to the BBA program with preparatory year.

### 2.1.3 PRIOR STUDIES ABROAD

The applicant must:

– hold a high school diploma, normally obtained after 12 years of school

AND

– have passed one year:

- of the ECG preparatory program with an overall average and have completed math courses that meet the School's requirements;  
OR
- of 60 ETCS credits university coursework with an overall GPA and mathematics courses that meet the School's requirements, along with the required grade point average;  
OR
- Of 30 credits of university-level coursework, with the required grade point average, as well as three university-level math courses of at least 3 credits each, including one differential calculus course and one vector and linear algebra course.

Students who have not completed an additional year of studies after completing high school can apply to the BBA program with preparatory year.

For more information: [hec.ca/programmes/baccalaureats/baa/admission/](http://hec.ca/programmes/baccalaureats/baa/admission/) (in French)

## 3 PROGRAM CONTENT

### 3.1 STRUCTURE

The BBA is structured as follows:

- A compulsory core curriculum phase of 54 credits
- A specialization phase of 36 credits. Students must choose between a specialization, a mixed option, or a personalized option. The BBA includes 15 specializations, one of which is offered as a mixed option only

The structure is presented in detail in Appendix 1.

Students admitted to the program can view their own structure under “Academic Progress” in HEC en ligne (<https://enligne.hec.ca>).

### 3.2 COHORT STREAM AND REGISTRATION

In the first year, the administrative office registers students for 15 compulsory core curriculum credits per term. Any request to cancel or drop a course, with a valid reason, must be approved by the administrative office.

### 3.3 EXCHANGE PROGRAM

Regular students enrolled in the BBA program can apply to take part in the exchange program.

Eligible students who have been selected will remain enrolled at HEC Montréal during their stay at the host school. The courses they take at this school will be recognized in their program, depending on the conditions set by the BBA program administration prior to departure.

### 3.4 MENTIONS ON TRANSCRIPTS

#### 3.4.1 BILINGUAL

To earn a bilingual mention, students must take, within the 90 credits of their program (excluding the preparatory year):

- at least 30 credits of courses in French
- at least 30 credits of courses in English

Before completing their program, students must also demonstrate intermediate-advanced proficiency on the HECTOPE language test.

### 3.4.2 TRILINGUAL

To earn a trilingual mention, students must take, within the 90 credits of their program (excluding the preparatory year):

- at least 30 credits of management courses in French
- at least 45 credits in courses in English and in Spanish, including:
  - at least 15 credits of management courses in English
  - At least 15 credits of courses in Spanish (4 management courses in Spanish in an international exchange and the course LANG 91525E)<sup>1</sup>

Before completing their program, students must also demonstrate intermediate-advanced proficiency on the HECTOPE language test.

### 3.4.3 HONOR

The Honor mention is conferred in recognition of academic excellence. It is also a way to obtain special admission to the School's Master of Science (MSc) program.

To earn an Honor mention, students must finish their study program with the required cumulative GPA and earn the required number of credits in elective courses.

For more information: <https://www.hec.ca/programmes/baccalaureats/baa/admission/> (in French only)

### 3.4.4 INTERNATIONAL MOBILITY

To earn an international mobility mention, students must take part in an international mobility program, such as the exchange program, the Campus Abroad course, or an internship abroad.

### 3.4.5 AGIR TRACK

The AGIR track spans the first three terms of the BBA program and offers active teaching methods focused on practical and group work. Students must be selected in order to participate and receive the mention (under certain conditions).

For more information: <https://www.hec.ca/programmes/baccalaureats/parcours-agir/informations/index.html> (in French only)

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<sup>1</sup> Passing the advanced-level language course replaces the current requirement to obtain an “advanced-intermediate” level on the ELENHEC language test for the mention. However, students must obtain an “intermediate-advanced” level to go on exchange in a Spanish-speaking country (unless they have already passed an advanced-level language course before the exchange).

## 4 COURSE SELECTION LIMITS

### 4.1 ELECTIVE COURSES

For a maximum of 3 credits, students can also choose:

- a business language course offered at HEC Montréal;

**OR**

- a course offered by another university, provided that the choice is pre-approved by the BBA administrative office.

### 4.2 PROJECT COURSES, INTERNSHIPS AND CAMPUS ABROAD

Credits awarded for project courses, campus abroad, and internships will not exceed a total of 12 program credits while meeting the requirements for the block of optional specialization courses. This total of 12 credits must also meet the following conditions:

- a maximum of 9 credits for internships<sup>1</sup>
- a maximum of 6 credits for project courses<sup>2</sup>
- a maximum of 3 credits for campus abroad<sup>3</sup>

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<sup>1</sup>A minimum grade point average is required for internships ([hec.ca/etudiants/mon-programme/baa/stages](http://hec.ca/etudiants/mon-programme/baa/stages)).

<sup>2</sup>For more information: [hec.ca/etudiants/mon-programme/baa/cours-projet/index.html](http://hec.ca/etudiants/mon-programme/baa/cours-projet/index.html).

<sup>3</sup>A minimum grade point average is required for campus abroad ([hec.ca/en/campus-abroad](http://hec.ca/en/campus-abroad)).

## **5 CONDITIONS FOR CONTINUING ON TO THE BBA**

To continue on to the 2nd year, students who do not have the results required for admission must pass 8 of the 10 required first-year courses in the B.A.A. program within one year<sup>1</sup>.

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<sup>1</sup> Bearing in mind that the course offering is limited during summer term, students are responsible for meeting the structure requirements and the program conditions within one year.

# APPENDIX I – DETAILED PROGRAM STRUCTURE

## CORE CURRICULUM – 54 CREDITS

COMP 10903 (f)	Financial Accounting
COMP 10904 (f)	Management Accounting (COMP 10903)
DDRS 10405 (f)	Society, Sustainable Development and Organization
ECON 10803 (f)	Microeconomic Decisions of the Firm
ECON 10804 (f)	The Macroeconomic Environment of the Firm
ENTR 11000 (f)	Entrepreneurship and Innovation: Concepts and Tools
ETHI 10403 (f)	Ethics, Governance and Business Law
FINA 10200 (f)	Basic Corporate Finance
INTE 10000 (f)	International Business
MARK 10100 (f)	Marketing Introduction
MATH 10605	Introduction à l'analytique d'affaires
MATH 10620 (f)	Statistics (MATH 10605)
MNGT 10401 (f)	Organizational Behaviour
MNGT 10407	Management
MNGT 104301 (f)	Strategic Management in Organizations
OPER 10500 (f)	Operations Management
RHRT 10300 (f)	Human Resources Management
TECH 10701 (f)	Leveraging Digital Technologies

1. Integration course generally taken in the last year of the program.

## SPECIALIZATION – 36 CREDITS

Students can choose between a specialization, a mixed option, or a personalized option.

_Toc230874627	AFFAIRES INTERNATIONALES.....	11
	ANALYSE D’AFFAIRES – TECHNOLOGIES DE L’INFORMATION .....	12
	COMPTABILITÉ PROFESSIONNELLE .....	13
	ÉCONOMIE APPLIQUÉE .....	14
	ÉCONOMIE APPLIQUÉE, FINANCE ET MATHÉMATIQUES.....	15
	ENTREPRENEURIAT.....	16
	FINANCE.....	17
	GESTION DE PROJETS.....	18
	GESTION DES OPÉRATIONS ET DE LA LOGISTIQUE .....	19
	GESTION DES RESSOURCES HUMAINES .....	20
	INTELLIGENCE D’AFFAIRES.....	21
	MANAGEMENT .....	22
	MARKETING.....	23
	SCIENCE DES DONNÉES ET ANALYTIQUE D’AFFAIRES .....	24
	OPTION MIXTE .....	25
	PERSONALIZED OPTION .....	37

# AFFAIRES INTERNATIONALES

## COMPLETE 36 CREDITS

### COMPULSORY COURSES OF THE SPECIALIZATION – 9 CREDITS

INTE 20009 (f)	International Strategies
INTE 20014 (f)	Operational Issues of International Trade
INTE 20086 (f)	International Business

### OPTIONAL COURSES OF THE SPECIALIZATION – MIN. 18 CREDITS

DDRS 20021 (f)	Social Innovation in the International Area
ECON 20801 (f)	International Economics and Finance
ECON 20816 (f)	International Trade Theory and Policy
FINA 20051 (f)	International Financial Management (FINA 10200)
INTE 20028A	American Political Institutions and Business Practices
INTE 90001 (f)	Campus Abroad – Undergraduate
MARK 20116 (f)	International Marketing
MNGT 20006 (f)	Doing Business in Emerging Markets
MNGT 20401	Management interculturel
STAG 25070	Stage spécialisé en affaires internationales

### ELECTIVE COURSES – MAX. 9 CREDITS

Students can take any other course in the program that is available to them depending on the prerequisites.

They can also choose up to 3 credits in:

- A business language course offered at HEC Montréal
- A course offered by another university. A request must first be submitted in advance to the BBA administrative office for approval.

### SPECIAL REQUIREMENTS FOR THE INTERNATIONAL AFFAIRS SPECIALIZATION

#### 1. English language proficiency

Students must meet the same English proficiency condition that is required to receive the “bilingual stream” mention.

#### 2. Participation in an international mobilization activity

Students must meet the same international mobility condition that is required to obtain the “international mobility” mention ([hec.ca/etudiants/mon-programme/baa/mentions/index.html](http://hec.ca/etudiants/mon-programme/baa/mentions/index.html) - in French).

# **ANALYSE D’AFFAIRES – TECHNOLOGIES DE L’INFORMATION**

## **COMPLETE 36 CREDITS**

### **COMPULSORY COURSES OF THE SPECIALIZATION – 12 CREDITS**

TECH 20704 (f)	Essential Skills for Programming (TECH 10701)
TECH 20709 (f)	Business Process Analysis and Digital Solutions Design (TECH 10701)
TECH 20712 (f)	Database Creation and Operation (TECH 10701)
TECH 20715	Choisir, implanter et utiliser un progiciel de gestion intégré (TECH 10701)

### **OPTIONAL COURSES OF THE SPECIALIZATION – MIN. 18 CREDITS**

PROJ 20730	Gérer les projets TI et leur déploiement (TECH 10701)
STAG 25077	Stage spécialisé en analyse d'affaires – technologies de l'information
TECH 20700	Construire des entrepôts de données et concevoir des tableaux de bord efficaces (TECH 20712)
TECH 20701	Protéger son organisation à l'ère du numérique
TECH 20702	Effectuer une veille des technologies émergentes (TECH 10701)
TECH 20703 (f)	Design and Evaluate Interfaces Considering User Experience (TECH 10701)
TECH 20705 (f)	Leverage Artificial Intelligence in Organizations (TECH 10701)
TECH 20711	Développer un produit numérique (TECH 20704)
TECH 20733	Monétiser les actifs numériques (TECH 10701)
TECH 20734	Démarrer une entreprise performante avec les bons outils technologiques
TECH 20785	Réaliser un mandat de consultation technologique avec une entreprise
TECH 20790	Construire la stratégie et la gouvernance numériques de l'organisation (TECH 10701)

### **ELECTIVE COURSES – MAX. 6 CREDITS**

Students can take any other course in the program that is available to them depending on the prerequisites.

They can also choose up to 3 credits in:

- A business language course offered at HEC Montréal
- A course offered by another university. A request must first be submitted in advance to the BBA administrative office for approval.

# COMPTABILITÉ PROFESSIONNELLE

**COMPLETE 36 credits**

## COMPULSORY COURSES OF THE SPECIALIZATION

COMP 20900	Comptabilité financière : transactions et présentation (COMP 10903)
COMP 20905	Comptabilité financière : actifs et résultats (COMP 20900)
COMP 20910 (f)	Assurance I - Control Assesment (TECH 20735 Co)
COMP 20911	Certification II – Exécution de l’audit et autres missions (COMP 20910)
COMP 20916	Comptabilité financière : enjeux sociaux et environnementaux (COMP 20905)
COMP 20921	Comptabilité financière : regroupements (COMP 20905)
COMP 20925	Comptabilité financière : instruments financiers (COMP 20905)
COMP 20929	La gestion des coûts (COMP 10904)
COMP 20930 (f)	Management Control and Performance Management (COMP 20900, COMP 20929)
FISC 20902	Impôts I
FISC 20922	Impôts II (FISC 20902)
TECH 20735	Organisation et technologies de l’information pour l’expertise comptable (TECH 10701)

# ÉCONOMIE APPLIQUÉE

**COMPLETE 36 credits**

## **COMPULSORY COURSES OF THE SPECIALIZATION – 12 CREDITS**

- ECON 20802 (f) Business, Society and Economic Policies (ECON 10803)
- ECON 20806 (f) Introduction to Econometrics
- ECON 20851 (f) Microeconomics (ECON 10803)
- ECON 20852 (f) Macroeconomics (ECON 10804)

## **OPTIONAL COURSES OF THE SPECIALIZATION – MIN. 12 CREDITS**

- ECON 20800 Banque centrale et politique monétaire (ECON 10804)
- ECON 20801 (f) International Economics and Finance
- ECON 20803 Comprendre, suivre et prévoir le contexte économique (ECON 10804)
- ECON 20804 Comprendre la concurrence (ECON 10803)
- ECON 20808 Économie comportementale (ECON 10803 Co)
- DDRS 20809\* Économie et environnement : défis et solutions
- ECON 20811 Économie immobilière
- ECON 20815 Politiques et finances publiques (ECON 10803)
- ECON 20816 (f) International Trade Theory and Policy
- STAG 25078 Stage spécialisé en économie appliquée

## **ELECTIVE COURSES – MAX. 12 CREDITS**

Students can take any other course in the program that is available to them depending on the prerequisites.

They can also choose up to 3 credits in:

- A business language course offered at HEC Montréal;
- A course offered by another university. A request must first be submitted in advance to the BBA administrative office for approval.

\* See the list of mutually exclusive courses (Appendix 2).

# ÉCONOMIE APPLIQUÉE, FINANCE ET MATHÉMATIQUES

COMPLETE 36 credits

## ECONOMICS COURSES – MIN. 9 CREDITS

### COMPULSORY COURSES – MIN. 3 CREDITS

ECON 20851 (f) Microeconomics (ECON 10803)  
ECON 20852 (f) Macroeconomics (ECON 10804)

### OPTIONAL COURSES – MIN. 3 CREDITS

ECON 20800 Banque centrale et politique monétaire (ECON 10804)  
ECON 20804 Comprendre la concurrence (ECON 10803)  
ECON 20806 (f) Introduction to Econometrics  
ECON 20815 Politiques et finances publiques (ECON 10803)

## FINANCE COURSES – MIN. 9 CREDITS

### COMPULSORY COURSES – 3 CREDITS

FINA 20201 (f) Investment (FINA 10200)

### OPTIONAL COURSES – MIN. 6 CREDITS

FINA 20203 (f) Portfolio Management (FINA 20201)  
FINA 20205 (f) Financial Management (FINA 10200)  
FINA 20210 (f) Futures and Options (FINA 10200)

## MATH COURSES – MIN. 9 CREDITS

### COMPULSORY COURSES – 3 CREDITS

MATH 206044 (f) Optimization Models

### OPTIONAL COURSES – MIN. 6 CREDITS

MATH 20602 (f) Probabilistic and Stochastic Models in Business (MATH 10620)  
MATH 20609 Mathématiques appliquées  
MATH 20671 Programmation de modèles quantitatifs en finance (FINA 10200, MATH 10605)  
MATH 206044 (f) Advanced Mathematical Tools in Management

## ELECTIVE COURSES – MAX. 9 CREDITS

Students can take any other course in the program that is available to them depending on the prerequisites.

They can also choose up to 3 credits in:

- A business language course offered at HEC Montréal;
- A course offered by another university. A request must first be submitted in advance to the BBA administrative office for approval.

# ENTREPRENEURIA T

## COMPLETE 36 credits

### COMPULSORY COURSES OF THE SPECIALIZATION – 15 CREDITS

ENTR 21001 <sup>1</sup>	Développement d'un projet entrepreneurial 1 (ENTR 1.5)
ENTR 21002 <sup>1</sup>	Développement d'un projet entrepreneurial 2 (ENTR 21001) (ENTR 1.5)
ENTR 21006	Créativité d'affaires et pratiques d'innovation (ENTR 11000)
MARK21016	Marketing entrepreneurial: Stratégie et défis pour les entreprises émergentes ( <i>startups</i> ) (MARK 10100)
ENTR 21018	Entrepreneuriat avancé 1 (ENTR 11000)
ENTR 21019	Entrepreneuriat avancé 2 (ENTR 11000)

### OPTIONAL COURSES OF THE SPECIALIZATION – MIN. 9 CREDITS

DRAF 20408	Notions juridiques pour le domaine des affaires
ENTR 21010 (f)	Building Small and Medium sized Enterprises (SMEs)
FINA 20211	Gestion de la trésorerie (FINA 10200)
INTL 90001 <sup>2</sup> (f)	Campus Abroad – Undergraduate
MARK 20101 (f)	Business Development
MNGT 20405* (f)	Management Skills
OPER 20520	Stratégie des opération (OPER 10500)
STAG 25080	Stage spécialisé en entrepreneuriat
TECH 20704 (f)	Essential Skills for Programming (TEHC 10701)

### ELECTIVE COURSES – MAX. 12 CREDITS

Students can take any other course in the program that is available to them depending on the prerequisites.

They can also choose up to 3 credits in:

- A business language course offered at HEC Montréal;
- A course offered by another university. A request must first be submitted in advance to the BBA administrative office for approval.

1. The course ENTR 21001 will qualify participants for admission to a “La base” program. If a project is approved, the ENTR 21002 course may be credited.
2. The international campus must be part of the entrepreneurship program, i.e., taught by a faculty member affiliated with the Department of Entrepreneurship and Innovation.

\* See the list of mutually exclusive courses (Appendix 2).

# FINANCE

## COMPLETE 36 credits

### COMPULSORY COURSES OF THE SPECIALIZATION – 9 CREDITS

FINA 20201 (f)	Investment (FINA 10200)
FINA 20210 (f)	Futures and Options (FINA 10200)
FINA 20240 (f)	Financial Statement Analysis (FINA 10200)

### OPTIONAL COURSES OF THE SPECIALIZATION – MIN. 18 CREDITS

ECON 20806 (f)	Introduction to Econometrics
ETHI 20225 (f)	Ethics and Regulation in the Investment Industry (ETHI 10403 et FINA 10200)
FINA 20051 (f)	International Financial Management (FINA 10200)
FINA 20202 (f)	Risk Management (FINA 10200)
FINA 20203 (f)	Portfolio Management (FINA 20201)
FINA 20204 (f)	Sustainable Finance (FINA 10200)
FINA 20205 (f)	Financial Management (FINA 10200)
FINA 20208	Gestion des institutions financières (FINA 10200)
FINA 20211	Gestion de la trésorerie (FINA 10200)
FINA 20214	Stratégies financières des PME (FINA 10200; FINA 20240)
FINA 20219 (f)	Alternative Investments (FINA 10200)
FINA 20298 (f)	Trading in Financial Markets (FINA 20201, FINA 20210 Co)
MATH 20602 (f)	Probabilistic and Stochastic Models in Business (MATH 10620)
MATH 20671	Programmation de modèles quantitatifs en finance (FINA 10200, MATH 10605)
STAG 25072	Stage spécialisé en finance

### ELECTIVE COURSES – MAX. 9 CREDITS

Students can take any other course in the program that is available to them depending on the prerequisites.

They can also choose up to 3 credits in:

- A business language course offered at HEC Montréal;
- A course offered by another university. A request must first be submitted in advance to the BBA administrative office for approval.

# GESTION DE PROJETS

## COMPLETE 36 credits

### COMPULSORY COURSES OF THE SPECIALIZATION – 18 CREDITS

COMP 20901	Gestion comptable et financière des projets (FINA 10200; COMP 10903; COMP 10904)
PROJ 20409	Gestion des risques en contexte de projets
PROJ 20410	Management en gestion de projets
PROJ 20415	Projet de synthèse (PROJ 20410 Co; PROJ 20504)
PROJ 20504	Pratiques et outils de la gestion de projets (OPER 10500)
PROJ 20732	Gestion de projets Agile

### OPTIONAL COURSES OF THE SPECIALIZATION – MIN. 9 CREDITS

ENTR 21006	Créativité d'affaires et pratiques d'innovation (ENTR 11000)
INDV 25002 <sup>1</sup>	Cours-projet multidisciplinaire Poly-HEC 1
MARK 20101 (f)	Business Development
MARK 20124 (f)	Consultancy in Marketing Research (MARK 10100)
MNGT 20403	Leaders et leadership
MNGT 20404	Gestion du changement
MNGT 20431	Consultation en gestion : méthodes et pratiques
OPER 20501	Amélioration des processus et de la performance (OPER 10500)
OPER 20503 (f)	Purchasing Management (OPER 10500)
PROJ 20406	Gérer une équipe projet
STAG 25083	Stage spécialisé en gestion de projets
TECH 20703 (f)	Design and Evaluate Interfaces Considering User Experience (TECH 10701)
TECH 20709 (f)	Business Process Analysis and Digital Solutions Design (TECH 10701)

### ELECTIVE COURSES – MAX. 9 CREDITS

Students can take any other course in the program that is available to them depending on the prerequisites.

They can also choose up to 3 credits in:

- A business language course offered at HEC Montréal;
- A course offered by another university. A request must first be submitted in advance to the BBA administrative office for approval.

1. The course INDV 25002 is reserved for 3rd-year students. Students must take the course in the fall and must be followed by the course INDV 25003 Cours-projet multidisciplinaire Poly-HEC 2, which must be taken in the winter. The course INDV 25003 must be credited in the electives course block.

# GESTION DES OPÉRATIONS ET DE LA LOGISTIQUE

**COMPLETE 36 credits**

## **COMPULSORY COURSES OF THE SPECIALIZATION – 15 CREDITS**

OPER 20501	Amélioration des processus et de la performance (OPER 10500)
OPER 20502 (f)	Production and Inventory Planning and Control (OPER 10500)
OPER 20503 (f)	Purchasing Management (OPER 10500)
OPER 20520	Stratégie des opérations (OPER 10500)
OPER 20525 (f)	Logistics (OPER 10500)

## **OPTIONAL COURSES OF THE SPECIALIZATION – MIN. 12 CREDITS**

DDRS 20536 (f)	Sustainable Development in Logistics Operations Management
OPER 20505*	La gestion des opérations dans les entreprises de services (OPER 10500)
OPER 20506	Gestion des approvisionnements (OPER 10500, OPER 20503 Co)
OPER 20509	Gestion de la qualité (OPER 10500, OPER 20501 Co)
OPER 20535	Progiciels de gestion intégrés appliqués à la gestion des opérations (OPER 10500)
PROJ 20504	Pratiques et outils de la gestion de projets (OPER 10500)
STAG 25075	Stage spécialisé en gestion des opérations et de la logistique

## **ELECTIVE COURSES – MAX. 9 CREDITS**

Students can take any other course in the program that is available to them depending on the prerequisites.

They can also choose up to 3 credits in:

- A business language course offered at HEC Montréal;
- A course offered by another university. A request must first be submitted in advance to the BBA administrative office for approval.

\* See the list of mutually exclusive courses (Appendix 2).

# GESTION DES RESSOURCES HUMAINES

**COMPLETE 36 credits**

## **COMPULSORY COURSES OF THE SPECIALIZATION – 9 CREDITS**

DRAF 20351	Les gestionnaires et les lois du travail (RHRT 10300)
RHRT 20305	Approches stratégiques en gestion des ressources humaines (RHRT 10300)
RHRT 20332	Relations de travail (RHRT 10300)

## **OPTIONAL COURSES OF THE SPECIALIZATION – MIN. 15 CREDITS**

RHRT 20301	Tableaux de bord et systèmes intégrés de gestion des ressources humaines (RHRT 10300)
RHRT 20302	Recrutement et sélection des ressources humaines (RHRT 10300)
RHRT 20303	Gestion de la rémunération (RHRT 10300)
RHRT 20304	Pratiques et habiletés de la négociation en GRH (RHRT 10300)
RHRT 20310	Gérer la performance des employés au travail (RHRT 10300)
RHRT 20320	Développement des compétences du personnel (RHRT 10300)
RHRT 20330 (f)	Conflict Management (RHRT 10300)
RHRT 20333	Gérer la santé et la sécurité au travail (RHRT 10300)
STAG 25073	Stage spécialisé en gestion des ressources humaines

## **ELECTIVE COURSES – MAX. 12 CREDITS**

Students can take any other course in the program that is available to them depending on the prerequisites.

They can also choose up to 3 credits in:

- A business language course offered at HEC Montréal;
- A course offered by another university. A request must first be submitted in advance to the BBA administrative office for approval.

# INTELLIGENCE D'AFFAIRES

**COMPLETE 36 credits**

## **COMPULSORY COURSES OF THE SPECIALIZATION – 18 CREDITS**

MATH 20605	Analyse de données structurées : traitement et visualisation (MATH 10620)
MATH 20606	Science des données (MATH 10620)
TECH 20695	Web analytique
TECH 20700	Construire des entrepôts de données et concevoir des tableaux de bord efficaces (TECH 20712)
TECH 20704 (f)	Essential Skills for Programming (TECH 10701)
TECH 20712 (f)	Database Creation and Operation (TECH 10701)

## **OPTIONAL COURSES OF THE SPECIALIZATION – MIN. 9 CREDITS**

MARK 20103	Intelligence marketing (MARK 10100)
MARK 20118 (f)	Digital Marketing (MARK 10100)
STAG 25081	Stage spécialisé en intelligence d'affaires
TECH 20705 (f)	Leverage Artificial Intelligence in Organizations (TECH 10701)
TECH 20709 (f)	Business Process Analysis and Digital Solutions Design (TECH 10701)
TECH 20785	Réaliser un mandat de consultation technologique avec une entreprise

## **ELECTIVE COURSES – MAX. 9 CREDITS**

Students can take any other course in the program that is available to them depending on the prerequisites.

They can also choose up to 3 credits in:

- A business language course offered at HEC Montréal;
- A course offered by another university. A request must first be submitted in advance to the BBA administrative office for approval.

# MANAGEMENT

## COMPLETE 36 credits

### COMPULSORY COUSES OF THE SPECIALIZATION – 6 CREDITS

MNGT 20404	Gestion du changement
MNGT 20405* (f)	Management Skills

### OPTIONAL COURSES OF THE SPECIALIZATION – MIN. 21 CREDITS

DDRS 20422	Habilités de direction en contexte d'innovation sociale
DDRS 20440 (f)	Corporate Social Responsibility
DEVP 20402	Gérer sa vie professionnelle
DRAF 20408	Notions juridiques pour le domaine des affaires
ENTR 21010 (f)	Building Small and Medium sized Enterprises (SMEs)
ETHI 20420	L'éthique en action : Empathie, organisations et société (ETHI 10403)
MNGT 20401	Management interculturel
MNGT 20403	Leaders et leadership
MNGT 20411	Management des grandes entreprises
MNGT 20431	Consultation en gestion : méthodes et pratiques
MNGT 20432	Management des organisations sportives
PROJ 20406	Gérer une équipe projet
PROJ 20410	Management en gestion de projets
STAG 25074	Stage spécialisé en management

### ELECTIVE COURSES – MAX. 9 CREDITS

Students can take any other course in the program that is available to them depending on the prerequisites.

They can also choose up to 3 credits in:

- A business language course offered at HEC Montréal;
- A course offered by another university. A request must first be submitted in advance to the BBA administrative office for approval.

\* See the list of mutually exclusive courses (Appendix 2).

# MARKETING

## COMPLETE 36 credits

### COMPULSORY COURSES OF THE SPECIALIZATION – 15 CREDITS

MARK 20101 (f)	Business Development
MARK 20107 (f)	Consumer Behaviour (MARK 10100)
MARK 20109 (f)	Marketing Strategy Management (MARK 10100)
MARK 20115 (f)	Business-to-Business Marketing (MARK 10100)
MARK 20124 (f)	Consultancy in Marketing Research (MARK 10100)

### OPTIONAL COURSES OF THE SPECIALIZATION – MIN. 15 CREDITS

DDRS 20125	Marketing et transition durable (MARK 10100)
ENTR 21006	Créativité d'affaires et pratiques d'innovation (ENTR 11000)
INDV 21606	Cours-projet : Relève Communication
INDV 21607	Cours-projet : Relève Marketing
INDV 21610	Cours-projet : Happening Marketing
MARK 20102 (f)	Marketing Communication (MARK 10100)
MARK 20103	Intelligence marketing (MARK 10100)
MARK 20104	Marketing numérique avancé (MARK 20118)
MARK 20105	Marketing des arts et de la culture
MARK 20106	Marketing RH
MARK 20108 (f)	Fashion Marketing
MARK 20110	Gestion de produits et marques (MARK 10100)
MARK 20112	Marketing de détail (MARK 10100)
MARK 20113	Marketing et médias (MARK 10100)
MARK 20116 (f)	International Marketing
MARK 20118 (f)	Digital Marketing (MARK 10100)
MARK 20123	Vente relationnelle (MARK 20101)
MARK 20197*	Marketing et expérience client (MARK 10100)
STAG 25071	Stage spécialisé en marketing

### ELECTIVE COURSES – MAX. 6 CREDITS

Students can take any other course in the program that is available to them depending on the prerequisites.

They can also choose up to 3 credits in:

- A business language course offered at HEC Montréal;
- A course offered by another university. A request must first be submitted in advance to the BBA administrative office for approval.

\* See the list of mutually exclusive courses (Appendix 2).

# SCIENCE DES DONNÉES ET ANALYTIQUE D’AFFAIRES

**COMPLETE 36 credits**

## **COMPULSORY COURSES OF THE SPECIALIZATION – 12 CREDITS**

- MATH 206044 (f) Optimization Models
- MATH 20606 Science des données (MATH 10620)
- MATH 20616 Introduction à l'apprentissage automatique
- MATH 206044 (f) Advanced Mathematical Tools in Management

## **OPTIONAL COURSES OF THE SPECIALIZATION – MIN. 15 CREDITS**

- MATH 20602 (f) Probabilistic and Stochastic Models in Business (MATH 10620)
- MATH 20605 Analyse de données structurées : traitement et visualisation (MATH 10620)
- MATH 20609 Mathématiques appliquées
- MATH 20671 Programmation de modèles quantitatifs en finance (FINA 10200, MATH 10605)
- MATH 60603 (f) Statistical Learning
- MATH 60604 (f) Statistical Modelling
- MATH 60606 (f) Fundamentals of Optimization
- MATH 60617 (f) Implementation of Business Optimization Models
- MATH60621 (f) Natural Language Processing
- MATH 60629 (f) Machine Learning I: Large-Scale Data Analysis and Decision Making
- STAG 25076 Stage spécialisé en analytique d'affaires

## **ELECTIVE COURSES – MAX. 9 CREDITS**

Students can take any other course in the program that is available to them depending on the prerequisites.

They can also choose up to 3 credits in:

- A business language course offered at HEC Montréal;
- A course offered by another university. A request must first be submitted in advance to the BBA administrative office for approval.

## OPTION MIXTE

### OPTIONAL COURSES – 36 CREDITS

#### COURSES IN THE FIRST SPECIALIZATION – MIN. 15 CREDITS

See the course blocks for the chosen specialization. Students must meet the credit requirements in each sub-block.

#### COURSES IN THE SECOND SPECIALIZATION – MIN. 15 CREDITS

See the course blocks for the chosen specialization. Students must meet the credit requirements in each sub-block.

#### ELECTIVE COURSES – MAX. 6 CREDITS

Students can take any other course in the program that is available to them depending on the prerequisites.

They can also choose up to 3 credits in:

- A business language course offered at HEC Montréal;
- A course offered by another university. A request must first be submitted in advance to the BBA administrative office for approval.

## **COURSE BLOCK – AFFAIRES INTERNATIONALES MIN – MIN. 15 CREDITS**

### **COMPULSORY COURSES OF THE SPECIALIZATION – 9 CREDITS**

INTE 20009 (f)	Internationalization Strategies.
INTE 20014 (f)	Operational Issues of International Trade
INTE 20086 (f)	Global Business Environment

### **OPTIONAL COURSES OF THE SPECIALIZATION – MIN. 6 CREDITS**

DDRS 20021 (f)	Social Innovation in the International Area
ECON 20801 (f)	International Economics and Finance
ECON 20816 (f)	International Trade Theory and Policy
FINA 20051 (f)	International Financial Management (FINA 10200)
INTE 20028A	American Political Institutions and Business Practices
INTE 90001 (f)	Campus Abroad – Undergraduate
MARK 20116 (f)	International Marketing
MNGT 20006 (f)	Doing Business in Emerging Markets
MNGT 20401	Management interculturel
STAG 25070	Stage spécialisé en affaires internationales

\* See the list of mutually exclusive courses (Appendix 2).

# **COURSE BLOCK – ANALYSE D’AFFAIRES – TECHNOLOGIES DE L’INFORMATION – MIN. 15 CREDITS**

## **COMPULSORY COUSES OF THE SPECIALIZATION – 6 CREDITS**

- TECH 20709 (f) Business Process Analysis and Digital Solutions Design (TECH 10701)
- TECH 20712 (f) Database Creation and Operation (TECH 10701)

## **OPTIONAL COURSES OF THE SPECIALIZATION – MIN. 9 CREDITS**

- PROJ 20730 Gérer les projets TI et leur déploiement (TECH 10701)
- STAG 25077 Stage spécialisé en analyse d’affaires – technologies de l’information
- TECH 20700 Construire des entrepôts de données et concevoir des tableaux de bord efficaces (TECH 20712)
- TECH 20701 Protéger son organisation à l’ère du numérique
- TECH 20702 Effectuer une veille des technologies émergentes (TECH 10701)
- TECH 20703 (f) Design and Evaluate Interfaces Considering User Experience (TECH 10701)
- TECH 20704 (f) Essential Skills for Programming (TECH 10701)
- TECH 20705 (f) Leverage Artificial Intelligence in Organizations (TECH 10701)
- TECH 20711 Développer un produit numérique (TECH 20704)
- TECH 20715 Choisir, implanter et utiliser un progiciel de gestion intégré (TECH 10701)
- TECH 20733 Monétiser les actifs numériques (TECH 10701)
- TECH 20734 Démarrer une entreprise performante avec les bons outils technologiques
- TECH 20785 Réaliser un mandat de consultation technologique avec une entreprise
- TECH 20790 Construire la stratégie et la gouvernance numériques de l’organisation (TECH 10701)

## **COURSE BLOCK – COMPTABILITÉ ET GESTION – MIN. 15 CREDITS**

### **COMPULSORY COURSES OF THE SPECIALIZATION – 9 CREDITS**

COMP 20900	Comptabilité financière : transactions et présentation (COMP 10903)
COMP 20905	Comptabilité financière : actifs et résultats (COMP 20900)
COMP 20929	La gestion des coûts (COMP 10904)

### **OPTIONAL COURSES OF THE SPECIALIZATION – MIN. 6 CREDITS**

COMP 20910 (f)	Assurance I - Control Assessment (TECH 20735 Co)
COMP 20911	Certification II – Exécution de l'audit et autres missions (COMP 20910)
COMP 20916	Comptabilité financière : enjeux sociaux et environnementaux (COMP 20905)
COMP 20921	Comptabilité financière : regroupements (COMP 20905)
COMP 20925	Comptabilité financière : instruments financiers (COMP 20905)
COMP 20930 (f)	Management Control and Performance Management (COMP 20900, COMP 20929)
FISC 20902	Impôts I
FISC 20922	Impôts II (FISC 20902)
STAG 25079	Stage spécialisé en comptabilité
TECH 20735	Organisation et technologies de l'information pour l'expertise comptable (TECH 10701)

## **COURSE BLOCK – ÉCONOMIE APPLIQUÉE – MIN. 15 CREDITS**

### **COMPULSORY COURSES OF THE SPECIALIZATION – 12 CREDITS**

ECON 20802 (f)	Business, Society and Economic Policies (ECON 10803)
ECON 20806 (f)	Introduction to Econometrics
ECON 20851 (f)	Microeconomics
ECON 20852 (f)	Macroeconomics (ECON 10804)

### **OPTIONAL COURSES OF THE SPECIALIZATION – MIN. 3 CREDITS**

DDRS 20809*	Économie et environnement : défis et solutions
ECON 20800	Banque centrale et politique monétaire (ECON 10804)
ECON 20801 (f)	International Economics and Finance
ECON 20803	Comprendre, suivre et prévoir le contexte économique (ECON 10804)
ECON 20804	Comprendre la concurrence (ECON 10803)
ECON 20808	Économie comportementale (ECON 10803 Co)
ECON 20811	Économie immobilière
ECON 20815	Politiques et finances publiques (ECON 10803)
ECON 20816 (f)	International Trade Theory and Policy
STAG 25078	Stage spécialisé en économie appliquée

# COURSE BLOCK – ENTREPRENEURIAT – MIN. 15 CREDITS

## COMPULSORY COURSES OF THE SPECIALIZATION – 12 CREDITS

ENTR 21006	Créativité d'affaires et pratiques d'innovation (ENTR 11000)
MARK21016	Marketing entrepreneurial: Stratégie et défis pour les entreprises émergentes ( <i>startups</i> ) (MARK 10100)
ENTR 21018	Entrepreneuriat avancé 1 (ENTR 11000)
ENTR 21019	Entrepreneuriat avancé 2 (ENTR 11000)

## OPTIONAL COURSES OF THE SPECIALIZATION – MIN. 3 CREDITS

DRAF 20408	Notions juridiques pour le domaine des affaires
ENTR 21001 <sup>1</sup>	Développement d'un projet entrepreneurial 1 (ENTR 1.5)
ENTR 21002 <sup>1</sup>	Développement d'un projet entrepreneurial 2 (ENTR 21001) (ENTR 1.5)
ENTR 21010 (f)	Building Small and Medium sized Enterprises (SMEs)
INTL 90001 <sup>2</sup> (f)	Campus Abroad – Undergraduate

1. The course ENTR 21001 will qualify participants for admission to a "La base" program. If a project is approved, the ENTR 21002 course may be credited.
2. The international campus must be part of the entrepreneurship program, i.e., taught by a faculty member affiliated with the Department of Entrepreneurship and Innovation.

## **COURSE BLOCK – FINANCE – MIN. 15 CREDITS**

### **COMPULSORY COURSES OF THE SPECIALIZATION – 9 CREDITS**

FINA 20201 (f)	Investment (FINA 10200)
FINA 20210 (f)	Futures and Options (FINA 10200)
FINA 20240 (f)	Financial Statement Analysis (FINA 10200)

### **OPTIONAL COURSES OF THE SPECIALIZATION – MIN. 6 CREDITS**

ETHI 20225 (f)	Ethics and Regulation in the Investment Industry (ETHI 10403 and FINA 10200)
FINA 20051 (f)	International Financial Management (FINA 10200)
FINA 20202 (f)	Risk Management (FINA 10200)
FINA 20203 (f)	Portfolio Management (FINA 20201)
FINA 20204 (f)	Sustainable Finance (FINA 10200)
FINA 20205 (f)	Financial Management (FINA 10200)
FINA 20208	Gestion des institutions financières (FINA 10200)
FINA 20211	Gestion de la trésorerie (FINA 10200)
FINA 20214	Stratégies financières des PME (FINA 10200; FINA 20240)
FINA 20219 (f)	Alternative Investments (FINA 10200)
FINA 20298 (f)	Trading in Financial Markets (FINA 20201, FINA 20210 Co)
STAG 25072	Stage spécialisé en finance

# **COURSE BLOCK – GESTION DE PROJETS – MIN. 15 CREDITS**

## **COMPULSORY COURSES OF THE SPECIALIZATION – 9 CREDITS**

PROJ 20410	Management en gestion de projets
PROJ 20415	Projet de synthèse (PROJ 20410 Co; PROJ 20504)
PROJ 20504	Pratiques et outils de la gestion de projets (OPER 10500)

## **OPTIONAL COURSES OF THE SPECIALIZATION – MIN. 6 CREDITS**

COMP 20901	Gestion comptable et financière des projets (FINA 10200; COMP 10903; COMP 10904)
ENTR 21006	Créativité d'affaires et pratiques d'innovation (ENTR 11000)
INDV 25002 <sup>1</sup>	Cours-projet multidisciplinaire Poly-HEC 1
MARK 20101 (f)	Business Development
MARK 20124 (f)	Consultancy in Marketing Research (MARK 10100)
MNGT 20403	Leaders et leadership
MNGT 20404	Gestion du changement
MNGT 20431	Consultation en gestion : méthodes et pratiques
OPER 20501	Amélioration des processus et de la performance (OPER 10500)
OPER 20503 (f)	Purchasing Management (OPER 10500)
PROJ 20406	Gérer une équipe projet
PROJ 20409	Gestion des risques en contexte de projets
PROJ 20732	Gestion de projets Agile
STAG 25083	Stage spécialisé en gestion de projets
TECH 20703 (f)	Design and Evaluate Interfaces Considering User Experience (TECH 10701)
TECH 20709 (f)	Business Process Analysis and Digital Solutions Design (TECH 10701)

1. The course INDV 25002 is reserved for 3rd-year students. Students must take the course in the fall, followed by the course INDV 25003 Cours-projet multidisciplinaire Poly-HEC 2 in the winter. The course INDV 25003 must be credited in the electives course block.

## **COURSE BLOCK – GESTION DES OPÉRATIONS ET DE LA LOGISTIQUE – MIN. 15 CREDITS**

### **COMPULSORY COURSES OF THE SPECIALIZATION – 9 CREDITS**

OPER 20501	Amélioration des processus et de la performance (OPER 10500)
OPER 20503 (f)	Purchasing Management (OPER 10500)
OPER 20525 (f)	Logistics (OPER 10500)

### **OPTIONAL COURSES OF THE SPECIALIZATION – MIN. 6 CREDITS**

DDRS 20536 (f)	Sustainable Development in Logistics Operations Management
OPER 20502 (f)	Production and Inventory Planning and Control (OPER 10500)
OPER 20505*	La gestion des opérations dans les entreprises de services (OPER 10500)
OPER 20506	Gestion des approvisionnements (OPER 10500 and OPER 20503 Co)
OPER 20509	Gestion de la qualité (OPER 10500 and OPER 20501 Co)
OPER 20520	Stratégie des opérations (OPER 10500)
OPER 20535	Progiciels de gestion intégrés appliqués à la gestion des opérations (OPER 10500)
PROJ 20504	Pratiques et outils de la gestion de projets (OPER 10500)
STAG 25075	Stage spécialisé en gestion des opérations et de la logistique

## **COURSE BLOCK – GESTION DES RESSOURCES HUMAINES – MIN. 15 CREDITS**

### **COMPULSORY COURSES OF THE SPECIALIZATION – 9 CREDITS**

DRAF 20351	Les gestionnaires et les lois du travail (RHRT 10300)
RHRT 20305	Approches stratégiques en gestion des ressources humaines (RHRT 10300)
RHRT 20332	Relations de travail (RHRT 10300)

### **OPTIONAL COURSES OF THE SPECIALIZATION – MIN. 6 CREDITS**

RHRT 20301	Tableaux de bord et systèmes intégrés de gestion des ressources humaines (RHRT 10300)
RHRT 20302	Recrutement et sélection des ressources humaines (RHRT 10300)
RHRT 20303	Gestion de la rémunération (RHRT 10300)
RHRT 20304	Pratiques et habiletés de la négociation en GRH (RHRT 10300)
RHRT 20310	Gérer la performance des employés au travail (RHRT 10300)
RHRT 20320	Développement des compétences du personnel (RHRT 10300)
RHRT 20330 (f)	Conflict Management (RHRT 10300)
RHRT 20333	Gérer la santé et la sécurité au travail (RHRT 10300)
STAG 25073	Stage spécialisé en gestion des ressources humaines

\* See the list of mutually exclusive courses (Appendix 2).

## **COURSE BLOCK – MANAGEMENT – MIN. 15 CREDITS**

### **COMPULSORY COURSES OF THE SPECIALIZATION – 3 CREDITS**

MNGT 20405\* (f) Management Skills

### **OPTIONAL COURSES OF THE SPECIALIZATION – MIN. 12 CREDITS**

DDRS 20422	Habilités de direction en contexte d'innovation sociale
DDRS 20440 (f)	Corporate Social Responsibility
DEVP 20402	Gérer sa vie professionnelle
DRAF 20408	Notions juridiques pour le domaine des affaires
ENTR 21010 (f)	Building Small and Medium sized Enterprises (SMEs)
ETHI 20420	L'éthique en action : Empathie, organisations et société (ETHI 10403)
MNGT 20401	Management interculturel
MNGT 20403	Leaders et leadership
MNGT 20404	Gestion du changement
MNGT 20411	Management des grandes entreprises
MNGT 20431	Consultation en gestion : méthodes et pratiques
MNGT 20432	Management des organisations sportives
PROJ 20406	Gérer une équipe projet
PROJ 20410	Management en gestion de projets
STAG 25074	Stage spécialisé en management

\* See the list of mutually exclusive courses (Appendix 2).

## **COURSE BLOCK – MARKETING – MIN. 15 CREDITS**

### **COMPULSORY COURSES OF THE SPECIALIZATION – 9 CREDITS**

- MARK 20101 (f) Business Development
- MARK 20115 (f) Business-to-Business Marketing (MARK 10100)
- MARK 20124 (f) Consultancy in Marketing Research (MARK 10100)

### **OPTIONAL COURSES OF THE SPECIALIZATION – MIN. 6 CREDITS**

- DDRS 20125 Marketing et transition durable (MARK 10100)
- ENTR 21006 Créativité d'affaires et pratiques d'innovation (ENTR 11000)
- INDV 21606 Cours-projet : Relève Communication
- INDV 21607 Cours-projet : Relève Marketing
- INDV 21610 Cours-projet : Happening Marketing
- MARK 20102 (f) Marketing Communication (MARK 10100)
- MARK 20103 Intelligence marketing (MARK 10100)
- MARK 20104 Marketing numérique avancé (MARK 20118)
- MARK 20105 Marketing des arts et de la culture
- MARK 20106 Marketing RH
- MARK 20107 (f) Consumer Behaviour (MARK 10100)
- MARK 20108 (f) Fashion Marketing
- MARK 20109 (f) Marketing Strategy Management (MARK 10100)
- MARK 20110 Gestion de produits et marques (MARK 10100)
- MARK 20112 Marketing de détail (MARK 10100)
- MARK 20113 Marketing et médias (MARK 10100)
- MARK 20116 (f) International Marketing
- MARK 20118 (f) Digital Marketing (MARK 10100)
- MARK 20123 Vente relationnelle (MARK 20101)
- MARK 20197\* Marketing et expérience client (MARK 10100)
- STAG 25071 Stage spécialisé en marketing

\* See the list of mutually exclusive courses (Appendix 2).

# **COURSE BLOCK – SCIENCE DES DONNÉES ET ANALYTIQUE D’AFFAIRES – MIN. 15 CREDITS**

## **COMPULSORY COURSES OF THE SPECIALIZATION – 9 CREDITS**

- MATH 206044 (f) Optimization Models
- MATH 20606 Science des données (MATH 10620)
- MATH 20616 Introduction à l'apprentissage automatique

## **OPTIONAL COURSES OF THE SPECIALIZATION – MIN. 6 CREDITS**

- MATH 20602 (f) Probabilistic and Stochastic Models in Business (MATH 10620)
- MATH 20605 Analyse de données structurées : traitement et visualisation (MATH 10620)
- MATH 20609 Mathématiques appliquées
- MATH 20671 Programmation de modèles quantitatifs en finance (FINA 10200, MATH 10605)
- MATH 206044 (f) Advanced Mathematical Tools in Management
- STAG 25076 Stage spécialisé en analytique d'affaires

# **COURSE BLOCK – TRANSITION DURABLE – MIN. 15 CREDITS**

## **COMPULSORY COURSES OF THE SPECIALIZATION – 9 CREDITS**

DDRS 20441	Économie circulaire
DDRS 20809*	Économie et environnement : défis et solutions
MNGT 20414	Innovation sociale et transition socio-écologique

## **OPTIONAL COURSES OF THE SPECIALIZATION – MIN. 6 CREDITS**

DDRS 20021 (f)	Social Innovation in the International Area
DDRS 20114	Gestion responsable du secteur de l'énergie : Entreprise et consommation citoyenne
DDRS 20125	Marketing et transition durable (MARK 10100)
DDRS 20413	Leadership climatique : Devenir actrice ou acteur de changement
DDRS 20422	Habilités de direction en contexte d'innovation sociale
DDRS 20423	La décroissance soutenable
DDRS 20440 (f)	Corporate Social Responsibility
DDRS 20536 (f)	Sustainable Development in Logistics Operations Management
ETHI 20225 (f)	Ethics and Regulation in the Investment Industry (ETHI 10403 and FINA 10200)
ETHI 20420	L'éthique en action : Empathie, organisations et société (ETHI 10403)
FINA 20204 (f)	Sustainable Finance (FINA 10200)
MNGT 20401	Management interculturel
RHRT 20333	Gérer la santé et la sécurité au travail (RHRT 10300)
STAG 25082	Stage spécialisé en transition durable

\* See the list of mutually exclusive courses (Appendix 2).

# PERSONALIZED OPTION<sup>1</sup>

## OPTIONAL COURSES – 36 CREDITS

### BBA PROGRAM COURSES - MIN. 15 CREDITS

See the mixed option course blocks for the chosen specialization. Students must meet the credit requirements in each sub-block.

### COURSE IN A FACULTY OF HEC MONTRÉAL OR UNIVERSITÉ DE MONTRÉAL, OR IN A FACULTY OF ANOTHER UNIVERSITY – 12 CREDITS

### ELECTIVE COURSES – MAX. 9 CREDITS

Students can take any other course in the program that is available to them depending on the prerequisites.

They can also choose up to 3 credits in:

- A business language course offered at HEC Montréal;
- A course offered by another academic institution. A request must first be submitted to the BBA administrative office for approval.

1. In exceptional cases or certain dual diploma programs, the BBA Administrative Office may approve the personalized option for students whose studies have followed a different structure than that which is proposed for the personalized option.

## APPENDIX 2 – MUTUALLY EXCLUSIVE COURSES

The following is a list of groups of mutually exclusive courses.

DDRS 20809\* Économie et environnement : défis et solutions

DDRS 20840 (f) Sustainable Development and Environmental Management

MNGT 20405 (f) Management Skills

MNGT 20407 Décider en entreprise

MARK 20197 Marketing et expérience client

OPER 20505 La gestion des opérations dans les entreprises de services