

HEC MONTRÉAL

BECOME
AN
HEC MONTRÉAL
MBA

hec.ca/en/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 ...

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MBA

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.

Knowing. Doing. Being. A successful manager carefully balances all these dimensions. At HEC Montréal this means three things. More knowledge. More skills. A winning attitude.

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.



1 ACQUIRE BUSINESS FUNDAMENTALS	2 DEVELOP INDIVIDUAL COMPETENCIES	3 APPLY KNOWLEDGE AND SKILLS
<p>Acquire the knowledge essential to effective management and hone your management skills: 7 integrated modules taken as a cohort.</p>	<p>Meet your specific professional development needs and goals.</p>	<p>Reinforce and synthesize what you have learned, through practice and reflection.</p>
<ul style="list-style-type: none"> • Management Simulation • Managing, Communication and Leading • Analyzing Data for Decision Making • Understanding the Business Environment of the Firm • Managing with Financial Information • Competing and Creating Value • Implementing Processes and Systems 	<ul style="list-style-type: none"> • Being a Consultant • Business Analytics • Business and Channel Marketing • Business Process Improvement • Business, State and Civil Society • Business Strategies for Emerging Markets • Campus Abroad • Cooperation and Conflict: A Multifaceted Approach • Developing Responsible and Sustainable Strategies • Digital and Social Media Marketing • Energy Sector Structure and Operations • Entrepreneurial Innovation • Individual Project • In Search of Balance: People, Team and Community • Institutions and the Business Environment in Emerging Economies • International Entrepreneurship • Management and Development of SME • Managing Employee Performance • Managing Products and Services • Managing Projects 	<ul style="list-style-type: none"> • Supervised consulting (full-time students) or integration (part-time students) project • Leadership and Personal Change

N.B.: Your choice of 6 elective courses for the full-time MBA and 7 for the part-time MBA.

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.

Student profile*

Average age	31
Average work experience	7 years
Average GMAT	625
Average TAGE/MAGE	345
Countries of origin	26

Undergraduate background

Engineering: 39%
Business: 36%
Social sciences: 13%
Health sciences and pure and applied sciences: 12%

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

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.



Application deadlines

ROUND 1	ROUND 2	ROUND 3**	ROUND 4
June 1	September 1	October 15	January 15

	ADMISSION CRITERIA	SUPPORTING DOCUMENTATION	REQUIREMENTS	ADDITIONAL INFORMATION
Academic	Bachelor's degree or equivalent in the international education system	Original official transcripts	The minimum GPA for admission to the graduate programs at the student's university of origin	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 (OTTIAQ) is required.
		Copies of diplomas	Diploma obtained after 16 years of studies	
Tests	Admission test ✓ <i>Mandatory</i>	GMAT	Average GMAT result of the latest cohort is 625	For complete information, please refer to our website. <i>HEC Montréal GMAT code: OBB-12-60</i>
		OR		
		TAGE-MAGE ¹	Average TAGE-MAGE result of the latest cohort is 345	For complete information, please refer to our website.
	English language proficiency	HECTOPE ¹	Minimum A-	For complete information, please refer to our website.
OR				
TOEFL		Minimum 100 iBT™ (21 minimum in each section)	For complete information, please refer to our website. <i>HEC Montréal TOEFL code: 4371</i>	
	OR			
	IELTS	Minimum Band 7 "Academic format"		
Professional experience	Professional work experience	Resume	At least three years of professional work experience post-graduation (excluding internships)	Summarize your primary tasks, responsibilities and accomplishments.
	Candidate profile	Two letters of recommendation	At least one letter from a current or past employer	
		Answers to the essay questions	About 750 words per question	

*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.

PROGRAM START DATE	New calendar – program start date: end of April
Program tuition (approximate cost)	C\$31,300 for international students C\$14,700 for Canadian residents (from outside Quebec) C\$7,600 for Quebec residents
Budget	Approximately C\$22,000 for the year, including housing, living expenses, health insurance, purchase of a portable computer and books, etc.

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

**Recommended deadline for international students, in order to facilitate the immigration process.

1. These tests may be taken at HEC Montréal. Results from tests taken elsewhere must be sent to us directly from the administering organization.



HEC Montréal

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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.



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.