



Management

UNB | FACULTY OF MANAGEMENT

GRADUATE PROGRAMS

GRADUATE PROGRAMS

The Faculty of Management at the University of New Brunswick is a recognized centre for experiential learning and entrepreneurial thinking. We offer a Master of Business Administration (MBA) program, and the Master in Quantitative Investment Management (MQIM) program. Both programs offer students a professional, experienced and relevant perspective on the business world.

As a student in our programs, you will join a close community of other students, faculty, alumni and business leaders. You will enjoy many opportunities to explore careers, build your professional skills and network.

Both our MBA and MQIM programs include weekly professional development classes that introduce students to industry and community leaders who work with them on a variety of business-related topics.



MBA

MASTER OF BUSINESS ADMINISTRATION

Discover your potential!

Our MBA program gives you the knowledge, experience and skills you need to succeed in dynamic and ever-changing industries.

In the first year you gain a solid business foundation and in the second year, you can tailor the program to focus on your area(s) of interest. You have the option to complete the MBA through a thesis, coursework, or coursework and a research project combined.

MBA

Sequence of Study

In the first year you gain a foundation of business knowledge by completing the following courses:

YEAR ONE

30 credit hours of required courses

Term One

- Professional Development I
- Accounting for Managers
- Marketing Theories and Strategies
- Organizational Studies
- Business Data Analysis

Term Two

- Professional Development II
- Information Technology and E-Business
- Corporate Governance and Law
- Financial Management
- Production and Operation Management

YEAR TWO

24 credit hours (6 ch required, 18 ch electives)

Required Courses

- Strategic Management
- Applied Integrative Studies OR Internship

SPECIALIZATIONS AND UNIQUE LEARNING OPTIONS

After completing the required courses in the first year of the MBA, in the second year you can complete a general MBA by choosing electives that fit with your career goals. You can also specialize your degree through one of our concentrations:

- Commercialization, Scaling and Investment
- Management Analytics

We also offer two combined degree programs:

- MBA in Sports and Recreation Management (in partnership with UNB's Faculty of Kinesiology)
- MBA/Juris Doctor (in partnership with UNB's Faculty of Law)

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The MBA program at UNB has truly been a once in a lifetime learning experience for me. What sets it apart from other similar programs is the experience you get by working outside the classroom. Many courses in the MBA program gave me the opportunity to interact with various start-ups in Fredericton and use my business acumen to help them solve real life problems. Such experiences have given me a strong foundation in business and have helped me achieve my dream career.

KIRAN MAMPILLY (MBA '19), MANAGER OF SALES
AND PARTNERSHIPS NORTH AMERICA,
SEDIN TECHNOLOGIES

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Concentration in Management Analytics

Increased digitization is drastically changing the way organizations operate, creating a huge need for graduates who are tech savvy and capable of making sense of the vast amount of data available.

The ability to analyze data, make sense of it, and use it to the competitive advantage of organizations is a skill that is increasingly in high demand.

Our MBA with Concentration in Management Analytics offers you the opportunity to develop an invaluable skill set that will give you and the organization you for work for an edge in this exciting field.

Concentration in Commercialization, Scaling and Investment

This popular study teaches you how to launch ventures, scale companies and invest in private equity. Whether you want to run your own business, manage a startup or work for existing businesses, this concentration provides you a unique perspective and skills set that will set you apart from others across industries.



See the world through the eyes of a venture capitalist!

In our Venture Assessment course, you will work with the New Brunswick Innovation Foundation to assess whether startups are eligible for funding through NBIF programs. Additionally, you will make investment recommendations for startups in the UNB community with the Fraser Student Venture Fund.

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The UNB Fredericton MBA program was an incredible experience. Coming from a STEM background, I was intimidated but ready for the challenge when I entered the program. The professors, the courses, and the other opportunities that the program provided me have been valuable. The program provides flexibility in its courses, allowing students to be able to dive into subject areas that they are most interested in. They also offer ample opportunity for students to take what they've learned in the classroom, and apply it to real-life situations through options like the Venture Analyst and Activator program.

SYDNEY MCADAM (MBA '19), FORMER VENTURE ANALYST AND ACTIVATOR LEADER AND CURRENT COMMUNICATIONS OFFICER WITH STILETTO CONSULTING

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My experience studying with the Faculty of Management at UNB was super rewarding and provided me a range of opportunities to develop a strong business acumen. The MBA program allowed me to complete my degree with a focus in sport and recreation management. This led me to an amazing internship opportunity with Tennis Canada in my second year where I worked with their ticket sales team. Hands-on learning experiences such as my internship paired with the skills and knowledge attained from the MBA courses has allowed me to remain competitive in the job market.

KHEVYN-LYNN GORMLEY (MBA SRM '20)



UNIQUE PROGRAM OFFERINGS

MBA IN SPORT AND RECREATION MANAGEMENT



94%

of students find a job
in their field

Canada's only MBA program in Sports and Recreation Management

This program allows you to combine your passion for sport and recreation with fundamental business knowledge and skills.

In year one you take primarily business courses, and in year two you take mostly kinesiology courses and choose between writing a thesis, taking more courses or participating in a sport and recreation internship.

The MBA in Sport and Recreation Management prepares you for careers with a variety of public, private and not-for-profit organizations such as:

- Professional and amateur sports leagues and associations
- Recreation facilities
- Resorts and parks
- Municipal and provincial recreation and sport

Awareness of the importance of sport and recreation has grown and so has the demand for trained sport and recreation managers and professionals.

UNIQUE PROGRAM OFFERINGS

MBA JURIS DOCTOR

In our joint MBA/JD program, you earn a Juris Doctor and Master of Business Administration in four years. Typically, the second year is designated for MBA studies.

This joint program teaches you the theoretical and practical aspects of the legal system and the major functional areas of business. Corporations and law firms across the country are quick to recruit our MBA/JD graduates because of their distinctive qualifications.

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Deciding to pursue my MBA with my law degree was one of the best decisions of my academic career. As a practicing lawyer, I cannot stress enough the importance of strong business acumen in the legal profession, regardless of practice area. Among other things, the MBA program teaches you that business is about more than numbers and marketing - it's about people. When you learn how to handle people, you're better positioned for success, in the boardroom, courtroom and everyday practice.

CARLA SAUNDERS (MBA/JD '15),
LEGAL COUNSEL AT PUROLATOR INC.

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INTERNSHIP

Between your first and second year of the MBA, you have the option to test your business knowledge in the field by working with a business and gaining credit towards your degree. Internships help you boost your profile, build professional networks and enhance your career prospects after graduating.

CAREERS

What do our MBA graduates do with their careers? Here are some examples of where our graduates are:

- **Manager of Sales and Partnerships North America** – Sedin Technologies
- **Senior Analyst** – MUFG Investor Services
- **Investment Associate** – Alberta Teachers' Retirement Fund Board
- **CEO and Founder** – Beauceron Security
- **VP Operations and Founder** – Resson Aerospace
- **CEO** – RE/MAX Kenya
- **Vice President** – Populus Global Solutions, Inc.
- **President** – CDS and CDCC, TMX Group
- **President and CEO** – Acceleron
- **CIO** – M&T Bank
- **President and CEO** – New Brunswick Business Council
- **Strategy Consultant** – Deloitte Canada
- **Small Business Advisor** – Scotiabank
- **Project Advisor** – Service Canada
- **Data Analyst** – Government of NB



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I never imagined when I started my MBA that I would be the CEO of a 34-person, multimillion-dollar startup. I'm really grateful that I had the tools to be successful when that all came to pass. Every single day I'm reaching into that tool kit and pulling something out to help me advance the business or be a better leader.

DAVID SHIPLEY (MBA '15),
CHIEF EXECUTIVE OFFICER AT
BEAUCERON SECURITY

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FINANCIAL ASSISTANCE

MBA Entrance Awards of \$4,000 each will be granted to MBA applicants based on academic merits. All full-time applicants will be automatically considered for a fellowship award when their applications are reviewed for admission. No separate application is required.

In their second year, MBA students have the opportunity to earn income as Graduate Teaching Assistants and Graduate Research Assistants.

Questions?
Contact Us  T 506.453.4766
E MBAcontact@unb.ca
UNB.ca/fredericton/management/grad/mba

ADMISSION REQUIREMENTS

- An undergraduate degree from a recognized university in any field with a B average or minimum cumulative grade point average (CGPA) of 3.0 out of 4.3.
- A minimum GMAT score of 550 or GRE equivalent.
- Proof of English competency if you are a non-native English speaker, e.g.:
 - IELTS (A) 7/9
 - Internet-based TOEFL 94/120 or higher

Successful completion of a university-level microeconomics course is preferred before the program begins but can be completed during the first term.

APPLICATION REQUIREMENTS

- Official transcripts and grading scales for all undergraduate and graduate work are required. International applicants **are recommended** to submit a **WES ICAP** evaluation, which can expedite the review and decision process.
- Statement of Purpose
- Resume (work experience is preferred)
- GMAT or GRE result
- English test scores, if applicable
- Three references (at least one must be academic; MBA.SRM applicants require two academic reference letters)

Application deadline: March 31 for September start; August 1 for January start (available for part-time studies only.)

MQIM

MASTER IN QUANTITATIVE INVESTMENT MANAGEMENT

*Canada's first Master in
Quantitative Investment
Management Program*



A quantitative revolution has taken place in the investment industry. UNB's one-of-a-kind, one-year graduate degree gives you the marketable, specialized skills to propel you into this new era of investment management.

You will take courses across disciplines to

- learn the fundamentals of finance knowledge
- develop sophisticated analytic and programming skills
- gain an in-depth understanding of quantitative investing
- develop the practical skills and knowledge to establish a high-paying career

The program begins in August with an orientation and boot camp to help you get to know your professors and classmates and quickly gain the specialized skills you will need to succeed in your coursework.

During the fall and winter terms you take a combination of required courses, electives and professional development modules.

In the spring and summer, you complete a capstone project involving either a research project or an internship.

CAREERS

The MQIM prepares you for careers with investment and commercial banks, pension fund managers, trading companies, hedge funds, insurance companies, corporate risk managers and regulatory agencies. You will be qualified for a number of high demand careers, including

- **Quantitative analyst**
- **Quantitative developer**
- **Analyst**
- **Data scientist**
- **Trading associate**
- **Risk management associate**



The MQIM program at UNB provided me with a platform to develop skills and competencies necessary for the finance industry. The quantitative investment aspects of the program open many opportunities that lead to different roles in both the investment industry and data sciences. More importantly, the program also offers many opportunities for hands-on experiences. Some examples include classes and lectures offered by industry veterans, participation in competitions, and a trip to the financial hub in Toronto, Ontario. With my internship I was able to land in the industry as an Investment Associate right after graduation. I'd highly recommend this program to anyone who is interested in pursuing a career in the investment industry.

JUSTIN JIAJI FENG (MQIM '19, INVESTMENT ASSOCIATE, VESTCOR



FINANCIAL ASSISTANCE

Entrance awards, ranging from \$3,000 to \$10,000, will be granted to MQIM students based on academic merit. All applicants will be automatically considered for an entrance award when their application is reviewed for admission. No separate application is required.

Questions?
Contact Us



T 506.458.7510
E MQIM@unb.ca

[UNB.ca/fredericton/management/grad/mqim/](https://unb.ca/fredericton/management/grad/mqim/)

ADMISSION REQUIREMENTS

- Bachelor's degree from a recognized university with a B average or minimum CGPA of 3.0 out of 4.3. Preference will be given to applicants with degrees in mathematics, statistics, computer science, science, engineering, business or economics
- Minimum GMAT of 600 or equivalent GRE result, and a strong quantitative background
- Computer programming skills are preferred
- Successful completion of a university-level microeconomics course
- Proof of English competency if English is not your first language, e.g.
 - IELTS (A) 7/9
 - Internet-based TOEFL 94/120 or higher

APPLICATION REQUIREMENTS

- Official transcripts and grading scales for all undergraduate and graduate work are required. International applicants **are recommended** to submit a **WES ICAP** evaluation, which can expedite the review and decision process.
- Statement of Purpose
- Resume
- GMAT or GRE result
- Proof of English competency, if applicable
- Three reference letters (at least one of which is academic)

Application Deadline: March 31 for August start

MQIM **Sequence of Study**

This **program runs for one year beginning in August** and consists of 24 credit hours of course work, 6 credit hours for a capstone project and two mandatory non-credit professional development modules.

SUMMER 1 *August to September* *(3 weeks)*

- Pre-term Boot Camp (non-credit)

TERM 1 *September to December* *(13 weeks)*

- Financial Data Analysis (3ch)
- Financial Derivatives (3ch)
- Quantitative Portfolio Investment Management (3ch)
- One elective (3ch)
- Professional Development I (non-credit)

TERM 2 *January to April (13 weeks)*

- Fixed Income Securities and Interest Rate Derivatives (3ch)
- Financial and Portfolio Risk Management (3ch)
- Algorithmic Trading (3ch)
- One elective (3ch)
- Professional Development II (non-credit)

SUMMER 2 *May to August (16 weeks)*

- Capstone project (6ch)
 - Internship or research project

Popular Electives

- Advanced Portfolio Management
- Machine Learning
- Student Investment Fund





STUDENT OPPORTUNITIES



Student Investment Fund

UNB's Faculty of Management is one of Canada's top schools in applied financial management because of its flagship program, the Student Investment Fund. This six-credit hour elective combines finance theory with hands-on investment experience and an integrated study path for the most desired of financial certifications, the Chartered Financial Analyst (CFA) designation.

Working closely with our faculty members in finance and senior staff with our industry partners, Vestcor and Seamark Asset Management Ltd., you will manage a fund now worth over \$8.0 million. Students completing this elective find careers in the finance industry across Canada and internationally.

Students in both the MBA and MQIM programs can complete the Student Investment Fund course as an elective.

UNIVERSITY OF NEW BRUNSWICK FREDERICTON

(EST. 1785)

Located on the east coast of Canada, the University of New Brunswick is big enough to deliver world-class teaching and research, but small enough to offer a personalized student experience. Our university is also consistently ranked among Canada's top 10 comprehensive universities.

We know that our students are looking for an education that prepares them for a global future and equips them with the critical thinking, resourcefulness and creativity to harness their true potential.

Education at UNB is about mentorship, collaboration and discovery. It's about taking chances and believing in your power to create a future that matters.

FACULTY OF MANAGEMENT

Knowledge, experience, skills... ready!

Established in 1951 on UNB's Fredericton campus, the Faculty of Management offers rigorous theoretical and applied management education for future leaders, by providing knowledge, experience and professional development through innovative offerings and partnerships.

By design our programs provide a solid foundation of business knowledge combined with project-based learning, and personal and career development.

Our faculty members have diverse backgrounds and have been recognized internationally for their teaching and research. Several faculty members have published their research in top tier journals, including the Financial Times Top 50 and the ABDC Journal Quality List.



CENTRES

Two Centres housed within the Faculty of Management help business students gain hands-on experience outside the classroom and opportunities to participate in events.



The Centre for Financial Studies (CFS) helps students launch careers in finance by introducing them to investment practitioners and helping them gain valuable hands-on investment skills.



The International Business and Entrepreneurship Centre (IBEC) supports students on their entrepreneurial journeys by organizing several events including the APEX Business Plan Competition, Data Challenge and Speaker Series.

CITY OF FREDERICTON

Fredericton is the capital city of New Brunswick, and offers a low cost of living, a balanced lifestyle with abundant recreational and cultural amenities, short commutes and affordable, safe living. The city is known for its Harvest Jazz & Blues Festival, one of the largest in Atlantic Canada. The city is also known as the start-up capital of Canada, the destination of choice for talented immigrants, and the #1 micro-city in North America for business (fDI Magazine). When it comes to overall cost-competitiveness, Fredericton occupies the top spot in Canada, according to the 2016 KPMG Competitive Alternatives study.





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UNB Faculty of Management



Master in Quantitative Investment Management



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