A Life Changing Experience
Advance your career
Desautels is worldly
Your next three years
We take a different approach to success
Three ways to make your mark
Ten days that will last a lifetime
Sample first-year schedule
Learn from the world's best
Bringing the real world to you
Take your career to the next level
Sample PMBA class profile

Our Alumni are Exceptional
Movers, shakers, impact makers

Know the Facts
What's needed to begin your journey
Financing your MBA
Admissions and recruitment: contact us

01 - Amélie Dion, CANADA, MBA’15, International Consultant, Towers Watson
02 - Nader Akkaoui, LEBANON, MBA’16, Manager, Capital Projects, Deloitte
03 - Ricardo Assemat, MEXICO, MBA’16, AURAY Capital, Account Manager
04 - Jerani Sivayogan, CANADA, MBA’15, Small Business Advisor, Scotiabank
05 - Osei Cadogan, CANADA, MBA’15, Senior Manager, Money Market Operations, BMO Financial Group
06 - Patrick Brayley, CANADA, MBA’16, Director, Corporate Development, evenko
07 - Mike Ricci, CANADA, MBA’14, Mobile Mortgage Specialist, TD Canada Trust
08 - Tsvetelina Malcheva, BULGARIA, MBA’16, Associate, Morgan Stanley
Advance your career

Many great business minds choose to pursue their MBA at Desautels

Want to be a mover, shaker or impact maker? Then join our Professional MBA ("PMBA") program, known internationally for developing worldly leaders with a global perspective and a holistic approach to problem-solving. A unique combination of curriculum and practical experience. Celebrated professors and leading industry experts. A diverse student body. First-hand global experience through our international study trip. This is the winning formula for producing graduates who display strong analytical ability, creativity, teamwork and responsible leadership.

Osei Cadogan, MBA’15
Senior Manager, Money Market Operations
BMO Financial Group
With 39,500 students, 250,000 alumni and a reputation for excellence that reaches around the globe, McGill has carved out a spot among the world’s greatest universities.

If you are working and wish to bring your career to a higher level, our PMBA is the answer. We can assist you in your journey through our integrated curriculum, which features a ground-breaking, innovative approach to business education. It is this program that provides you, the working professional, with the essential knowledge to meet the challenges and complexities of today’s global business environment.

Why students who can go anywhere come here

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Cutting-edge education. It’s what we at the Desautels Faculty of Management have long been committed to. But we don’t just stop there. In fact, we like to bring that cutting-edge innovation onto the international stage.

As Professional MBA graduates, you will benefit from the global network and international experience that McGill University’s Desautels Faculty of Management has to offer. Through Desautels and its unique Professional MBA program, students are able to establish connections, both professionally and personally, by creating strong relationships throughout the program with other students (both part-time and full-time), professors, and alumni. At Desautels, we are your gateway to the world.
A Sampling of Desautels’:

**STUDENTS**
(Country of origin)

**PROFESSORS**
(Country of origin)

**ALUMNI**
(Where they are working now)
At the Desautels Faculty of Management, we strive to develop worldly leaders with integrity who can manage across disciplines in order to lead anywhere in the world.

Taking advantage of McGill University's great international reputation, our students learn from classmates and top professors from across the globe, capitalizing on a rigorous academic education integrated with the real world of business.

Thanks to our Professional MBA, our graduates are able to successfully combine strong analytical ability, creativity, teamwork, and responsible leadership to solve complex problems and achieve lasting results.
“We aim to develop “worldly” leaders—exceptional individuals with a global perspective and a holistic approach to problem solving.”

—Don Melville, MBA’00
Director, MBA and Masters Programs
Your next three years

Our McGill PMBA program will enable you to lead effectively and responsibly in an increasingly complex and interconnected world. The unique integrated management approach will allow you to work across managerial boundaries and to fully understand how organizations function as a whole, and in an international context.
Second Year

Customized Path

Second Year

Customized with a Concentration in Global Strategy & Leadership

Customized with a Concentration in Finance

mcgill.ca/pmba/academics

Third Year

INTERNATIONAL STUDY TRIP

10 days that will last a lifetime

Third Year

GRADUATION

 Finals integrative paper

PMBA / 11
"At Desautels, we promote a collaborative atmosphere conducive to networking, to enhance our students’ learning experience and maximize their satisfaction. Our students always feel like club members with access to world-class knowledge and networking privileges."

—Demetrios Vakratsas
Associate Dean, Masters Programs
Associate Professor, Marketing
We take a different approach to success

LAYING THE FOUNDATION

Base Camp allows you to brush up on fundamental quantitative methods, such as Business Statistics, Financial Accounting and Math for Finance. Base Camp is conducted over two weekends (Friday to Sunday) in August.

BUILDING YOUR KEY SKILLS

Throughout the first year, a number of key workshops cover career development, presentation skills and analytical thinking in order to integrate hard and soft skills.

INTEGRATING DISCIPLINES

Integration of disciplines is achieved through a unique set of Core modules during the first year, each taught by a team of professors.
Three ways to make your mark

Once you have a solid foundation, you may choose one of three options:

**FULLY CUSTOMIZED PATH**

Upon completion of the Core curriculum, students begin a series of cross-disciplinary courses that prepare them to assume the challenges of today’s business environment. Over the next two years of study, students select from a variety of courses in the areas of Strategy, Finance, Accounting, Marketing, Operations Management, Information Systems, and Organizational Behaviour.

**CUSTOMIZED WITH A CONCENTRATION IN GLOBAL STRATEGY & LEADERSHIP**

Drawing on a variety of courses, including Strategy, Organizational Behaviour, Entrepreneurship and International Business, this concentration provides students with an integrated perspective on leading business issues. Students are prepared for the challenges posed by a globalizing marketplace and develop the skills valued by employers in the consulting, business development, project management, and related fields. Among the issues covered are how to expand globally, how to manage a multi-cultural workforce, how to launch a new venture, and how to promote sustainable development.

**CUSTOMIZED WITH A CONCENTRATION IN FINANCE**

Emphasizing how firms raise capital and on the optimal allocation of capital for investments, students gain expertise in three sub-fields of finance: banking, corporate finance and investments. Students gain an understanding of the functions related to corporate fund management and investment decision-making.
“The McGill PMBA will mark an important stepping stone in your career. It is designed to help you define and solidify your career. You learn from exceptional professors who are business leaders and most of all, love to teach.”

— Mardig Taslakian, MBA’17
Engineer, Structural Testing, Bombardier
“It’s not always about the journey or the destination. Every step counts, every view matters.

How far would I go for what I love? Let’s just say I would travel halfway across the world to ace a 6-credit MBA course, be resilient in the face of hardships, determined beyond status-quo. Am I the same person afterwards? Of course not; journey matters. It’s a transformation. That’s why I chose this program.”

— Chakameh Dadpay, MBA’16
Category Manager, Global Procurement, SNC-Lavalin
10 days that will last a lifetime

Unique to the Desautels PMBA program, our 10-day organized study course will provide you with an unparalleled opportunity to adopt a worldly outlook.

This course will find you, your PMBA and MBA cohorts, visiting an international city renowned as a significant business destination.

You and your classmates will have the opportunity to visit multiple companies, meet with senior executives, and truly experience business in that country.

You will be exposed to the fundamental issues an organization needs to consider when entering a foreign market and the challenges involved in operating an international business. These encompass the strategic issues as to “why” and “where”, as well as more tactical issues that address “how” to enter and operate in a foreign market. As a built-in component to the curriculum, this unique course and the international settings afford exploration of all the learning covered to date in the program.

Exclusive to McGill!

mcgill.ca/pmba/international-study
Typically, during the **32-month-long program**, students will attend two three-hour evening classes each week. After the first year the months of July and August are free of classes. In addition, the 10-day International Study Trip will take place in April/May of the second year. Each semester, students will be required to meet on one or two scheduled Friday afternoons to participate in CEO Speaker Series followed by Reflections and Professional Development Workshops.
During the final year, under the supervision of a faculty member, students will work independently to write a paper. This individual project provides students with the opportunity to apply their knowledge and key learnings from course work to an actual business issue. It will help develop a holistic understanding of how organizations work and how different functional areas complement and, at times, potentially conflict with one another. The learning will be as hands-on, practical and as real-world as possible, and can be integrated with their existing position and applied to their own organization.

THREE CHOICES:
- Consulting Project with your Organization as the Client
- Creating a Business Plan
- Applied Research Project

Patrick Brayley, MBA’16
Director, Corporate Development
evenko
Learn from the world’s best

Our professors come from all over the world, boasting top-notch expertise which they bring to the classroom in novel and engaging ways: integrated current topics, co-teaching, and experiential learning.

Professors

01 - Sujata Madan, INDIA, Academic Director, MBA Program; Professor of Practice, Finance
02 - Karl Moore, CANADA, Associate Professor, Strategy and Organization
03 - Demetrios Vakratsas, GREECE, Associate Dean, Masters Programs; Associate Professor, Marketing
04 - Suzanne Gagnon, CANADA, Assistant Professor, Organizational Behaviour
05 - Jui Ramaprasad, USA, Assistant Professor, Information Systems
06 - Philippe Levy, CANADA, Professor, Accounting
07 - Omar Toulan, USA, Associate Professor, Strategy and Organization
08 - Lisa Cohen, USA, Associate Professor, Organizational Behaviour
Bringing the real world to you

It is our focus to integrate real-world thinking and approaches by bringing the world’s best to our students. Our students get the once-in-a-lifetime chance to learn from the wisdom and experiences of top executives from across the globe and interact with these leaders.

1. CEO SPEAKERS
   Regular Q&A events are held with CEOs and industry leaders on a wide range of topics. PMBA students also have the chance to attend lunches in a small group setting with various CEO speakers to discuss an array of topics.

2. GUEST LECTURERS
   Desautels taps into its vast network of alumni and expert panel members to host innumerable guest lecturers who share their experience, innovations and challenges with students.

3. INTERNATIONAL FACULTY ADVISORY BOARD
   These highly successful industry leaders from around the globe provide regular support and recommendations to our Dean and Faculty.

4. EXPERT PANELS
   Expert Panels are comprised of 30 to 50 leading professionals in areas such as Marketing, Finance, Global Strategy, Leadership, and Technology and Innovation Management. These top executives from around the globe help our students gain valuable industry exposure by bringing their experience into the classroom through lectures, live cases and projects.

5. DOBSON CENTRE FOR ENTREPRENEURSHIP
   The Dobson Centre is the hub for entrepreneurial activities within the university, engaging the McGill community through entrepreneurial education, workshops, speaker events, advising, competitions, and several other initiatives.
Lili de Grandpré, MBA’81
Managing Director, CenCEO Consulting, International Faculty Advisory Board Member
Take your career to the next level

We offer career development and preparation designed to meet the needs of each student through:

- An emphasis on individual needs, goals and aspirations during the PMBA program
- A comprehensive suite of tailored career services including industry-specialized advising, mentorship, a multitude of networking events and recruiting opportunities with the world's leading organizations

Leveraging the Experience of Business Leaders

- Our PMBA Mentorship Program provides an amazing opportunity for students to engage in important dialogue with leading executives. One-on-one relationships provide invaluable insight into your specialized field, while creating multiple networking opportunities with successful business professionals.

“Personal success is yours to define. It depends on your ownership and determination. If you drive with passion, we’ll help you navigate the road to success.”

— Marie-José Beaudin
Executive Director, Career Services
“The McGill PMBA provides the necessary tools to further develop your skills in business while still maintaining a busy work schedule.”

— Mike Ricci, MBA’14
Mobile Mortgage Specialist, TD Canada Trust
SAMPLE PMBA CLASS PROFILE

DESAUTELS STUDENTS are WORLDLY

JOIN OUR FAMILY OF TALENTED STUDENTS

Our Professional MBA program is a reflection of the exciting cultural diversity that is found in Montreal. Expand your horizons with one of the world’s most international student and faculty communities.

AVG. AGE 29

5 Average years OF WORK EXPERIENCE

FEMALE STUDENTS 25%

FIRST LANGUAGE

English 40%
French 20%
Other 40%

Bilingual 93%
Trilingual 55%

18 COUNTRIES represented across the cohorts

STUDENT BACKGROUNDS

- Business 40%
- Engineering 40%
- Science 10%
- Social Science 10%

Desautels Faculty of Management
Share their professional experience

Our PMBA students work at some of North America’s leading companies, such as:

- AIMIA
- Air Canada
- ALDO Group
- Bechtel Corporation Limited
- Bell Canada
- BMO Financial Group
- Bombardier Aerospace
- CAE
- Caisse de dépôt et placement du Québec
- Cardinal Health Canada
- Enero Solutions Inc.
- evenko
- Evolumedia Group
- Fido Solutions/Rogers Communications
- Hospira Inc. Canada
- HSBC
- Insight Inc.
- Kronos
- Labatt Brewing
- Morgan Stanley
- National Bank of Canada
- Oracle Canada ULC
- Pharmaprix
- Pratt & Whitney Canada
- Rio Tinto
- Schlumberger
- Scotiabank
- Sephora Canada
- SNC-Lavalin

Tsvetelina Malcheva, MBA’16
Associate, Morgan Stanley
If you count yourself among the leaders of tomorrow, apply today

We take enormous pride in having helped develop numerous highly successful, responsible leaders and having enabled a multitude of graduates to achieve their goals.
“I have been teaching at the Desautels Faculty for ten years. What I can say with near certainty is that if you are accepted to McGill and choose to join our PMBA program, you will not regret it. In fact, you will love it here!

Every year, I have the pleasure of teaching and interacting with bright and passionate PMBA students from all over the world. We stay in touch with many of them after graduation.

The intimate class size, the co-teaching, and the integrated curriculum structure create a sense of community and camaraderie that is unparalleled. Each PMBA student here is treated as a truly unique individual, not just a number—I promise. And, of course, the amazing vibe of both McGill University and the city of Montreal is unbeatable.”

— Sujata Madan, India
Academic Director, MBA Program
Professor of Practice in Finance

Recipient of the 2014-15 Desautels Faculty of Management Distinguished Teaching Award
To celebrate the 50th anniversary of our MBA program, we invited alumni to submit nominations for the Top MBA Impact Makers—MBA alumni who have inspired positive change in their community, organization, industry or government.

Here are a few of the finalists.

MBA Impact Makers

01 - Jonathan Goodman, MBA/BCL’94, Co-founder, President & CEO, Knight Therapeutics Inc.
02 - Lili de Grandpré, MBA’81, Managing Director of CenCEO Consulting
03 - 2013 Hult Prize Winners, Aspire Food Group
04 - Éric Fournier, MBA’91, Partner & Executive Producer, Moment Factory
05 - Alberta G. Cefis, MBA’79, Top 25 Most Powerful Woman in Banking (2014)
To find more about these individuals and read their stories: mcgill.ca/mbanext50
Darren Entwistle, MBA’88
President and CEO, TELUS
Deanna Rosenswig, MBA’69
Banker, Social Entrepreneur, Author
Jesse Pearlstein, MBA’14
Associate, Investment Banking, BMO Capital Markets
2013 Hult Prize Winner
Eduardo Mandri, MBA’00
Co-founder and President, Tuango.ca
Bertrand Cesvet, MBA’88
Executive Chairman & Senior Partner, Sid Lee
Seymour Schulich, MBA ’65
Entrepreneur, Philanthropist, Author
What’s needed to begin your journey

The Desautels PMBA program is designed for working professionals who are high achievers and show strong managerial and leadership potential.

**APPLICATION REQUIREMENTS INCLUDE**

- Curriculum Vitae
- Minimum of two years of relevant full-time work experience after completion of an undergraduate degree
- Transcripts from undergraduate and other graduate degrees
- GMAT Graduate Management Admissions Test or GRE Graduate Record Examination
- Three Essay Questions
- Two Letters of Reference
- Completion of the TOEFL or IELTS (when applicable)
- Interview with a Desautels MBA representative
The language of instruction is English.

4 WEEKS

ADMISSION DECISIONS are usually made within four weeks upon receipt of a completed application (including all supporting documents).

The program begins in AUGUST and lasts 32 months.

ADMISSION DEADLINES

Applications are reviewed on a rolling basis. We advise you to submit your completed application as early as possible because the program may become full before our final application deadline.

1ST ROUND — November 1

2ND ROUND — January 15

3RD ROUND — March 15

3RD ROUND — Final Deadline for International Students

4TH ROUND — May 1

4TH ROUND — Final Deadline for Canadian Citizens and Permanent Residents

Please see our website for additional dates and details mcgill.ca/pmba/admissions
Financing your MBA

All first-year Desautels Professional MBA students are automatically considered for the Desautels PMBA Entrance awards, based on criteria such as:

- LEADERSHIP
- ACADEMICS
- WORK EXPERIENCE
- AND MORE...

Many students opt to finance their studies through a credit line and/or private loan. Additional information on exclusive low-interest credit-line options and other financing information can be found on our website.

EXCLUSIVE FINANCING

Our exclusive partnership with Desjardins Financial Group allows future students who are Canadian citizens or permanent residents potential access to a line of credit of up to CDN$80,000 at one of the lowest financing rates in the country for part-time students.

PROGRAM TUITION

(2016 entering class)

Includes:

- Base Camp
- 10-day international study trip
- Many students are able to reduce their costs substantially through awards.

Please refer to the tuition section of our website for further details.

mcgill.ca/desautels/pmba/tuition
Admissions and recruitment:

› contact us

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General Information

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twitter.com/desautelsmcgill
The integrated, team-taught full-time MBA curriculum provides a holistic and global understanding of management that is entirely unique. The program incorporates leading-edge research from renowned professors and the practical experience of global leaders, which prepares students to successfully manage and lead in today’s increasingly interconnected world.

MBA-Law and MD-MBA options provide students with a specialized knowledge base while preparing them for management and leadership roles.
We are pleased to announce that McGill University's Desautels Faculty of Management has been granted the prestigious European Quality Improvement System (EQUIS) accreditation for a five-year period by the European Foundation for Management Development (EFMD).