

# MBA Program

2014 | 2015



Co-op | Full-time | Accelerated | Part-time

Learn. Discover. Connect.



**DeGroote**  
SCHOOL OF BUSINESS



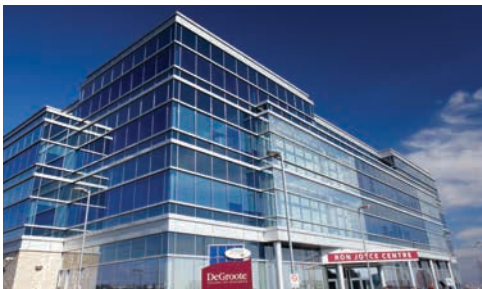
## + Focus Business Consulting

DeGroote Co-op students have the opportunity to manage their own consulting firm during the last year of their program. Partnered with the DeGroote School of Business, FBC has access to the sophisticated research tools and resources of McMaster University, as well as an advisory board of experienced faculty and business leaders.

# Why DeGroote?

## + The Ron Joyce Centre - a dedicated MBA campus

Opened September 2010, DeGroote's new Ron Joyce Centre in Burlington, Ontario is home to McMaster's MBA and Executive Education programs.



## + Industry Connections

DeGroote hosts numerous industry events throughout each term. Events such as company information sessions, mock interview workshops, and alumni mixers ensure our students are able to network and gain insights into a variety of industries. In 2013 - 2014, over 28 companies came to our campus and participated in these activities.

DeGroote is also the only Canadian MBA program to offer the A.T. Kearney student lab. The projects in this course are provided by actual clients of the global management consulting firm that address real-world strategic and operations-based business problems.

## + International Exchange Opportunities

It is vitally important for individuals to compete in the international marketplace.

- we offer student exchanges to a total of 23 schools in 13 countries
- prepare for success in today's global economy, while enjoying a rewarding personal experience abroad



## + Return on Investment

With over 40 years of heritage, our MBA co-op program offers a strong network of national and international industry partners. DeGroote's co-op work term placement rate typically exceeds an average of 95% as evidenced below.

| TERM        | EMPLOYMENT RATE |
|-------------|-----------------|
| Fall 2013   | 99.1%           |
| Summer 2013 | 97.4%           |
| Winter 2013 | 92.7%           |
| Fall 2012   | 98.1%           |
| Summer 2012 | 97.2%           |
| Winter 2012 | 92%             |
| Fall 2011   | 100%            |

Average starting salaries in 2013 were \$73,674 with the highest reported in the Financial Services sector where students launched their careers with salaries of \$83,000 per year. Furthermore, 54% secured employment after graduation with a previous co-op employer.

## + Accreditation



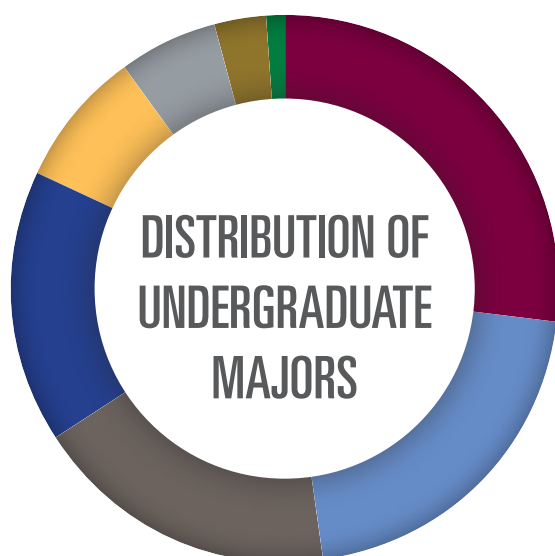
The DeGroote School of Business is accredited by AACSB International - the Association to Advance Collegiate Schools of Business.

- Less than 5% of schools of Business worldwide have earned this distinguished hallmark of excellence in management studies.
- McMaster has been accredited by AACSB since 2006.
- Accreditation affirms the high quality of DeGroote's degree programs, its faculty and its excellence as a teaching school.



# DeGroote MBA Fast Facts

(Based on 2013 Admissions)



|                      |     |
|----------------------|-----|
| Business             | 27% |
| Science              | 21% |
| Social Science       | 18% |
| Engineering          | 16% |
| Health & Kinesiology | 08% |
| Humanities           | 06% |
| Other                | 03% |
| Non-degree           | 01% |

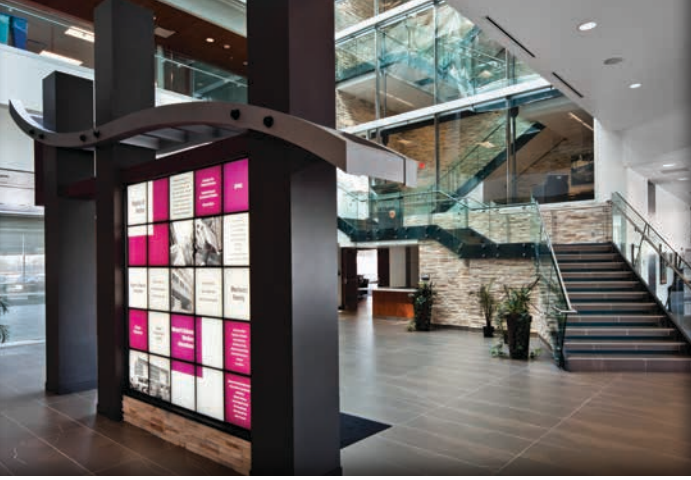
## Our Profile

|                                        | Full-time | Co-op    | Part-time | Total    |
|----------------------------------------|-----------|----------|-----------|----------|
| Percentage of Male/<br>Female Students | 61/39     | 57/43    | 65/35     | 60/40    |
| Average Age<br>of Class                | 26 years  | 25 years | 28 years  | 26 years |
| Average Years of<br>Work Experience    | 3 years   | 1 year   | 5 years   | 2 years  |
| Number of<br>applicants                | 245       | 312      | 75        | 632      |
| Number of Students<br>who Registered   | 62        | 132      | 29        | 223      |

Overall Average GMAT: 620  
 Overall Average Grades: B+ (77%-79%)  
 Overall % of Visa Students: 20%

## Meet with a recruiter

Want to make sure the program is right for you?  
 Not sure if you meet our admission requirements?  
 Our recruitment team can answer all of your questions about the DeGroote MBA! We are available in-person at the Ron Joyce Centre for one-on-one appointments, or meet with us at one of the numerous MBA Fairs, Canadian University Graduate/Education Fairs, or Information Sessions that are held throughout the year. Or our Student Ambassadors would be happy to speak with you as well. Finally, you are more than welcome to give us a call or send us an e-mail with any questions that you may have.



# Application Process & Standards

## Admission Standards & Assessment

1. **Grades** – recommended B average in final 2 years
2. **GMAT** ([www.mba.com](http://www.mba.com)) – recommended scores of 28 (Verbal), 37 (Quantitative), and 600 (Total)
3. **References** - 2 academic or professional references
4. **Work experience** – Domestic candidates: one year of full-time, continuous work experience at the professional, technical, or managerial level (accelerated and full-time options only). International candidates: one year of relevant full-time work experience that has been completed after graduation.
5. **Co-op interview** – successful completion of a behaviour based interview.
6. **TOEFL/IELTS** – **TOEFL** ([www.toefl.org](http://www.toefl.org))  
- Minimum required score of 100  
**IELTS** ([www.ielts.org](http://www.ielts.org))  
- Minimum required score of 7.0.
7. **Qualifying admission interview** - required for all qualified **international candidates** who will be studying on a Student Visa.
8. **Non-Degree Applicants** - a small number of highly qualified candidates who do not hold a bachelor's degree will be considered - a minimum of seven years of successful business experience and a GMAT score of 600 are required.



## Deadline for Applications and Documentation

### MARCH 30

(international applications)  
For September admission

### JUNE 1

(domestic applications)  
For September admission

### NOVEMBER 1

(part-time studies only)  
For January admission

# Program Options



## Co-op MBA

### MBA Co-op Term Sequencing

| Year 1 Term 1 |        | Year 1 Term 2 |      | Year 2 Term 3 |        | Year 2 Term 4 |
|---------------|--------|---------------|------|---------------|--------|---------------|
| Fall          | Winter | Summer        | Fall | Winter        | Summer | Fall          |
| Academic      | Work   | Academic      | Work | Academic      | Work   | Academic      |

As Canada's oldest and North America's largest co-op MBA program, DeGroote has the proven track record for providing engaging, meaningful and rewarding graduate business education, consistently producing market-ready business professionals.

Since this option requires no previous work experience, it is an ideal way for more recent graduates to enhance their resume or those looking to "test drive" a new career option.

The co-op MBA program is an opportunity to be exposed to various industry positions and gain valuable work experience that complements classroom business principles.

### Sample Work Term Roles

- E-Business Analyst ■ Solutions Architect
- Account Executive/Manager ■ Marketing Analyst
- Auditor-Internal Audit & Corporate Security
- Performance Improvement Consultant

### Industry Sectors

As a long standing co-op school, DeGroote has many employer partners across a variety of business sectors including:

- Health Care ■ Consulting ■ Pharmaceutical & Biotech
- Government ■ Education ■ Not for Profit
- Capital Markets ■ Financial Services



# Your MBA. Your Way.

## DeGroote's Flexible MBA Options

### Full-time MBA

The DeGroote full-time MBA is a carefully blended combination of practical and theoretical business education. The 16 or 20-month program includes an emphasis on both the learning of business fundamentals, and the development of practical skills required for you to advance your career. It is intended for those with at least one year of managerial, professional, or technical work experience.

### Part-time MBA

For students wishing to complete their MBA but unable to commit to a full-time study schedule, the DeGroote part-time option is an ideal alternative. This option allows you to set your own timetable, taking courses as you are able and gives you the flexibility and balance you require. For your convenience, MBA courses are offered in the daytime and evening in each of the 3 terms in a year allowing you to work while earning your degree. In terms of completing your program, you may take up to two courses per term, with the option of taking entire terms off, if needed. You have a maximum of 8 years to complete your degree.

### Accelerated MBA

If you have already completed a recognized undergraduate business degree within the last 10 years you may be eligible for advanced standing in year one and admitted directly into year two. You can earn your MBA degree in as little as 8 months of full-time study, or 20 months of part-time study. Candidates from a non-business academic background and who have at least seven equivalent courses with B grades will be considered on a case-by-case basis for this option. It is intended for those with at least one year of managerial, professional, or technical work experience.

### Specializations

An added benefit to the DeGroote MBA is the opportunity to concentrate your studies in a specific business field. Specializations are offered in a variety of areas and are completed in the second year of the program, allowing students the opportunities to further hone their career marketability. You can also select a general MBA stream allowing you to receive a broader overview of all management disciplines. Currently, we offer concentrations in:

- Accounting ■ Finance ■ Health Services Management
- Information Systems ■ Management of Innovation & New Technology ■ Marketing ■ Supply Chain Management
- Valuation

| Summary of Program Course Requirements |                                    |        |                                     |                                                                             |                                                 |                                                                             |                      |
|----------------------------------------|------------------------------------|--------|-------------------------------------|-----------------------------------------------------------------------------|-------------------------------------------------|-----------------------------------------------------------------------------|----------------------|
| Year 1                                 |                                    |        |                                     | Year 2                                                                      |                                                 |                                                                             |                      |
| Term 1                                 |                                    | Term 2 |                                     | Term 3                                                                      |                                                 | Term 4                                                                      |                      |
| A600                                   | Financial Accounting and Reporting | A610   | Managerial Accounting               | P700                                                                        | Business, Government and the Global Environment | P720                                                                        | Strategic Management |
| B600                                   | Organizational Behaviour           | F600   | Managerial Finance                  |                                                                             |                                                 |                                                                             |                      |
| E600                                   | Economics                          | H600   | Human Resources Management          |                                                                             |                                                 |                                                                             |                      |
| K603                                   | Information Systems in Business    | M600   | Marketing Concepts and Applications | Plus 4 additional courses taken as specialization requirements / electives. |                                                 | Plus 4 additional courses taken as specialization requirements / electives. |                      |
| O600                                   | Applied Business Statistics        | O600   | Operations Management               |                                                                             |                                                 |                                                                             |                      |

# Student Life



## MBA Student Ambassadors

Our Student Ambassador Program is a great way to build your extra-curricular activities and to give back to the DeGroote community. Student Ambassadors provide potential candidates with their perspective on the DeGroote MBA program. Whether it's to give advice on the application and admission processes, take candidates to an MBA class, or give tours of the Ron Joyce Centre, our enthusiastic volunteers enjoy promoting the program while developing their leadership and communication skills at the same time.

## MBA Association (MBAA) and MBA Student Clubs

The MBAA is responsible for addressing the administration and leadership needs of the MBA class, and representing student interests through its cooperative interaction with other major stakeholders within DeGroote. Participating in organizations like these can help you develop skills outside the classroom while meeting new people and expanding your network. Additionally, in joining any of the numerous student groups, you will have the opportunity to gain more insight into your industry of choice!

## MBA Games

MBA Games is the largest annual gathering of MBA students in Canada. It is an energetic weekend where MBA students from across Canada participate with integrity in Academic, Athletic and Spirit competitions, showcasing their abilities and ambition.

DeGroote is proud to have won this competition two of the last three years, and will once again be hosting the competition in January 2015.

"I am taking away inspiration from this journey," says DeGroote MBA Games 2012 Co-Chair, Alex Paton. "It has cemented in my brain that if you really hit the pavement and commit to something 100% and believe in it wholeheartedly – it will pay off in the end."

*Sleep. Eat. Socialize. Get involved.*

## CASE COMPETITIONS

Held around the world, case competitions bring together elite MBA students from top schools to apply their knowledge, test their decision making and critical thinking skills, showcase their presentation and persuasiveness skills and boost their school's reputation.

At these competitions, students place themselves in the role of the decision maker facing a real-world challenge, crisis or opportunity. They must define the problem, gather and organize relevant information, perform necessary analyses, develop feasible alternative courses of action, evaluate alternative choices and recommend and defend the best course of action with detailed implementation and contingency plans. Once their preparation time is done, they must present to a tough judging panel of industry experts who grill the students on their analyses and recommendations.

All of the hard work is paying off, as DeGroote MBA students have achieved great success on the case competition circuit. Some examples of our successes include:

### FEI BEST IN CLASS CASE COMPETITION

(2012, Toronto): made it to the finals at this very prestigious "by invitation only" competition.

### JOHN MOLSON INTERNATIONAL CASE COMPETITION

(2013, Montreal): placed third at the oldest, largest and most prestigious case competition in the world.

### HASKAYNE 24-HOUR CASE COMPETITION

(2013, Calgary): won the inaugural Telus Spirit award for most exemplifying the importance of ethical participation, competitiveness and sportsmanship.

### MBA NATIONAL CAPITAL CASE COMPETITION

(2013, Ottawa): placed first at this inaugural competition that focuses on entrepreneurship.

### INTERNATIONAL BUSINESS ETHICS CASE COMPETITION

(2014, Tucson): placed 3rd in the 25-minute presentation and first in both the 10-minute and 90-second competitions



# Career Development

## The Centre for Business Career Development

The DeGroot Centre for Business Career Development (CBCD) is a dedicated team of professionals focused on providing comprehensive career development programs and services for full-time and co-op students. Throughout your MBA studies, you will have access to one-on-one coaching and customized career development support, ensuring you are fully equipped with well-rounded skills and experience, easing the transition into the workplace

**Our mission:** Inspiring students to explore and achieve their career potential.

### Services

As a unique benefit to the DeGroot MBA program, a full suite of career development services is provided to co-op and full-time students through CBCD.

- Resume and cover letter critiques
- Self-assessment, goal setting and career guidance
- Interview skills – offered via group sessions, round table discussions, individual mock interviews and continuous feedback
- Networking sessions
- Student/Alumni Mentoring program
- Student profiling to guide career choices

### Careers after Graduation

A wide range of opportunities are available for DeGroot graduates to pursue – from banking/capital markets to health care/pharmaceutical to marketing to consulting to business development roles, and everything in between!

Examples include:

- Manager, Enterprise Strategic Investments
- Risk Analyst
- Senior Financial Analyst
- Consultant
- Business Analyst
- Equity Research Analyst
- Project Manager
- Entrepreneur
- Manager, Operational Projects Primary Care
- Senior Policy Advisor
- Senior Business Development Analyst
- Business Valuation Analyst
- Mergers and Acquisitions Analyst
- Associate Brand Manager
- Operations Analyst

### Industry Sectors

CBCD partners with a broad base of employers across Canada delivering seamless, on-campus company information sessions and career recruitment support.

A small sample of our employer partners include:

|                          |  |
|--------------------------|--|
| HEALTHCARE               |  |
| CONSULTING               |  |
| PHARMACEUTICAL & BIOTECH |  |
| GOVERNMENT               |  |
| FINANCIAL SERVICES       |  |
| OTHER                    |  |

# Financial Considerations



## MBA Tuition

The following represents estimated total tuition and fees for students entering the MBA Program in September 2013. Tuition and fees may change in following years. Tuition is due at the beginning of each semester (fall, winter, and summer). International students should make sure they are aware of the tuition costs associated with their program, and be prepared to pay all necessary fees with or without scholarship assistance.

| Program option         | Estimated total tuition fees for Canadian Citizens/ Permanent Residents | Estimated total tuition fees for Visa Students |
|------------------------|-------------------------------------------------------------------------|------------------------------------------------|
| <b>Co-op MBA</b>       | \$42,000                                                                | * \$73,500                                     |
| <b>Full-time MBA</b>   | \$36,650                                                                | \$68,225                                       |
| <b>Accelerated MBA</b> | \$17,825                                                                | \$33,450                                       |
| <b>Part-time MBA</b>   | Approx. \$42,000-\$46,000 (\$2,098/course)                              | \$4,013 per course                             |

\* A limited number of Visa students with one year of work experience will be considered for the Co-op option.

## Financing your MBA Entrance Scholarships, Bursaries & Awards

**DeGroote School of Business MBA Entrance Scholarships** range from \$1,000 to \$10,000. Candidates applying to the traditional full-time, accelerated full-time, or co-op options are reviewed automatically at the time of application. Those successful applicants who qualify for a scholarship are notified in their offer of admission.

Additionally, a number of **McMaster University Graduate Entrance Scholarships** are available through the generosity of philanthropic donors. A separate application form may be required for these awards. Additional information is available on our web site.

**MBA Admission Awards** are granted to incoming full-time, co-op, part-time and accelerated students who have achieved a score of 700 or higher on the Graduate Management Admission Test (GMAT). Determination of these awards is made at time of admission. (Approximate value \$1,000 - \$3,000)

The **Adam Felesky MBA Scholarship** is an invitation-only competition that awards a full-tuition scholarship to an incoming full-time or co-op MBA student. Qualified candidates invited to participate must demonstrate both outstanding academic achievement and a 640+ GMAT score. Value: \$30,000 (\$15,000 annually for two years provided the recipient achieves a minimum B+ average at the conclusion of the first year of their studies).



## Ontario Graduate Scholarships (OGS)

The Province of Ontario annually provides funding for Ontario Graduate Scholarships (OGS), valued at \$5,000 per term, to students in post-graduate programs. An OGS application is required at each graduate school where the student applies for admission to a graduate program.

## TD Student Line of Credit

As the financial institution chosen by McMaster University to offer Student Lines of Credit, TD Canada Trust can help you finance your MBA studies. Benefits include an available credit limit that you can use to cover all or part of your educational and living expenses or any other expenses, at a competitive variable interest rate. Payment options are flexible, with no prepayment penalties and there is no set-up, monthly or annual fees. To learn more about the TD Canada Trust Student Line of Credit, visit any TD Canada Trust branch, or visit their website at [www.tdcanadatrust.com/student](http://www.tdcanadatrust.com/student).

## Co-op Work Term Salaries

DeGroote MBA co-op students earn on average, between \$3,700 to \$3,800 per month per work term, covering a broad range of work term salaries.

## Teaching Assistantships (TAs)

A limited number of teaching assistantships are available for MBA students normally registered in second year.

## Provincial Government Student Loans

Ontario students may wish to visit <https://osap.gov.on.ca> for more information about the Ontario Student Assistance Program (OSAP). Students from out of province should investigate government financial aid opportunities through their home province.



| Work Term            | Date            | Range              | Average |
|----------------------|-----------------|--------------------|---------|
| <b>Work Term I</b>   | Jan – Apr 2014  | \$2,439* - \$6,250 | \$3,696 |
| <b>Work Term II</b>  | Sept – Dec 2013 | \$2,167 - \$5,833  | \$3,697 |
| <b>Work Term III</b> | May - Aug 2013  | \$2,438 - \$8,333  | \$3,798 |

*Note: The above information is provided by participating co-op employers, and students' independent search. These salaries are offered as a guideline only. Each organization sets its own co-op salaries based upon several factors including internal wage structure, market competition, and student qualifications.*

*\*All salaries are quoted on a monthly basis. Salaries are not included if the work term is outside Canada.*



RON JOYCE CENTRE

**MBA Academic Services Office***Our Mission:*

The MBA Academic Services Office is committed to recruiting, rewarding and retaining the best and brightest students and supporting them throughout their MBA experience.

**Administrators, Recruiting and Admissions**

Denise Anderson  
Caitlin Rivero  
Steven Walker

**MBA Admissions Officer**

Angela Fiorillo

**Manager, MBA Programs**

Cristina Gage

[mbarecruit.degroote.mcmaster.ca](http://mbarecruit.degroote.mcmaster.ca)

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**McMaster**  
University 