The UBC Master of Management at a Glance

Rankings
Rankings for UBC Master of Management
#2 Master of Management in North America (Financial Times Global Master of Management Ranking 2017)

Rankings for UBC Sauder School of Business
#16 in North America for Business Research Excellence (QS Top 250 Business Schools Report 2017)
#1 in Best Universities to Study Business in Canada (Maclean’s University Rankings 2018)

Rankings for UBC
#1 in Canada for Business and Economics (Times Higher Education World University Rankings 2017-2018)
#34 University in the World (Times Higher Education World University Rankings 2017-2018)

Program and Application
Description
A Master’s program that provides a solid foundation in business and management, designed for recent university graduates with non-business undergraduate degrees. Students can enter the program immediately following completion of their undergraduate degree.

Program Dates
August 2019 - May 2020

Location
UBC Point Grey Campus, Vancouver, British Columbia, Canada

Fees*
Canadian Citizens and Permanent Residents: $29,610 CAD
International Students: $44,566 CAD

* Subject to UBC Board of Governors’ approval. The University may change the fees at any time without advance notice.

Application Deadlines
1st round: December 4, 2018
2nd round: February 5, 2019
3rd round: April 2, 2019
Final round: June 4, 2019

UBC Master of Management Class of 2018 Profile*
Class size: 39
Male | Female: 44% | 56%
Average age: 23
Percentage of International Students: 51%

*Data per the August 2017 entering class

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UBC Master of Management
For recent university graduates with non-business undergraduate degrees.
You're Ready to Advance Your Career

As a recent graduate, you're anxious and excited to get into the professional world. The career opportunities are definitely out there and you're ready to take the next step; but despite your ambition, the doors aren't opening for you. Time is of the essence. At this critical time in your career, you need a program that will set you apart, open doors up and provide you with key skills employers are looking for in the most efficient timeline possible. Our UBC Master of Management is the right choice for you.

A Business Education that Opens Up Possibilities

The UBC MM curriculum provides theoretical and applied learning, with case studies, teamwork, and presentations being key components. You'll gain knowledge in a broad spectrum of business disciplines, including marketing, strategic management and operations. You'll couple your knowledge with soft skills and professional development. The Hari B. Varshney Business Career Centre will play a valuable role in helping you develop your career and market your skills to potential employers with 1:1 career coaching. You'll also learn job search strategies, industry trends, and how to build your professional network.

The UBC Master of Management Experience

In today's job market, employers are looking for top talent who can make a lasting impact and adapt to changing business environments. The 9-month Master of Management (MM) at UBC Sauder School of Business' Robert H. Lee Graduate School gives recent university graduates in non-business fields the solid foundation in business and management that employers are looking for. You'll get the chance to share a class with individuals from around the world, from different academic backgrounds, and learn what it takes to stand out from the competition.

And with the 5-month Community Business Project, you'll get to apply your newly-acquired business skills by working on a live business project for a not-for-profit or charitable organization. You'll add valuable consulting experience to your resume while making a difference in the community. The UBC MM gets you qualified and helps you enter the workforce more efficiently.

Ready to Change Your Future?
Why Study at UBC?

Studying your UBC Master of Management means you won’t just graduate with a world-ranked degree from a leading academic business school; you’ll also be at the nexus of learning cutting-edge business at one of the world’s most vibrant university campuses.

You’ll learn from academics and business leaders alike, and with our small cohort, benefit from face-to-face time with your instructors. Our “flipped classroom” approach, where essential knowledge is delivered outside the classroom and class time becomes ground for active engagement, will help bring the modern business world to life as you learn.

Your education with UBC Sauder carries an international recognition: UBC Sauder was ranked #1 in Canada for Business and Economics and in the Top 50 among universities globally, by the Times Higher Education World University Rankings 2017-2018.

* Times Higher Education World University Rankings 2017-2018
* Maclean’s University Rankings 2018
** Financial Times Global Master of Management Ranking 2017-2018

#1 University in Canada for Business & Economics*
#1 in Best Universities to Study Business in Canada*
#2 Master of Management in North America**
How the Program Works

Join a diverse cohort of students with a variety of academic backgrounds who come from all around the world. As a UBC Master of Management student, you’ll find yourself working with and learning from classmates with Engineering, Arts, Science and other undergraduate degrees.

As the first Master of Management in North America, we have over 10 years of experience to provide you with the best curriculum possible. Our courses are built around active learning, enabling you to develop and showcase your analytical and problem-solving skills through presentations, case analyses and in-class discussions. From accounting and finance to marketing and strategic management, you will gain a vital grounding in a broad spectrum of business and management disciplines. There are 24 courses all together, separated into 5 different periods.

Sample Course Descriptions:

Creativity
Creativity is an invaluable asset in business, no matter which industry you’re in. In this course, you’ll learn how to foster a creative culture and apply your innate creativity to everything from products to processes.

Marketing Research
Knowing how to conduct marketing research is key to any business. By understanding market opportunities, you’ll be able to identify strategies and recommendations needed to make business decisions that matter.

Career Development
Build your brand. Explore your options. Plan and create your future. Through a combination of classes and workshops, this course will help you capitalize on your personal strengths and hone the practical skills that will accelerate your professional development.

“With the UBC MM, you explore all kinds of business problems. It makes you more adaptable so that no matter what direction you ultimately go in, you stand to succeed.”

Michael Mah
UBC MM Class of 2011
Dentist, Bower Medical
Red Deer, Canada
UBC MM students developed a successful business plan for the BC SPCA, which earned the company $180,000 in funding to launch a new program to ensure the humane treatment of wild animals.

**Built-in Consulting Experience**

Through the Community Business Project, you will have the opportunity to apply your new skills to solve a business problem for a non-profit business organization or social enterprise. Since 2011, UBC Sauder has partnered with almost 100 Community Business Project clients, several of whom return repeatedly for support from MM students and even go on to hire grads. This required component of the program enables you to gain valuable consulting experience, working on projects such as:

- Business plans and feasibility studies
- Fundraising and development initiatives
- Recruitment and retention strategies
- Corporate partnership strategies
- Marketing and social media strategies

**Examples of Community Business Projects**

**Building an e-commerce venture for a non-profit organization**

UBC MM students worked with Spinal Cord Injury BC to determine the feasibility in scaling a t-shirt campaign into a bigger e-commerce-powered venture. UBC MM students produced a feasibility study to clarify demand and marketing strategy, focusing on North America and researching manufacturing options, e-commerce platforms and potential for related apparel such as hats and phone cases.

**Executing a national strategy for humane wildlife management**

After identifying the need to accredit companies that provided humane animal control services, UBC MM students were asked by the BC SPCA to assess the market and create a plan to achieve buy-in from external networks. The team presented a comprehensive 5-year business plan to the senior management team, including a feasibility study, a market assessment and a cost structure. Thanks in part to their work, the BC SPCA were recently awarded a $180,000 grant to support a province-wide strategy for their accreditation program.

“[The project] showed me that I enjoy working with clients and building a relationship with them. My skills are polished thanks to the Community Business Project and now I’m ready to go forward and start working.”

Mandeep Nahal  
UBC MM Class of 2016  
Program Manager, ECOSCOPE
UBC Master of Management
Program Journey

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<td>INTRODUCTORY FINANCE</td>
<td>MARKETING</td>
<td>APPLICATION OF STATISTICS IN MANAGEMENT</td>
<td>ORGANIZATIONAL BEHAVIOUR</td>
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<td>COMMUNITY BUSINESS PROJECT</td>
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<td>Options: Career Development Programming</td>
<td>Community Business Project</td>
<td>Academic Prep</td>
<td>Courses</td>
<td>Community Business Project</td>
<td>Optional Study Abroad Program</td>
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<td>A series of self-study online resources covering key concepts in Economics, Statistics and Quantitative Methods in preparation for the MM program.</td>
<td>A mandatory project allowing students to consult for non-profit organizations and social enterprises, gaining real-world, hands-on experience.</td>
<td>A comprehensive, broad-based curriculum that gives you a strong foundation in business and management disciplines.</td>
<td>A mandatory Career Development course equips students with tools, skills and confidence needed to launch their careers. This is complemented by 1:1 personalized career coaching, workshops and events.</td>
<td>A three-day business simulation giving students a final opportunity to apply their learning and demonstrate their new skills in a competitive learning environment.</td>
<td>UBC MM Study Abroad programs take place during the summer months and vary in length from two to eight weeks. You’ll get an opportunity to study new subjects and network with future international business leaders from around the world. Fees may vary depending on the partner school.</td>
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Program schedule may be subject to change.
Put the World on your Resume

At UBC Sauder, we’re serious about giving you a global perspective on business, which is why we provide opportunities for our candidates to gain a worldly experience.

Summer Study Abroad Opportunities (Optional)
Study business at one of our global partner schools around the world. Take on new perspectives, nurture an expanded global business network that will endure long after graduation, and absorb different cultural approaches to business. Students can choose from Robert H. Lee Graduate School Exchange Partner Summer Programs or student-researched summer programs.

Yale M2M Dual Degree
As part of UBC Sauder’s membership in the Global Network of Advanced Management, UBC MM students are the only students in North America that have the opportunity to apply to pursue their UBC MM and a Master of Management Studies in Global Business and Society from the Yale School of Management. You’ll build diverse alumni networks from two of the world’s top business schools, and learn to be a leading thinker on global risks, trends, and resulting business implications.

Worldwide Recognition and Reach
And whichever corner of the globe you choose to go to, know you’ll always be part of a strong, exclusive network - we currently have more than 39,000 alumni in 74 countries.

International experiences let you to delve into another country’s business practices, create valuable connections, and gain perspective in a way that you never imagine. Copenhagen, Denmark (pictured here) is home to a UBC Sauder partner business school.
Vancouver: A City of Ideas

Consistently ranked as one of the most livable cities in North America and the world (The Economist, Mercer), Vancouver offers unparalleled opportunities.

A Leading Entrepreneurial City
As Canada’s fastest-growing metropolitan economy (Conference Board of Canada, 2017), Vancouver is positioning itself as a leader in the job market. Vancouver is home to corporations and startups alike: Microsoft, SAP, Amazon.com and McKinsey & Company have opened research hubs and offices, thanks to our city’s support for innovation. The growth of Vancouver’s tech sector has also gained recognition, making Vancouver a hub for startups.

West Coast Lifestyle
Vancouver offers a temperate climate and unlimited options for outdoor adventure – from kayaking and sailing in English Bay to skiing and biking on the North Shore Mountains. This cosmopolitan city is compact enough to make its recreational and cultural attractions easily accessible, and big enough to ensure there is always something new to discover.

A Hub for Innovation

Vancouver By the Numbers*

• 1,200 mineral exploration companies are located in British Columbia, with 800 headquartered in Vancouver alone
• 75,000 professionals work in Tech & Information & Communications Technology (ICT) in Vancouver
• Home to 3 of Canada’s 5 Tech Unicorns (startups valued at over $1 billion), namely Slack, Hootsuite, Avigilon
• All 5 of Canada’s largest banks have operations in Vancouver, as do several international banks.
• Social enterprise sector employs 13,000 people and earns $500+ million annually

*Vancouver Economic Commission
**Personalized Career Development**

Using in-depth knowledge of what employers around the world are looking for, the Hari B. Varshney Business Career Centre works with students to help them explore career options and various professional development opportunities.

You will...

- Uncover your strengths and career aspirations
- Develop your industry research skills
- Become a confident interviewee
- Develop and articulate your personal brand
- Create your own job search strategy and get free access to UBC Sauder’s job posting/event database
- Build your own professional network

Did you know that 90% of top performers are also high in EQ?

Emotional intelligence (or soft skills), not technical competency, is now seen as the strongest predictor of performance. Through UBC Sauder’s exclusive partnership with RocheMartin, we’ll help you understand your core EQ competencies and harness these for long-term career success.

**Types of Networking Events**

- Company information sessions with top employers
- Company tours and open house visits in Vancouver
- Alumni mixers and employer networking receptions to make new professional contacts
- Access to off-campus networking opportunities

**Mentor and Training Programs**

- Sales Mentorship Program
- Finance Mentor Program
- Master of Management Alumni Mentor Program*
- Strategy Consulting Mentorship Program*
- Case Interview Prep Program

*Run by UBC Sauder Alumni

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**Career Outcomes**

Below are examples of how the UBC MM provides our graduates with the fundamentals and knowledge needed to elevate their Bachelor’s degree and find careers in a variety of fields.

<table>
<thead>
<tr>
<th>Bachelor Degree</th>
<th>Profession</th>
<th>Examples of 2018 Employers:</th>
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<tbody>
<tr>
<td>Bachelor of Arts in History</td>
<td>Coordinator, People Solutions at Vancity</td>
<td>&quot;The UBC graduates we’ve hired have consistently brought valuable skill sets to BestBuy. The program in particular gives its students hands-on experience through experiential learning projects, which has added to the graduates’ professionalism, focus on teamwork, enthusiasm, and overall work ethic.”</td>
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<tr>
<td>Bachelor of Arts in Psychology</td>
<td>Customer Engagement Specialist at Klue</td>
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<tr>
<td>Bachelor of Health Sciences</td>
<td>Research Analyst, New Product Development at Aequus Pharmaceuticals</td>
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<tr>
<td>Bachelor of Science in Chemistry</td>
<td>Business Coordinator at Teck Resources</td>
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88% of UBC MM Class of 2017 employed within 3 months of graduation

$45,625 Salary Average

$24,000 - $70,000 Salary Range

**Top Industries (MM Class of 2017)**

- Consulting
- Technology
- Consumer Products and Services
- Financial Services
- Health Care
- Sustainability

**Did you know that 90% of top performers are also high in EQ?**

"The UBC graduates we’ve hired have consistently brought valuable skill sets to BestBuy. The program in particular gives its students hands-on experience through experiential learning projects, which has added to the graduates’ professionalism, focus on teamwork, enthusiasm, and overall work ethic.”

Philip Thampy
Sr. Manager, Retail Operations, Best Buy Canada
Your Fellow Candidates

What starts as your cohort will turn into one of the most valuable professional networks you could build. During your 9 months in the UBC Master of Management, you’ll be surrounded by a truly international cohort, who’ll bring to the table different perspectives, opinions and backgrounds. Experiencing this collaborative dynamic will help you hit the ground running in the professional world.

UBC Master of Management Class of 2018 Profile*

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<th>Undergraduate Degree Majors:</th>
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<td>Male</td>
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<td>Female</td>
<td>Science</td>
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<td>Humanities</td>
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<td>Other</td>
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<td>Computer Science</td>
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Average age: 23

% international: 51%

“The working with a small team means I have to pick up different types of tasks all the time, many of which are new to me. The UBC MM gave me fluency in different business departments so I’m able to be flexible.”

Brianna Brown
UBC MM Class of 2017
Impact Manager, Nada, Vancouver

Admissions + Fees

The UBC Master of Management selection process is rigorous. We deliberately keep our cohort small – with an intake of 40 – 60 candidates every year – to help foster a more collegial and personal environment. Candidates are carefully selected against competitive requirements to ensure that, once in the program, you learn from peers who have demonstrated vision, leadership and experience. It’s this approach that helps make the UBC Master of Management classroom experience dynamic, engaging and thought-provoking.

Here is some of the information you need to know before applying.

Application Deadlines
Applications are accepted on a rolling basis.
1st round: December 4, 2018
2nd round: February 5, 2019
3rd round: April 2, 2019
4th round: June 4, 2019

Fees*
Canadian Citizens and Permanent Residents: $29,610 CAD*
International Students: $44,566 CAD*
*Subject to UBC Board of Governors’ approval. The University may change the fees at any time without advance notice.

For complete details on our admissions requirements, please visit www.sauder.ubc.ca/mm

*) Data per the August 2017 entering class.