N.B. Course offering and schedules subject to change

<table>
<thead>
<tr>
<th>Course</th>
<th>Units</th>
<th>Title</th>
<th>BLOCK 5 Schedule</th>
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<tbody>
<tr>
<td>ADM6260F00</td>
<td>1.5</td>
<td>Project Management 1</td>
<td>Regular</td>
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<tr>
<td>MBA6101B00</td>
<td>3</td>
<td>Financial Modelling</td>
<td>Irregular</td>
</tr>
<tr>
<td>MBA6156A00</td>
<td>1.5</td>
<td>Performance Management: Business Process Modelling</td>
<td>Intensive</td>
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<tr>
<td>MBA6262C00</td>
<td>1.5</td>
<td>Entrepreneurship</td>
<td>Intensive</td>
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<tr>
<td>MBA6295B00</td>
<td>1.5</td>
<td>Seminar in Management: Corporate Compliance</td>
<td>Intensive</td>
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<tr>
<td>MBA6295C00</td>
<td>1.5</td>
<td>Seminar in Management: HR in Public Sector</td>
<td>Regular</td>
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<tr>
<td>MBA6295F00</td>
<td>1.5</td>
<td>Seminar in Management: Crisis Management, Organizational Continuity &amp; Resilience</td>
<td>Online Block 5 &amp; 6</td>
</tr>
<tr>
<td>MBA6296B00</td>
<td>1.5</td>
<td>Seminar: Data Supply Chain</td>
<td>Regular</td>
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<tr>
<td>MBA6296I00</td>
<td>1.5</td>
<td>Seminar: Competitive Intelligence</td>
<td>Regular</td>
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<tr>
<td>MBA6298D00</td>
<td>1.5</td>
<td>Seminar: Equity Valuation</td>
<td>Regular</td>
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<tr>
<td>MBA6520B00</td>
<td>1.5</td>
<td>Marketing au XXle siècle (1.5 crédits) (français)</td>
<td>Regular</td>
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Exam period: June 18-24

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<th>Course</th>
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<tr>
<td>ADM6261F00</td>
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<td>Project Management 2</td>
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<td>MBA6220C00</td>
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<td>Managing Customer Relations</td>
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<tr>
<td>MBA6295C00</td>
<td>1.5</td>
<td>Seminar in Management: Managing Financial Resources in Public Organizations</td>
<td>Regular</td>
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<tr>
<td>MBA6297D00</td>
<td>1.5</td>
<td>Seminar: Business Law</td>
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</tr>
<tr>
<td>MBA6298F00</td>
<td>1.5</td>
<td>Seminar: International Project, Finance</td>
<td>Regular</td>
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Exam period: August 7–12

**Block 5 Intensive courses**

**MBA 6262C00 Entrepreneurship (1.5 units)**  
* (Tues/Fri/Sun: April 17-27)  
Creating, growing, and sustaining or exiting a new firm in a technology-intensive industry. Issues important to the technology (the scope and nature of technological knowledge and intellectual property protection), financing (seed capital, venture capital, and initial public offerings), and inter-firm relationships (spin-offs, alliances and equity alliances, and acquisitions). The course is practically oriented and will draw upon local expertise to enhance its pertinence and appeal.

**MBA 6295B00 Seminar in Management : Corporate Compliance and Enterprise Risk Management for Integrity (1.5 units)**  
* (Mon/Tues/Thurs/Sun: April 16–May 6)  
This applied business ethics course will show MBA students how to implement and improve a corporate compliance program. A corporate compliance and enterprise risk management are the foundations of business ethics in a company because it serves as policy and procedure management defining,
communicating, training and attesting to corporate governance and ethics policies and procedures for a company.

Block 5 Regular course schedule (May 09 – June 17)

ADM 6260F00 Project Management 1 (1.5 units)
(Thurs: May 10–June 14)
Project management methods based on standards, including the Guide to the Project Management Body of Knowledge, (PMBOK®) of the Project Management Institute (PMI)®, project success and stakeholders; project charter and project plan; managing a project throughout its life cycle (identification, design, planning, realization and close-out). Students will have hands-on experience using MS Project.

PMBOK and PMI are registered marks of the Project Management Institute, Inc.

MBA 6101B00 Financial Modeling (3 units)
(Days vary: May 7–July 6)
Applications in MS Excel in corporate finance and investments. Using spreadsheets and functions, problem-solving in MS excel; Time value of money, NPV analysis, Valuation, Cost of capital, Corporate Financial Planning, Risk and Return, CAPM, Optimization, Option pricing.

MBA 6156A00 Performance Management: Business Process Modelling (1.5 units)
(Mon/Fri: June 4–11)
This course will build on the functional knowledge students have gained in the program thus far to explore the use of business intelligence at strategic levels in the organization. Core concepts will include strategy mapping, business modelling, firm-level analytics and decision models as well as the contribution of key business processes to organizational performance across a variety of different industries.

MBA 6295C00 Seminar in Management : HR in Public Sector (1.5 units)
(Thurs: May 10–June 14)
Overview of the HR management systems and practices in the federal public service. Review of key legislation and regulations. Exploration of specific HR planning, staffing, labour relations, talent management and leadership development approaches.

MBA 6295F00 Crisis Management, Organizational Continuity and Resilience (1.5 units)
Online: Apr 21-Aug 4)
This course will explore how and why public, private and nonprofit organizations prepare for, and respond to a broad range of crisis situations. A crisis is, by definition, an unusual event. But, they are not rare. They can take many forms: a natural disaster, an act of terrorism, a public health incident, an IT failure or data breech, even a major political or social event such as Brexit.

How organizations respond to these unfolding crises will set the stage for how, ultimately, the public responds. To understand crisis response takes more than skills in communication or incident command; it takes an understanding of the complex political, regulatory, social and economic factors that influence the crisis and the skills to manage these different and sometimes conflicting concerns.

Organizations must deal rapidly, correctly, comprehensively, and objectively with a crisis. Yet many organizations are so preoccupied with day-to-day operations that they fail to allocate the appropriate time and resources to crisis planning and continuity of operations. The field of crisis management has evolved greatly in the past decade and this course will examine that evolution and the key issues and challenges facing managers. In addition to the examination of the similarities and differences across the various sectors, we will analyze contemporary trends and common challenges to include risk management, crisis communication, and crisis leadership.
MBA 6296B00 Seminar: Data Supply Chain (1.5 units)  
(Tues: May 8–June 12)  
This course reviews common data sources and the processes involved in extracting and preparing data for analysis. It will cover Cognos Analytics with Datawatch, Qlik with Datamarket and will also address social media sources of data. The course will blend theory and practice so that students build practical experience preparing data sets for analysis working with all of the afore-mentioned tools.

MBA 6296I00 Seminar: Competitive Intelligence (1.5 units)  
(Wed: May 9–June 13)  
This course is a basic program designed to provide you with a comprehensive foundation to help you better understand and use competitive intelligence. The seminar introduces participants to all elements of the Competitive Intelligence process and provides an understanding of the basic requirements of competitive intelligence.

MBA 6298D00 Seminar: Equity Valuation (1.5 units)  
(Wed: May 9–June 13)  
The course will provide an overview of valuation principles and a review of applicable finance theory because both the cash flows and the discount rate depend on the firm’s capital structure and expected growth. The course will proceed from the theoretical to the application of theory in practical, focusing on a detailed examination of the inputs to the valuation calculation. Theory is presented at a relatively non-technical level, but there is still a need to use formal models with algebraic expressions. Besides theory, there are heuristic approaches to dealing with the practical aspects of valuing more complicated situations. The final segment of the course will focus on applications of the principles of valuation to situations that include valuation of private companies and mergers and acquisitions.  
Prerequisite: MBA 5350 Corporate Finance

MBA 6520B00 Marketing au 21e siècle (1.5 crédits)  
(mardi: 8 mai–12 juin)  

Block 6 Regular course schedule (June 27 – August 5)

ADM 6261F00 Project Management 2 (1.5 units)  
(Thurs: June 28–Aug 2)  
Focus on projects that have incomplete and/or unstable requirements such as IT projects or software development projects. Topics covered include: portfolio management; risk management; determining requirements and solutions; quality management; communication management; design methods (Quality Function deployment, Value Analysis); iterative and adaptive project management; fast tracking and concurrent methods of project management.

MBA 6220C00 Managing Customer Relations and the Sales Process (1.5 units)  
(Wed: June 27–Aug 1)  
The structure, processes and terminology of customer relationship management and the sales process. Practical applications of professional sales management and consumer behavior theory. Integrated view of the three critical stages of the customer relationship management: acquisition (the sales process); maintenance (the relationship strategy) and management (the design and leadership of a professional sales force).
**MBA 6295CC00 Seminar in Management: Managing Financial Resources in Public Organizations (1.5 units)**  
(Tues: June 26–July 31)

**MBA 6297D00 Seminar: Business and the Law (1.5 units)**  
(Tues: June 26–July 31)
This course is about business law. Legal knowledge is highly regarded as a business asset that builds competitive advantage for the individuals and the organization alike. This course will demonstrate how the law can protect persons and their property as well as resolve and avoid disputes. The course will also show that the law facilitates personal and commercial interactions. Finally, we will study the legal considerations inherent in the emergence of new technologies (knowledge economy), internationalization and globalization of the economy and businesses.

**MBA 6298F00 Seminar: International Project Finance (1.5 units)**  
(Wed: June 27–Aug 1)
Comprehensive overview of the risks associated with financing greenfield/brownfield projects. Allocation of risk between the main project participants: construction, operation, market, financial and legal/documentation risk. Extensive use of case studies and exercises from the following sectors: (i) Public Private Partnerships (PPP) (hospital), (ii) Infrastructure (transport), (ii) Power, including renewable energy, (iv) Natural resources (oil and gas, and mining).