

ROBERT H. LEE
GRADUATE SCHOOL



UBC Master of Management

9-MONTH FULL-TIME PROGRAM
sauder.ubc.ca/mm

For university graduates with non-business undergraduate degrees

UBC  **SAUDER**
SCHOOL OF BUSINESS

Discover the UBC Master of Management



"It's specifically geared towards students with no business background to gain the confidence and skills to be work-ready right after graduation."

Christina Meng

Customer Success Manager at Slack
San Francisco, U.S.A.
UBC MM, Class of 2013



A Business Education that Opens Up Possibilities

The UBC Master of Management (MM) curriculum provides theoretical and applied learning, with case studies, teamwork, and presentations being key components of the program. You will gain knowledge in a broad spectrum of business disciplines, including marketing, strategic management and operations.

You will couple your knowledge with personal and professional development opportunities to reach your full potential. Through one-on-one career coaching, the Hari B. Varshney Business Career Centre will help you explore your career interests, discover your talents and market your

skills to potential employers. You will also learn networking strategies, how to compose a resume that stands out, and practice mock interviews.

And with the 3-month Community Business Project, you will get to apply your newly-acquired business skills by working on a live business project for a non-profit or charitable organization. You will add valuable consulting experience to your resume while making a difference in the community.

The UBC MM will equip you with the business knowledge and practical experience to help you achieve your career goals.

Why Study at UBC?

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

You will learn from academic and business leaders alike, and with our small cohort, will 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 grounds for active engagement, will help bring the modern business world to life as you learn.

#1

Master of Management Program in Canada*

#1

University in Canada for Business & Economics^

#1

Business Program in Canada**

* QS Business Masters Rankings: Masters in Management 2021

^ Times Higher Education World University Rankings 2020

** Maclean's University Rankings 2021

Vancouver: A City of Ideas

Consistently ranked as one of the most livable cities in North America and the world (The Economist, 2019), Vancouver offers unparalleled opportunities.

A Leading Entrepreneurial City

Vancouver is home to corporations and startups alike: Microsoft, SAP, Amazon 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. Companies born here include Lululemon, Arc'teryx, and Vision Critical, all of which have hired our graduates.

amazon

ARC'TERYX

lululemon athletica

Microsoft

SAP

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.

Vancouver by the Numbers*

- **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 and Avigilon
- **60,000** people employed in Vancouver's finance sector
- Social enterprise sector employs **13,000** people and earns **\$500+** million annually

*Vancouver Economic Commission

MM Class of 2019 students, John Gay, Akbar Shakenov, George Garnett, Zowie Shu, and Andrea Qi (from left to right), celebrate after delivering their final presentation at Geering Up at UBC. Highlights of the project are below.



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 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 graduates.

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

New Revenue Stream – Spinal Cord Injury BC

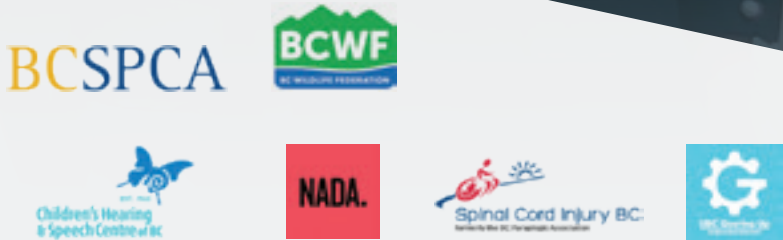
Each year, Spinal Cord Injury BC (SCI BC) continually strives to raise the funds they need to run vital services for people with life changing injuries. MM students helped produce a feasibility study and marketing strategy to scale up a t-shirt business and offer a viable new stream of revenue.

Market Research to Optimize Spending – Geering Up at UBC

Established in 1995, Geering Up sets out to deliver fun hands-on activities to encourage youth across BC to consider careers in STEM. MM students helped produce a market research analysis report and feasibility study on new locations for Geering Up’s operational expansion in the Metro Vancouver region.

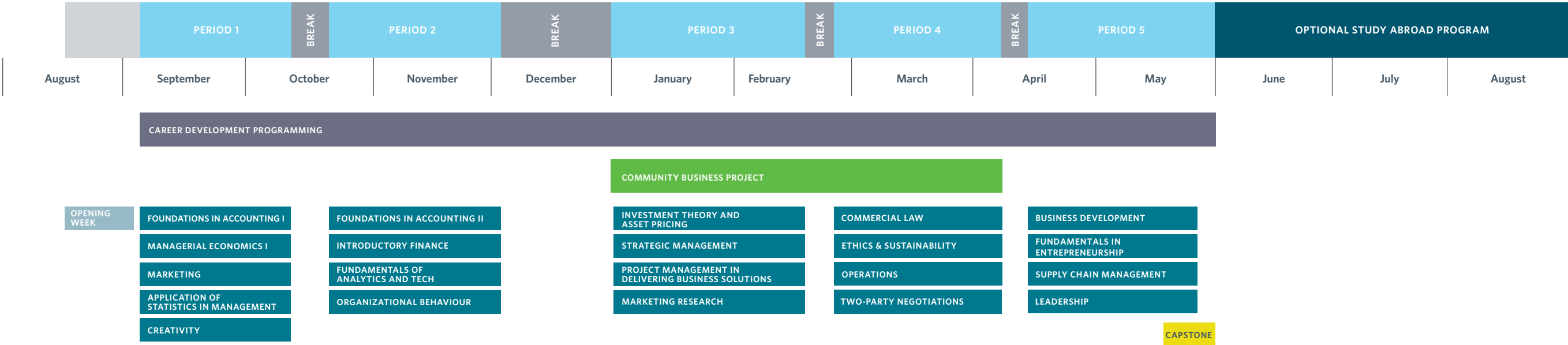


Terry Chen
Corporate Engagement Specialist at Spinal Cord Injury BC
Vancouver, Canada
UBC MM, Class of 2018



“Coming from the for-profit world, the Community Business Project allowed me to get a deeper insight, understanding and real-world experience for the non-profit sector, ultimately leading me to my current role at Spinal Cord Injury BC.”

How it Works & Program Journey



Program schedule may be subject to change

Opening Week

This mandatory orientation to the program allows you to get to know your cohort, become familiar with your program journey, and gain insight into how to succeed over the subsequent 9 months.

Career Development Programming

A mandatory Career Development course will equip you with the tools, skills and confidence to launch your career. This is complemented by 1-on-1 personalized career coaching, and emotional intelligence development. See Page 10 for more information.

Courses

A comprehensive, broad-based curriculum that gives you a strong foundation in business and management disciplines.

Community Business Project

A mandatory project allowing students to consult for non-profit organizations and social enterprises, gaining real-world, hands-on experience. See Page 4 for more information.

Capstone

A two-day business simulation giving students a final opportunity to apply and integrate their new skills in a competitive learning environment.

Optional Study Abroad Program

UBC MM Study Abroad programs take place during the summer months and vary in length from one to seven weeks. See Page 8 for more information.



Global Opportunities

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, or consider a student-researched summer program. Past students have pursued summer studies at Harvard University, London School of Economics, Indian Institute of Management (Ahmedabad), Copenhagen Business School and more. Fees may vary depending on the partner school.

Yale M2M Dual Degree

As part of UBC Sauder's membership in the Global Network, UBC MM students have the exclusive opportunity to apply to pursue their MM and a Master of Management Studies in Global Business and Society from the Yale School of Management. We are one of only four schools in the Global Network that offer this opportunity. You will 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

Your education with UBC Sauder carries international recognition: UBC was ranked #1 in Canada for Business and Economics and #34 among universities globally, by the Times Higher Education World University Rankings 2020. In addition, we currently have more than 43,000 alumni in over 80 countries, which means that you will always be a part of a strong, exclusive network, whichever corner of the globe you choose to go.



"My M2M experience allowed me to take classes that are relevant to a career path that I am passionate about and give me a more well-rounded perspective on how to make decisions that are beneficial to business and society."

Diana Zhao

Consultant at Accenture Innovation Consulting Branch
New York City, U.S.A.

UBC MM, Class of 2018

Yale MMS in Global Business & Society, Class of 2019

New Haven, U.S.A. (pictured here) is home to one of our partner schools, Yale School of Management at Yale University.

Personalized Career Development

Using in-depth knowledge of what employers around the world are looking for, the Hari B. Varshney Business Career Centre will help you explore professional development opportunities and build a career that’s meaningful to you.

We will help you:

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

Did you know that 90% of top performers also have high EQ*

Along with strong business skills, Emotional Intelligence (EQ) is one of the most in-demand competencies employers are looking for. By offering exclusive EQ assessments and development opportunities, we will help set you up for long-term career success.

*Emotional Intelligence 2.0

Networking opportunities:

- Company information sessions with top employers
- Virtual or in-person alumni mixers and employer networking events to connect and make new professional contacts
- Access to off-campus networking opportunities

Mentor and Training Programs:

- Case Interview Prep Program
- Product Management Training Program
- Sales Mentorship Program
- Strategy Consulting Mentorship Program*

*Optional program run by UBC Sauder Alumni. A summer application is required prior to the start of the program.

Career Outcomes

Wondering where the UBC MM will take you? Below are examples of where our MM students have landed.

Bachelor Degree:

- Bachelor of Biochemistry in Medical Concentration
- Bachelor of International Relations
- Bachelor of Kinesiology
- Bachelor of Science in Wood Product Processing

Career after the UBC MM:

- Business Development Representative at Splunk
- Account Strategist at CoPilot AI
- Accounting Associate at Bench Accounting
- Analyst, Valuations at MNP

84% employed within 3 months of graduation (UBC MM Class of 2019 & 2020)

\$46,121 Salary Average*

\$25,000 - \$112,000 Salary Range*

North American (NA) salary; 64% of MM graduates stay in NA after graduation

Top Industries

Consulting	Financial Services
Technology	Energy
Consumer Products and Services	Media & Entertainment

Examples of MM Employers:

“The UBC graduates we’ve hired have consistently brought valuable skill sets to Best Buy. 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
Senior 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 will be surrounded by a truly international cohort, who'll bring different perspectives, opinions and backgrounds. Experiencing this collaborative environment will help you hit the ground running in the professional world.

UBC Master of Management Class of 2021 Profile*

Class size: 58



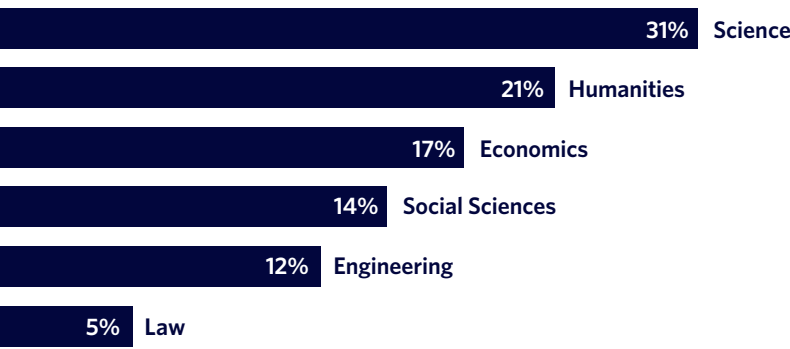
Average age:

23

% international:

57%

Undergraduate Degree Majors:



“The UBC MM built a solid foundation of business acumen supplemented by a diverse cohort which allowed me to present a compelling story to employers as to how I was different from traditional candidates.”

Boden Anderson
Senior Management Consultant, KPMG
Toronto, Canada
UBC MM, Class of 2016

Our Admissions Process

The UBC Master of Management selection process is rigorous. We intentionally keep our cohort small – with an intake of 50 to 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, they will learn from peers who have demonstrated vision, leadership and experience.

The Master of Management is designed for recent university graduates with non-business undergraduate degrees (including minors in Business Administration, Commerce or Management). You are only eligible for the MM Degree if you have less than 18 credits in commerce or business courses from your Bachelor’s degree.

1

Review our Admission Requirements & Apply Online

- a. To be considered for the UBC Master of Management Degree, it is recommended that you review our admission requirements and ensure you understand the components of the application at sauder.ubc.ca/mm
- b. Create an account on our website and get started on your application.

2

Submit Documentation

Applications will be reviewed once we have received copies of all required documents and references, and verified your test scores. Please note that if you submit unofficial documents at the time of application, official documents must be received by the Admissions office no later than the final document deadline.

- ✓ Transcripts/degree certificates/translation
- ✓ Letters of reference (electronic reference)
- ✓ GMAT/GRE
- ✓ English Proficiency Exam (required for candidates whose degrees are from a university outside Canada or the U.S.A. in which English was not the official language of instruction)

3

Interview & Await Results

- a. All candidates being considered for admission will be contacted by the Robert H. Lee Graduate School for an interview either in person or by video call.
- b. If successful, you will receive a letter of admission from UBC Sauder’s Robert H. Lee Graduate School.
- c. Accept your offer! Get ready to join the class, starting in the last week of August. All students are recommended to be in Vancouver earlier to settle in and adjust.

The UBC Master of Management at a Glance

Program and Application

Location

UBC Point Grey Campus

Vancouver, British Columbia, Canada

Fees*

Canadian Citizens and Permanent

Residents: \$31,425 CAD

International Students: \$50,616 CAD

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

Scholarships

Merit scholarships are available for Canadian Citizens, Permanent Residents and from these regions of the world: South & Latin America, Asia, & Europe.

To qualify for the merit scholarships, you will need to meet the requirements and apply by the application deadlines. A guaranteed admissions decision will be made in 8 weeks. Terms and conditions apply.

For more information on scholarships and application requirements visit sauder.ubc.ca/mm/apply

Contact Us

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THE UNIVERSITY OF BRITISH COLUMBIA

