MBA in Sustainable Commerce
A unique MBA that will set you apart

Overview
The University of Guelph’s MBA in Sustainable Commerce aims to explore what CSR/sustainability means in an organizational or business context and what our students can do to become leaders who inspire change and contribute to the growing shift in the role of business in society and the impetus for local and global sustainable and ethical businesses. The MBA in Sustainable Commerce specialization is designed to prepare graduates for advanced careers in which sustainability is a key business objective by implementing the alignment of executives, business and strategy to build the triple bottom line, measuring what matters.

The University of Guelph MBA applies contemporary management concepts and strategies to industries where the University has distinctive capability and a world class reputation. The University of Guelph's MBA in Sustainable Commerce builds and develops key managerial skills, and specialization courses allowing participants to apply concepts and skills to management situations in a particular sector. Case studies are widely used.

The MBA in Sustainable Commerce is offered in an interactive online learning format enhanced by three brief in-classroom sessions.

Program Features
- **Accessibility & Flexibility** - The program is uniquely designed and delivered. Leading-edge interactive technology provides students with unparalleled flexibility and accessibility.
- **Managerial Development** - The MBA provides students with the relevant skills and knowledge to move their careers forward in an increasingly competitive global environment.
- **Networking** - The diversity of student representation provides an invaluable opportunity for students to network with others within and across industries.

Why the MBA is for you
**As a participant in the program you will:**
- Integrate community, ethics and sustainability while building a competitive strategy
- Develop your managerial skills and competencies through our comprehensive program of theoretical study backed by practical experience and analysis
- Study management that is relevant to executives in the sustainable commerce and related industries focusing on relevant industry issues
- Gain insight into your own strengths and weaknesses thereby allowing you to draw more effectively on your managerial abilities
- Advance your management academic standing with an electronic learning format that is flexible enough to accommodate hard-working executives

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<th>Core Courses</th>
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| **Management Communications**  
Examination of the theory, function and practice of managerial communications with particular emphasis on developing communication strategies and skills. |
| **Foundations of Management Leadership**  
This course will enhance students’ interpersonal skills, as well as their knowledge and understanding of the theory and research underlying effective team management and collaboration on an organization. Experiential approaches are used to enhance managerial skills. |
| **Financial & Managerial Accounting**  
This course emphasizes the gathering and use of financial information to facilitate effective financial and management decisions. Cases are used to approach the subject from the perspective of the user of accounting information rather than that of the supplier. |
| **Research Methods for Managers**  
Students learn to formulate a research problem, undertake a literature review, and to select and use appropriate quantitative and qualitative techniques for the collection and analysis of relevant data. The course also promotes the use of the World Wide Web as an information resource. |
| **Financial Management**  
This course takes the viewpoint of the senior financial officer of a commercial enterprise. The focus is on the management of cash, accounts receivable, inventories and capital assets, as well as on the sourcing of funds through short-term liabilities, long-term debt and owners’ equity. |
| **Foundations of Human Resource Management**  
This course examines the essential human resource management functions of planning, staffing, employee development, compensation, health and safety, labour relations, and legal compliance, in a variety of organizational settings. |
| **Operations Management**  
This course applies operations research theory and practices to management problem solving and decision-making. The focus is on modeling service and product delivery systems and major emphasis is placed on managerial problems in food and agribusiness organizations. |
| **Sustainable Value Creation**  
This course is designed to provide an introduction to the relevance of sustainability as a strategic framework for driving value creation and to enhance critical thinking skills that will enable students to more effectively identify and formulate strategic sustainability initiatives for organizations. |
| **Strategic Management**  
An integrative course which draws together the conceptual theories and models of the graduate program core. Utilizes conceptual, analytical, problem identification, and problem solving skills. |
Course Outline - Sustainable Commerce Specialization

Sustainable Commerce Marketing Strategy
Analysis and application of marketing foundations through integration of marketing variables with real-world situations and in-depth analysis of strategic marketing issues.

Environmental Management and Governance
Analysis, evaluation and management of environmental resources. Emphasis is on biophysical and socio-economic concepts and methods which offer a more comprehensive and integrative basis for environmental decisions.

Business Practices for Sustainability
This course focuses on critical strategic and managerial issues related to sustainability and introduces students to concepts linking organizational strategies and sustainability principles. It explores how managers can integrate consideration of the environment and society into business strategies and business practices to improve competitive advantage and create environmental, social and economic value.

Choice: Major Research Project OR Pass by Course Option

Major Research Project
This course involves a directed research project leading to a referenced, professional report on a management problem or issue.

Organizational Theory and Design – Pass by Course
Core concepts in organizational theory and their interrelationships as well as concepts such as group decision making and intragroup and intergroup dynamics are explored.

Global Business Today – Pass by Course
This course will survey the key issues related to doing business internationally including the cultural context for global business, cross border trade and investment, ethics, the global monetary system, foreign exchange challenges and effectively competing in the global environment.
Admission Requirements

- A four-year Honours undergraduate degree from a “recognized university” with a minimum average of “B-” (70-72%) during the last four semesters or two academic years of the program.

- Work Experience: Minimum 3 years of relevant work experience.

OR...

- The GMAT is mandatory for applicants from a honours program who do not offer the relevant work experience.

OR...

- General degree, diploma and/or an acceptable professional designation.

- Work Experience: At least 5 years of work experience showing progressive increases in responsibility.

Application Deadline March 31st

Contact Information

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Please do not hesitate to contact our office for any questions that you may have about our program or your application.

* Information may be subject to change
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