

UNB | FACULTY OF MANAGEMENT

GRADUATE PROGRAMS



GRADUATE PROGRAMS

The Faculty of Management at the University of New Brunswick (UNB) is a recognized centre for experiential learning and entrepreneurial thinking. We offer the Master of Business Administration (MBA) and Master in Quantitative Investment Management (MQIM). Both programs provide students with a professional, experienced, and relevant perspective on the business world.

As a student in our graduate programs, you will join a collaborative community of other students, faculty, alumni, and business leaders. You will enjoy many opportunities to apply theory to real-world challenges, explore careers, build your professional skills, and network with industry practitioners.

Both our MBA and MQIM programs include weekly professional development classes with experts and community leaders that expose students to relevant business issues, and help them develop workplace competencies, explore careers, and build confidence.

KNOWLEDGE, EXPERIENCE, SKILLS... READY!

Our graduate programs combine a solid foundation of academic coursework with hands-on experiential learning opportunities to help you prepare for your career, stand out in the job market, and succeed in dynamic and ever-changing industries.

MBA

MASTER OF BUSINESS ADMINISTRATION

Our two-year MBA introduces you to the foundations of business and provides the flexibility to customize your coursework to suit your career goals.

In the first year you gain a solid business foundation by taking required courses that introduce you to the functional areas of business. In the second year, you take two required courses and can tailor the program to focus on your area(s) of interest by taking a variety of electives or by completing one of our concentrations.

You have the option to complete the MBA through coursework, coursework and a research project or coursework and a thesis.

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Pursuing an MBA at the University of New Brunswick Faculty of Management was one of the best decisions I've ever made. The program not only provided a robust and experiential education but also opened up many opportunities that have been instrumental in my career growth. The strong alumni network is incredibly supportive and has been a valuable resource that I can continually lean on. This experience has truly been transformative, equipping me with the skills and connections needed to excel in the business world. If you are considering an MBA in Canada - UNB should be top on your list.

NANDI KAUL (MBA '20), TRADE
MISSION SPECIALIST, OPPORTUNITIES
NEW BRUNSWICK

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MBA STATS

Salary increase
before-after MBA



\$40,286

Job offer 3-months
after graduation



81%



The 23-24 school year saw a

15% INCREASE

of female students

COUNTRIES OF ORIGIN

Azerbaijan	Canada	Ghana	Jordan	Nigeria	Tanzania
Bangladesh	Chile	India	Kenya	Pakistan	Turkey
Bhutan	China	Iran	Myanmar	Philippines	United States
Brazil	Egypt	Israel	Nepal	South Africa, Rep. of	Vietnam

UNIQUE PROGRAM OFFERINGS

MBA with Concentration in Management Analytics

The business world needs graduates who are tech savvy and capable of making sense of the vast amount of data available. The ability to make sense of it, and use it to the competitive advantage of organizations is a high-demand skill. This concentration teaches you how to analyze data and apply it to business, an invaluable skill set that will give you and the organizations you work for an edge.

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My time in the MBA program at UNB was extremely rewarding while also being challenging and demanding. The program gave me the well-rounded business education that I wanted as a professional engineer. While I enjoyed the entire process, only now can I see how much my business education at UNB has changed the projection of my career and my understanding of business. The professors are world class, the students are experienced and engaged - all of which made for an exceptional experience. I would recommend UNB to anyone looking for an MBA program.

SARAH YOUNG (MBA '24, P.ENG.),
MANAGER OF MUNICIPAL INFRASTRUCTURE,
EXP SERVICES INC., FREDERICTON, NB

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UNIQUE *experiential learning* OPPORTUNITIES

VENTURE ASSESSMENT/ FRASER STUDENT VENTURE FUND

Venture Assessment is a flagship course in the Concentration in Venture Commercialization, Scaling and Investment. Students work alongside venture capitalists with the New Brunswick Innovation Foundation (NBIF), to evaluate early-stage companies for scalability and innovation, and make investment recommendations to the Fraser Student Venture Fund after thorough due diligence.

“

Venture Assessment is unlike any other UNB course. If a pop culture reference could help you visualize what this course approximates, think Dragons' Den. Real entrepreneurs pitched to my class, each hoping to raise startup capital. Thanks to the Fraser Student Venture Fund, the startup capital was real. As part of a team, my responsibilities included evaluating each opportunity, conducting due diligence, and presenting our opportunity assessments to the investment committee. It often felt like I was an analyst working for a real venture capital firm. This course is experiential learning at its absolute best!

PATRICK BIDLAKE (MBA '23),
ONLINE COMPUTER SCIENCE TEACHER,
NEW BRUNSWICK ANGLOPHONE
SCHOOL TEACHER

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UNIQUE PROGRAM OFFERINGS

MBA with Concentration in Venture Commercialization, Scaling and Investment

Whether you want to start your own business, invest in startups, or scale existing businesses, this concentration covers all the bases. Students complete this program with a unique perspective and skill set that sets them apart from others across all industries.





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I believe that the MBA Sports and Recreation Management curriculum is thoughtfully designed to cover all aspects of sport and recreation management, from marketing and finance courses to real-life experiences within organizations. The program provides the best of an MBA with its creativity towards the sport and recreation field.

In this program I developed an appreciation for not-for-profit sport organizations and saw what it really took for them to function. I now manage the River Valley Community Centre in Grand Bay-Westfield, NB, where I handle day to day operations of the facility and ice plant while also being given the opportunity to facilitate community programming opportunities and fundraising efforts.

ALEX CLARK (MBA.SRM '23),
MANAGER, COMMUNITY CENTRE IN
GRAND BAY-WESTFIELD NB

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Canada's only MBA program in Sports and Recreation Management

Offered in partnership with UNB's faculty of kinesiology, the MBA in Sport and Recreation Management combines business knowledge with a focus on sports and recreation management. After completing your coursework, you will participate in an internship where you will apply your knowledge to real industry challenges.

The MBA SRM program prepares you for careers with a variety of public, private and not-for-profit organizations such as:

- Professional sports leagues and/or organizations
- Amateur sport leagues and/or organizations (e.g. National and Provincial/Territorial Sport Organizations)
- Recreation and/or sport facilities management

Graduates of this program have found careers in sport and recreation marketing and sponsorship. Many are managers and program directors with private recreation clubs, and are directors with municipal and provincial recreation sports organizations.

UNIQUE PROGRAM OFFERINGS

MBA IN SPORT AND RECREATION MANAGEMENT

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During my MBA I completed an internship with the Calgary Immigrant Women's Association (CIWA), a non-profit organization dedicated to recognizing and addressing the unique concerns and needs of immigrant and refugee women, girls and their families. It was a great three months because my role allowed me to collaborate with CIWA's partners and family resource networks in different departments across Alberta. The highlight of my time there was being entrusted with organizing an event for over 50 representatives in rural Alberta, during which I presented my research and related documents. By managing a project desk, collaborating with a network of professionals, and successfully completing high-level tasks, this experience helped to prepare me for my career as Policy Analyst with the Government of New Brunswick.

MABLE GEORGE (MBA '24), POLICY ANALYST,
GOVERNMENT OF NEW BRUNSWICK

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UNIQUE ***experiential***
learning OPPORTUNITIES

INTERNSHIP

Students have the option to complete an internship to gain practical experience and build professional networks between the first and second years of the MBA program.

UNIQUE *experiential* *learning* OPPORTUNITIES

Student Investment Fund: For over 25 years this course has been teaching students how to invest by managing a real fund now worth over \$14.0 million. The Student Investment Fund (SIF) course combines finance theory with hands-on investment experience. Delivered in partnership with industry partners Vestcor and SEAMARK Asset Management, the SIF course follows the study path to the CFA Level One exam. Students completing this elective have found careers with top financial firms across Canada and internationally.

“

The exceptional MBA program at UNB played a pivotal role in establishing a solid foundation for my management skills. The meticulously designed program fostered teamwork and camaraderie among my peers, while equipping me with a comprehensive knowledge base. Moreover, the Student Investment Fund proved to be an invaluable asset, offering a profound understanding of the capital markets, equity research, and portfolio management industry. Additionally, the program extensively covered the CFA Level 1 structure and material, enabling students to participate in the prestigious CFA Research Challenge. This remarkable opportunity allowed me to showcase my skills in front of seasoned industry professionals, further validating my capabilities, and later landing me a job at one of Canada's top-tier asset management firms, Mackenzie Investments.”

CALEB LETELE (MBA '23), BUSINESS DEVELOPMENT
MANAGER, MACKENZIE INVESTMENTS

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UNIQUE PROGRAM OFFERINGS

Joint MBA/JD

In our joint MBA/JD program, you earn a Juris Doctor and Master of Business Administration in four years. Typically, the second year is designated for MBA studies.

This joint program teaches you the theoretical and practical aspects of the legal system and the major functional areas of business. Corporations and law firms across the country are quick to recruit our MBA/JD graduates because of their distinctive qualifications.

CAREERS

Here are some examples of positions held by graduates of our MBA program:

- **Business Development Executive** – *Sedin Technologies*
- **Senior Analyst** – *MUFG Investor Services*
- **Investment Associate** – *Alberta Teachers' Retirement Fund Board*
- **CEO and Founder** – *Beauceron Security*
- **VP Operations and Founder** – *Resson Aerospace*
- **CEO** – *RE/MAX Kenya*
- **Vice President** – *Populus Global Solutions, Inc.*
- **President** – *CDS and CDCC, TMX Group*
- **President and CEO** – *Acceleron*
- **CIO** – *M&T Bank*
- **President and CEO** – *New Brunswick Business Council*
- **Strategy Consultant** – *Deloitte Canada*
- **Small Business Advisor** – *Scotiabank*
- **Project Advisor** – *Service Canada*
- **Data Analyst** – *Government of NB*
- **Legal Counsel** – *Purolator*

FINANCIAL ASSISTANCE

- \$5,000 entrance scholarships based on academic merit.
- Opportunities for graduate teaching or research assistantships.

MBA ADMISSION REQUIREMENTS

- **Bachelor's degree** from a recognized university (any field) with B average (3.0/4.3 CGPA).
- **Proof of English competency (if applicable)**
 - **IELTS (A):** Minimum overall score of 7, with no category below 6.5.
 - **TOEFL iBT:** Minimum score of 94.

APPLICATION REQUIREMENTS

- **Official transcripts** and grading scales for all undergraduate and graduate work are required. **Applicants with international degrees are required to submit a WES ICAP course-by-course evaluation** that includes all prior post-secondary credentials obtained.
- **Statement of Purpose** including background, goals, career aspirations.
- **Minimum GMAT score of 515 (or GRE Equivalent).** The GMAT can be waived if certain criteria are met.
- **Official TOEFL or IELTS result.**
- **Detailed resume** of academic studies, employment history, and other relevant experience. Normally two years work experience is expected.
- **Three reference letters** including a mix of academic and professional. MBA SRM applicants require two academic references.

Application deadline: March 31 for September start.

Questions?
Contact Us



T 506.453.4766
E MBAcontact@unb.ca

UNB.ca/fredericton/management/grad/mba

MQIM

MASTER IN QUANTITATIVE INVESTMENT MANAGEMENT

*Canada's first Master in
Quantitative Investment
Management Program*



The Master in Quantitative Investment Management program is a one-year graduate degree that provides specialized skills in quantitative investment management.

In the MQIM program, you will take courses across disciplines to

- learn the fundamentals of finance knowledge
- develop sophisticated analytic and programming skills
- gain an in-depth understanding of quantitative investing
- develop the practical skills and knowledge to establish a high-paying career

The program begins in August with a boot camp that students need to complete before the fall term starts, helping them quickly gain the specialized skills needed to succeed in their coursework.

During the fall and winter terms you take a combination of required courses, electives and professional development modules.

CAREERS

- **Quantitative Analyst**
- **Quantitative Developer**
- **Analyst**
- **Data Scientist**
- **Trading Associate**
- **Risk Management Associate**
- **Quantitative Investment Analyst**

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Near the end of my engineering degree at UNB, I developed an interest in finance, and it was clear that the MQIM program would be a great opportunity. The primers at the beginning and the expert instruction from industry professionals set the program apart from others for me. Coming from a non-finance background, I had a steep learning curve at the start. The opportunity to learn a wide range of topics with rigorous practical projects, taught by people who do this in the real world, was a huge advantage.

The rigorous curriculum of this program seamlessly blends finance, economics, mathematics, data analysis, and coding, and prepared me for the challenges of modern investment management. Today, I leverage the expertise I gained at UNB to make informed investment decisions in my job as Quantitative Investment Analyst at Vestcor. The MQIM program set me on a path to success.

ZACHARY BURRELL (MQIM '22), QUANT
INVESTMENT ANALYST, VESTCOR

”

MQIM ADMISSION REQUIREMENTS

- **Bachelor's degree** from a recognized university. Preference will be given to applicants with degrees in mathematics, statistics, computer science, science, engineering, business or economics.
- **Minimum grade** of a B average or cumulative grade point average (CGPA) of 3.0 out of 4.3.
- **Quantitative proficiency** with a minimum GMAT of 555 or equivalent GRE result and strong, recognized quantitative background.
- **English Language Competency (if applicable)** with a minimum score of 94/120 (Internet-based) on the Test of English as a Foreign Language (TOEFL), or 7/9 on the International English Language Testing System (IELTS) Academic Module.
- **Computer programming skills** are strongly recommended.
- **Pre-requisite course** is the successful completion of completion of a university-level economics course.

FINANCIAL ASSISTANCE

Entrance awards ranging from \$3,000 to \$10,000 based on academic merit.

Questions?
Contact Us



T 506.458.7510
E MQIM@unb.ca

UNB.ca/fredericton/management/grad/mqim/

APPLICATION REQUIREMENTS

- **Official transcripts** of all undergraduate and graduate work. **International applicants are required to submit a WES ICAP course-by-course evaluation** that includes all prior post-secondary credentials obtained.
- **Statement of purpose** including background, goals, career aspirations.
- **Minimum GMAT score of 555 or GRE equivalent.** The GMAT can be waived if certain criteria are met.
- **Official TOEFL or IELTS result.**
- **Detailed resume** of academic studies, work experience, and computing skills and experience.
- **Three reference letters**, at least one of which is from a professor.

Application Deadline: March 31 for September start.

UNIQUE *experiential learning* OPPORTUNITIES

Quant Student Investment Fund

This six-credit-hour elective course offers experiential learning in quantitative portfolio management as practiced in the financial industry. Under the guidance of our industry partner, Vestcor, you will manage a multi-million-dollar portfolio using industry-standard quantitative techniques for forecasting return and risk, as well as constructing portfolios. During the course, you will develop a marketing pitch book, assume the role of portfolio manager, and deliver group presentations on the strategy's performance.

Capstone Project

Showcase your knowledge and skills! Students finish the MQIM program with a capstone project involving either an industry relevant research project or an internship. Through both options, you will be able to apply your theoretical knowledge to real world challenges to learn first-hand how you can use your skills to have an impact.

MQIM STATS

COUNTRIES OF ORIGIN

Bangladesh
Canada

China
Cote d'Ivoire

Ghana
India

Mexico
Morocco

Nigeria
Zambia



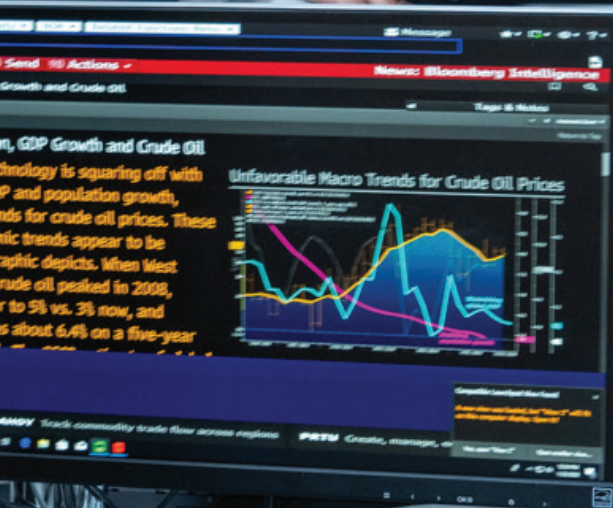
95%

of students in the program have received entrance scholarships.



73%

of students who applied for internships received one. (2022-2024 cohorts)



UNIVERSITY OF NEW BRUNSWICK

Established in 1785, the University of New Brunswick is located on the east coast of Canada, and is known for its world-class teaching, research, and personalized student experience. UNB is consistently ranked among Canada's top 10 comprehensive universities. Its programs prepare students for a global future and equips them with the critical thinking, resourcefulness and creativity to harness their true potential.

FACULTY OF MANAGEMENT

UNB's faculty of management is accredited by AACSB International, which is recognized worldwide as the highest standard of quality and achieved by only 6 percent of the world's leading business schools. AACSB-accredited schools are trailblazers in teaching, research, and societal impact.

Our faculty members come from all over the world and are known for their innovative teaching and research. Their research is published in quality journals including several in the Financial Times Top 50.

CITY OF FREDERICTON

Fredericton is the capital city of New Brunswick, and offers a low cost of living, a balanced lifestyle with abundant recreational and cultural amenities, short commutes and affordable, safe living. The city is known for its Harvest Jazz & Blues Festival, one of the largest in Atlantic Canada. It is home to the largest concentration of knowledge-based businesses in the province and is one of the fastest growing cities in Atlantic Canada.







Experiential learning, entrepreneurial thinking and a collaborative spirit are the hallmarks of our culture. Join us at UNB's Faculty of Management and discover your potential today!



UNB Ideas with Impact



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UNB Faculty of Management



Master in Quantitative Investment Management



IBEC Speaker Series Online



[UNB.ca/management](https://unb.ca/management)