Queen's MIB
Master of International Business

Your Global Gateway
ssb.ca/mib
THE STEPHEN J.R. SMITH
SCHOOL OF BUSINESS
at Queen’s University

In October 2015, in recognition of an extraordinary gift from Queen’s alumnus Stephen Smith, Queen’s School of Business became The Stephen J.R. Smith School of Business. Under this new name, the School will continue to be one of the world’s premier business schools and a major innovator in the field of business education.

In addition to its highly acclaimed MBA programs, Smith School of Business is also home to Canada’s most prestigious undergraduate business program and several outstanding graduate programs. As well, the School is one of the world’s largest and most respected providers of executive education.
INTERNATIONALIZATION – A STRATEGIC PRIORITY

At Smith School of Business, the focus on internationalization is evident in many ways.

International Students at Smith

Queen’s University has been welcoming international students since 1849. Today, there are more than 110 countries represented within our student body. While at Smith, international students have the support and services of the International Centre (quic.queensu.ca).

Within the Queen’s Master of International Business program, we have welcomed students from the following countries over the past three years.

Albania  Austria  Azerbaijan  Bahamas  Bangladesh  Belgium  Brazil  Cameroon  Canada  China  Colombia  Denmark  Egypt  El Salvador  Finland  France  Germany  Grenada  India  Iran  Iraq  Italy  Jamaica  Jordan  Lebanon  Libya  Madagascar  Mexico  Morocco  Norway  Pakistan  Panama  Peru  Russia  Saudi Arabia  Slovenia  South Korea  Spain  Sweden  Switzerland  Turkey  USA  Venezuela  Vietnam
The program provides an in-depth examination of issues ranging from the global economy to cross-cultural leadership. Queen's Master of International Business is a direct entry program requiring no previous full-time work experience. Typically, successful candidates will have an undergraduate degree in business. However, candidates with an undergraduate degree in other disciplines may also be eligible, provided they meet certain requirements.

**Single Degree and Double Degree Options**

There are a variety of ways to pursue the Queen's Master of International Business degree. You may choose to earn the Queen's degree on its own, or you may elect to earn a second master's degree from one of our ten double degree partners.

**A Practical Approach**

At Smith we don’t just talk about international business, we help you experience it. Our single degree program option provides you with over 40 different destinations to pursue your international exchange. The real-world immersive experience is what will help set you apart following graduation.

**Broaden Your Opportunities**

Queen's Master of International Business will open the door to the international career opportunities you have dreamed about. The Business Career Centre at Smith provides a full array of support to start you on your desired career path.

*Please visit ssb.ca/mib for more details*
THE POWER OF TEAMS

Queen’s Master of International Business utilizes an innovative approach to team-based learning that is far more sophisticated than that used in other programs. We believe strongly in our team-based approach because it mirrors today’s progressive workplace. You will leave the program with a thorough understanding of the best practices for successful team-building and teamwork, well-prepared to be a valuable member of a high-performance team.

Understanding the Power of Teams

While other programs talk about “teamwork”, what they are actually referring to is “group work” – a very different concept. At Smith School of Business, you are assigned to a team for the core of the program, and a significant portion of your overall grade is derived from teamwork. Team members collaborate on assignments, projects and presentations, drawing on the skills and experience of individual team members, greatly enhancing the learning experience.

Learning Teams

Each Learning Team consists of 6-8 students. Teams are carefully assembled to maximize diversity of gender, academic experience, and cultural background – reflecting the reality of today’s working environment.

Developing Your Team and Leadership Skills

One of the greatest benefits of our team-based approach is the opportunity to develop your team and leadership skills – skills that are essential in business. At Smith you don’t just learn about teamwork and leadership, you put them into practice every day. Each team member is given many opportunities to lead projects or contribute to projects led by other team members.

“The Queen’s MIB program allowed me to gain a solid understanding of what it really means to be part of an international team. The program, which I was able to tailor to my own areas of interest, provided me with highly transferable skills, knowledge and a global mindset that have proven to be advantageous in working toward my career goals.”

WESLEY SEIBUTIS, MIB 2013
Contract Management Specialist
Suncor Energy
Calgary, AB
A Variety of Teaching Methods
Our faculty utilize a variety of teaching methods to meet the needs of a variety of student learners. The case method, team projects, simulations and lectures are all part of the classroom experience.

Cultural Intelligence Training
In today’s globalized workforce, you will work alongside individuals from a broad array of cultures. As part of the MIB program, we will assess your Cultural Intelligence and help you develop a plan to develop your skills in this critical area. During the program, you will benefit from cultural diversity within the class.

Experiential Learning
The team-based International Consulting Project provides an opportunity to work with an existing multinational organization or a start-up organization with international aspirations. The project will focus on an issue or opportunity the organization is facing in the area of international business. You and your team will continue to work on the project even while the team is geographically dispersed – just as you will throughout your career.

Tailor the Program to Meet Your Needs
Aside from the four core courses, you are free to choose the master-level business courses, or foreign language courses, that are of specific interest to you. You will also have the option of pursuing the single degree or the double degree.

YOUR LEARNING EXPERIENCE
Our unique curriculum is enhanced with sessions in Communications & Professional Skills. These interactive sessions, with our team-based learning model and career development plan, will enable our students to take their career to the next level.

Earn your Certificate in Responsible Leadership
The Queen’s MIB program offers this optional Certificate in partnership with the Centre for Social Impact. The Certificate program includes academic, outreach, and research components. As well, students have opportunities to interact with leading experts, practicing social entrepreneurs, and successful corporate intrapreneurs. The program provides a suite of skills for successful leadership and responsible decision-making.
These numbers include students from the following countries:

- Austria
- Bangladesh
- Belgium
- Brazil
- Cameroon
- Canada
- China
- Colombia
- Denmark
- El Salvador
- France
- Germany
- Grenada
- India
- Italy
- Morocco
- Pakistan
- Panama
- Peru
- Spain
- Sweden
- USA
- Venezuela
- Vietnam
SINGLE DEGREE OPTION

The single degree option enables you to earn a Queen’s Master of International Business degree in 12 months. The program is structured in three stages, and a major team-based project spans all three. The second stage of the program provides an international exchange at one of our more than 40 international business school partners.

“The consulting project is a unique aspect of the MIB program which allowed us to apply what we learned in the classroom. It offered a simulation of a real-world consulting project, working with a client on an ongoing basis to solve a business problem. The MIB program also puts a significant emphasis on multicultural team-based learning, which is an important soft skill in today’s business environment.”

CHINTAN BHATT, MIB 2016
Associate Account Manager
RBC
Toronto, ON
## SINGLE DEGREE SCHEDULE

### Team International Consulting Project

- **Preparation of your Project Proposal**
- **Regular virtual team meetings to coordinate data collection and analysis**
- **Project completion and presentation**

<table>
<thead>
<tr>
<th>Stage 1</th>
<th>Stage 2</th>
<th>Stage 3</th>
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<tbody>
<tr>
<td><strong>Smith School of Business</strong></td>
<td><strong>International Exchange Destination</strong></td>
<td><strong>Location of choice</strong></td>
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### Core Courses:
- Business in the Global Economy
- Leadership Across Cultures
- Global Strategy
- Global Virtual Teams

### Electives: *(Choose 1 or 2)*
- International Marketing Strategy
- Finance for Global Managers
- International Operations Management
- Key Topics in International Business

### Equivalent of five courses from a partner institution
A list of available courses at partner institutions will be available to you prior to making your exchange decision.

### The team project is to be completed and may be presented in person at Smith, or remotely from a location of your choice.
The international exchange in Stage 2 of the program provides an exciting cross-cultural learning experience that greatly enhances the impact of the program. Classes at our international business school partners are all conducted in English. Our international exchange partners include leading business schools in 25 countries around the world.

Subject to availability. Please consult ssb.ca/mib for the latest information.

<table>
<thead>
<tr>
<th>Country</th>
<th>City</th>
<th>Partner Name</th>
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<tbody>
<tr>
<td>Argentina</td>
<td>Buenos Aires</td>
<td>Torcuato Di Tella University, Di Tella Business School</td>
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<td>Australia</td>
<td>Brisbane</td>
<td>Queensland University of Technology, Business School</td>
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<td>Perth</td>
<td>The University of Western Australia</td>
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<td>The University of Sydney, Faculty of Economics and Business</td>
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<td>Vienna</td>
<td>Vienna University of Economics and Business Administration</td>
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<td>Solvay Brussels School of Economics &amp; Management</td>
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<td>Louvain-la-Neuve</td>
<td>Louvain School of Management</td>
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<td>São Paulo</td>
<td>Fundação Getulio Vargas, Escola de Administração de Empresas de São Paulo</td>
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<td>University of Economics, Prague</td>
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<td>ESSEC Business School</td>
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<td>Università Commerciale Luigi Bocconi</td>
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<td>Maastricht University, School of Business and Economics</td>
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<td>Bath</td>
<td>University of Bath, School of Management</td>
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<td></td>
<td>Birmingham</td>
<td>Aston University Business School</td>
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DOUBLE DEGREE OPTIONS

This program offers several opportunities to earn a second Master’s degree. Double degree options provide additional learning and a much broader perspective compared to the single degree option.

Why Choose a Double Degree

Having a second degree from an international business school will differentiate you from graduates of other business programs. If you envision yourself working in other countries or for multi-national organizations during your career, a double degree will provide you with the global insight and experience recruiters are looking for. Even if you don’t plan to work outside of your home country, the international experience gained from a double degree will help you better understand and collaborate with your future colleagues, business partners and customers around the world.

Double Degree Partners

Our double degree partners are among the best business schools in the world. Each of these institutions is accredited, highly internationalized, and highly ranked. We currently offer 11 double degree options. These options vary in duration, courses required, electives offered and the degree that is granted. A summary is provided on the following pages, with more details available on our website ssb.ca/mib.

Other benefits of a double degree option include:

• The opportunity to earn two master’s degrees in less time and for considerably less money than it would take to earn them separately
• The benefit of career support from both universities
• Access to the alumni organizations of both universities and an invaluable international professional network
• Participation in internships or business projects
• The opportunity to develop functionality in a foreign language (available in some of the double degree options)
• Ability to specialize and build expertise in a particular region or discipline via Smith’s extensive partner network

“Queen’s Master of International Business in combination with WU Vienna’s Master in Strategy, Innovation & Management Control gave me the perfect educational foundation for an international career. The MIB program stands out for its very practical courses, unique diverse environment, individual career-coaching and an extraordinary team-based approach. The skills I acquired during my time at Queen’s prepared me for the challenges I am now facing every day in an international and fast-moving environment at P&G Canada.”

MANUEL EL-SAYED, MIB 2014
Finance Manager
Procter & Gamble
Toronto, ON
DOUBLE DEGREE EXCHANGE OPTIONS

BI Norwegian Business School

- **Location**: Oslo, Norway
- **Duration**: 24 months
- **Degrees Earned**: Master of International Business (Queen's)  
  Master of Science in Business (BI Norwegian)
- **Program Structure**: Year 1 – BI Norwegian Business School  
  Year 2 – Smith School of Business
- **Business Format**: Core courses, electives & thesis required
- **Notes**: The MSc in Business will provide students with a solid business foundation with the opportunity to specialize in one of the following areas: marketing, finance, economics, strategy, logistics, operations & supply chain management. Students then come to Smith to complete the MIB degree.

bi.edu/master

Cass Business School

- **Location**: London, England
- **Duration**: 24 months
- **Degrees Earned**: Master of International Business (Queen's)  
  Master of Science in Management (Cass)
- **Program Structure**: Year 1 – Smith School of Business  
  Year 2 – Cass Business School
- **Business Format**: Core courses, electives & optional research project
- **Notes**: There are 16 specializations including marketing, finance, supply chain management and shipping & energy. Please visit the website for a complete list.

cass.city.ac.uk
**Católica Lisbon School of Business & Economics**

- **Location**: Lisbon, Portugal 🇵🇹
- **Duration**: 24 months
- **Degrees Earned**: Master of International Business (Queen’s), MSc in Management (Católica Lisbon)
- **Program Structure**: Year 1 – Smith School of Business, Year 2 – Católica Lisbon School of Business & Economics
- **Business Format**: Core courses, electives & required thesis
- **Notes**: Students may choose to specialize their Católica degree in one of the following areas: corporate finance, entrepreneurship & innovation, marketing or strategy & consulting.

  clsbe.lisboa.ucp.pt

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**Copenhagen Business School**

- **Location**: Copenhagen, Denmark 🇩🇰
- **Duration**: 24 months
- **Degrees Earned**: Master of International Business (Queen’s), Master of Science in Business, Language & Culture (CBS)
- **Program Structure**: Year 1 – Smith School of Business, Year 2 – Copenhagen Business School
- **Business Format**: Core courses, electives & thesis required
- **Notes**: The MSc in Business, Language & Culture requires proficiency in English and one of the following languages: Mandarin, French, German, or Spanish.

  cbs.dk/en
Double Degree Exchange Options (Continued)

**ESADE Business School**

- **Location**: Barcelona, Spain
- **Duration**: 24 months
- **Degrees Earned**: Master of International Business (Queen's)  
  Master of Science in Marketing Management (ESADE)
- **Program Structure**:  
  Year 1 – Smith School of Business  
  Year 2 – ESADE Business School
- **Business Format**: Specialization courses & electives with choice of thesis, individual business plan or in-company project
- **Notes**: Optional international study tour from ESADE. Students can choose to specialize by either sector or functional area.

ESADE.edu/management

**ESSEC Business School**

- **Location**: Cergy, France
- **Duration**: 24 months
- **Degrees Earned**: Master of International Business (Queen's)  
  MSc in Management (ESSEC)
- **Program Structure**:  
  Year 1 – Smith School of Business  
  Year 2 – ESSEC Business School
- **Business Format**: Core courses, electives & work experience
- **Notes**: Choose from more than 200 electives and 20 specializations, and experience an optional internship in France.

essec.edu
Maastricht University

Location: Maastricht, Netherlands
Duration: 16 months
Degrees Earned: Master of International Business (Queen's), Master of Science in International Business (Maastricht)
Program Structure:
- Year 1 (Fall semester only) – Smith School of Business
- Year 1 (Winter semester) – Maastricht University
- Year 2 – Any location
Business Format: Core courses, electives & required thesis
Notes: Students may specialize their MSc in International Business further in one of the following areas: accounting, business intelligence, controlling, finance, information management, marketing-finance, strategic marketing, strategy & innovation or supply chain management.

maastrichtuniversity.nl

Mannheim Business School

Location: Mannheim, Germany
Duration: 24 months
Degrees Earned: Master of International Business (Queen's), Master of Science in Management (Mannheim)
Program Structure:
- Year 1 – Mannheim Business School
- Year 2 – Smith School of Business
Business Format: Core courses, electives & required thesis
Notes: Students may choose to specialize their Mannheim degree in one of the following areas: accounting & taxation, banking, finance & insurance, economic and business education, information systems, management, marketing or operations management.

mannheim-business-school.com
### Double Degree Exchange Options (Continued)

#### The University of Queensland Business School

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<thead>
<tr>
<th>Location</th>
<th>Brisbane, Australia</th>
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<tr>
<td>Duration</td>
<td>24 months</td>
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</table>
| Degrees Earned    | Master of International Business (Queen’s)  
                  | Master of Global Management (Queensland)   |
| Program Structure | Year 1 – Smith School of Business  
                  | Year 2 – The University of Queensland     |
| Business Format   | Core courses, electives & team-based consulting project |
| Notes             | Students may choose to specialize in one of many areas including: international economics and finance, international tourism, strategic management, change leadership, negotiation, strategic marketing and branding, intellectual property management and sustainability. |

[business.uq.edu.au](http://business.uq.edu.au)

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#### Università Commerciale Luigi Bocconi

<table>
<thead>
<tr>
<th>Location</th>
<th>Milan, Italy</th>
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<tbody>
<tr>
<td>Duration</td>
<td>24 months</td>
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</tbody>
</table>
| Degrees Earned    | Master of International Business (Queen’s)  
                  | Master of Science in Marketing Management (Bocconi) |
| Program Structure | Year 1 – Università Commerciale Luigi Bocconi  
                  | Year 2 – Smith School of Business    |
| Business Format   | Core courses, language courses (Italian and choice of French, Spanish, Portuguese or German) & required thesis |
| Notes             | Students will complete an internship either in Italy or abroad. |

[unibocconi.eu](http://unibocconi.eu)
WU Vienna University of Economics and Business

Location  Vienna, Austria
Duration  24 months
Degrees Earned  Master of International Business (Queen’s)
                Master of Strategy, Innovation and Management Control (WU)
Program Structure  Year 1 – Smith School of Business
                   Year 2 – Vienna University of Economics and Business
Business Format  Core courses, electives and required thesis
Notes  Study in one of Europe’s most beautiful cities. Emphasis is placed on developing the ability to identify new entrepreneurial opportunities and, based on that ability, creating strategies for achieving sustained success.

wu.ac.at/wuw/about/programs/en/master/simc

“I chose the Double Degree option and earned an MSc in Management from Mannheim in Germany. The international consulting project was a tremendous learning experience, developing an international expansion strategy for a U.S. footwear company. During the project, we worked across multiple time zones and reported directly to the divisional leadership team. We were also invited by the client to visit one of their factories, a flagship store and to meet the Chairman and CEO at their headquarters.”

MARTIN FEHSE,
MIB 2015, Mannheim MSc in Management, 2016
Management Trainee in Finance
Roche
Basel, Switzerland
SMITH SCHOOL OF BUSINESS ALUMNI NETWORK

When you graduate from Queen’s Master of International Business, you will not only have established an invaluable network of classmates, you will also join the impressive Smith School of Business alumni network which numbers over 20,000 graduates around the world.

Our commitment to you continues long after graduation. You will be able to stay in close contact with Smith School of Business, your fellow alumni, and faculty in a variety of ways. These include:

• Access to job opportunities through the Business Career Centre
• The ability to speak to faculty regarding issues and opportunities you may be facing in your career
• Thought-provoking white papers and webinars
• Class reunions and special networking events
• Smith Business Club events in cities across Canada, as well as New York, London and Hong Kong
• A free subscription to our alumni magazine

As a graduate of Smith School of Business, you also become part of a much larger family – the alumni network of Queen's University, with over 166,000 individuals in 154 countries around the world. In addition to 4 chapters in the USA, Queen's maintains active chapters in many other countries around the world.
JOB ACQUISITION STATISTICS

Our goal is to help you leverage your professional and academic experience into career opportunities, using a variety of premium career services and proven job search practices. We will help you focus on the core activities that lead to job acquisition, including:

- Self-assessment
- Developing a consistent and impactful core message
- Preparing a targeted resume and cover letter
- Building and leveraging your network
- Conducting an effective and efficient job search
- Interview preparation
- Securing the opportunity

94% of students who acquired jobs within 6 months of graduation.

Average base salary $66,741.
THE QUEEN’S MIB EXPERIENCE

At Smith School of Business, we are committed to providing first-class customer service and an exceptional experience for every student.

1. **Incomparable Service and Support**
   At Smith, you will experience one of the best student-faculty ratios of any business school in the world. Your experience is further enhanced by:
   
   - Easy access to program administration staff
   - Convenient, pre-packaged course materials
   - A dedicated, MIB-exclusive web portal that houses information about all your courses, program events and career support
   - Study rooms and a copy centre available for MIB students 24/7

2. **Student Executive Council**
   One way to enhance your MIB experience is to get involved in the student-elected and student-run Executive Council. Working closely with the program administration, the SEC provides leadership for program events and helps to build a strong community amongst all students in the program.

3. **Student Ambassadors**
   Want to have a hand in helping to recruit future MIB candidates? The Student Ambassadors program will enable you to engage prospective candidates and be a resource for those considering the Queen’s MIB program. These are volunteer positions that enable you to have a hand in helping to attract the next round of talented students to the program.
LIFE IN KINGSTON

In 2014, BBC Travel named Kingston, ON, home of Queen’s University, one of five “great university towns” around the world.

With a population of 170,000, Kingston is a thriving small city located on the northeast shore of Lake Ontario, at the source of the St. Lawrence River. It is centrally located, less than a three-hour drive to Toronto, Montréal or Ottawa, and less than six hours to New York City or Boston.

With more restaurants per capita than almost any other city in Canada, even the most discerning of foodies will find some new favourites here. In addition to plenty of pubs and nightclubs, the Kingston region boasts some of the finest craft brewers and wine producers in the country.

Take in a play or enjoy a concert at one of Kingston’s performing arts facilities. Be inspired in the many art galleries, artisan shops and studio tours available throughout the city. Kingston is also home to dozens of annual festivals and events every year.

The majority of Queen’s MIB students live within a 15 minute walk to campus, eliminating the time-consuming commutes associated with universities in larger urban centres. This closeness creates a strong sense of community amongst our students that is truly unique.

Go to visitkingston.ca and kingstoncanada.com for current and future events.
ADMISSIONS & FINANCING

Admission Requirements

Academic

A Bachelor’s degree in business from an accredited university, with a B+ average in the final two years.

Bachelor’s degree in any discipline from an accredited university, with a B+ average in the final two years and the completion of the following business fundamental courses: financial accounting, macroeconomics, finance and marketing.

Please consult our website ssb.ca/mib to determine specific admission requirements for double degree options.

GMAT

• Candidates who have not achieved a B+ average in their undergraduate business degree may be asked to write the GMAT exam.
• Candidates who do not hold an undergraduate degree in business are required to write the GMAT and achieve a minimum score of 550.
• GRE scores of 150 in each section (verbal and quantitative).

Please note you will not be penalized for writing the GMAT more than once. We will consider your best score.

Experience

The Master of International Business is a pre-experience program, and, as such, does not require previous full-time work experience. However, applicants with experience are also welcome.

Admissions Process

A member of our admissions team will work directly with you to help craft your final application. Applicants must submit the following items:

• Online application form
• Copies of all academic transcripts
• English language proficiency exam (if applicable)
• GMAT or GRE score (if applicable)
• Personal statement
• Two references (one must be academic)
• Resume
• Video essay

Applicants will also complete an Admission Interview.

There is no application fee.

Program Fees

Unlike most other masters programs, the fees for the Queen’s MIB cover the cost of textbooks and other learning materials. An initial deposit is required, and the balance is paid in installments during the program. For complete details on fees and a fee schedule, please visit our website.

Financing

Please visit our website for financing information including:

• RBC Royal Credit Line (Domestic Students Only)
• Ontario Student Assistance Program (Ontario residents only)
• Academic Scholarships
• Information for International Students

Student Loan Program (International Students Only)

Prodigy Finance Ltd offers loans to international students in the Queen’s MIB program. Visit our website for more details.
PROGRAM MANAGEMENT TEAM

ELSPETH MURRAY
Associate Dean
MBA and Masters Programs

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Associate Dean
MBA and Masters Programs

KERRI REGAN
Associate Director
Centre for International Management (Double Degrees)

KIM BELLEFONTAINE
Program Assistant

KIM BELLEFONTAINE
Program Assistant

DARREN McCAUGHERTY
Program Director

JEN MCNEELY
Program Manager

Karen JACKSON-COX
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