Get to know

COMMERCE

From your first day in the Commerce program, you will become immersed in a program that features small class sizes, a team approach, state-of-the-art technologies, and a focus on personal academic development. The first two years of your program provide a strong business foundation. In third and fourth year, you can focus on areas of interest such as accounting, finance or marketing, or you can remain a generalist by choosing courses from various fields of study. The Commerce experience extends well beyond the classroom. You will enjoy unparalleled extracurricular opportunities, including a wide range of conferences and competitions, and a tremendous sense of community.

The Commerce program includes students from across Canada and around the world. You will have the opportunity to study business abroad through international exchange opportunities at over 100 universities worldwide, or Queen’s own Bader International Study Centre in East Sussex, England. Over 80% of Commerce students go on international exchange.

The Business Career Centre includes a team of recruitment and career development experts who support your career advancement. We offer a comprehensive career management plan, which covers career exploration to job search through one-on-one coaching, workshops, mock interviews and events with corporate partners. We also build and maintain relationships with a large variety of companies who actively visit to recruit Queen’s Commerce students.

Degree OPTIONS

Bachelor of Commerce (4 Year Honours)

“96% of Commerce students have acquired jobs within six months of graduation” *based on graduate records provided

Queen’s ADMISSIONS

Students apply to Queen’s Commerce (QC) through the OUAC (Ontario University Application Centre) website. Students must have a minimum average of 87%. The average is composed of six courses, including three required courses, English 4U, Calculus and Vectors 4U, and one additional 4U course in Math, as well as the best three 4U or 4M courses (no more than two 4M courses from any discipline will be used in the calculation). A minimum grade of 80% is required in English and Math. Applicants outside of Ontario may have additional requirements.

Flexible CHOICES

Queen’s Commerce students often choose to stream in a field of study; others choose to take a variety of courses from different areas. Such fields of study include accounting, business economics, entrepreneurship, finance, general management, international business, management information systems, marketing, operations management and management science, organizational behaviour, and strategy and organization.

Course HIGHLIGHTS

Commerce students have a wide range of courses available to help prepare them for an international business environment, such as Negotiation Theory & Behaviour, Doing Business in Asia-Pacific Rim, Managing Across Cultures, Organizational Fraud, International Business Strategy, and Investments & Portfolio Management. Courses like these will expand your perception of the business world as you know it, introduce you to new ideas and practices, and develop the skills needed to succeed.
BACHELOR OF COMMERCE

Co 2016 - 2017

Career Fairs during the year. Get some help deciding
GRADUATION
FOR LIFE AFTER
GET READY
GLOBALLY
COMMUNITY
WITH THE
GET CONNECTED
COMMERCe Performing Artists, and the Commerce the Business Career Centre. Take more responsibility work opportunities. jobs for post graduation. Talk to the Business Career
GET RELEVANT
YOU NEED
fundamentals of business and introduce the different of business, such as finance and human resources desired. Take COMM 341, 12.0-18.0 units of COMM and 9.0-15.0 units of Arts & Science electives.
COURSES
Grappling with program decisions? Attend various Read books in the Career Services library, such as
to internationalize your degree or to leverage your guided through the process.over 35 countries. Competency Certificate, and research possible
The Centre for International Management at Smith Apply to participate in the exchange program, attend Participate in the international exchange program by
existing cross-cultural experience. immigration regulations.
Attend conferences like the Queen’s Conference on Centre or an internship at The Washington Center . involved with other cultures and by practicing or International students interested in staying in Canada
Volunteer on or off-campus with different community organizations such as Commerce Kids, Enactus, the Kingston Economic Development Society, and the Queen’s Non-Profit Gateway. Enroll in the Certificate in Responsible Leadership Program.
GET CONNECTED WITH THE COMMUNITY

GET THE COURSES YOU NEED
First year of Commerce will cover many of the fundamentals of business and introduce the different areas of business, such as management, accounting, and marketing. Take core courses COMM 103, 105, 111, 112, 131, 151, 153, 161, 162, ECON 110.

GET RELEVANT EXPERIENCE
Join teams or clubs on campus such as the Queen’s Commerce Performing Artists, and the Commerce Public Relations Team. Be a fresh rep on a ComSoc committee. Participate in case competitions such as DECA Queen’s and the Queen’s Commerce Corporate Challenge (Q3C). Attend professional development workshops offered through the Business Career Centre to improve your career skills.

GET CONNECTED WITH THE COMMUNITY
Volunteer on or off-campus with different community organizations such as Commerce Kids, Enactus, the Kingston Economic Development Society, and the Queen’s Non-Profit Gateway. Enroll in the Certificate in Responsible Leadership Program.

GET THINKING GLOBALLY
The Centre for International Management at Smith School of Business is your first step to learn how to internationalize your degree or to leverage your existing cross-cultural experience. Attend conferences like the Queen’s Conference on International Business and the Queen’s Conference on the Business Environment Today.

GET READY FOR LIFE AFTER GRADUATION
Grappling with program decisions? Attend various Career Fairs during the year. Get some help deciding by visiting the Business Career Centre. Participate in office tours and open house events for firms of interest and learn more about the firms and industries.

Where could I go after graduation?
Accounting
Actuarial science
Advertising
Banking
Business development
Business economics
Consulting
Corporate social responsibility
Entrepreneurship
Financial planning
General management
Hedge funds and mutual funds
Human resources
Industrial relations
Information systems
Insurance
International business
Investment banking
Management consulting
Market research
Non-profit organizations
Operations management
Organizational behavior
Private equity
Product management
Public relations
Real estate
Sales
Strategic planning
Wealth management

*some careers may require additional learning

Visit careers.queensu.ca/majormaps for the online version with links!
How to use this map

Use the 5 rows of the map to explore possibilities and plan for success in the five overlapping areas of career and academics. The map just offers suggestions – you don’t have to do it all! To make your own custom map, use the My Major Map tool.

A balanced approach leads to long-term success. While you will learn a lot from your studies, taking time to get relevant experience outside of the classroom, build your network, and gain international experience, will position you to be more competitive in your job search or grad school applications.

Get started thinking about the future now – where do you want to go after your degree? Having tentative goals (like careers or grad school) while working through your degree can help with short-term decisions about courses and experiences, but also help you keep motivated for success.

Get the help you need

Queen’s provides you with a broad range of support services from your first point of contact with the university through to graduation. At Queen’s, you are never alone. We have many offices dedicated to helping you learn, think and do.

Ranging from help with academics and careers, to physical, emotional, or spiritual resources – our welcoming living and learning environment offers the programs and services you need to be successful, both academically and personally, and Queen’s wants you to succeed! Check out the Student Affairs website for available resources.

Succeed in the workplace

What employers want

The Canadian Council of Chief Executives list the top 6 skills sought by employers as:

1. People skills
2. Communication skills
3. Problem-solving skills
4. Analytical abilities
5. Leadership skills
6. Industry-specific knowledge

Take the time to think about the unique skills you have developed at Queen’s, starting with the skills listed here for ideas. Explaining your strengths with compelling examples will be important for applications to employers and further education. For help, book an appointment with a Career Coach in the Business Career Centre.

What can I learn studying COMMERCE?

- Knowledge of financial modelling and performing financial analyses, statistical simulations, and linear programming
- Communication and etiquette in a formal business environment
- In-depth knowledge of economics and business areas such as accounting, finance and marketing
- Leadership – work effectively in a team environment, and build strong teams and effective relationships
- Financial and investment management, capital budgeting and wealth planning
- Ability to use computer programs and statistical methods to analyze data
- Project and operations management
- Public speaking and presentation skills
- Understanding of corporate social responsibility and business ethics
- Critical thinking and quantitative analytical skills – analyze case studies and make recommendations