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

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.

Commerce MAJOR MAP

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.

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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)

Exercise
Go Global.
That’s a degree from Queen’s. smith.queensu.ca
1ST YEAR

- 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.

2ND YEAR

- Second year continues to cover the fundamentals of business, such as finance and human resources management, and expands on the courses from first year.
- Take COMM 104, 121, 122, 132, 163, 172, 173, 181, 190. Take 6.0 units of Arts & Science electives.

3RD YEAR

- Take electives and specialize in a field of interest if desired. Take COMM 341, 12.0-18.0 units of COMM electives, and 9.0-15.0 units of Arts & Science electives.
- Students on exchange will have access to a wider range of courses: one semester of credit units will transfer back.

4TH OR FINAL YEAR

- Take COMM 401, 12.0-18.0 units of COMM electives, and 9.0-15.0 units of Arts & Science electives.
- Enroll in a research based course such as COMM 501, 502 or 503. Students work on a problem as project under the supervision of a faculty member of the School either through an independent study or small-group project. The chosen topic should be in a particular specialized area not available in the regular course offerings.

GET THE COURSES YOU NEED

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 frosh rep on a ComSoc committee. Participate in case competitions such as DECA Queens and the Queen’s Commerce Queen’s Challenge (QC3). Attend professional development workshops offered through the Business Career Centre to improve your career skills.

GET CONNECTED WITH THE COMMUNITY

- Get involved with ComSoc organizations such as the Queen’s Accounting Association, Queen’s Consulting Association, and the Queen’s Marketing Association. Go to events run by groups like All Year Social.

GET THINKING GLOBALLY

- The Centre for International Management at Smith School of Business is your first stop 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.
- Read books in the Career Services library, such as The Insider’s Guide to Best Jobs on Bay Street. For more information check out the resources on the Business Career Centre online portal or connect with alumni on LinkedIn. Have the Business Career Centre look over your resume and cover letter.

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
- Marketing
- 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 training

Visit careers.queensu.ca/majormaps for the online version with links!