**Succeed in the workplace**

What employers want

The Canadian Council of Chief Executives list the top 5 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
- Experience-based, integrative exposure to the dynamic world of social impact
- Critical thinking and quantitative analytical skills – analyze case studies and make recommendations

Why study in Kingston?

For 175 years, our community has been more than a collection of bright minds – Queen’s has attracted students with an ambitious spirit. Queen’s has the highest retention rates, the highest graduation rates, and one of the highest employment retention rates among recent graduates. We are a research intensive university focused on the undergraduate experience. The BCC has identified us as one of the GREATEST UNIVERSITY TOWNS in the world – and is often awarded the safest city in Canada. We are a university city at the core; just a quick drive to Toronto, Montreal, Ottawa and even New York. A university with more clubs per capita than any other university in Canada, and a city with more restaurants per capita than any other city in North America - you will have the experience of a lifetime at Queen’s – and graduate with a degree that is globally recognized among the best.

**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 85% of Commerce students go on international exchange.

The Business Career Centre (BCC) plays a critical role in preparing you for a career in your chosen field. The BCC’s Career Coaches support you throughout your time at Queen’s to explore career options, define objectives, and shape a job-search strategy. The coaches help you with the full range of job search and professional development topics including building a strong personal brand, writing resumes and cover letters, developing interview skills, networking and evaluating job offers.

The BCC’s Corporate Relations team coordinates on-campus recruiting, and an online student resume book to connect students and employers. You also have 24/7 access to QUEST, our career management platform which includes job postings, and a database containing salary information and job interview questions as experienced by past Smith students.

Degree OPTIONS

Bachelor of Commerce (4 Year Honours)

Get a world of experience.

97% of Commerce students have acquired jobs within six months of graduation. *(Based on graduate records provided by Quest and the Toronto Board of Trade)*

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 comprised 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.

After you submit your application to OUAC, you are required to complete two separate documents that allow you to tell us your story. Queen’s Personal Statement of Experience (PSE) document has questions for all applicants to complete. The Supplementary Essay (SE) is a separate document that has additional questions for Commerce applicants. These two documents create your personal portfolio that will be reviewed by two members of the Commerce admission team. It is very important that you take the time and effort to plan and compose both documents as well-written essays that tell your story.

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.
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.

GET THE COURSES YOU NEED

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.

GET RELEVANT EXPERIENCE

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.

GET CONNECTED WITH THE COMMUNITY

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 or 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 area not available in the regular course offerings.

GET THINKING GLOBALLY

Where could I go after graduation?
Accounting
Advertising
Business development
Corporate and commercial banking
Corporate finance
Data and analytics
Energy and resources
Entrepreneurship
Event management
Financial services
General management
Government and policy
Healthcare
Hospitality and tourism
Human resources
International business
Insurance
Law
Management consulting
Manufacturing
Marketing and brand management
Media and entertainment
Not-for-profit
Operations and logistics
Private equity
Project management
Public relations
Real estate finance
Retail management
Sales and trading
Strategic planning
Venture capital
Technology
Telecommunications
*Some careers may require additional training.
Careers paths are suggestions only.

GET READY FOR LIFE AFTER GRADUATION

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

* This map is intended to provide suggestions for activities and careers, but everyone’s abilities, experiences, and constraints are different. Build your own Major Map using our online My Major Map tool.