

# Commerce

## Get to know COMMERCE

From your first day in the Commerce program at Smith School of Business, 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 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 130 partner schools worldwide, or Queen's own Bader College in East Sussex, England. Over 85% of Commerce students participate in the international exchange program. Most students choose to go in 3rd year, but students may also go in their 4th year if preferred.

The Career Advancement Centre (CAC) plays a critical role in preparing you for a career in your chosen field. The CAC's Career Coaches support you throughout your time at Smith to explore career options, define objectives, and shape a job-search strategy. Career coaches can help students with the full range of the recruiting cycle – including job searches, building a strong personal brand, writing resumes, cover letters, and online profiles. They can also help develop interview skills, facilitate networking, and support students in evaluating job offers.

The CAC'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.



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

## Degree OPTIONS

Bachelor of Commerce (4 Year Honours)

## Queen's ADMISSION

Students apply to Commerce (QC) through the OUAC (Ontario University Application Centre) website. The minimum average mark requirement is 87%. This average is based on six courses including English 4U, Calculus and Vectors 4U, and one additional 4U Mathematics course (with minimum grades of 80% in these three prerequisite courses). The additional three required courses may be either 4U or 4M. No more than two 4M courses from the same discipline. Details of admission requirements for non-Ontario students can be found at [queensu.ca/admission](http://queensu.ca/admission).

After you submit your application to OUAC, you will be invited to complete the required Supplementary Application. This additional component provides an opportunity for applicants to share more about themselves, and about experiences that have shaped who they are today. The Supplementary Application is reviewed by members of the Commerce Admission team, and weighs heavily into admission decisions.

## Flexible CHOICES

Smith Commerce students can choose to focus their studies in one particular area, or they may choose to take a variety of courses from different fields of study. Students will have the opportunity to take courses in a variety of fields including accounting, business economics, entrepreneurship, finance, general management, international business, digital technology, operations management & management science, organizational behaviour, and strategy & 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 and Behaviour, Doing Business in Asia-Pacific Rim, Managing Across Cultures, Organizational Fraud, International Business Strategy, and Investment and 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.

## Acquire Skills. Gain Experience. Go Global.

That is a degree from Queen's.

[smithqueens.com/commerce](http://smithqueens.com/commerce)

# Commerce MAJOR MAP

BACHELOR OF COMMERCE



### Knowledge & Workplace Skills

Your time at Smith will give you valuable skills to boost your employability, including:

- Knowledge of **financial modeling 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
- Project and **operations management**
- Ability to use **computer programs and statistical methods** to analyze data
- **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

### Career Possibilities

- Accounting
- Business development
- Corporate finance
- Data and analytics
- Entrepreneurship
- Government and policy
- Healthcare
- Hospitality and tourism
- Human resources
- International business
- Law
- Management consulting
- Marketing and brand management
- Media and entertainment
- Not-for-profit
- Private equity
- Real estate finance
- Retail management
- Venture capital

\*some careers may require additional training. Careers paths are suggestions only.

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Get started thinking about the future now. Where do you want to go after your degree? Having tentative goals (careers, grad school, etc.) while working through your degree can help with short-term decisions about courses and experiences, but also help you keep motivated for future 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. Queen's wants you to succeed! Check out the [Student Affairs website](#) for available resources.

## Additional OPPORTUNITIES

Smith Commerce students can complete a [dual degree or second degree with the Faculty of Arts and Science](#) in a range of subject areas.

You can earn a [Certificate in Social Impact](#) and distinguish yourself as a leader ready to tackle pressing social issues such as poverty, health care, human rights, education, civic engagement, and the environment.

A combined [Bachelor of Commerce \(BCom\) / Juris Doctor \(JD\)](#) program allows Commerce students to complete both degrees in six years.

Commerce students can also apply to the [Smith BCom / Guanghua BA \(Management\) Double Degree](#) with Peking University's Guanghua School of Management.

A 13-week [Graduate Diploma in Accounting \(GDA\)](#), following completion of a BCom with a focus on accounting, qualifies you to enter the final stages of Certified Public Accountant (CPA) certification.



## Why study in Kingston?

Since 1841, 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 rates among recent graduates. We are a research intensive university focused on the undergraduate experience. The BBC has identified Kingston as one of the GREATEST UNIVERSITY TOWNS in the world – and it is often awarded the safest city in Canada. It is 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.

*We're closer than you think*



## Bachelor of Commerce Program

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