

Management MSc

Applying to and Navigating Graduate Studies



Why GRADUATE STUDIES in MANAGEMENT?

Queen's Smith School of Business is one of the world's premier business schools - renowned for exceptional programs, distinguished faculty, leading edge research, and the quality of its graduates. The School is home to a strong research environment where you will collaborate with internationally recognized and award-winning faculty who are widely published in peer-reviewed journals and have earned great respect for the mentorship they provide graduate students.

Queen's M.Sc. program in Management is a 12-month program that offer students the opportunity to develop critical thinking and research skills and delve deeply into specific topics within their area of interest. These programs prepare graduates for an academic or research-oriented career.

Students can expect a vibrant research culture within the school. Research seminars, visiting scholars, research opportunities with faculty, and a host of workshops provide a stimulating environment to learn. Students work and study in our modern facilities housed in the new expansion of Goodes Hall. Graduate students have dedicated office space, state-of-the-art computer and behavioural labs, and wireless classrooms. Students also have access to the research subject pool for surveys and experiments and the latest innovative software and leading database applications.

Fields of STUDY

Accounting

Social/Behavioural or Finance/Economic

Designed for people intending to pursue doctoral (PhD) studies in accounting; not appropriate for those intending to pursue professional accounting practice or consulting.

- Provides an advanced conceptual foundation in accounting that allows for the pursuit of highly-focused research.
- Students are exposed to a broad range of accounting research and gain experience in the process of conducting research in their areas of interest.

Analytics

Provides students who are interested in analytical approaches to managerial problems the opportunity to develop a thorough understanding of the theory and apply concepts useful in developing advanced decision-making processes.

- Students will first develop a grounding in operations research models, applied statistics, and solving complex optimization problems. The program provides ample opportunity to focus on applications such as revenue management, operations, and supply chain management.
- Graduates of this program will be well prepared to pursue doctoral (PhD) studies, as well as analytical



positions in consulting, financial services, or logistics.

Business Economics

Provides students interested in applied economics research the opportunity to study areas of economics that relate to the management of organizations.

- Students develop a grounding in microeconomic theory and econometrics and go deeper in applied topics such as application to entrepreneurship, industrial organization, competitive strategy, and international trade.
- Prepares students for entry into a high quality doctoral (PhD) program, as well as research-oriented positions in consulting, banking, government, and public policy.

Digital Technology

Provides an understanding of how information systems and digital technology can be used effectively by organizations.

- Students develop a grounding in research methods and the management and effects of information systems.
- Provides a behavioural approach to digital technology management. Although not required, relevant work experience is a benefit.

Finance

Designed for those who wish to pursue doctoral (PhD) studies or research-oriented careers with financial institutions, consulting firms, or regulatory agencies. It is not appropriate for people who wish to pursue a career in financial or general management.

- Students develop a solid grounding in financial theory and empiricism.
- Opportunity exists to deeply study areas such as advanced derivatives valuation, corporate finance, empirical topics, and research methods.

Marketing

Designed for students wishing to pursue doctoral (PhD) studies and an academic career.

- Students establish a solid grounding in marketing strategy and management and consumer

behaviour.

- Students have the opportunity to conduct in-depth research into the area of marketing that is of most interest to them including: branding, brand management, consumer persuasion, consumer fairness, consumer activism, and the impact and use of social media.

International Business

A broad overview of the international management field including key theories, trends, phenomena, and the methods that are used to study them.

- Students are introduced to the key elements of a global strategic orientation and study the major terms, constructs, theories, and debates in the cross-cultural management field.
- Courses examine how the study of international business connects with other management disciplines — strategy and organizational behaviour in particular — as well as with academic areas such as political science and international development studies.

Organizational Behaviour

Provides students with a solid foundation for understanding and conducting research in organizational behaviour.

- Field draws on several disciplines, including psychology, sociology, and economics, and examines the behaviour of individuals, groups, and organizations.
- Program is designed to prepare students for doctoral (PhD) studies and an academic career.

Strategy

A thorough understanding of organizational strategies and structures and how organizations relate to their economic, institutional, and social environment.

- Building on their course work, students develop their research skills by exploring their chosen topic in-depth for their MSc research project.
- Graduates are well-prepared for doctoral (PhD) studies or a career in consulting or corporate strategy.

Management MSc Map *

MASTER OF SCIENCE (MSc)



FALL TERM

WINTER TERM

SUMMER TERM

ACHIEVE YOUR ACADEMIC GOALS

- Attend Annual Smith Graduate Student Consortium.
- Attend Econ. Math Prep Review or Stats Bootcamp.
- Fall Term consists of 3-4 courses depending on your area of interest.
- Complete core Fall Term courses.
- Some students are assigned a supervisor prior to arrival but all students must confirm their supervisors by early November.
- Begin to discuss theoretical and methodological aspects of research topic.

MAXIMIZE RESEARCH IMPACT

- Think about the audience for your research.
- Participate in brown bag and other seminars in your area.

BUILD SKILLS AND EXPERIENCE

- Teaching Assistant or Research Assistant positions help to develop your skills and experience.
- Participate in Smith Graduate Society Committee events.

ENGAGE WITH YOUR COMMUNITY

- Participate in Smith Graduate Society Committee events.
- International students should consider visiting [Queen's University International Centre](#).
- Explore [Four Directions Workshops](#).

LAUNCH YOUR CAREER

- Speak with your supervisor and area faculty members about career opportunities.
- Read the weekly Smith Research e-newsletter, the PhD-MSc Office e-letter, and the School of Graduate Studies e-newsletter.
- Career fit starts with knowing yourself. Visit the Smith Career Advancement Centre for advice.
- If planning to continue in the Smith PhD program, speak with your supervisor and begin to complete a PhD program application.

- Complete core Winter Term courses.
- Finalize research topic and obtain supervisor's approval.
- Work on reading on theoretical and methodological aspects of topic.
- Obtain ethics approval, if applicable.

- Discuss MSc thesis funding and conference with supervisor and department.
- If applicable, present research proposal which contains conceptual/theoretical information as well as methodological details to enable the reader to understand how the research will be conducted.
- Participate in brown bag and other seminars in your area.

- Teaching Assistant or Research Assistant positions help to develop your skills and experience.
- Participate in Smith Graduate Society Committee events.

- Participate in Smith Graduate Society Committee events and other community events

- If pursuing an academic career, submit one or more PhD applications.
- If seeking to work outside academia, explore other careers of interest by using [Queens Connects](#) on LinkedIn.
- Visit [Career Cruising](#).

- Conduct research project.
- Submit a research report or paper of publishable quality (due mid-August to supervisor and 2nd reader).

- Stay in touch with your supervisor throughout the summer term, providing regular updates, to ensure learning and high quality outcomes.

- Teaching Assistant or Research Assistant positions help to develop your skills and experience.
- Participate in Smith Graduate Society Committee events.

- Network through [Queens Connects](#) on LinkedIn and the Queen's Alumni Association.
- Check out Smith Career Advancement Centre networking workshops.

- Network with others through the [Queen's Alumni Association](#).
- Drop into the Smith Career Advancement Centre and/or check out their workshops.
- If going into industry, research organizations of interest and prepare your industry resume

Employability Skills

Knowledge and technical skills in area of specialization.

Communication: effective and clear in written, oral and multimedia forms, for diverse audiences.

Information Management: prioritize, organize and synthesize large amounts of information.

Time Management: meet deadlines and responsibilities despite competing demands.

Project Management: develop ideas, gather information, analyze, critically appraise findings, draw and act on conclusions.

Creativity and innovation to address complex, multifaceted challenges.

Perseverance to work through challenges to achieve desired outcome.

Awareness and understanding of sound **ethical practices**, **social responsibility**, responsible research and **cultural sensitivity**.

Professionalism in all aspects of work, research, and interactions.

Leadership: initiative and vision leading people and discussions.

Graduate Studies FAQs

How do I make the most of my time at Queen's?

Use the Grad Map to plan for success in five overlapping areas of your career and academic life. Everyone's journey is different - the ideas on the maps are just suggestions to help you explore possibilities. For more support with your professional development, take advantage of the SGS professional development framework and the new [Individual Development Plan \(IDP\)](#) process to set customized goals to help you get career ready when you graduate.

Where can I get help?

Queen's provides you with a broad range of support services from your first point of contact with the university through to graduation. Ranging from help with academics and careers, to physical, emotional, or spiritual resources – our welcoming environment offers the programs and services you need to be successful, both academically and personally. Check out the [SGS website](#) for available resources.

What is the community like?

At Queen's, graduate students from all disciplines learn and discover in a close-knit intellectual community. You will find friends, peers and support among the graduate students enrolled in Queen's more than 130 graduate programs within 50+ departments & research centres. With the world's best scholars, prize-winning professional development opportunities, excellent funding packages and life in the affordable, historic waterfront city of Kingston, Queen's offers a wonderful environment for graduate studies. Queen's is an integral part of the Kingston community, with the campus nestled in the core of the city, only a 10-minute walk to downtown with its shopping, dining and waterfront. For more about Kingston's history and culture, see Queen's University's [Discover Kingston](#) page.

Application FAQs

What do I need to know to APPLY?

ACADEMIC REQUIREMENTS

- Applicants must have a minimum of a B+ (77%) average in the final two years of study in a four-year undergraduate degree or higher degree in a discipline related to their field of interest.

KEY DATES & DEADLINES

- **Application due:** January 17

APPLICATION PROCESS

- **STEP ONE** - Complete the application form and pay the application fee through the School of Graduate Studies (SGS) website. Upload a copy of your official transcripts to your online application for all academic institutions attended. All applicants accepted into the program will be required to send hard copy official transcripts and degree certificates in the University sealed envelope.
- **STEP TWO** - Take either the GMAT or GRE test and provide the results to our department. The GMAT official test may be released using the code Q21-QZ-89. The GRE official test may be released using the code 0949.
- **STEP THREE** - Electronic reference forms will be sent to your referees upon submission of your online application and application fee. Please alert your referees these forms will be sent to them. They will be required to complete their form and submit it back to our department.
- **STEP FOUR** - Provide your Statement of Interest with your online application or email it to your Graduate Assistant. This statement should include your career goals, research interests, and your related academic field of interest background.
- **STEP FIVE** - The Graduate Assistant in your intended M.Sc./Ph.D program will contact you to request your resume. Further information about the program you have interest in will be provided.

Learn more at ssb.ca/grad_studies/msc

What about FUNDING?

Our MSc students receive generous funding of \$26,000. This funding is allocated from several sources, a portion of which is made up from students' involvement in teaching assistantship/ research assistantship employment. The majority of MSc students supplement their formal funding from the School with research and/or teaching assistantships. Graduate students are allowed to work up to an average of 10 hours week.

All eligible students are encouraged to apply for OGS, SSHRC, or NSERC where applicable. Tri-Council award holders receive additional funding from Smith School.

The program also provides funding for research projects and conference presentations as well as bursaries or awards based on financial need. Students will be invited to apply for these funds over the course of the academic year. The total funding package is very competitive. Students arrange for work as a Research Fellow, Research Assistant or Teaching Assistant as part of their annual funding package. Teaching assistant and research assistant employment is optional and this portion of your package is contingent on your ability to do this work.



Master of Science in Management

Research/PhD-MSc Office

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http://ssb.ca/grad_studies/msc

School of Graduate Studies
Create an impact
www.queensu.ca/sgs

