

# 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 120 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](https://queensu.ca/admission).

After you submit your application to OUAC, you are required to complete the Supplementary Essay (SE). The SE is a separate document that has additional questions for Commerce applicants, and allows you to tell us more about yourself. Applicants' SEs will be reviewed by members of the Commerce admission team, and weigh heavily into admission decisions. It is very important that you take the time and effort to plan and compose SE responses as well-written essays that tell your story.

## Flexible CHOICES

Smith Commerce students can choose to focus their studies in one particular area. Others 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](https://smithqueens.com/commerce)

2023-2024

# Commerce MAJOR MAP

BACHELOR OF COMMERCE

## 1ST YEAR

## 2ND YEAR

## 3RD YEAR

### 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 business economics.

Take [core courses](#) COMM 101, 111, 112, 151, 161, 162, 171, 172. Take 6.0 units of Non-Commerce electives.

Review your Academic Advisement Report on SOLUS anytime to see what courses you will need in the future.

Second year continues to cover the fundamentals of business, such as finance, marketing, and human resources management, and expands on the courses from first year.

Take COMM 121, 122, 131, 132, 163, 173, 181, and 190. Take 6.0 units of Non-Commerce electives and 3.0 units of Flex (Commerce or Non-Commerce) electives.

Beginning in 3rd year, flexibility to take Com preferred area(s) of in 306 and COMM 341, b of Commerce elective units of Non-Commerce

Students on exchange a wider range of courses credits back to Queen's

### GET RELEVANT EXPERIENCE

Join teams or clubs on campus such as the [Queen's Commerce Performing Artists](#), and the [Commerce Society](#). Apply to be a frosh rep on a ComSoc committee. Participate in case competitions such as [Inter Collegiate Business Competition](#) and the [Commerce Corporate Challenge \(Q3C\)](#). Meet with a career coach in the [Career Advancement Centre](#) to explore your career options and to get assistance with your resume, cover letter, and interview skills.

Look into summer jobs and internships by talking to the [Career Advancement Centre](#). Take on more responsibility within different clubs or extracurricular activities. Consider entrepreneurial opportunities via programs like the [Queen's Innovation Connector Summer Initiative \(QICSI\)](#). Meet with a Career Coach in the Career Advancement Centre to help you with your summer job search and interview preparation.

Participate in on-campus summer internships.

Apply for Teaching Assistant positions before term.

Seek leadership roles activities through Com community agencies.

### GET CONNECTED WITH THE COMMUNITY

Volunteer on or off-campus with different community organizations such as [Queen's Commerce Kids](#) and [Enactus Queen's](#).

Enroll in the [Certificate in Social Impact Program](#).

Get involved with ComSoc organizations and conferences such as the [Queen's Consulting Association](#), [Queen's Global China Connection](#), and the [Queen's Women in Leadership Conference](#).

Do some targeted networking in careers of interest in ComSoc events such as Agency Night.

Sign up for Coffee Chat alumni through QUES events such as [Accour](#) information sessions &

### 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 Commerce Leadership Summit](#).

Apply to participate in the exchange program. Attend online webinars, info sessions, and the international fair to help prepare you for the application process.

Look into studying at the [Bader College](#).

Immerse yourself in a living in another country our partner institution

Build your intercultural gaining a different perspective alongside incoming international students and improving through [QUIC](#).

### GET READY FOR LIFE AFTER GRADUATION

Meet with a coach in the [Career Advancement Centre](#) to begin exploring business careers.

Attend company info sessions to gain insights into different business careers and employers. Meet with graduating students for a coffee.

Check out the resources on the [Career Advancement Centre](#) portal including the Vault guides to various industries. Connect with alumni through [SmithConnect](#) and reach out to them for coffee chats.

Meet with a coach in the CAC to review your application documents and refine your interview skills.

Search for internships related to your interests campus recruiting, and info sessions, conferences

Meet with a [CAC](#) coach recruitment and interview

Continue to develop your skills through leadership activities.

## 4TH OR FINAL YEAR

Year, students have more Commerce electives in their of interest. Take COMM 41, between 15.0-18.0 units electives, and between 6.0-9.0 Commerce electives.

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Chats with recruiters and UEST. Attend networking counting Week and ons & workshops.

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Take COMM 401, between 15.0-21.0 units of COMM electives, and between 6.0-12.0 units of Non-Commerce electives.

Students may also choose to pursue a research-based course such as COMM 501, 502, or 503. In these courses, 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 specialized area not available within the regular course offerings.

Assess what experience you're lacking and fill in gaps with volunteering, clubs, or internships – meet one-on-one with a Career Coach to create a personalized plan.

Consider joining professional associations like the [Canadian Marketing Association \(CMA\)](#), the [Chartered Financial Analyst \(CFA\) Institute](#), the [Chartered Professional Accountants of Canada \(CPA\)](#), and the [Human Resources Professionals Association \(HRPA\)](#).

Prepare for work or studies in a multi-cultural environment by taking the [Intercultural Awareness Certificate](#), and research possible immigration regulations.

International students interested in staying in Canada can speak with an [International Student Advisor](#).

Get help from the [Career Advancement Centre](#) with job searching, resumes, interviews, grad school applications, or other decisions.

Access QUEST and the tools on the CAC portal to enhance your job search and your interview skills.

Apply to jobs or future education, or make plans for other adventures.

### Employability 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

### Where could I go after graduation?

- 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.



# Commerce



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.



## Bachelor of Commerce Program

The Stephen J.R. Smith School of Business  
Goodes Hall, Queen's University  
Kingston, Ontario Canada K7L 3N6  
613.533.2301  
[smithqueens.com/commerce](http://smithqueens.com/commerce)

## 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?

For over 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 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.

