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 International Study Centre in East Sussex, England. Over 85% of Commerce students go on international exchange.

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. 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 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.

98% 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.

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’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 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.

That is a degree from Queen’s.

smithqueens.com/commerce
AFTER GET READY GLOBALLY COMMUNITY WITH THE CONNECTED GET EXPERIENCE GET RELEVANT YOU NEED

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

Join teams or clubs on campus such as the Queen's Commerce Performing Artists, and the Commerce Society. Apply to be a Staff rep on a ComSoc committee. Participate in case competitions such as Inter Collegiate Business Competition and the Commerce Corporate Challenge (CQC). 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.

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.

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.

Meet with a coach in the Career Advancement Centre to begin exploring business careers. Complete the assessments as part of COMM 105 and debrief them with a coach. Participate in company info sessions in winter semester to get 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 internship opportunities that relate to your interests and skills through on-campus recruiting, industry nights, company info sessions, conferences and competitions. Meet with a CAC coach to discuss managing recruitment and international exchange. Continue to develop your transferable skills through leadership in extracurricular activities.

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.

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.

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

- 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.
- 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.
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. 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?

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.