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 universities 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 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 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

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 Investments 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.
**Get the Courses You Need**

- **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 or ECON 111/112.
  - Review your Academic Advisement Report on SOUS anytime to see what courses you will need in the future.

- **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 Non-Commerce electives.

- **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 Non-Commerce electives.
  - Students on exchange will have access to a wider range of courses and can transfer credits back to Queen's.

- **4TH OR FINAL YEAR**
  - Take COMM 401, 12.0-18.0 units of COMM electives, and 9.0-15.0 units of Non-Commerce electives.
  - Enroll in a research based course such as COMM S01, S02 or S03. 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 in the regular course offerings.

**Get Relevant Experience**

- **1ST YEAR**
  - 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 (QCC). Meet with a career coach in the Career Advancement Centre to begin exploring your career options and to get assistance with your resume, cover letter and interview skills.

- **2ND YEAR**
  - Look into summer jobs and internships by talking to the Career Advancement Centre. Take more responsibility within different clubs or extracurricular activities. Consider entrepreneurial opportunities via programs like the Queen's Innovation Connector Summer Initiative (QICS). Meet with a Career Coach in the Career Advancement Centre to help you with your summer job search and interview preparation.

- **3RD YEAR**
  - Participate in on-campus recruiting for summer internships.
  - Apply for Teaching Assistant and Research Assistant positions before the start of the term.
  - Seek leadership roles in extracurricular activities through ComSoc, the AMS, and community agencies.

- **4TH OR FINAL YEAR**
  - 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.

**Get Connected with the Community**

- **1ST YEAR**
  - Volunteer on or off-campus with different community organizations such as Queen's Commerce Kids, Enactus Queen's, and the Queen's Non-Profit Gateway.
  - Enroll in the Certificate in Social Impact Program.

- **2ND YEAR**
  - 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.

- **3RD YEAR**
  - Do some targeted networking with alumni working in careers of interest by participating in ComSoc events such as Day on Bay and Agency Night.
  - Sign up for Coffee Chats with recruiters and alumni through QUEST. Attend networking events such as Accounting Week and information sessions & workshops.

- **4TH OR FINAL YEAR**
  - 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).
  - Group on LinkedIn reflecting specific careers or topics of interest in Commerce.

**Get Thinking Globally**

- **1ST YEAR**
  - 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.

- **2ND YEAR**
  - 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 International Study Centre.

- **3RD YEAR**
  - Participate in the international exchange program by attending one of over 100 prestigious business schools in over 38 countries.
  - Build your intercultural competence by gaining a different perspective when studying alongside incoming international exchange students and improving your language skills through QUIC.

- **4TH OR FINAL YEAR**
  - 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 Ready for Life After Graduation**

- **1ST YEAR**
  - 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 chat to learn about fields of interest.

- **2ND YEAR**
  - 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.

- **3RD YEAR**
  - 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 transferrable skills through leadership in extracurricular activities.

- **4TH OR FINAL YEAR**
  - 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 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

**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. Career paths are suggestions only.*

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.*
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.