IT STARTS HERE.

A 12-month, Full-time Program
Beginning in January

queensmba.com
Remember that for the rest of your life, when you tell someone you have an MBA, the first question they’ll ask is:

WHERE DID YOU GET IT?

You want to give an answer that speaks of innovation, academic excellence and an exceptional reputation.
THE STEPHEN J.R. SMITH SCHOOL OF BUSINESS
at Queen’s University

Queen’s University, home of Smith School of Business, is consistently ranked among Canada’s very best universities. Established in 1841, Queen’s has a rich tradition of academic excellence. It has long enjoyed the reputation of “Canada’s Ivy League university” and attracts outstanding students from across Canada and around the world.

In October of 2015, in recognition of a $50 million dollar gift from Queen’s alumnus Stephen Smith, Queen’s School of Business became the Stephen J.R. Smith School of Business. Under its new name the School continues to be one of the world’s premier business schools.

“The Queen’s MBA experience was amazing. It gave me the confidence to pursue my entrepreneurial passion and the knowledge I needed to be successful.”

MICHELE ROMANOW, MBA 2008
Entrepreneur and Co-Star, CBC’s Dragon’s Den
Chicago, IL
WHAT MAKES THE QUEEN’S MBA UNIQUE

No other MBA program will better prepare you for the job of your dreams. The Queen’s MBA experience provides the optimal balance of technical skills and the professional competencies, or soft skills, employers are looking for.*

Team Skills  Adaptability  Communication  Leadership  Cultural IQ

Team-Based Learning
Smith School of Business, a pioneer in the important area of team-based learning, utilizes a far more sophisticated approach than that used in other MBA programs.

Experiential Learning
Opportunities to “learn by doing” including a student-run hedge fund and other innovative options that are not available anywhere else.

Executive Coaching
Take advantage of our unique approach to Executive Coaching and learn how to capitalize on your strengths and mitigate your weaknesses.

International Exchange
Queen’s MBA offers exchange opportunities at more than 30 of the world’s top international business schools.

Double Degrees
Some career paths demand a level of specialization beyond the MBA program. Our Double Degree options are designed to accommodate these demands.

Lifestyle Coaching
Queen’s MBA offers a unique, holistic approach that includes a Lifestyle Coaching option.

WHERE WILL YOU GO FROM HERE?

Our January start date means you will be among the first MBA graduates to the job market and you’ll arrive better prepared for job interviews in the fall.

“My Career Coach helped me with my job search right from the beginning with resume and interview preparation. I knew I wanted to go into finance but I wasn’t sure on exactly which area of finance. They introduced me to the Rotational Leadership Programs at the major banks which was ideal for me.”

KEZIA BURKE, MBA 2014
Associate, Energy, Corporate Banking
CIBC Capital Markets
Calgary, AB

THE NUMBERS TELL THE STORY

98% of our graduates are employed within six months of graduation.

Average starting package: $119,596

Employment by Industry

- 30% Financial Services
- 25% Consulting
- 18% Technology & Telecom
- 13% Retail
- 6% Healthcare
- 4% Energy & Resources
- 4% Other

Financial Services
Consulting
Technology & Telecom
Retail
Healthcare
Energy & Resources
Other
THE POWER OF TEAM-BASED LEARNING

Employers place great value on team and leadership skills and we do it better than anyone else.

While other MBA programs talk about “teamwork”, what they are actually referring to is “group work” – a very different concept. At Smith, our approach mirrors the workplace. You are assigned to a team for the core of the program. Team members collaborate on assignments, projects and presentations, drawing on the skills and experience of individual team members, greatly enhancing the learning experience.

Team Coaching and Support
A dedicated, professional Team Coach is assigned to every team. Coaches monitor your team’s effectiveness and provide regular feedback and guidance that is pivotal to the learning process.

Developing Your Team and Leadership Skills
At Smith, you don’t just learn about teamwork and leadership, you put them into practice every day. Each team member is given many opportunities to lead projects or contribute to projects led by other team members.

Dedicated Team Rooms
Every MBA student team is provided with a dedicated team room, including a personal work station for each team member. Team rooms provide a quiet space for individual work as well as team meetings and discussions.

“For me, the highlight of the program was the structured environment that taught me how to work effectively in a team. The Queen’s MBA experience pushes you to achieve your full potential while recognizing your personal goals and vision.”

MEI YOUNG, MBA 2016
Associate
A.T. Kearney
Singapore
BECOME YOUR BEST SELF

At Smith, coaching is an integral part of our learning culture and its importance cannot be overstated. Our coaching philosophy touches almost all aspects of the Queen’s MBA program.

Career Coaching

Our corporate relations team maintains strong relationships with hiring organizations across Canada. Your Career Coach will work with you one-on-one to identify and prepare you for your dream job.

Executive Coaching

Today, all over the world, people at all levels of management are using Executive Coaches to help them achieve their full potential. At Smith, we have made this a critical piece of your learning experience. No other MBA program offers this unique and valuable opportunity.

Lifestyle Coaching

Fit to Lead™ is an optional program that focuses on physical, mental and emotional well-being. The program provides insights into personal reflection, goal setting, fitness, nutrition and general lifestyle.

“I'm not aware of any other MBA program that offers this breadth of coaching. These coaches are very experienced and provide tremendous service.”

VINAY PUSHKARNA, MBA 2014
Senior Consultant, Strategy & Operations
Deloitte
Calgary, AB

“From the moment the program started, I was amazed how Queen’s was able to identify my personal objectives and tailor a learning experience to enable me to meet them.”

DEAN BUJSAK, MBA 2015
Senior Commercial Account Manager
RBC
Winnipeg, MB
A FLEXIBLE ACADEMIC PLAN

The curriculum for Queen’s MBA is very flexible and can be built to meet your career goals.

There are two modules: the Foundations Level, which provides an overview of business fundamentals; and Specialization, which enables you to choose an area of interest.

Upon completion of the MBA, you may then choose to advance to the Expert level by pursuing a second Master’s degree in this area of specialization.

Warm-Up Week

These not-for-credit, one-day sessions are offered in three quantitative areas: Accounting, Finance and Statistics. As well, data manipulation with Excel and MBA Case training are also provided.

Language Program

The eight-week QBridge Program is an intensive English language program that develops communication skills for MBA students.

You may register for these sessions when you sign back your offer of admission.

The Core Curriculum

- Accounting
- Business Analytics
- Economics
- Finance
- International Business
- Leadership
- Marketing
- Management Information Systems (MIS)
- Operations
- Professional Skills
- Strategy

Integrative Project

The Foundations curriculum is comprised of eleven courses plus an integrative project that runs through the entire six months.
ENHANCING YOUR CREDENTIALS

While in the program, you may choose to begin working on any of these professional designations.

- Chartered Financial Analyst (CFA)
- Certified Management Consultant (CMC)
- Project Management Professional (PMP)
- Certified Health Executive (CHE)

Areas of Specialization*

- Consulting
- Entrepreneurship & Innovation
- Finance
- Marketing & Sales
- Healthcare Management
- General Management

*Subject to change

For this module, you may choose from several areas of interest. You will complete four required courses within your specialization and four elective courses. You must also complete an individual project focusing on your selected area. Upon completion of this module you will have earned a Queen's MBA and a Graduate Certificate in your area of specialization.

Double Degree Options

- MBA + Master of Finance
- MBA + Master of Management Analytics
- MBA + Juris Doctorate
- MBA + Health Quality (HQ)

The Expert level enables you to apply some of your MBA credits to a second Queen's Master’s degree.

Certificate in Social Impact

You will also have the option to earn a Certificate in Social Impact. In completing the requirements, students develop an in-depth understanding of leading-edge thinking and practice on strategic dilemmas and opportunities regarding responsible leadership.

Please see our website for more information.
Simulations
For subject matter that does not easily lend itself to the "learning by doing" method, Queen’s MBA program utilizes a number of innovative simulations to create challenging learning experiences.

The Case Method
Case studies are used extensively, including the proprietary Queen’s Living Cases. These provide the opportunity for students to analyze and resolve a vast array of real business issues and opportunities.

Experiential Learning
There is no better way to learn than "learning by doing," and Smith offers numerous opportunities for experiential learning including a student-run hedge fund and a student-run new venture fund.

Real-World Business Projects
The Queen’s MBA program offers the opportunity to complete several practical, real-world major business projects.

Class Instruction And Discussion
Classroom instruction accompanied by high energy discussion is often the most effective way to learn frameworks, tools and techniques that can then be applied to projects and case studies.

TEACHING APPROACHES
At Smith, we are not committed to a single teaching or learning style. By leveraging the power of several teaching styles, we have created an approach that is unique, innovative and effective.

Simulations
For subject matter that does not easily lend itself to the "learning by doing" method, Queen’s MBA program utilizes a number of innovative simulations to create challenging learning experiences.
LEARNING ENVIRONMENT

Smith School of Business is housed in Goodes Hall, a state-of-the-art learning facility that was conceived, designed and constructed to be a community — a space that would enable maximum interaction between faculty, staff and students.

Dedicated MBA Team Rooms

Every MBA student team is provided with a dedicated team room, including a personal work station for each team member.

Award-winning Faculty

At Smith, you will experience one of the best student to faculty ratios of any business school in Canada.

In Touch With The Business Community

Smith School of Business professors have frequent contact with the business community through their own consulting practices and through our executive education programs. Years of working with senior level executives and managers has given them the ability to bring real-world business experience into the classroom.
GLOBAL PERSPECTIVE

The global perspective in the Queen’s MBA program starts with our students. Over the past three years, we have welcomed students from more than 30 countries and, on average, 40% of our students are international.

Cultural IQ

Smith School of Business, together with the Michigan-based Cultural Intelligence Center, has developed training to help our students strengthen their Cultural IQ. You will learn how culture influences behaviours and thought processes, and learn strategies for managing in a multicultural environment.

International Exchanges

Consistent with our global perspective, the Queen’s MBA program offers the opportunity for an international exchange at one of more than 30 business school partners around the world, providing an exceptional cross-cultural experience in a region of particular interest to you. Please see our website for more details.
GRADUATE SUCCESS STORIES

Our graduate success stories reflect a range of people, at a variety of levels within their organizations, who entered the program with their own unique career goals.

Last year, 98% of our graduates had accepted a job offer within six months of graduation.

Before starting the program Kim was a Marketing Coordinator at Stuart Olson Inc., a large construction management company based in southern Alberta. Upon graduation, she joined management consulting firm A.T. Kearney as an Associate.

“There are a lot of MBA programs that provide a quality business education, but very few rival Queen’s team-based approach, personalized coaching, and tight-knit culture. I really felt I was learning something new every day – in terms of business acumen, leadership skills and self-discovery. I would absolutely recommend this program to anyone looking for a transformative MBA experience.”

KIM FULTON, MBA 2015
Associate
A.T. Kearney
Toronto, ON
“Queen’s MBA was a life changing experience. The fast paced environment and team-based structure allowed me to work with individuals from diverse backgrounds and really broaden my perspective. The program was a launch-pad that enabled me to transition from Telecom to Consulting.”

SANKET ANGANE, MBA 2015
Senior Management Consultant
KPMG
Toronto, ON

Prior to starting the program, Sanket was a Manager at Idea Cellular in Mumbai, India. Upon graduation, he accepted the role of Senior Management Consultant at KPMG in Toronto.

“This program provided me with an invaluable platform to successfully navigate a significant career transition. In addition, the network that I built during the program has resulted in many close friendships and has been tremendously helpful to my career. Enrolling in the program provided opportunities for me that would have not been available otherwise.”

JAMIE FLEGG, MBA 2013
Vice President, Investment Management
Waterton Global Resource Management Inc.
Toronto, ON

Prior to joining the Queen’s MBA program, Jamie had been pursuing a career as a full-time singer/songwriter and was looking to transition to the corporate arena. Since joining Waterton Global Resource Management as a Private Equity Associate, Jamie has been promoted to Vice President, Investment Management.

“The Queen’s MBA opened up opportunities in Investment Banking for me and, without a doubt, I would not be where I am today without it. The team experience was amazing. It taught me how to work effectively with people from diverse backgrounds. The program alumni were very helpful in providing mentorship. Without hesitation I would recommend this program.”

MARGARET HONG, MBA 2016
Associate, Investment Banking
Scotiabank Global Banking and Markets
Toronto, ON

Prior to starting the program, Margaret was a Senior Financial Analyst at DH Corporation in Toronto. Upon graduation she was hired by Scotiabank Global Banking and Markets as an Investment Banking Associate.
“I chose Queen’s because of its great reputation and strong alumni network. Having a close relationship with the professors, career coaches and experts-in-residence allowed me to continually tap the School’s resources to ensure that I could sell myself as I made the career move from institutional equity sales to investment banking.”

JAMES AUSTEN, MBA 2013
Investment Banking
Cormark Securities
Toronto, ON

Prior to entering the Queen’s MBA program, James was working in Branch Management at TD Canada Trust. When he graduated in 2013, James joined Dundee Capital Markets in Institutional Equity Sales. He has since transitioned to Investment Banking with Cormark Securities.

“Queen’s MBA offers unique learning experiences that will broaden your perspective on culture, teams, innovation, and business in general. The program really enabled me to develop my leadership skills and to pivot my career as an engineer to a commercial leader through GE’s Accelerated Leadership Program – a program developed to create executive talent.”

JENNA ARCHER, MBA 2016
Digital Commercial Leader
GE Canada
Calgary, AB

Before she entered the program, Jenna was Corporate Development Leader for Keywest Projects Limited, a Calgary-based firm providing services and solutions for upstream and midstream oil and gas producers. After graduation, she joined GE Canada in their Accelerated Leadership Program.

“I would describe the program as fast-paced, challenging and transformative – a tremendous value. The team-based approach used in the program helped me develop the ability to work with people of diverse backgrounds and to set up teams for success.”

SOUVIK ADHYA, MBA 2015
Management Consultant
The Boston Consulting Group
Calgary, AB

Prior to entering the Queen’s MBA program, Souvik spent seven years with Schlumberger’s upstream oil and gas business, in a variety of roles. Upon graduation, he joined The Boston Consulting Group as part of their new office in Calgary.
ALUMNI NETWORK

Every year, more than 1,000 students graduate from Smith programs, including almost 400 from our four outstanding MBA programs. As a graduate, you will join a Smith alumni network of over 22,000 and a Queen’s alumni network of over 180,000 worldwide.

“The Queen’s MBA was a great experience and it has helped me achieve, and even exceed, the goals that I had set for myself. I was able to transition into a career path that I am very excited about and, just as importantly, I have a core group of friends from my time at Smith that are a big part of my life.”

DAVID KENNEDY, MBA 2011
RTS Senior Vice President
McKinsey & Company
Toronto, ON
LIFE IN KINGSTON

In 2014, BBC Travel named Kingston, ON, home of Queen’s University, one of five “great university towns” around the world.

With a population of 170,000, Kingston is a thriving small city located on the northeast shore of Lake Ontario, at the source of the St. Lawrence River. It is centrally located, less than a three-hour drive to Toronto, Montréal or Ottawa, and less than six hours to New York City or Boston.

With more restaurants per capita than almost any other city in Canada, even the most discerning of foodies will find some new favourites here. In addition to plenty of pubs and nightclubs, the Kingston region boasts some of the finest craft brewers and wine producers in the country.

Take in a play or enjoy a concert at one of Kingston’s performing arts facilities. Be inspired in the many art galleries, artisan shops and studio tours available throughout the city. Kingston is also home to dozens of annual festivals and events every year.

The majority of Queen’s MBA students live within a 15 minute walk to campus, eliminating the time-consuming commutes associated with universities in larger urban centres. This closeness creates a strong sense of community amongst our students that is truly unique.

Go to visitkingston.ca and kingstoncanada.com for current and future events.
IT STARTS NOW.

Take the first step and begin your no-cost application.

queensmba.com

ADMISSION REQUIREMENTS

Ideal candidates are exceptionally motivated, have demonstrated academic excellence, career progress, leadership potential and superior interpersonal and communications skills. The ability to work effectively in a team is also essential. All qualified applicants will undergo a personal interview.

A successful applicant will typically meet the following requirements:

• A four-year (or international equivalent) undergraduate degree in any discipline from a recognized university
• A minimum two years of relevant work experience
• An acceptable and complete GMAT score or an acceptable and complete GRE score
• If applicable, an acceptable score on one of the approved English proficiency tests (TOEFL, IELTS, PTE, or MELAB)
• Three professional references
• Applicants must complete three questions via video

For admission deadlines, fees and financing options please refer to our website.
Before she started the Queen’s MBA program, Amanda was a Hospital Pharmacist at a large teaching hospital in Calgary. Upon graduation, she elected to change careers and accepted the position of Product Manager with Manulife Financial. She was quickly promoted to Director, Customer Experience and Integration Strategy. She subsequently accepted the position of Director, Strategic Planning at John Hancock in Boston, and was recently promoted to Associate Vice President.

“I chose Queen’s because I knew it would not only give me the best possible education and learning opportunities, but also the best possible job prospects coming out of the program. I found the professors, the program staff and the coaching culture to be exceptional. For me, the program was literally life-changing. I could not have made this career change without the Queen’s MBA.”

AMANDA GOODWIN, MBA 2012
AVP, Head of Strategic Planning
John Hancock Financial Services
Boston, MA

Before she started the Queen’s MBA program, Amanda was a Hospital Pharmacist at a large teaching hospital in Calgary. Upon graduation, she elected to change careers and accepted the position of Product Manager with Manulife Financial. She was quickly promoted to Director, Customer Experience and Integration Strategy. She subsequently accepted the position of Director, Strategic Planning at John Hancock in Boston, and was recently promoted to Associate Vice President.