Be ready for fall job interviews and among the first MBA graduates on the market with this **12-month** full-time program starting in **January**.

**Small class sizes**
Personal attention, outstanding faculty, state-of-the-art business school facility

**Powerful network of alumni in 150+ countries**

**Study on-campus in Kingston at Smith School of Business at Queen’s University** – one of the most renowned universities in **Canada**

**Pioneering Leadership and team development programming**
AN MBA UNLIKE ANY OTHER

TECHNICAL EXPERTISE + TEAM DYNAMICS + SPECIALIZATIONS + INTERPERSONAL SKILLS + CUSTOMIZED COACHING + CAREER SUPPORT
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
Manager, A.T. Kearney
Toronto, ON
The MBA unlike any other. It delivers both the technical expertise and the interpersonal skills development that employers require today.

The Queen’s MBA provides outstanding foundational management skills including analytics, accounting, financial theory, marketing management, information systems, strategy and more.

In addition, Smith School of Business is the pioneer and leader in fostering the personal and team skills necessary to excel in business today including group dynamics, adaptability, communications, leadership, resilience, and cultural intelligence.

Surveys* of CEOs and corporate recruiters underscore that it is this combination of technical management capacity and interpersonal skills that is most highly valued.

*GMAC Corporate Recruiters Surveys
The Program

Complete your MBA in 12 months and get into the workforce with the knowledge and skills to begin advancing your career.

The first six months is foundational curriculum covering the core management skills required to lead in business. In the second six months you take elective courses and can also select an area of specialization (e.g., consulting, finance, marketing and sales). You will earn a supplemental certificate in the area of focus.

Substantial team and individual project assignments allow for deep learning and practical application.

Approach

A multi-faceted approach to teaching ensures engagement, high-value and impact. Class instruction is balanced with group discussion, simulations, team assignments, and real-world business projects. In addition, Smith’s Living Case Studies provide a unique and modern teaching approach immersing you in business challenges in real time.

Faculty

Smith School of Business faculty work together as teachers, researchers, and consultants. Together they create a tightly integrated academic plan for you.

Faculty have outstanding academic credentials and are also best-selling authors, award-winning teachers and editors of leading academic journals. Canadian Business, Bloomberg BusinessWeek, and The Financial Times have recognized Smith faculty as among the top management educators in the world.

For more about our faculty, go to queensmba.com

+ EXPERIENTIAL LEARNING
+ REAL-WORLD BUSINESS PROJECTS
+ SIMULATIONS
+ LIVING CASE STUDIES
+ CLASS INSTRUCTION & DISCUSSION
The Queen’s MBA program was a life changing experience from start to finish. The diversity of people was incredible — diversity not only of thought, but of life experiences. Interacting with and learning from so many unique people provides a great base for a future career. The program jump started my career into an exciting new path with a disruptive growth-focused company. I truly have been overwhelmed by the opportunity for personal and professional growth.”

Josh Tovey, MBA 2018
Operations Manager, Amazon
Lexington, KY

Options

Pre-MBA Preparatory Sessions
For advance grounding in core concepts and skills, Queen’s offers non-credit, one-day sessions in topics such as Accounting, Finance and Statistics, working with MBACase, and more.

Certificate in Social Impact
By completing certain courses and participating in key events and volunteer activities, you can earn a Certificate in Social Impact and demonstrate engagement in responsible leadership.

Double-degrees
You can apply Queen’s MBA credits to other Queen’s degrees including Master of Finance, Master of Management Analytics, Juris Doctorate, and Master of Science Healthcare Quality.

Professional Designations
You can begin earning qualifications towards the following professional designations:
Our program is unique in its focus on developing the ‘whole you’ to be as successful as possible in your career.

**Team Skills**
Smith School of Business pioneered the team-based learning approach that prepares you for the reality of today’s workplace. You are assigned a team for the core of the program and a dedicated professional coach helps you perform collaboratively at the highest level. You will have many opportunities to develop your personal leadership capacity.

**Executive Coaching**
Become your best self with one-on-one coaching to maximize your effectiveness in the workplace.

Coaching is an integral part of the Smith School of Business offering and will give you a greater understanding of yourself, your strengths and your weaknesses. This will have a powerful impact on your performance and your working relationships. Coaching covers a range of areas from conflict resolution to anxiety management to mindfulness.

**Experiential Learning**
‘Learn by doing’ through participation in the TriColour Venture fund (TCVF), Canada’s first student-advised venture capital fund. Students meet with potential portfolio companies, assess the opportunities, conduct due diligence and make recommendations to the Investment Advisory Board - a committee of seasoned entrepreneurs, angel investors, and venture capitalists. Deals are syndicated in conjunction with some of Canada’s leading venture capital companies and angel investors.

Queen’s University Alternative Asset Fund (QUAAF) is Canada’s first student directed portfolio of hedge funds managing a portion of the university’s endowed funds. Each generation of QUAAF members is responsible for ensuring sustainable operations and financial stewardship of the fund, providing outstanding practical experience.
The Queen’s MBA experience helped me further refine the type of leader I wanted to be. It also gave me the confidence and the tools to successfully pivot into a completely new career that would not have been available to me otherwise. My year at Queen’s was truly a life-changing experience where I not only gained a wealth of contacts through the alumni network, but also made lifelong friends.”

Roxane Ducasse, MBA 2016
D.A.R.E. Associate, Walmart Canada
Mississauga, ON

**Lifestyle Coaching**
Prepare for the fast pace and high demands of your business career with the optional lifestyle coaching program Fit to Lead™ that addresses physical, mental and emotional well-being.

**Cultural IQ**
In today’s diverse and global business environment, cultural intelligence is critical. Smith has partnered with the Cultural Intelligence Center to teach how culture influences behavior and thought processes, and effective strategies for managing in a multicultural environment.

**International Opportunities**
Study opportunities, available at more than 30 of the world’s top business schools, provide an exceptional experience in a region of interest to you.

For more information, go to queensmba.com
Recruitment & Career Support

You want to find the job that showcases your skills and capabilities and accelerates you on an exciting career path.

The Smith School of Business Career Advancement Centre will work with you from the start of your MBA to identify your passion and help you secure a great job. The Centre maintains strong relations with outstanding organizations across Canada and around the world, and recruiters are regularly on campus meeting with students.

A personal Career Coach will work with you one-on-one to help you prepare and manage your job search process. Coaches have specialized experience, training and connections in specific sectors.

Choosing the Queen’s MBA program was the best choice I could have made for my personal development and my career. The program gave me the ability to transfer from a career in engineering to one in venture capital.”

Lisa Belbeck, MBA 2018
Associate, RBC Capital Partners
Toronto, ON

Join a Powerful Alumni Network

At graduation you join a powerful network of Smith and Queen’s alumni in more than 150 countries. Regular events and meeting opportunities help you build valuable connections that will last a lifetime.

Smith is also the Official National Business Education Partner of the Canadian Olympic Committee.
Smith School of Business

Smith School of Business at Queen’s University is renowned for its excellence, innovation and leadership in business education.

From establishing the first undergraduate business degree a century ago to creating ground-breaking programs and courses in emerging areas including artificial intelligence, fintech, analytics, cultural diversity, team dynamics, social impact and more, Smith is at the forefront of preparing you for the business marketplace.

In addition to its rich tradition of academic and teaching excellence, Smith is known for delivering an outstanding learning and development experience. Small class sizes, personal attention, individual and team coaching, opportunities for specialization, and a deep commitment to student success characterize the Smith experience.

Rebecca Kirby, MBA 2016
Integration Consultant, Revenue Management and Analytics
The Walt Disney Company
Orlando, FL

“Queen’s is such a remarkable school and the Smith School of Business is one of its crown jewels. The MBA program gave me the confidence to approach any business problem with a solid foundation of knowledge. I especially enjoyed working in teams with a diverse and exceptionally high-achieving cohort, and the flexibility to customize the experience to my interests. I would absolutely recommend this program.”
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 for me.”

Sanket Angane, MBA 2015
FORMERLY
Manager, Idea Cellular
Mumbai, India
POST-QUEEN’S MBA
Manager, Management Consulting, Accenture
Toronto, ON
Studying in Canada

Canada is a thriving and welcoming environment for business students. It was ranked #1 for Best Quality of Life (2018, U.S. News & World Report) citing its economic and political stability, strong job market, diversity, quality of education system, and safety.

Kingston is a dynamic small city with great amenities, resources, events and attractions.

Smith attracts students from more than 40 countries including full-time, exchange and international double-degree students. Our Application Advisors can assist you in understanding requirements for studying in Canada.

For current and future events, go to visitkingston.ca and kingstoncanada.com
At Smith School of Business we provide a highly personalized experience from initial inquiry, through the admission process, during the program, and after graduation.

From the start we will work with you to assess your fit for the program and help you apply for admission. We’re looking for outstanding individuals with stellar academic capacity, a great work ethic, the ability to work effectively in teams and strong interpersonal skills.

For more information on the admission process and requirements go to queensmba.com
GLOBAL PERSPECTIVE

We prepare you to thrive in an increasingly global business environment — through Cultural IQ, an exchange opportunity and a global alumni network. Typically more than 40 per cent of your Queen’s MBA classmates will come from outside Canada. Expand your perspective and build strong connections as you work in class, in teams, and on projects.

Cultural IQ
Smith School of Business has partnered with the Cultural Intelligence Center to help our MBA students strengthen their Cultural IQ, which assesses your ability to relate and work effectively in diverse situations. Learn how culture influences behaviour and thought processes, and gain effective strategies for managing in a multicultural environment.

International Alumni Network
On graduation become part of the powerful Smith School of Business and Queen’s University alumni network in more than 150 countries.
International Exchange
Queen's MBA offers exchanges at more than 30 partner business schools around the world. Through this extensive international partnership network, there are enough places for every MBA student to participate in a short or long-term exchange.*

Argentina
- Buenos Aires: Di Tella Business School, Torcuato Di Tella University
- Argentina

Australia
- Brisbane: Queensland University of Technology, Business School
- Australia

Austria
- Vienna: WU, Vienna University of Technology, Business School
- Austria

Brazil
- São Paulo: The Business Administration School of São Paulo at the Getulio Vargas Foundation (FGV-EAESP)
- Brazil

China
- Beijing: Cheung Kong Graduate School of Business
- Shanghai: Peking University, Guanghua School of Management
- Tsinghua University School of Economics and Management
- China Europe International Business School (CEIBS)
- Shanghai Jiao Tong University, Antai College of Economics & Management
- Shanghai Jiao Tong University, Shanghai Advanced Institute of Finance
- Tongji University, School of Economics & Management
- China

Finland
- Helsinki: Aalto University, School of Business
- Finland

France
- Cergy-Pontoise: ESSEC Business School
- Lyon: EMLYON Business School
- France

Germany
- Leipzig: HHL Leipzig Graduate School of Management
- Mannheim: University of Mannheim, Mannheim Business School
- Vallendar: WHU - Otto Beisheim School of Management
- Germany

Hungary
- Budapest: Corvinus Business School
- Hungary

India
- Bangalore: Indian Institute of Management Bangalore
- Hyderabad: Indian School of Business
- Ghaziabad: Institute of Management Technology
- India

Italy
- Milan: Università Bocconi
- Italy

Japan
- Nagoya: Nagoya University of Commerce & Business
- Tokyo: Waseda University, School of Commerce
- Japan

Mexico
- Mexico City: IPADE Business School
- Mexico

Netherlands
- Rotterdam: Rotterdam School of Management, Erasmus University
- Netherlands

Norway
- Bergen: NHH Norwegian School of Economics
- Norway

Russia
- St. Petersburg: St. Petersburg University, Graduate School of Management
- Russia

Singapore
- Singapore: National University of Singapore, NUS Business School
- Singapore

Spain
- Madrid: IE Business School
- Spain

Sweden
- Stockholm: Stockholm School of Economics
- St. Gallen: University of St. Gallen
- Sweden

Switzerland
- St. Gallen: University of St. Gallen
- Switzerland

Thailand
- Bangkok: Chulalongkorn University
- Thailand

United Kingdom
- Birmingham: Aston University, Aston School of Business
- United Kingdom

*Seats at individual exchange partners cannot be guaranteed.
**Class Profile**

The Queen’s MBA has deliberately small class sizes and diverse student backgrounds which make for an outstanding learning experience.

- **Students**: 82
- **International students**: 43%
- **Canadian students**: 57%
- **Average Years of Work Experience**: 5

From countries including: Barbados, Brazil, Chile, China, Costa Rica, India, Nigeria, Pakistan, Peru, and Turkey.
Accelerating Your Career

Our faculty, staff, coaches and Career Advancement Centre team work closely with you to help you find the post-graduation job that showcases your skills and capabilities, and accelerates your career. Totals are rounded.

$109,323
average starting compensation*

90%
Of those seeking a job had received an offer by the time of graduation. (Based on 100% of the class reporting)**

** Classes of 2017 & 2016
*** Class of 2018

A Sample of Companies that Hire Queen’s MBAs

CONSULTING
A.T. Kearney
Accenture
Boston Consulting Group
Capp Gemini
Deloitte
EY
KPMG
McKinsey & Company
PricewaterhouseCoopers

CONSTRUCTION/
INFRASTRUCTURE/
REAL ESTATE

CONSUMER PACKAGED
GOODS/FOOD/
PHARMACEUTICAL
Johnson & Johnson
McCain
Maple Leaf Foods
Molson Coors
PepsiCo
Pfizer
Reckitt Benckiser
Unilever

MANUFACTURING/
INDUSTRIAL/ CHEMICAL/
ELECTRONICS

TECHNOLOGY &
COMMUNICATIONS

Amazon
Adobe
Bell
Google
IBM
Microsoft
Rogers
Telus
Uber
Xerox

ENERGY & RESOURCES

Atomic Energy of Canada
Haliburton
Imperial Oil
Shell
Suncor
Teck Resources
TransCanada

ENTERTAINMENT/
MEDIA/ INFORMATION

Disney
Nielsen

INVESTMENT &
FINANCIAL SERVICES

Bank of America
Merrill Lynch
BMO
Brookfield Financial
Capital One
CIBC
CPPIB
Credit Suisse
Dundee Capital Markets
Equitable Bank
HBC
Mackenzie Investments
Macquarie Group
Manulife

LUXURY GOODS

Christian Dior

HEALTHCARE

Hamilton Health Sciences
Harvard Medical School
Health Canada
Heart & Stroke
The Hospital for Sick Children
John Hopkins University
University Health Network

RETAIL

Canadian Tire
Indigo
Loblaw
Staples
Tim Hortons
Walmart

Let Us Help You Get Started

We provide a highly personalized experience from initial inquiry, through the admission process, during the program, and after graduation.

Our Application Advisors will work with you one-on-one. Contact us through queensmba.com or at 1.844.533.1651 to find out more.
Complete your MBA in 12 months and re-enter the workforce with the knowledge and skills to begin advancing your career.

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.
Queen's offers optional non-credit, one-day sessions in topics such as Accounting, Finance and Statistics, working with MBACase, and more.

The Expert Level enables you to apply some of your MBA credits to a second Queen's Master's degree. Currently there are four options:

• Master of Finance
• Master of Management Analytics
• Juris Doctorate
• Master of Science in Healthcare Quality

There are multiple ways to pursue a second degree.

Foundational curriculum covering the core management skills required to lead in business.

• Financial Accounting
• Business Analytics
• Professional Communication Skills
• Negotiations
• Leadership
• Strategy
• Economics
• Finance
• Managing Human Capital
• Operations
• Marketing
• Managing Information Technology
• Business, Government & Global Economy

Take eight elective courses and an optional area of specialization. Earn a supplemental certificate in that area of focus.

Substantial team and individual project assignments allow for deep learning and practical application.

Specializations are offered in the areas of highest demand such as:

• Consulting
• Finance
• Marketing and sales
• Healthcare
• Entrepreneurship and innovation

The Expert Level: Double-degrees

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

CERTIFICATE IN SOCIAL IMPACT

Participating students have an opportunity to augment their degree with exposure to the dynamic world of social impact—exploring areas such as sustainability, social finance, social innovation, social entrepreneurship, and values-based leadership. By completing certain courses and participating in key events and volunteer activities, you can earn a Certificate in Social Impact.

PROFESSIONAL DESIGNATIONS

While completing your Queen’s MBA, you can begin a professional designation:

options
We are looking for exceptionally talented and motivated individuals. Academic strength, career progress, leadership potential, and strong interpersonal and communications capacity are just some of the characteristics we are seeking for the Queen’s MBA Class of 2020.

Successful applicants will typically meet the following requirements:

• A four-year (or international equivalent) undergraduate degree from a recognized university;
• Two years relevant work experience;
• An acceptable and complete GMAT or GRE score;
• If applicable, an acceptable score on an approved English proficiency test (TOEFL, IELTS, PTE, or MELAB);
• Two professional references; and
• Completion of two video questions and one written response.

In compelling cases, exceptions may apply. Candidates who meet the core requirements will be invited for an admissions interview.
Fees, Financing & Scholarships
The Queen’s MBA fee includes program enrollment, all books, case materials and other instructional supplies, academic events like case competitions, and career related non-academic events including executive coaching.

The fees for Class of 2020 (starting January, 2019) are $83,000 for domestic and $93,000 for international students.*

All qualified candidates who submit a completed admissions application will be automatically considered for a number of entrance scholarships. There is no application fee.

Detailed information on fees, financing options and scholarships can be found at queensmba.com.

*Fees are subject to final approval from the Queen’s Board of Trustees

Let Us Help You Get Started
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Our Application Advisors will work with you one-on-one. Contact us through queensmba.com or at 1.844.533.1651 to find out more.

The Stephen J.R. Smith School of Business
Goodes Hall, Queen’s University
Kingston, Ontario
Canada K7L 3N6
Toll-free: 1.844.533.1651