A RICH TRADITION
OF INNOVATION AND
EXCELLENCE

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

Through their contributions to science, the arts, business, and government, Queen’s graduates have made indelible marks on the national and international landscape. The extensive alumni network of more than 180,000 graduates spans 154 countries. You will find Queen’s graduates in positions of leadership around the world.
Queen’s Commerce is Canada’s most prestigious undergraduate business program. During your four years in the Queen’s Commerce program, you will gain much more than an outstanding, integrated business education. You will also acquire the critical leadership, team, and communication skills that today’s employers are looking for.

The Commerce experience extends well beyond the classroom. You will enjoy unparalleled extracurricular opportunities and a tremendous sense of community.

A TRULY EXCEPTIONAL EXPERIENCE

queenscommerce.com
Reputation

• Highly respected, award-winning faculty team
• Globally connected and recognized
• State-of-the-art learning environment
• Accredited by The Association to Advance Collegiate Schools of Business (AACSB) and EQUIS through the European Foundation for Management Development

Experience

• Business from day one
• Small and interactive classes
• Unparalleled international exchange opportunities
• Commerce Society (ComSoc) events and conferences
• National and international business case competitions
• A uniquely strong sense of community
• Dedicated personal counsellor

Success

• Dedicated Career Advancement Centre
• Comprehensive career management plan
• Established network of corporate partners
• Active and engaged alumni around the world

WHY CHOOSE QUEEN’S COMMERCE?
CURRICULUM

The Commerce curriculum provides a solid foundation of management fundamentals across all aspects of business and the opportunity to specialize in your particular area(s) of interest. You will have the opportunity to choose electives from the Faculty of Arts & Science which will broaden your perspective beyond business. You may choose courses that suit your individual interests and strengths.

In years one and two, most of your course load will be comprised of required Commerce courses, which lay the foundation for Commerce electives in years three and four.

The structure of the Commerce program has allowed me the opportunity to immerse myself in many types of business courses. The first two years have truly helped clarify what I’m interested in. More importantly, this program has equipped me with a well-rounded perspective, which has proven invaluable in developing thoughtful solutions when faced with difficult problems.

KANAK NAGEE, Comm’18

This program is designed to allow you to become your best. Small class sizes ensure interaction and discussion and the faculty are understanding and willing to give you the support you need. It’s a nice feeling knowing your professors are as committed to your success as you are.

DUSTIN ZHANG, Comm’18

<table>
<thead>
<tr>
<th>Required Commerce Courses</th>
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<tbody>
<tr>
<td>• Business Management</td>
<td>• Introduction to Finance</td>
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<tr>
<td>• Introduction to Mathematical Analysis for Management</td>
<td>• Finance II</td>
</tr>
<tr>
<td>• Introduction to Financial Accounting</td>
<td>• Marketing II</td>
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<tr>
<td>• Introduction to Management Accounting</td>
<td>• Business Decision Models</td>
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<tr>
<td>• Introduction to Marketing</td>
<td>• Managerial Economics</td>
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<tr>
<td>• Organizational Behaviour</td>
<td>• Introduction to Human Resources Management</td>
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<tr>
<td>• Managerial Statistics</td>
<td>• Business Ethics and Corporate Social Responsibility</td>
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<tr>
<td>• Principles of Economics</td>
<td>• Enabling Business with Information Systems</td>
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<tr>
<td>• Business Communications</td>
<td>• Introduction to International Business</td>
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<td>• Managing Work and Teams</td>
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Arts & Science Elective Courses
Typically 2 courses

Year Two

<table>
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<tr>
<th>Required Commerce Course</th>
<th>Required Commerce Course</th>
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</thead>
<tbody>
<tr>
<td>Operations Management</td>
<td>Business and Corporate Strategy</td>
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</table>

Commerce Elective Courses
Typically 5-6 courses

Arts & Science Elective Courses
Typically 3-4 courses

The majority of students choose to study abroad on an international exchange for one semester in their third year.

Optional Programs

• Dual Degree with Faculty of Arts & Science
• BCom/JD Combined Program
• Certificate in Social Impact
INTERNATIONAL EXCHANGE

Queen’s Commerce maintains exchange partnerships with 110 prestigious business schools in 37 countries. Approximately 85% of our students choose to take part, usually during their third year. The international exchange experience will not only expand your perspective, it will also increase your self-confidence, enhance your career opportunities, and enable you to develop an international network.

While on exchange, you pay your regular Queen’s tuition fees plus travel and living expenses. Bursaries and scholarships are available to assist with living expenses while abroad.

“This exchange experience helped me grow as an individual. I gained knowledge that extended beyond academics, and that will certainly leverage my future career. I had a wonderful experience that I will cherish forever and I am so grateful to have received this opportunity.”

SANZIANA ANDREICA, BCom’17
Chinese University of Hong Kong, CUHK Business School, Hong Kong

“Going on exchange was undoubtedly one of the best choices I have made in my life, second to choosing Smith School of Business for my undergraduate career. The four months I spent in Germany and in Europe allowed me to develop both as a business student and as an individual. These experiences were some of my most memorable moments as a student at Queen’s.”

DAVID GOUWS, Comm’18
University of Mannheim, Mannheim Business School, Germany
The moment you join the Queen's Commerce program, you become a member of the Queen's Commerce Society (ComSoc) — an organization run by and for Queen's Commerce students. ComSoc is at the heart of the Commerce experience and is unlike any other student organization. Queen's Commerce Society is the largest undergraduate business society in Canada, with more than 1,000 student-held positions, some of which are open to first-year students. No other undergraduate business program offers this range and depth of opportunities.

In addition to running a variety of social and athletic activities, ComSoc organizes and runs 18 large business-related conferences and competitions. Queen's Inter-Collegiate Business Competition (I.C.B.C.) is Canada's largest and longest running undergraduate business competition, attracting students from around the world. All of these events receive extensive support from Canada's corporate community and provide outstanding opportunities to further develop your team, leadership, and networking skills.

"The Commerce Society provides Commerce students with countless opportunities to learn about business outside of the classroom. Not only does ComSoc provide career advancement opportunities through alumni connections and networking sessions, it also aims to create a distinct community through school spirit and charity events. The unique extracurricular experience is a defining aspect of the outstanding Queen's Commerce experience."

EMLYN FOLKES, Comm'18
President of Commerce Society
Queen’s Commerce graduates are eagerly sought out by some of the top organizations in Canada and around the world. Their team and leadership skills, broad global perspective, and exceptional hands-on experience means Smith School of Business students are in high demand.
**JOB ACQUISITION STATISTICS — CLASS OF 2016**

- **Average remuneration**: $65,893* (including bonuses)

- **Employment by Industry**
  - Financial Services: 26%
  - Accounting: 11%
  - Telecommunications: 8%
  - Technology: 7%
  - Consulting: 5%
  - Consumer Goods: 4%
  - Marketing & Communications: 3%
  - Retail: 3%
  - Other: 9%

- **Percentage of students who acquired jobs within 6 months of graduation**: 97%

- **Career Advancement Centre**
  - We work together to ensure that you are well positioned to pursue your career aspirations, not only now, but over the long-term.

- Queen’s Commerce students have access to:
  - Online career resources
  - One-on-one career coaching
  - Targeted resume and cover letter preparation
  - Interview preparation
  - Corporate and alumni resources
  - Engaging career workshops
  - Self-directed tutorials
  - Job offer negotiation assistance
  - Information sessions and networking events

- **Average Base Salary (not including bonuses)**:
  - Financial Services: $73,853
  - Accounting: $43,865
  - Telecommunications: $59,091
  - Technology: $47,955
  - Consulting: $66,141
  - Consumer Goods: $60,042
  - Marketing & Communications: $53,125
  - Retail: n/a
  - Other: n/a

- **Employment by Industry**:
  - 94% Canada
  - 4% USA
  - 1% Europe
  - 1% Asia

* including bonuses
WHAT ARE WE LOOKING FOR IN AN APPLICANT?

We want to know who you are beyond your marks. Once you qualify academically, it is up to you to show us who you really are and why you want to study business at Smith.

We receive more than 7,000 applications per year for 475 first-year positions. We make offers to those applicants who are able to effectively convey the qualities we are seeking.

We are looking for students who are involved in supporting their school and community, have diverse interests, and have proven leadership and teamwork skills. A keen interest or some experience in business or international studies is an asset.

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 two 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.

ADMISSION REQUIREMENTS – ONTARIO

Your marks: 87% is the minimum average requirement.

The average is composed of six courses, including three required courses, English 4U, Calculus and Vectors 4U, and one additional 4U course in Math, as well as the best three 4U or 4M courses (no more than two 4M courses from any discipline will be used in the calculation).

*English and Math grades must be a minimum of 80%.*

Application Process

Your application is made through the Ontario Universities’ Application Centre (OUAC) **ouac.on.ca**

COSTS

**Tuition:** $17,418 for 2017/18

Additional costs such as residence, meal plan, textbooks, and student activity fees are approximately $16,164 per year.

*Financial assistance is available from the Student Awards Office in the form of merit-based and needs-based funding to help students supplement their own contribution.*
VISIT US

Campus tours are available through Queen’s Undergraduate Admission on weekdays.

You can meet with a Commerce Academic Advisor and tour Goodes Hall weekdays between 8:30 am and 3:30 pm. To arrange a time, please submit your request online at ssb.ca/tour two business days in advance of your visit.

Smith opens its doors to prospective students and families during Fall Preview on Saturday, November 4, 2017 and Saturday, November 18, 2017, as well as March Break Open House on Saturday, March 10, 2018.

CONTACT US

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