



CORPORATE VIEWBOOK

Queen's Commerce Society



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LETTER FROM THE DIRECTOR



Dear Corporate Partners,

On behalf of the Business Career Centre, it is our pleasure to partner with the Commerce Society to showcase their vast array of conferences, competitions and associations. Extra-curricular involvement and leadership is an integral part of student life at the School of Business and is a key strength that sets our students apart.

We welcome you to peruse this book to get a feel for the areas that could be a match with your business. These student groups are always looking for corporate participation as guest speakers, panelists, judges, and sponsors to provide real-world industry knowledge and depth. This exposure to the business community is not only invaluable learning for our students but is also an opportunity for them to showcase their initiative, research and passion for an industry.

We highly encourage your company to get involved in any way possible as it elevates your brand profile among students, ultimately increasing your talent attraction. Our Corporate Relations team will work with you to identify your desired target market and match you with the appropriate group. We hope this book will inspire you and thank you in advance for supporting our students!

Best Regards,

KAREN JACKSON-COX | EXECUTIVE DIRECTOR

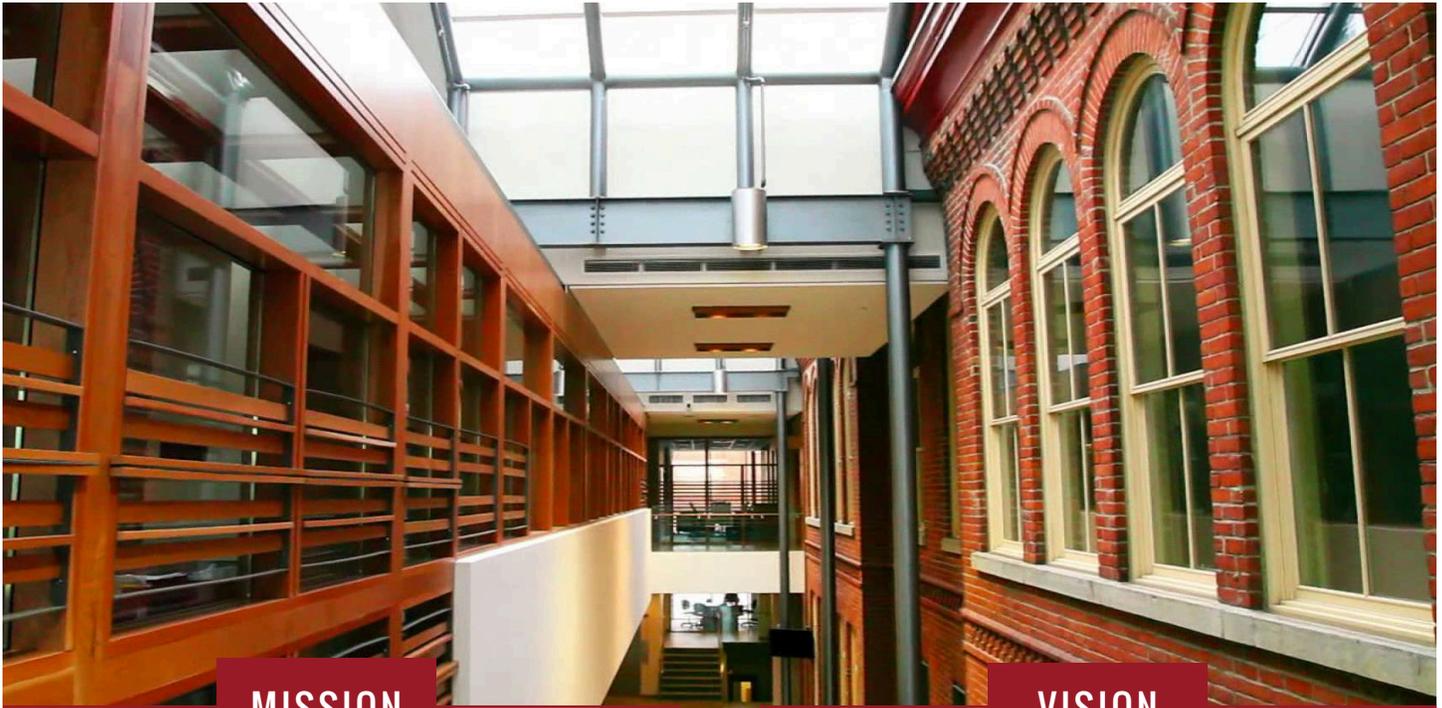
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The Business Career Centre

Smith School of Business

Queen's University

OVERVIEW



MISSION

TO ENHANCE THE QUEEN'S COMMERCE EXPERIENCE BY REPRESENTING STUDENT INTERESTS, INSPIRING LEADERSHIP AND EMPOWERING STUDENTS TO PURSUE THEIR PASSIONS

VISION

TO BE THE MOST RESPECTED AND INNOVATIVE FACULTY SOCIETY, WHILE PROVIDING EVER INCREASING OPPORTUNITIES THAT ENABLE ALL STUDENTS TO REALIZE THEIR FULL POTENTIAL

Established in 1967, the Queen's Commerce Society, or ComSoc for short, is a member of the Alma Mater Society (AMS) at Queen's University. With over 33 committees and 18 world-class conferences, we are the largest and most successful business student government in Canada.

Run entirely by Commerce Students enrolled at the Queen's School of Business, ComSoc is composed of:

- Elective Executives
- Assembly members (appointed and elected)
- Commissioners & deputy commissioners (appointed)
- Chairs and Co-chairs of ComSoc committees (appointed) AND
- Student members of the Queen's Commerce Society

Members of the Queen's Commerce Society (all Commerce students) elect the elected members of Assembly. Appointed members are hired based on their skills, talents, and abilities to fulfill and go beyond their duties.

The Queen's Commerce Society plays a major role in the life of a Commerce Student, from supporting recruiting and networking opportunities with companies, to enriching the time and experience of students through unparalleled social events. ComSoc has four internal commissions, with each commission and its committees focused on an aspect of the student experience within the business school. ComSoc's external committees and organizations focus on externally arranged activities such as business conferences and competitions. The elected executives act as a voice to Commerce Students, providing support and representation within the general assembly.



CONFERENCES

CONFERENCES

COMMERCE & ENGINEERING ENVIRONMENTAL CONFER-



COMMERCE &
ENGINEERING
ENVIRONMENTAL
CONFERENCE

The Commerce & Engineering Environmental Conference (CEEC) is Canada's premier undergraduate conference on sustainability, creating a forum for 130 of the country's future leaders and innovators to become inspired to drive environmental change in the emerging green sector. Exposure to transformative technologies and ideas through a series of focused panel sessions and speakers, exciting competitions, collaborative events and outstanding networking opportunities are all at the core of the CEEC experience. By leveraging the integral ties between diverse students from Commerce, Engineering and Arts & Science backgrounds, we aim to highlight the multi-disciplinary approach needed to overcome challenges and develop solutions for a more sustainable world.

QUEEN'S CONFERENCE ON THE ENTERTAINMENT INDUSTRY



QCEI is one of Canada's premier undergraduate business conferences on the entertainment industry. Entering its milestone third year, QCEI hosts a 3-day, student-run conference, QCEI seeks to inspire students to pursue their passion in entertainment by educating them about the business management side of the industry and offering them career-building opportunities. Lastly, in only its second year, QCEI was the proud recipient of the Speaker Series of the Year award.

Location: Kingston
Delegate breakdown: N/A
Number of Delegates: 100
Sponsorship range

QUEEN'S BUSINESS ENVIRONMENT TODAY



QBET is the oldest student-run conference in Canada, connecting high-caliber delegates with industry leaders and tier one companies from across the country.

Location: Kingston
Delegate breakdown: N/A
Number of Delegates: 80
Sponsorship range: \$1,000 - \$8,000

QUEEN'S CONFERENCE ON INTERNATIONAL BUSINESS



We provide an engaging platform for future business leaders to deepen their understanding of the global business landscape through inspiring keynote speakers, interactive case competitions, office visits, and more. As a corporate partner, we will provide you with unparalleled access to Canada's best business students through company-tailored events, networking receptions, and exclusive access to our delegate resume database.

Location: Toronto

Delegate breakdown: 25% Marketing 25% Consulting 25% Accounting 25% Finance

Number of Delegates: 85

Sponsorship range: \$2,000-\$15,000

QUEEN'S COMMERCE LEADERSHIP SUMMIT



Queen's Commerce Leadership Summit is a three day conference focused on providing the business leaders of tomorrow with the opportunity to learn from proven business professionals while developing and improving their own leadership abilities in an interactive environment.

Location: Kingston

Delegate breakdown: N/A

Number of Delegates: 80

Sponsorship range: \$750 - \$10,000

QUEEN'S FINANCE ASSOCIATION CONFERENCE



QFAC is the premier undergraduate finance conference in Canada. We seek to bridge the gap between industry and the classroom by bringing delegates to Toronto to meet and learn from Canadian and American financial institutions.

Location: Toronto

Delegate breakdown: N/A

Number of Delegates: 100

Sponsorship range: \$500-\$7,000

QUEEN'S LEADERSHIP, EXCELLENCE & DEVELOPMENT CONFERENCE



QLEAD cultivates a collaborative environment that empowers young leaders to excel. Through early business exposure, networking opportunities, and interactive challenges, senior high school students in grades 11 & 12 learn from diverse perspectives and discover their leadership potential.

Location: Kingston

Number of Delegates: 150

Sponsorship range: \$750 - \$5,000



QUEEN'S MARKETING ASSOCIATION CONFERENCE

With 33 years of experience QMAC connects 150 of the best marketing students across Canada with top industry professionals, through a series of networking opportunities, thought-provoking speakers, and hands-on workshops. We look for partners that share the same commitment in helping the marketing leaders of tomorrow gain valuable educational experience.

Location: Toronto
Delegate breakdown: N/A
Number of Delegates: 150
Sponsorship range: \$1,000 - \$8,000, \$18,000 for Title Sponsor

QUEEN'S SPORTS INDUSTRY CONFERENCE



QSIC provides students with the unique opportunity to explore different career paths within the sports industry.

Location: Kingston
Delegate breakdown: N/A
Number of Delegates: 150
Sponsorship range: \$500 - \$9,500

QUEEN'S WOMEN IN LEADERSHIP CONFERENCE



The Queen's Women in Leadership conference aims to empower young women to pursue success by bringing together like-minded students and business leaders from across the country. Through engaging speakers and panels, a fast-paced case competition, and various networking events, delegates can shape their conference experience to suit their unique aspirations. Q.WIL started over two decades ago, and has grown increasingly since. On behalf of the Q.WIL executive, we hope you will consider joining us in celebrating women in leadership to meet the brightest leaders of tomorrow.

Location: Kingston
Delegate breakdown: 20% First year, 35% Second year, 15% Third year, 20% Fourth year
Number of Delegates: 100
Sponsorship range: \$750 - \$7,000

QUEEN'S RETAIL FORUM



Queen's Retail Forum (QRF) is a premier student-run conference with a mission to continually educate undergraduate students across Canada on the retail industry and empower their career success within it. We achieve this through three pillars: our conference, events held throughout the year, and the educational, industry-related content posted through our multiple communication channels.

Location: Kingston
Delegate breakdown: N/A
Number of Delegates: 100
Sponsorship range: \$500 - \$7,000

QUEEN'S SELF EVALUATION FORUM



QSELF stands to provide delegates with two key takeaways:

1. Exposure to a variety of fields within business
2. Direction for delegates to isolate careers of interest

Through practical workshops built around tangible skills, and useful advice and inspiration delivered through established industry speakers, delegates are given a chance to examine all corners of the business environment. Partnering with QSELF allows business' to gain recognition amongst this promising group of students, and establish their brands in the minds of individuals who want to make an impact.

Location: Kingston

Delegate breakdown: 80% First Years, 20% Second Years

Number of Delegates: 100

Sponsorship range: \$300 - \$6,000

QUEEN'S CONFERENCE BUSINESS AND TECHNOLOGY



The Queen's Conference on Business & Technology offers sponsors access to a diverse, and multidisciplinary base of delegates from Business, Engineering, and Computer Science backgrounds. This year in particular, we are aiming to focus on enhancing the value we provide to our sponsors through opportunities such as increased one-on-one face-time with delegates, coffee chat opportunities, early delegate resume book access, and preferential seating with delegates of choice.

Location: Kingston

Delegate breakdown: 44% Commerce, 40% Engineering, 9% Computer Science, 7% Arts & Science

Number of Delegates: 130

Sponsorship range: \$1000 - \$6000

COMPETITIONS

COMPETITIONS



INTER-COLLEGIATE BUSINESS COMPETITION

The Inter-Collegiate Business Competition (I.C.B.C.) is Canada's oldest and longest-running undergraduate business case competition, featuring eight different competitive events in which students can compete. The competition is held annually in Kingston, Ontario in early January and hosts over 100 competitors from the top business schools across Canada as well as the globe.

Location: Kingston

Delegate breakdown: Accounting-13%, Business Policy-24%, Ethics-14%, Finance-12%, HR-13%, Marketing-16%, MIS-8%

Number of Delegates: 100

Sponsorship range: \$500 - \$6,000

DECA QUEEN'S



DECA Queen's is the fastest-paced case competition within ComSoc, with an emphasis on creativity, presentation and analytical skills. Our three-day conference, that invites 120 students from across the province, allows our corporate partners to engage with a diverse, bright and driven group of students.

Location: Kingston

Delegate breakdown: 25% Consulting, 25% Marketing, 25% Finance and 25% Entrepreneurship

Number of Delegates: 120

Sponsorship range: \$500 - \$10,000

QUEEN'S COMMERCE CORPORATE CHALLENGE

Q3C

The Queen's Commerce Corporate Competition is one of the most extensive case competitions in Canada. Our dynamic competition aims to foster relationships between our talented competitors and valued partners. In helping shape the next generation of business leaders, Q3C focuses on developing and honing critical skills through its challenging events and fast-paced case round twists. Competitors consistently enjoy their experience with Q3C, having had the opportunity to participate in a unique style of case competition with twists, as well as meet company representatives who help them further improve their analysis and presentation skills. The competition is open to Queen's Commerce students as well as external delegates from other top undergraduate business schools in Canada.

QUEEN'S ENTREPRENEURS' COMPETITION



The QEC is one of the longest-running undergraduate startup pitch competitions in the world. Each year, our top 15 teams from around the world are invited to Toronto to pitch their companies in front of highly successful entrepreneurs and business executive to win \$75,000 in monetary funding for their startup.

Location: Toronto

Delegate breakdown: N/A

Number of Delegates: 45

Sponsorship range: \$5,000 - \$50,000



INDUSTRY
ASSOCIATIONS

INDUSTRY ASSOCIATIONS

QUEEN'S ACCOUNTING ASSOCIATION



Queen's Accounting Association is an internal committee that acts as the liaison between students and recruiters from a variety of accounting firms including Deloitte, EY, KPMG, PwC and various CPA Training Offices. Our events offer students the opportunity to create lifelong connections with industry professionals while developing their soft skills in a hands-on environment. We aim to guide students who are interested in an accounting career through the recruiting process by offering application and interview tips, information on required accounting pre-requisites, and a chance to connect with older students who have succeeded in obtaining summer internship positions. QAA opens doors to immeasurable opportunities and is your source for everything accounting.

QUEEN'S BUSINESS REVIEW



The Queen's Business Review (QBR) is a print and digital publication managed by a group of undergraduate students from Queen's University. Bringing their unique perspective to a range of issues, our writers produce engaging and thoughtful content that captures the attention of readers far beyond the campus where the publication is based. Inside QBR, you will find articles on topics including business strategy, finance, policy, economics, technology, and marketing, as well as exclusive interviews with industry executives and Queen's alumni. In addition to editorial talent, our team includes students who lead the artistic and graphical elements of production, as well as those who manage the sales and sponsorship, IT, and linguistic functions.

QUEEN'S COMMERCE LAW ASSOCIATION



Queen's Commerce Law Association (QCLA) is the first ComSoc-rated association dedicated to educating business students about law. We foster interest and promote non-traditional career paths beyond the typical avenues of finance, consulting, marketing, and accounting. QCLA also acts as a bridge for students through facilitating connections with the Canadian legal community.

Through an engaging series of speakers and interactive workshops on topics ranging from criminal, corporate, M&A, environmental, labour and entertainment law, QCLA provides an opportunity for students to get a glimpse of what it would be like as a professional in the legal industry. Not only do we provide educational resources and guidance for those interested in law school and legal careers, but we also work to expose all Commerce students to the far-reaching impacts of law and legal processes on virtually all aspects of business.

QUEEN'S REAL ESTATE ASSOCIATION



The Queen's Real Estate Association is an industry association that introduces and promotes real estate career opportunities for students within the Queen's School of Business. QRA hosts value driven events that allow Queen's students to interact and gain a comprehensive perspective on the various aspects of the industry. These events include both informative speakers and recruiting sessions with Canada's top real estate firms.

QUEEN'S CONSULTING ASSOCIATION



The Queen's Consulting Association connects the brightest students from all faculties to companies in the consulting industry and was recognized by the Commerce Society as the Internal Association of the Year in 2015. It serves as the catalyst for aspiring consultants and presents opportunities for students in the form of industry visits, guides, case preparation sessions and more.

Founded in 2011 as part of the Commerce Society, the Queen's Consulting Association's goal is to offer its members the highest quality resources, training, networking and recruiting opportunities so that they can reach and expand their potential. Today, Queen's Consulting Association alumni are in some of the top management consulting firms around the world.

QUEEN'S GLOBAL MARKETS



Association Description: Queen's Global Markets is an undergraduate think tank that focuses on economic and geopolitical trends around the globe. Through our presentations and reports, we offer the Queen's community in-depth looks into global events that impact the world we live in.

Main Event/Initiative: Weekly presentations and reports on pressing economic and geopolitical trends

QUEEN'S HUMAN RESOURCES ASSOCIATION



The Queen's Human Resources Association was created to establish Human Resources as a viable career path at Queen's. It facilitates on-campus recruiting with top firms, provides informative speakers, offers events to enhance related skills, and provides career-oriented opportunities to assist students in achieving their goals. With the Talent Decade rapidly approaching, it is becoming increasingly important for top firms to employ high-level strategic thinkers as their Human Resources managers. The role of Human Resources managers is no longer simply handling payroll and benefits, but is also maintaining compliance with legal and employment regulations, and employing best practices for hiring and retention. Our goal as an association is to connect high level Human Resources passionate students with top tier firms looking to acquire the best possible talent.

QUEEN'S PRIVATE CAPITAL GROUP



QPCG's mission is to provide students with a practical knowledge of Venture Capital / Private Equity and to facilitate their transition into careers within the industry. We provide financial advisory services such as research and valuation for real-world private equity and venture capital firms.



QUEEN'S SALES INDUSTRY ASSOCIATION

Queen's Sales Industry Association (QSIA) is the premier sales association for undergraduate business students that connects Queen's students with top companies in the sales industry. We provide students with workshops, office tours, and networking opportunities in partnership with companies such as Shopify, Coca-Cola, Maple Leafs Sports & Entertainment, and Procter & Gamble.

Main event/initiative: A Sales Bootcamp hosted by Professor Jim Hamilton with company sponsors including IBM, Shopify, TopHat and Salesforce. The Bootcamp closes with a Sales Pitch Competition in March for the students who performed the best in class over the course of the class.

Event Types: Office tour, sales career bootcamp, speaking panels, workshops

Sponsorship range: \$250-1000

Queen's Commerce Society

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