

# Bachelor of Commerce





# A Well-Rounded Undergraduate Business Program

## FOUR-YEAR HONOURS DEGREE

- Exceptional atmosphere – personal attention, highly-engaged faculty, and a powerful sense of community
- Areas of focus: entrepreneurship, social impact, investment banking, accounting, marketing, consulting, international business, human resources, and more
- Learn from award-winning professors and industry experts
- Dynamic classes, team challenges, consulting projects, and living business cases
- Global business content and options to study abroad
- Commerce Society, teams, clubs, competitions, sports, and volunteering opportunities for a well-rounded experience
- Dedicated career planning and support with outstanding job outcomes
- A passionate and supportive Smith alumni family
- Personal support from staff, academic advisors, and personal counsellors committed to your success
- Attain a deep understanding of business strategies and concepts, including innovations that are changing the nature of work.
- Build your experience around you and your ambitions
- Get the **SmithEdge** – foster personal capacity in leadership, teamwork, cultural intelligence, resilience, communication, and presentation. Land a great job and get the best start to your career.

**That's Smith Commerce**



## YEAR

# 1

### Required

Introduction to Commerce

Introduction to Financial Accounting

Introduction to Managerial Accounting

Introduction to Mathematical Analysis for Management

Principles of Economics for Business

Organizational Behaviour

Managerial Statistics

Managerial Economics

### Electives

Two Non-Commerce Courses

# 2

### Required

Introduction to Finance

Finance II

Introduction to Marketing

Marketing II

Business Decision Models

Introduction to International Business

Introduction to Human Resource Management

Introduction to Digital Business and Technologies

### Electives

Two Non-Commerce Courses

One Flex Elective (Commerce or Non-Commerce)

# 3

### Required

Operations Management

Business for Good: An Introduction to Impact-Driven Leadership

### Electives

Typically 4-6 Commerce Elective Courses

Typically 2-4 Non-Commerce Elective Courses

# 4

### Required

Business and Corporate Strategy

### Electives

Typically 5-7 Commerce Elective Courses

Typically 2-4 Non-Commerce Elective Courses



In third year, the range of options for specialization astounded me. You can study what you're passionate about."

**Gavriilo Randjelovic**  
BCom'19

## Options

Double degree with Peking University's Guanghua School of Management. Years one and two at Smith in Kingston and years three and four at Guanghua in Beijing.

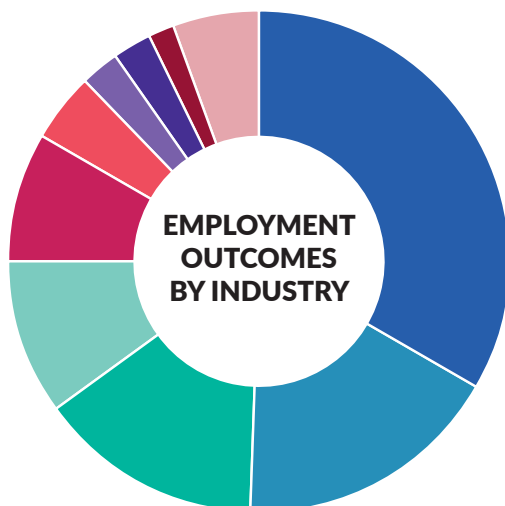
Dual degree or minor with Queen's Faculty of Arts and Science in a range of subject areas.

Certificate in Social Impact demonstrating engagement in social issues such as poverty, healthcare, human rights, education, civic engagement, and the environment.

Combined Bachelor of Commerce (BCom)/Juris Doctor (JD) program allows students to complete both degrees in six years.

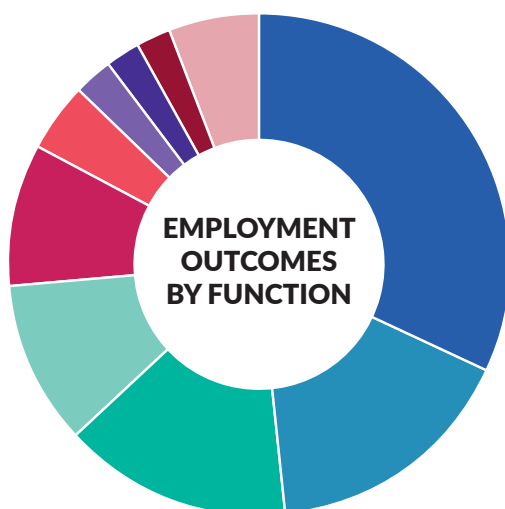
Graduate Diploma in Accounting, a 13-week program following completion of a BCom with a focus on accounting. Qualify for the final stages of Chartered Professional Accountant (CPA) certification.

# Employment Outcomes



- Financial Services **34%**
- Consulting **17%**
- Accounting **14%**
- Technology **10%**
- Consumer Goods **8%**
- Telecommunications **4%**
- Real Estate **3%**
- Marketing Services **2%**
- Retail **2%**
- Other **6%**

Industry	Avg. Base \$
Financial Services	\$75,613
Consulting	\$72,043
Consumer Goods	\$62,621
Telecommunications	\$60,103
Technology	\$58,567
Retail	\$55,623
Real Estate	\$54,000
Accounting	\$48,299
Marketing Services	\$44,880
Other	\$54,645



- Finance **32%**
- Consulting **17%**
- Accounting **15%**
- Marketing **10%**
- Sales **9%**
- Business Development **4%**
- General Management **3%**
- Operations & Logistics **2%**
- Data & Analytics **2%**
- Other **6%**

Function	Avg. Base \$
Finance	\$76,241
Consulting	\$73,132
Data & Analytics	\$64,000
General Management	\$59,529
Business Development	\$58,436
Marketing	\$58,227
Operations & Logistics	\$56,383
Sales	\$55,124
Accounting	\$48,492
Other	\$58,243

# Launch Your Career

The Smith team is here to help you find a great job and launch your career. Smith's **Career Advancement Centre** works exclusively with business students. It has an outstanding network of employers in Canada and around the world. Top companies come to Smith to recruit because of the high quality of our graduates.

Services and programs include:

- Career direction and exploration
- Personal brand and LinkedIn
- Resume and cover letter development
- Coffee chats and alumni connections
- On-campus recruiting
- Summer internship and full-time job searches
- Interview preparation
- Job offer and salary negotiations

## 96%

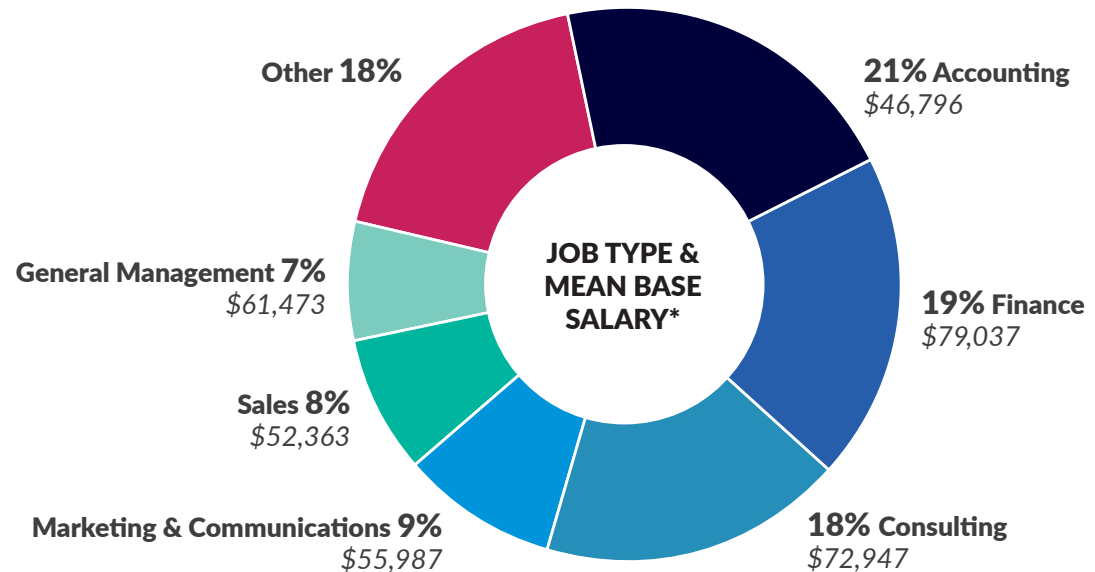
OF GRADUATES  
EMPLOYED WITHIN  
6 MONTHS OF  
GRADUATION  
(of those seeking jobs)

## \$127,415

HIGH BASE SALARY

## \$64,932

AVERAGE BASE SALARY



\*Class of 2018. Canadian dollars.

# Think Global

110+

PARTNER  
SCHOOLS

35+

COUNTRIES

385

COMMERCE  
STUDENTS  
ABROAD  
IN 2018-2019

355

INBOUND  
EXCHANGE  
STUDENTS  
IN 2018-2019

## International Exchange

A key feature of Smith Commerce is the international exchange semester option in Years Three or Four.

Living and studying in another country broadens your perspective, and develops a global network of contacts. It enhances your career opportunities and appeal to employers.

Smith's exchange partners are carefully selected for the high quality of education and student experience they deliver.

No additional tuition fees are required for exchange. Students are responsible for travel and living expenses. Bursaries and scholarships are available.

Visit [smithqueens.com/bcom](http://smithqueens.com/bcom) for a complete list of exchange opportunities and more information.

BCom'20

**Artha Zhang**

**EXCHANGE SCHOOL**

Universidad Carlos III de Madrid, Spain

**EXPLORING**

Sahara Desert, Morocco

BCom'20

**Meera Jagota**

**EXCHANGE SCHOOL**

WU, Vienna University of Economics and Business, Austria

**EXPLORING**

Copenhagen, Denmark

# Admission and Requirements

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## Admission

For acceptance to Smith Commerce, you'll need a combination of strong academic performance and a well-rounded approach to life including demonstration of leadership and teamwork.

Academic records are reviewed first. Once the minimum academic requirements are met, the decision is based on each applicant's supplementary essays. They provide insight into your capacity, capabilities, and interest in the study of business.

We are looking for students who are:

- Well-rounded academically with diverse interests
- Bright, enthusiastic, and inclusive
- Committed to making a difference & effecting positive change in their school and communities.

## Ontario Student Requirements

Application is through the Ontario Universities' Application Centre at [ouac.on.ca](https://ouac.on.ca)

The minimum average mark requirement is 87%. This average is based on six 4U/M courses and must include the three prerequisites: English 4U, Calculus and Vectors 4U, and one additional 4U Mathematics course. A minimum grade of 80% is required in each of these three prerequisite courses. The additional three required courses may be either 4U or 4M, but no more than two 4M courses from the same discipline.

## Out-of-Province & International Students

Find admission requirements and international tuition at [queensu.ca/admission](https://queensu.ca/admission).







## Bachelor of Commerce

### **The Stephen J.R. Smith School of Business**

Goodes Hall, Queen's University  
Kingston, Ontario, Canada K7L 3N6  
613.533.2301  
[commerce@queensu.ca](mailto:commerce@queensu.ca)  
[smithqueens.com/bcom](http://smithqueens.com/bcom)

### **Queen's University Undergraduate Admission**

Queen's University  
Kingston, Ontario, Canada K7L 3N6  
613.533.2218  
[queensu.ca/admission](http://queensu.ca/admission)

