Bachelor of Commerce
Canada’s **BEST** 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
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
One Flex Elective (Commerce or Non-Commerce)

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
Typically 4-6 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.

Gavril Randjelovic
BCom’19

Requirements
YEAR
YEAR
YEAR
YEAR

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 Certified Public Accountant (CPA) certification.
Employment Outcomes

### Employment Outcomes by Industry

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

### Employment Outcomes by Function

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

### Industry Average Base $ (Class of 2021, Canadian dollars)

<table>
<thead>
<tr>
<th>Industry</th>
<th>Avg. Base $</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Services</td>
<td>$75,613</td>
</tr>
<tr>
<td>Consulting</td>
<td>$72,043</td>
</tr>
<tr>
<td>Consumer Goods</td>
<td>$62,621</td>
</tr>
<tr>
<td>Telecommunications</td>
<td>$60,103</td>
</tr>
<tr>
<td>Technology</td>
<td>$58,567</td>
</tr>
<tr>
<td>Retail</td>
<td>$55,623</td>
</tr>
<tr>
<td>Real Estate</td>
<td>$54,000</td>
</tr>
<tr>
<td>Accounting</td>
<td>$48,299</td>
</tr>
<tr>
<td>Marketing Services</td>
<td>$44,880</td>
</tr>
<tr>
<td>Other</td>
<td>$54,645</td>
</tr>
</tbody>
</table>

### Function Average Base $ (Class of 2021, Canadian dollars)

<table>
<thead>
<tr>
<th>Function</th>
<th>Avg. Base $</th>
</tr>
</thead>
<tbody>
<tr>
<td>Finance</td>
<td>$76,241</td>
</tr>
<tr>
<td>Consulting</td>
<td>$73,132</td>
</tr>
<tr>
<td>Data &amp; Analytics</td>
<td>$64,000</td>
</tr>
<tr>
<td>General Management</td>
<td>$59,529</td>
</tr>
<tr>
<td>Business Development</td>
<td>$58,436</td>
</tr>
<tr>
<td>Marketing</td>
<td>$58,227</td>
</tr>
<tr>
<td>Operations &amp; Logistics</td>
<td>$56,383</td>
</tr>
<tr>
<td>Sales</td>
<td>$55,124</td>
</tr>
<tr>
<td>Accounting</td>
<td>$48,942</td>
</tr>
<tr>
<td>Other</td>
<td>$58,243</td>
</tr>
</tbody>
</table>

Class of 2021. Canadian dollars.
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

21% Accounting  $46,796
19% Finance     $79,037
18% Consulting  $72,947

18% Marketing & Communications  $55,987
8% Sales              $52,363
7% General Management  $61,473
Other 18%

*Class of 2018. Canadian dollars.
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 for a complete list of exchange opportunities and more information.
Admission and Requirements

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

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-Provience & International Students

Find admission requirements and international tuition at queensu.ca/admission.
Bachelor of Commerce

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Queen's University Undergraduate Admission
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