Your best start.

Bachelor of Commerce

FOUR-YEAR HONOURS DEGREE
smithqueens.com/commerce
Canada’s BEST undergraduate business program.

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.
Canada’s BEST undergraduate business program. That’s Smith Commerce.

Key Features

- 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
If I could give one piece of advice to incoming students, it would be to deeply reflect on what you want for your life; not only for the next five years, but for the next 20. You don’t have to have it all figured out, but it’s important to check in with yourself regularly so that you aren’t in long-term pursuit of things you don’t actually want.”

“Explore and let your ambitions evolve.”
Everyone at Smith is willing to go above and beyond to help you, and there are endless resources available. You just need to think about what you want to achieve, and build up the courage to ask for help. The Loran Scholars Foundation supported and challenged me to do more than I thought I could.

“Just be yourself - it will all work out.”
Throughout my four years, I was able to meet so many different people, and explore the wealth of career paths that are available after graduation. Nobody expects you to know what you want to do right away. But the more you put yourself out there, network, and learn, the faster you will find out. “Take advantage of every opportunity.”
I think you need three things to be happy and motivated: something to work towards, something you are passionate about, and someone you can try to impress. When you identify these, you’ll almost always have at least one thing to be appreciative of. Commerce is looking for motivated students who go beyond academics.”

“Go out and be creative!”

Dakota Lavery
Comm’20

HOMETOWN
Hiawatha First Nation, ON

FOCUS
Finance

EXTRACURRICULAR
Varsity Track

PASSION
Incorporation of Indigenous cases into Commerce curriculum
A four-year immersion in business

Years One and Two cover core business areas – from accounting to human resource management to finance. It is the essential foundation for a career in management.

In Years Three and Four, students are able to focus on their interests through electives, including classes in other faculties.

The core courses in my first two years helped build a solid foundation for my career and future studies. In third year, the range of options for specialization astounded me. You can study what you’re passionate about.”

Gavrilo Randjelovic, BCom’19

Required

- Business Management
- Introduction to Mathematical Analysis for Management
- Introduction to Financial Accounting
- Introduction to Management Accounting
- Introduction to Marketing
- Organizational Behaviour
- Managerial Statistics
- Principles of Economics
- Business Communications
- Managing Work and Teams
**Required**

- Introduction to Finance
- Finance II
- Marketing II
- Business Decision Models
- Managerial Economics
- Introduction to Human Resources Management
- Business Ethics and Corporate Social Responsibility
- Introduction to Digital Business and Technologies
- Introduction to International Business

**Non-Commerce Electives**

Typically 2 courses

---

**Commerce Electives**

Typically 5 to 6 courses

**Non-Commerce Electives**

Typically 3 to 4 courses

---

**International Exchange**

Most students participate in an international exchange for one semester

---

**Required**

- Operations Management
- Business and Corporate Strategy

**Commerce Electives**

Typically 5 to 6 courses

**Non-Commerce Electives**

Typically 3 to 4 courses

---

**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 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, health care, 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.
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/commerce for a complete list of exchange opportunities and more information.

110+ PARTNER SCHOOLS

35+ COUNTRIES

385 COMMERCE STUDENTS ABROAD IN 2018-2019

355 INBOUND EXCHANGE STUDENTS IN 2018-2019
Explore the world while on exchange.
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

See smithqueens.com/commerce for more details on career outcomes.

See smithqueens.com/commerce for more details on career outcomes.

98% OF GRADUATES EMPLOYED WITHIN 6 MONTHS OF GRADUATION (OF THOSE SEEKING JOBS)

$119,655 HIGH BASE SALARY

$61,253 AVERAGE BASE SALARY

Class of 2018. Canadian dollars.
Smith Commerce graduates are hired by the best companies, including:

Attending business school is something that will only ever open doors for you. Having a thorough understanding of the way that business works will be valuable regardless of your desired career path. “Be bold.”

John Sibbald  
BCom’18

“Be bold.”

Employers

See smithqueens.com/commerce for a full list.

EXCHANGE
Nanyang Technological University, Singapore

CAREER
Management Consultant
Oliver Wyman
Boston, MA

PASSION
Co-founder Q+, the LGBTQ+ network at Smith

HOMETOWN
Sutton, ON

BCom  |  11
Life Outside Class

Queen’s University provides a dynamic environment for your undergraduate years. Choose from many events, sports, performances, athletics, and clubs on campus.

Most first-year students live on campus, where independence, self-reliance, and lifelong friendships are made.

As part of the Commerce Society (ComSoc), the largest undergraduate business society in Canada, you can apply for more than 750 student-held leadership roles. ComSoc organizes social and networking events, conferences, and competitions, including Canada’s largest and longest running business case competition. Visit comsoc.ca to learn more.

Alumni Connections

Smith alumni are passionate about supporting Commerce students. Many participate in school events, judge competitions, fund scholarships and research, and make themselves available for advice, mentoring, and career networking.

When you graduate, you join the impressive ranks of the Smith alumni and the 150,000+ Queen’s graduates in more than 150 countries.

Corporate Networks

Smith has partnerships with an impressive set of corporate partners. They provide live business cases, participate in events and competitions, and recruit Commerce students.
Queen’s University

Queen’s is consistently ranked among the best universities in Canada. Through contributions to science, the arts, business, and government, Queen’s graduates have made an impact on the national and international landscape.

The beautiful campus is in the heart of Kingston, Ontario with its many restaurants, concert and music venues, theatres, parks, waterfront, and sports facilities. It is a vibrant city with a great quality of life for students, and easy connections to Toronto, Montreal, Ottawa, and major U.S. cities.

Smith School of Business

Smith 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.

Facilities

The Bachelor of Commerce program is based in Goodes Hall, Smith’s state-of-the-art building on the Queen’s campus. It supports many modes of learning – team projects, breakouts, lectures, and living business case challenges – as well as events, speakers, conferences, and competitions.

Queen’s offers extensive residence and off-campus living options, and great athletic and recreation facilities, galleries, theatres, libraries, and study and social spaces.

SmithToronto is the business school’s Toronto facility located in the financial core where Commerce students can attend networking, recruitment, and special events.
Smith is truly welcoming to strong students of many backgrounds and experiences.”

Ann Deer
Indigenous Recruitment and Support Coordinator
Smith School of Business
**Tuition**

Annual tuition and fees for domestic students are currently $17,700. Residence, meal plan, textbooks, and supplies are approximately $17,213 per year.

There are a range of scholarships and bursaries available. Consult Queen’s Student Awards at queensu.ca/studentawards.

**Important Dates**

Find key admission deadlines at queensu.ca/admission.

Students should also check the Ontario Universities’ Application Centre at ouac.on.ca.

**Admission**

To be part of Smith Commerce, you 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 the Personal Statement of Experience and Supplementary Essays. They provide insight into your capacity, capabilities, and interest in the study of business.

We are looking for students with demonstrated involvement in their school and community such as volunteering, sports, family responsibilities, music, hobbies, or part-time work.

**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-Province & International Students**

Find admission requirements and international tuition at queensu.ca/admission.
Come Visit Us.

Smith School of Business
- Book a meeting with an academic advisor and a tour of Smith via smithqueens.com/commerce
- Fall Preview – November 2 and 3, 2019
- March Break Open House – March 21, 2020

Queen’s Campus Tours
Contact tours@queensu.ca
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
smithqueens.com/commerce

Queen's University Undergraduate Admission
Queen's University
Kingston, Ontario, Canada K7L 3N6
613.533.2218
queensu.ca/admission