WELCOME TO THE DEPARTMENT OF MANAGEMENT at the University of Toronto Mississauga (UTM). This is a place where you not only learn and study, but you can grow and explore. Watch this beautiful campus transform throughout the seasons as you do. Adventure through the campus and discover something new about the school and yourself. Take this journey along with our curious and friendly tour guides.

Make sure to roll your mouse over and discover clickable links! Keep an eye out for logos, social media buttons, and also hyperlinks to applications and other websites. Click each subheading in the Table of Contents to reach your destination, or simply scroll through the First-Year Student Guide.
Oscar Peterson Hall, a first-year residence.
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This is the CCT Building. Look for the Department of Management’s table here during Clubs Week.
SECOND-YEAR ADMISSIONS

REQUIREMENTS INTO PROGRAMS

- CGPA Commerce:* 2.80 CGPA (min)
- Min. 4.0 credits
- CGPA Management:* 2.95 CGPA (min)
* CGPA cut-off based on 2015-16 admissions

**COMMERCE**

Students will be eligible for a space in the Commerce Program (BCom) after their first year provided they complete the following courses with a minimum average of:

- ECO100: 63%
- MGM101: 63%
- MGT120: 63%
- MAT133: 50%

*CGPA: 2.80

**MANAGEMENT**

Students will be eligible for a space in the Management Program (BBA) after their first year provided they complete the following courses with a minimum average of:

- ECO100: 63%
- MGM101: 63%
- MGM102: 63%

*CGPA: 2.95

*Min. cut-off changes every year; the CGPA is based on 2015-2016 admissions.

TRY IT WEEK...

For students who are unsure of which specialization to pursue in Commerce or Management, Try It Week offers opportunities to experience an upper-year mock lecture delivered by senior faculty members in Accounting, Finance, Management, Human Resources, and Marketing.

Although these one-hour sessions will not cover all topics in the programs, students will get a taste of what the specializations entail and ask questions before choosing their most suitable programs of study. All the mock lectures take place during a week in March before Subject Post selection period.
Come and take a peak at the tunnel between **CCT** and the **UTM Library**.
COMMERCE PROGRAMS (B.COM, HBA, HBSc)

The Commerce Programs combine economics and the various sub-disciplines of business and management enabling students to develop analytical skills and gain knowledge of institutions. This background is useful for solving problems and making decisions in business and government institutions. Commerce is a deregulated fees program and, therefore, tuition fees for students enrolled in this program are higher than for other regulated fee programs. Fees are charged per program and not on a per course basis. Visit www.fees.utoronto.ca for more information.

MAJOR (HBA or HBSc) Program in Commerce (ERMAJ1111)

“Describe yourself in one to two unique words, and whenever you are networking or interviewing, ensure that everything you say reflects your unique personality. That’s the way to stand out.”

- Narjis Fatima, Commerce

SEPCIALIST STREAMS:

ACCOUNTING (ERSPE1704)

“Take an interest in your studies. Try to apply the theories and concepts you learn in class to your own life. The more you integrate your classroom experiences with your personal experience, the more value you will receive from your education.”

- Michael Mazze, Accounting Specialist

COMMERCE (ERSPE2273)

“Employers are looking for well-rounded individuals with a high academic standing who are also involved in extra-curricular activities. Take the time to pursue your interests, get involved with a non-profit, a sports team or do case competitions. Make your resume reflect who you aspire to be.”

- Jennifer Winardi, Commerce Specialist

CHECK OUT THE ACADEMIC CALENDAR FOR MORE INFO.
Hang a right at the end of this narrow hallway and you’ll find the Mist Theatre.
FINANCE (ERSPE2034)

“Exploit opportunities to the best of your ability that you have been fortunate to come across, and never compare yourself to other people. Your career will fall in to place when people see the skills you have, sharpened along the way, and the magic you bring to your craft.”

- John Loong, Finance Specialist

MARKETING (ERSPE2380)

“Keep a good relationship with all your connections. While it is important to make connections, it is even more important to maintain and nurture those relationships, so that you may learn first hand about the industry that you aspire to be in.”

- Christine Do, Marketing Specialist

STUDENT CODE OF PROFESSIONALISM

Business students at the University of Toronto Mississauga have a unique benefit in that they are part of a larger body of business education called the Institute for Management & Innovation (IMI). IMI is essentially the home of all professional business education at UTM whether it be at the undergraduate or graduate level.

One of IMIs goals is to graduate students who have been challenged academically and have met the standards of excellence for which the University of Toronto is known. Hand in hand with this academic rigour is the need to graduate students who know what it means to be a professional in the workplace. This ranges from knowing how to communicate effectively and appropriately in written or oral form, all the way through to knowing how to deal with challenges in a respectful and productive way. To this end, incoming students are asked to sign a Code of Professionalism as a sign of their commitment to professional conduct and the high standards of the University of Toronto.

For more information on the code, please click the link below.

Student Code of Professionalism

CHECK OUT THE ACADEMIC CALENDAR FOR MORE INFO.
MANAGEMENT PROGRAM (BBA, HBA, HBSc)

The Management Programs prepare students to become effective members of organizations. Drawing on a balanced offering of rigorous intellectual frameworks from the social sciences, it covers the nature and working of organizations, and managerial functions. The programs provide students with a good understanding of the major aspects of management and help them acquire an integrated set of management skills. Management is a deregulated fees program and, therefore, tuition fees for students enrolled in this program are higher than for other regulated fee programs. Fees are charged per program and not on a per course basis. Visit www.fees.utoronto.ca for more information.

"Deadlines are closer than they appear! Pretend that the deadline is one week before the actual deadline, so that all you have to do is edit when everyone else is finishing theirs the night before the due date."

- Yuki Zhong, Management Specialist

SEPCIALIST STREAMS:

HUMAN RESOURCES MANAGEMENT AND INDUSTRIAL RELATIONS (ERSPE2034)

"The worst thing that you can do is realize that one method isn’t working, and continue to repeat it over and over anyways. Whether it’s one method of solving something or one method of studying, learn to adapt and change your approach, and success will follow."

- Kevin Noel, HRMIR Specialist

MANAGEMENT (ERSPE2380)

"Take courses you are genuinely interested in. Don’t take courses only because you hear they are easy or ‘bird’ courses. You will only do well and take away the most in a course if you really enjoy what you’re learning."

- Iqra Jawaid, Management Specialist

CHECK OUT THE ACADEMIC CALENDAR FOR MORE INFO.
PROGRAM STATISTICS

* Undergraduate statistics are drawn from the 2015-2016 academic year

Currently enrolled in the program:

**Commerse**: 885 students

- 50% Male
- 50% Female

**Management**: 144 students

- 55% Male
- 45% Female

Number of applications received in 2nd year...

- **567 Commerse** and **272 Management**

Total applications were admitted

- **357** in Commerse
- **62** in Management
- **295** in Commerse
Did you know the UTM Library is designed to resemble a puzzle box?
Undergraduate Commerce Society

Ramandeep Jutla, President

Previously:
Director of Corporate Relations
Corporate Social Responsibility Associate

The Undergraduate Commerce Society (UCS) is the largest academic society at the University of Toronto Mississauga (UTM) serving over 1,300 commerce students through planning and executing more than 50 events. UCS aims to enrich each student’s professional and career aptitudes through skill building, networking, and core experiential events.

“DON’T DO IT THE SAME, DO IT BETTER.”

• I CHOSE UCS BECAUSE

The council members I met were an influential group of like-minded individuals who wanted the best for their peers. They put in countless hours by volunteering their time creating enriching experiences for commerce students of all streams — accounting, finance, and marketing — and creating a positive and lasting impact. These were the people who would do everything in their power to provide support and create opportunities to connect students with professionals, and make them better leaders.

• UCS IMPACTED ME

While attending UCS events I also had the opportunity to be mentored by the SMG Co-Chair that year, Mannan Puri, who taught me the true meaning of success. Later, he motivated me to apply as an associate for UCS. As a Corporate Social Responsibility Associate, I learned that giving back to my community was what I truly loved. Working with the UCS team inspired me to be better and do better every day.

As my term as a director was coming to an end, I found myself wanting to stay with UCS once again. It has shaped the type of person I am both inside and outside of the classroom; I’m forever grateful for these experiences. I’ve learned an array of soft skills and I’ve connected with many students and industry professionals. I decided to take the UCS belief to create my own vision for the club and make it better.

• AS PRESIDENT

Reaching the halfway mark of my tenure as President, I couldn’t imagine a more fulfilling experience in my final year. It has taught me that learning is synonymous with teaching. Discovering what gives each of my directors a sense of purpose, and to motivate and give direction is key. It is imperative to provide honest and sincere encouragement, to keep that motivation and growth continuous.

Being the president of UCS taught me that leadership involves instilling enthusiasm and passion in those around you, and trusting your team while leading by example. As the UCS President, I’m proud to have helped so many within the UTM commerce student body reach their true potential.
I CHOSE SMA BECAUSE
After connecting with many of the upper-year executives from the SMA team, I was brought in as a volunteer and helped out at my first event, the Business Banquet, in November. From then on, I realized the true value of attending events and networking. I got the chance to have a behind-the-scenes look at all the effort that goes into hosting an event and how collaboration between the associations is crucial for an event to be successful. Being fortunate to have these experiences early in my university career is what sparked my interest to become an executive on the SMA council.

SMA IMPACTED ME
After volunteering for the SMA in my first year, I succeeded in getting the Professional Development Associate position in my second year. I then took on the role of Vice-President Internal in my third year and ended it off as President in my final year. Having an amazing first year and connecting well with all the upper-year SMA executives was the reason I remained involved with the Association. I made great friends with whom I could rely on and look up to. I wanted to continue to be a part of the SMA family. I had also seen a huge improvement in my confidence level after my first year which was the result of getting so involved and putting myself out there.

NEVER STOP IMPROVING YOURSELF.

I have also gained numerous friends and mentors who I am truly lucky to have met. They have helped me to develop both personally and professionally over my years at UTM. Having those individuals see the potential in me that I could not see is the reason why I am in the position of President now. They helped to mold me into the person I am today.

AS PRESIDENT
I would advise that students not only join the Student Management Association but should look out for events held by the Department of Management and the Undergraduate Commerce Society as well. Getting involved on campus is one way to achieve personal and professional growth outside of the classroom. Having events tailored to prepare students to enter the corporate world are opportunities that should not be taken lightly.

Students need to find ways to help distinguish themselves from the rest of the competition. Many top employers are looking for well-rounded students as a standard. It’s no longer considered to be extraordinary. Students need to focus on having a good balance of work, school and social life.
Angela Xie, President
Previously:
Operations Director

Business Consulting Association

Consulting focuses on problem-solving and critical thinking to solve issues across all industries. It is through such a framework that the Business Consulting Association wishes to develop the skills of all students at U of T and help them find, “The Leader Within.” Additional streams at BCA include leadership development and entrepreneurship facilitating a platform for innovative thinking and idea generation for students.

“TAKE ADVANTAGE OF ALL THE OPPORTUNITIES AVAILABLE TO YOU.”

I chose BCA because
I joined BCA because it sounded like a great opportunity and I dared to try. I’ve never regretted that decision. Once I joined BCA, I realized that I really loved BCA’s mission of helping students develop. I love helping people and have a long history of volunteerism. This was a great way for me to continue that.

I also found consulting to be more fascinating as I gained more exposure to the industry. I believed that it was an area that other students would benefit from understanding more about as well. BCA also allowed me to meet and befriend some truly amazing people. We have a smaller team than some other associations on campus, but that allows everyone to truly get to know each other.

BCA impacted me
It’s been an amazing experience being a part of BCA, and having the opportunity to realize my own vision for it. I’ve learned so many things that I know I will never forget. Within my roles as Operations Director and President, I had to resolve unexpected problems, facilitate teamwork and co-operation, and build positive relationships with those around me.

It was extremely challenging at times, but it also taught me important skills such as leadership, communication and problem solving. More importantly, being involved in BCA has helped me learn about myself. I learned that helping people is more than something I do in my spare time, it’s my passion. I learned that although I am an introvert, I love meeting new people and learning from them and sharing my own experience. My experience with BCA has helped shape who I am and who I will be.

As President
My advice to students is to take advantage of all the opportunities available to you. This means doing well in class, but also going out for dinner with your friends and joining clubs that interest you. Participating in a variety of activities not only means your life is fuller and a lot more fun, you also actually learn a lot in the process.

Being a BCA exec teaches you skills like communications, organization, conflict resolution, and countless more. All of these skills are applicable no matter what job you get in the future, and only become more valuable the higher up you move in an organization.
DECA UTM

Jessy Yegavian, President

Previously:
Vice-President Internal
Delegate

DECA UTM

DECA UTM is one chapter of many that are brought together as DECA U, a global organization. DECA aims to actively engage its members through participation in core business-related competitions and conferences against other like-minded students from all over Ontario in areas such as marketing, finance and entrepreneurship.

"CONFIDENCE IS ONE OF THE KEYS TO SUCCESS."

• I CHOSE DECA UTM BECAUSE
I’ve been a delegate of DECA UTM since my second year. I got involved in DECA because I did not really do any extracurricular activities in my first year. However, I soon realized the importance of getting involved outside the classroom to build communication and professional skills. DECA UTM was the club for that, so I joined as a member.

One of my favourite things about DECA UTM is that it always felt like a small community. By the end of my third year I applied to become part of the executive team. After my interview, while still very nervous, I got offered the position of VP Internal. I had already been involved in DECA for two years so I got to know the executive team very well. I was very active in DECA UTM events. I attended almost all of them. The following year I applied to become president and was excited when I was offered the ability to run the whole team. It has been a great experience for me ever since!

DECA really puts you on the spot when it comes to solving individual cases because you only have 15 minutes to prepare a whole solution to a problem. By hitting the ground running I quickly developed my presentation and communication skills. Over time, I got better at writing DECA cases and my confidence improved. I now feel far more confident when giving class presentations or speaking to many people.

• AS PRESIDENT
The best part of being the president of DECA UTM is the people I work with to organize events and run the club. I am honoured to work with such an amazing and talented bunch. My team works very hard and is very committed to seeing DECA UTM and its members succeed and grow.

As president, I realize the importance of being a good leader for my team. I always want to hear my team’s input before we make decisions and I value everyone’s opinions. Even if you don’t always agree on everything it is important to still listen to the concerns of others and congratulate people for their achievements. For me, being a leader is about bringing my team together to achieve a goal that will not only move DECA UTM forward but that will move the team itself forward.

• DECA IMPACTED ME
I learned many skills and met so many people. Before DECA I was a very shy individual and unable to make presentations in front of large groups. I feel that I lacked the confidence to speak in front of large audiences.

Jessy Yegavian
I CHOSE IMIC BECAUSE
I wanted to challenge myself in a way that I never have before. To excel in case competitions, you need to be able to apply knowledge learned in the classroom to real-world scenarios. You need to keep your nerves in check when presenting in front of hundreds of people. You need to be able to communicate your idea and convince others to believe in it as well. Most importantly, with IMIC, you always win or lose as a team.

I chose IMIC because this group doesn’t focus on just one thing. IMIC combines your academic knowledge, competitive drive, communication skills and your ability to work in a team setting.

IMIC IMPACTED ME
As part of IMIC, I have developed through the roles of competitor, team captain and director.

Before my time as a competitor, I was always terrified of speaking in front of a large audience. I would worry about taking initiative for fear that I would make the wrong call. When I first started participating I found the high level of competition daunting.

However, by competing with a team you have a support system to help you work through all your doubts. Through competitions you have the opportunity to face your fears head on. Through IMIC I have become more decisive, and more confident in my leadership capabilities. By working with a diverse set of individuals, I have also developed a stronger appreciation for diversity and different perspectives.

AS DIRECTOR
My last few weeks as a director are truly bittersweet. The past months have been a new learning experience. It has taught me the importance of finding what motivates others, the weight of being accountable for not only yourself but 14 other individuals, and most importantly, the belief that everything in life is a team effort.

During my time as Director, I have tried to lead by example, and at the same time learn from those around me such as my co-directors, and each of IMIC’s competitors and mentees. Even though my days in this role are coming to a close, I am very excited for the future of IMIC and for what is in store.
Lay down on the grass and see one of the most impressive architecture feats on campus, the Terrence Donnelly Health Sciences Complex.
The Li Koon Chun Finance Learning Centre (LKC FLC) is the knowledge partner of the Institute for Management & Innovation (IMI) at the University of Toronto Mississauga (UTM). It actively supports the learning, teaching and research needs of both the IMI community and the broader University.

As a hub for students, faculty and staff interested in finance, investing and business, the LKC FLC provides specialized information resources, services, and expertise that bridges theory and practice. It also collaborates with IMI and other UTM units to promote innovation and entrepreneurship on campus.

The LKC FLC is a joint venture of IMI and the University of Toronto Mississauga Library. It partners with student societies, academic and student support services, other Library units and faculty to deliver programming and in-class/in-FLC instruction.

WE OFFER...

Access to specialized databases and software; research help for all Management students

Certifications for Bloomberg & Factset

WHERE?

Lower level of the Innovation Complex, RM L1245

WHEN?

Mon to Thur 8AM - 9PM

Fri 8AM - 5PM

Sat & Sun 12PM - 5PM
Admire the Instructional Building’s architecture.
ICUBE is the hub for entrepreneurship and innovation at U of T Mississauga. Housed in the Innovation Complex, ICUBE offers students, faculty and community members business development and commercialization services. If you have a business idea, get in the cube! They have entrepreneurial training, startup coaching and mentorship, co-working space, speaker sessions and more to help get you started – even some cash, too.

ICUBE is made possible through a number of partners including the Institute for Management & Innovation, the Regional Innovation Centre, City of Mississauga, Ontario Centres of Excellence, U of T Entrepreneurship and more. When you join ICUBE, you’re plugging into a network that wants to see your business succeed.

Meet us in person at an upcoming event!
Interested in sharing your idea with a startup coach or mentor? Check their availability here!
If you would like your startup to be part of ICUBE, check out our programs.

WE OFFER...
Access to entrepreneurial events on and off campus
Workshops on starting your own business
3D printing services

WHERE?
Lower level of the Innovation Complex, RM L1240 & RM L1212

WHEN?
Mon to Fri
9AM - 5PM
Did you know that the Instructional Building’s exterior is made of copper that has been aged?
The Professional Development & Learning Centre (PDLC) is the answer to the Department of Management’s many career-related programs and activities. It is a space for students, employers, alumni and community partners who add value to our professional offerings within the Department of Management. It is a centre for collaboration and learning which will brand our students and the Department as one with a leading focus on experiential development and overall student success.

PM 207 A: Career Office
This is designated as the formal office space for the PDLC Centre.

RM 207 B: Learning Hub
This room is meant to be a creative learning space. It’s a hub for individual, independent learning and small group collaboration. This is a fun space where students can feel comfortable, inviting them to learn and engage.

RM 207 C: Group Collaboration Hub
This area is a collaborative space where we host group sessions, workshops, or information sessions. As well, students book this room for experiential related activities.

We offer...

One-on-one meetings with the Career Officer
Tailored career advice & resume critiques
Mock interviews with partners such as Bell

Where? Kaneff Building RM 207
When? Mon to Fri 9AM - 5PM
GLOBAL CITIZEN AWARD

This award is given to a Commerce or Management student who through their work, has contributed to peace, rights, education, health, environmental or social justice. Their efforts towards social change have been profound and have impacted the University of Toronto community.

GLOBAL CITIZEN AWARD

This award is given to the Commerce or Management student who, through their work, has contributed to peace, rights, education, health, environmental or social justice. Their efforts towards social change have been profound and have impacted the wider community.

TRANSITION TITAN

This award is given to up to 10 current first-year Commerce, Management or Business Studies students who have demonstrated through their grades, activities and leveraging of campus resources, a successful transition to university.

FUN FACT!

The IMI Awards night was created by Heather Hines, Director of Undergraduate Programs and Student Services three years ago. So, get involved and keep an eye out for applications. You just might win an award.
AMBASSADOR AWARD

This award is given to the graduating Commerce or Management student who, through their years at UTM, has consistently volunteered or sought leadership opportunities where they represented the Department of Management/Institute for Management & Innovation with enthusiasm and professionalism.

IMIvator LEADERSHIP AWARDS

This award is given to a current IMI student (graduate or undergraduate), who has demonstrated cross-disciplinary collaboration in the creation of a new project, event, group or program that enhances student experience.

ACADEMIC EXCELLENCE AWARDS

This award is given to a full-time graduating student within a specialization, with the highest G.P.A. (min. 3.7) in an academic year.

*Note: this is not an application-based award and will be determined based on academic achievement.

* Check with the Office of the Registrar for more information on other available awards.

Interested in applying? Click here!
There’s so much to see inside the Instructional Building.
BIZMENTORSHIP

Do you want to transition into the Commerce program with ease? Do you want to make new friends? Search no more! BizMentorship gives you the best of both worlds. BizMentorship pairs a first- or second-year student with an upper-year student who is in the Commerce program and likely in the field of their mentee. Sign up to be a MENTEE and you can get help when it comes to job exploration, career guidance and learn about various opportunities that UTM has to offer. You can get advice from someone who has already taken those tough courses and experienced UTM Life!

sign up [here](#) for more info!
On warm days it’s nicer to take the outside path beside the buildings.
The Professional Skills Development Program (PSDP) was created for Commerce and Management students to expand on their learning outside of the classroom and enhance their practical skills. Students who consistently take part in PSDP activities throughout their years will be eligible to receive a notation on their official University of Toronto transcript that reads “Completion of the Professional Skills Development Program in Management.” To receive a transcript notation, students must earn a total of 46 PSDP skill points over three to four years in their academic program.

**PSDP POINTS**

- 4/46 Know Yourself
- 6/46 Industry
- 10/46 Academic Development
- 15/46 Develop Skills
- 5/46 Build Relationships
- 6/46 Job Search

**DIRECTOR’S CIRCLE**

Students who earn 25 PSDP points or attend all five FASTrack sessions throughout one academic year may apply to join the prestigious Director’s Circle. This event provides a valuable networking opportunity for students to interact with professors, notable alumni, as well as industry representatives.
Find Lislehurst, the home of UTM principals, on campus.
Have fun exploring and growing at UTM!

Hidden gem on campus, the pond. You’ll find it on the trail to Lislehurst.