MAKE THE MOST OF YOUR TIME AT UTM!

We want to help you maximize your university experience, so we’ve pulled together information and interesting suggestions to get you started. As you review the chart on the inside pages, note that many of the suggestions need not be restricted to the year they are mentioned. In fact, activities such as joining an academic society, engaging with faculty and seeking opportunities to gain experience should occur in each year of your study at UTM. Read through the chart and create your own plan using My Program Plan found at www.utm.utoronto.ca/program-plans.

The career you choose will depend on your experience and interests. Visit the Career Centre to explore your career options.

Careers for Graduates: Brand manager; Public relations specialist; Media buyer; Marketing communications assistant; Events and promotions coordinator; Event planner; Field interviewer; Data analyst, Marketing research analyst; Internet marketer; Sales merchandiser; eMarketing specialist; Purchaser.

Workplaces: Consumer product companies; Professional services firms; Advertising; Telecommunication; Insurance and financial services; Media and broadcasting; Charities and non-profit organizations.

Programs of Study (POSt)

- Specialist Program ERSPE2380 Commerce: Marketing (BCom)
- Specialist Program ERSPE2273 Commerce (BCom)
- Major Program ERMAJ1111 Commerce (Arts)

Check out...

What makes a marketing strategy successful? Take MGT354H5 to learn how to develop rigorous skills in marketing analysis. How does research aid marketing decision making? Find out in MGT453H5 – a course that studies marketing research from the perspective of the marketing manager.

COMMERCE: MARKETING (BCom)

Department of Management

The Commerce Specialist program in Marketing is for students wanting to pursue marketing careers in any kind of organization. It covers courses in marketing management, market research and marketing consulting, consumer behaviour and pricing. Students will also have opportunities to attend workshops covering current technologies and tools related to brand management, social media, search and online marketing generally.

Career success upon graduation requires the social skills, professionalism and maturity developed through active participation in the extensive extra-curricular programming activities offered by the Department of Management, and our undergraduate societies. Activities include conferences, competitions, seminars and workshops.
## COMMERCE: MARKETING

### PLAN YOUR ACADEMICS*

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<tr>
<th>1ST YEAR</th>
<th>2ND YEAR</th>
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<tr>
<td>Enrol in courses MGIM101HS, MGT120HS, EC3100Y5, and MAT133Y5/135Y5 (or equivalent).</td>
<td>In second year and higher, attain 7.5 credits in Management, 5.0 credits in Economics and 2.0 credits for the Writing Requirement. View the Academic Calendar for course options.</td>
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<tr>
<td>Choose a program of study (Subject POS) once you complete 4.0 credits. Use the Degree Explorer Planner and the Academic Calendar to plan your degree.</td>
<td>Consider applying for Research Opportunity Program (ROP) courses MGT299Y and MGT399Y. Visit the EEO website for ROP Course Prerequisites. Attend the RGASC’s P.A.R.T to enhance your research skills.</td>
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<tr>
<td>Start strong and get informed with utmONE and LAUNCH through the Office of Student Transition. Join a RGASC Peer Facilitated Study Group.</td>
<td>Attend the Management department’s 2nd year networking event offered to UTM business students.</td>
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### BUILD SKILLS

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<td>Use the Co-Curricular Record (CCR). Search for opportunities beyond the classroom, and keep track of your accomplishments.</td>
<td>Use the Career Learning Network (CLN) to find postings for on- and off-campus work and volunteer opportunities as well as Work-Study.</td>
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<tr>
<td>Attend the Get Experience Fair through the Career Centre (CC) to learn about on- and off-campus opportunities.</td>
<td>Visit the Li Koon Chun Finance Learning Centre (FLC) for access to specialized resources and databases (Innovation Complex, Rm. L1245).</td>
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### BUILD A NETWORK

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<td>Networking simply means talking to people and developing relationships with them. Start by joining the Undergraduate Commerce Society (UCS). Ask about the UCS BioMentorship program and BioFresh.</td>
<td>Do you have a professor you really like or connect with? Ask them a question during office hours. Discuss an assignment. Go over lecture material. Don't be shy! Learn Tips On How to Approach a Professor available through the Experiential Education Office (EEO).</td>
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<tr>
<td>Take part in the Professional Skills Development Program (PSDP). Check out the PSDP Events Calendar to stay up-to-date on Management events.</td>
<td>Attend the Management department’s 2nd year Momentum Conference.</td>
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<tr>
<td>Attend events through the International Education Centre (IEC) to explore different cultures through food, music, and sport or through sightseeing around the GTA.</td>
<td>Embark on a UTM Abroad Co-Curricular Experience to Bangkok through the IEC. Travel with a faculty member and learn about one of Thailand’s most successful community-based tourism initiatives.</td>
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<tr>
<td>Prefer traveling in Canada? Check out the IEC's Peer Facilitated Study Group.</td>
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### BUILD A GLOBAL MINDSET

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<td>Attend the Program Selection &amp; Career Options workshop offered by the Office of the Registrar and the CC. Check out Careers by Major at the CC to see potential career options. Attend the Management department’s Associate Yourself Fair.</td>
<td>Explore careers through the CC’s Extrern Job Shadowing Program. Visit the Professional Development &amp; Learning Centre in KN207A.</td>
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<tr>
<td>Consider further education? Attend the CC’s Graduate and Professionals School Fair. Talk to professors – they are potential mentors and references.</td>
<td>Considering further education? Visit the Effective Interviews Workshop.</td>
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### PLAN FOR YOUR FUTURE

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<td>Attend the First-Year Success Guide. Read through each year. Investigate what appeals to you here and in any other Program Plans that apply to you. Visit <a href="http://www.utm.utoronto.ca/program-plans">www.utm.utoronto.ca/program-plans</a> to create your own plan using My Program Plan. Update your plan yearly.</td>
<td>Consider a practical work-based experience through MGT480HS internship course. Sign up for MGT480HS on ACORN and attend the Mandatory Orientation Session.</td>
</tr>
<tr>
<td>Log on to ACORN and request graduation.</td>
<td>Do you have innovative business ideas? Visit ICUBE in the lower level of the Innovation Complex to receive expert advice.</td>
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### HOW TO USE THIS PROGRAM PLAN

- Consider a practical work-based experience through MGT480HS internship course. Sign up for MGT480HS on ACORN and attend the Mandatory Orientation Session.
- Do you have innovative business ideas? Visit ICUBE in the lower level of the Innovation Complex to receive expert advice.
- Skills are transferable to any job regardless of where you develop them. Do you want some hands-on design experience? Investigate the IEC Marketing & Design Assistant position.
- Establish a professional presence on social media (e.g., LinkedIn). Meet industry professionals within your desired profession. Attend the SMA and UCS Business Banquet - the largest networking event offered to UTM business students.
- Join a professional association. Check out the Canadian Association of Marketing Professionals.
- Go to a conference such as UCS’s Ready Set Market and the Management department’s Graduating NET-WORK Conference.
- Why not work abroad? Read up on worldwide employment trends and industry outlooks through GoGlobal. Attend the Go Global Expo to learn about opportunities. See if you are eligible for International Experience Canada.
- Considering further education? Research application requirements, prepare for admission tests (LSAT, GMAT), and research funding options (OGS, SSHRC).

*Consult the Academic Calendar for greater detail on course requirements, program notes and degree requirements.
Skills developed in Commerce: Marketing

To be competitive in the job market, it is essential that you can explain your skills to an employer. Visit the Career Centre to learn how to articulate and market the following skills.

Communication: prepare and make oral presentations; write detailed reports; and convey concepts and ideas accurately.

Research & analytical: attention to detail; critical and analytical thinking; evaluate ideas and research; statistical analysis; and computer modeling.

Problem-solving: decision making and interpret research and data.

Organizational: time management; manage multiple priorities during peak times; and application of theoretical knowledge in practical settings (e.g. via internships).

Get involved

Check out student organizations on campus. Here are a few:

- UTM Student Management Association (SMA)
- UTM Undergraduate Commerce Society (UCS)
- DECA UTM
- UTM Business Consulting Association (BCA)
- UTM Student Union (UTMSU)
- UTM Athletics Council (UTMAC)

For a listing of clubs on campus visit www.utm.utoronto.ca/clubs.

Services that support you

- AccessAbility Resource Centre (AARC)
- Career Centre (CC)
- Centre for Student Engagement (CSE)
- Department of Management, Professional Development & Learning Centre (PDLC)
- Experiential Education Office (EEO)
- Li Koon Chun Finance Learning Centre (FLC)
- Health & Counselling Centre (HCC)
- Indigenous Centre (IC)
- International Education Centre (IEC)
- Office of Student Transition (OST)
- Office of the Registrar (OR)
- Recreation, Athletics and Wellness Centre (RAWC)
- Robert Gillespie Academic Skills Centre (RGASC)
- UTM Library, Hazel McCallion Academic Learning Centre (HMALC)

FUTURE STUDENTS

Admission to UTM

All program areas require an Ontario Secondary School Diploma, or equivalent, with six Grade 12 U/M courses, or equivalent, including English. The admission average is calculated with English plus the next best five courses. The Grade 12 prerequisites for this program are Advanced Functions and Calculus. The approximate average required for admission is mid-80s. More information is available at utm.utoronto.ca/viewbook.

NOTE: During the application process, applicants will select the Commerce admissions category, but will not officially be admitted to a formal program of study (Specialist, Major, and/or Minor) until after first year.

Sneak Peek

What are the principles of marketing? Find out in MGT252H5! Get introduced to the basic concepts of market definition, consumer behaviour, and the principal marketing functions: product line development, pricing, distribution, promotion, salesforce management, advertising, research, and planning. Expand your understanding of Financial Accounting in MGT220H5. This course uses cases to develop critical thinking and communication skills. Topics of study include accounting for assets, and valuation of bonds.

Courses are taught by internationally recognized scholars and educators with outstanding academic and professional qualifications.

Student Recruitment & Admissions

Innovation Complex, Room 1270
University of Toronto Mississauga
3359 Mississauga Rd
Mississauga ON Canada L5L 1C6
905-828-5400
www.utm.utoronto.ca/prospective

Student Contact Information

Innovation Complex, Room 2270
University of Toronto Mississauga
3359 Mississauga Rd
Mississauga ON Canada L5L 1C6
(905) 569-4455
www.utm.utoronto.ca/management