COMMERCE (HBA)

Department of Management

The Commerce program combines economics and the various sub-disciplines of 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 environments. Courses are taught by internationally recognized scholars and educators with outstanding academic and professional qualifications. 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 competitions, seminars and workshops.

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.

Programs of Study (POST)

- Specialist Program ERSPE2273 Commerce (BCom)
- Major Program ERMAJ1111 Commerce (Arts)

Check out...

Analyze the financial investment decision-making process of individuals and firms. In MGT338H5, you’ll get an introduction to present-value techniques, capital budgeting decision-rules and portfolio theory. Ever considered an internship? Why not apply for MGT480H5? You will have the opportunity to acquire practical skills that will serve you well in the workplace.

What can I do with my degree?

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

Careers for Graduates: Arts administrator; Fashion retailer; Health care administrator; Training specialist; E-Business consultant; Importer/exporter; Manufacturing manager; Customs broker; Operations research analyst; Recruiter; Pharmaceutical financial analyst.

Workplaces: Banks and financial institutions; Educational institutions; Government; Self-employment; Organizations in a wide range of industries in virtually every sector of the economy.
# COMMERCE (HBA) MAJOR Program Plan

## HOW TO USE THIS PROGRAM PLAN
Read through each year. Investigate what appeals to you here and in any other Program Plans that apply to you. Visit [www.utm.utoronto.ca/program-plans](http://www.utm.utoronto.ca/program-plans) to create your own plan using My Program Plan. Update your plan yearly.

## PLAN YOUR ACADEMICS*

### 1ST YEAR
- Enrol in courses MGM101H5, MGT120H5, ECN100YS and MAT133Y5/153YS (or equivalent). Check out the Management department’s First-Year Success Guide.
- 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.
- Start strong and get informed with utmONE and LAUNCH through the Office of Student Transition. Join a RGASC Peer Facilitated Study Group.

### 2ND YEAR
- 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.
- Use the Co-Curricular Record (CCR). Search for opportunities beyond the classroom, and keep track of your accomplishments.
- Attend the Get Experience Fair through the Career Centre (CC) to learn about on- and off-campus opportunities.

## BUILD SKILLS

### NETWORKING
- Networking simply means talking to people and developing relationships with them. Start by joining the Undergraduate Commerce Society (UCS). Ask about the UCS BusMentorship program and BizFresh.
- Take part in the Professional Skills Development Program (PSDP). Check out the PSDP Events Calendar to stay up-to-date on Management events.
- 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).
- Attend the Management department’s 2nd year Momentum Conference.
- 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.
- Prefer traveling in Canada? Check out the IEC’s UTM Across Canada program.

## BUILD A NETWORK

### BUILD A GLOBAL MINDSET
- Attend events through the International Education Centre (IEC) to explore different cultures through food, music, and sport or through sight-seeing around the GTA.
- Attend the Program Selection & 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.

## PLAN FOR YOUR FUTURE

### 3RD YEAR
- Enrol in courses MGT332H5 and 339H5. For third year and higher, attain 1.0 credit from MGT330H5, 363H5, 371H5, 374H5, 393H5, or any 400 level MGT course.
- Throughout your undergraduate degree:
  - use the Degree Explorer to ensure you complete your degree and program requirements.
  - see the Office of the Registrar and the Management Academic Advisor for assistance.
- Do you have innovative business ideas? Visit ICUBE in the lower level of the Innovation Complex to receive expert advice. Enjoy competitions? Register for the IMI Finance Competition (IMIFC) through PSDP.
- 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.

### 4TH OR FINAL YEAR
- Integrate and apply the technical and practical knowledge you have gained to case type situations. Enrol in the capstone course MGT420H5 (Critical Thinking, Analysis and Decision Making).
- Consider a practical work-based experience through MGT480H5 Internship course. Sign up for MGT480H5 on ACORN and attend the Mandatory Orientation Session.
- Why not work abroad? Read up on worldwide employment trends and industry outlooks through GoinGlobal. Attend the Go Global Expo to learn about opportunities. See if you are eligible for International Experience Canada.
- What’s your next step after undergrad?
  - 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.

[Visit www.utm.utoronto.ca/program-plans](http://www.utm.utoronto.ca/program-plans) for the online version and links.

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Skills developed in Commerce

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)

Department of Management

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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

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