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...

Interested in Auditing? Check out MGT321H5 – a study of the concepts and theory underlying audit practice. You’ll be introduced to the CICA Handbook recommendations and guidelines for assurance. Ever considered an internship? Why not apply for MGT480H5? You will have the opportunity to make personal contacts in the public or private sector as well as 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: Accountant; Economist; Financial analyst; Marketing analyst; Proprietor of a small business; Buyer; Purchaser; Business analyst; Sales analyst; E- Business consultant; Entrepreneur; Management consultant.

Workplaces: Accounting firms; Banks and financial institutions; Insurance companies; Educational institutions; Government; Management consulting firms; Organizations in a wide range of industries in virtually every sector of the economy.
# COMMERCE (BCom) 
**SPECIALIST Program Plan**

**1ST YEAR**
- Enrol in courses MGMT120Y5, MGMT121H5, ECO100Y5, and MATH135Y5/136Y5 (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.
- 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.

**2ND YEAR**
- In second year and higher, attain 5.0 credits in Management, 5.0 credits in Economics and 2.0 credits for the Writing Requirement. View the Academic Calendar for course options.
- 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 Career Learning Network (CLN) to find postings for on- and off-campus work and volunteer opportunities as well as Work-Study.
- Visit the Li Koon Chun Finance Learning Centre (FLC) for access to specialized resources and databases (Innovation Complex, Rm. L1245).
- 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 through the Experiential Education Office.
- 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**
- 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 BizFrosh.
- Take part in the Professional Skills Development Program (PSDP). Check out the PSDP Events Calendar to stay up-to-date on Management events.
- Attend events through the International Education Centre (IEC) to explore different cultures through food, music, and sport or through sightseeing around the GTA.
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- 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.

**BUILD A GLOBAL MINDSET**
- Attend UCS’s Show Me the Green Conference and the Management department’s Graduating Network Conference.
- Earn credits overseas! Study for a summer, term or year at one of 120 universities including Copenhagen Business School and Paris Dauphine University (Paris 9). Speak to the IEC for details about Course Based Exchange and funding.
- 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.
- Considering further education? Research certification requirements for CIA, CPA and CFA and prepare for admission tests (LSAT, GMAT).

**BUILD SKILLS**
- Using the Co-Curricular Record (CCR), search for opportunities beyond the classroom, and keep track of your accomplishments.
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- Prefer traveling in Canada? Check out the IEC’s UTM Across Canada program.

**PLAN FOR YOUR FUTURE**
- 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.
- Explore careers through the CC’s Extern Job Shadowing Program. Visit the Professional Development & Learning Centre in KN007A.
- Considering further education? Attend the CC’s Graduate and Professionals School Fair. Talk to professors – they are potential mentors and references.
- Get ready for on-campus recruitment opportunities. See the CC Events Calendar for the Resume & Cover Letter Workshop, resume critiques, and the Effective Interviews Workshop.
- Attend the CC workshop Now That I’m Graduating What’s Next?

**PLAN YOUR ACADEMICS**
- Enrol in courses MGMT120Y5, MGMT121H5, ECO100Y5, and MATH135Y5/136Y5 (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.
- 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.

**3RD YEAR**
- Ensure you are enrolling in courses that fulfill the program requirements of your degree. View the Academic Calendar for course options.
- 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.
- Interested in some friendly competition? Check out the IMI Finance Competition (IMIFC) and the SMA Finance Cup Case Competition. Register on the PSDP website.
- Do you have innovative business ideas? Visit ICUBE in the lower level of the Innovation Complex to receive expert advice.

**4TH OR FINAL YEAR**
- Negotiation is the art and science of securing agreements between two or more interdependent parties. Develop negotiation skills in MGMT461H5 - practice, reflect, analyze, and practice again!
- Log on to ACORN and request graduation.
- Consider a practical work-based experience through MGMT480HS Internship course. Sign up for MGMT480HS on ACORN and attend the mandatory orientation session.
- Join a professional association. Check out Chartered Professional Accountants Ontario.
- Attend UCS’s Show Me the Green Conference 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.

*Consult the Academic Calendar for greater detail on course requirements, program notes and degree requirements.

**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 to create your own plan using My Program Plan. Update your plan yearly.

Visit 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](http://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

Innovation Complex, Room 2270  
University of Toronto Mississauga  
3359 Mississauga Rd  
Mississauga ON Canada L5L 1C6

(905) 569-4455  
[www.utm.utoronto.ca/management](http://www.utm.utoronto.ca/management)

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](http://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

How is accounting used by management? In MGT223H5, you will learn the conceptual and analytical foundations of cost accounting. Costing and control concepts are analyzed to equip students with tools for establishing costing systems and to make decisions. What are the principles of marketing? Find out in MGT252H5! You will be 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.

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](http://www.utm.utoronto.ca/prospective)