



# MANAGEMENT (BBA)

## SPECIALIST 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.



	1 <sup>ST</sup> YEAR	2 <sup>ND</sup> YEAR
PLAN YOUR ACADEMICS*	<p>Enrol in courses MGM101H5, 102H5; and ECO100Y5. Check out the Management department's <b>First-Year Success Guide</b>.</p> <p>Choose a program of study (Subject POST) once you complete 4.0 credits. Use the <b>Degree Explorer Planner</b> and the <b>Academic Calendar</b> to plan your degree.</p> <p>Start strong and get informed with <b>utmONE</b> and <b>LAUNCH</b> through the Office of Student Transition. Join a <b>RGASC Peer Facilitated Study Group</b>.</p>	<p>Enrol in courses MGT252H5, 262H5; MGM221H5/ MGT120H5; MGM222H5, 230H5; ECO205Y5/200Y5; and STA218H5.</p> <p>Visit the <b>Li Koon Chun Finance Learning Centre (FLC)</b> for specialized information resources and databases. The FLC is located on the lower level of the Innovation Complex in Room L1245.</p>
BUILD SKILLS	<p>Use the <b>Co-Curricular Record (CCR)</b>. Search for opportunities beyond the classroom, and keep track of your accomplishments.</p> <p>Attend the <b>Get Experience Fair</b> through the Career Centre (CC) to learn about on- and off-campus opportunities.</p>	<p>Use the <b>Career Learning Network (CLN)</b> to find postings for on- and off-campus work and volunteer opportunities.</p> <p>Work on-campus through the <b>Work-Study program</b>. View position descriptions on the CLN.</p>
BUILD A NETWORK	<p>Networking simply means talking to people and developing relationships with them. Start by joining the <b>Student Management Association (SMA)</b>. Ask about their Mentorship Program.</p> <p>Take part in the <b>Professional Skills Development Program (PSDP)</b>. Check out the <b>PSDP Events Calendar</b> to stay up-to-date on Management events.</p>	<p>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 <b>Tips On How to Approach a Professor</b> available through the Experiential Education Office (EEO).</p> <p>Attend the Management department's 2nd year <b>Momentum Conference</b>.</p>
BUILD A GLOBAL MINDSET	<p>Attend events through the <b>International Education Centre (IEC)</b> to explore different cultures through food, music, and sport or through sight-seeing around the GTA.</p>	<p>Embark on a <b>UTM Abroad Co-Curricular Experience</b> to Bangkok through the IEC. Travel with a faculty member and learn about one of Thailand's most successful community-based tourism initiatives.</p> <p>Prefer traveling in Canada? Check out the IEC's <b>UTM Across Canada</b> program.</p>
PLAN FOR YOUR FUTURE	<p>Attend the <b>Program Selection &amp; Career Options</b> workshop offered by the Office of the Registrar and the CC.</p> <p>Check out <b>Careers by Major</b> at the CC to see potential career options. Attend the Management department's Associate Yourself Fair.</p>	<p>Explore careers through the CC's <b>Extern Job Shadowing Program</b>. Visit the <b>Professional Development &amp; Learning Centre (PDLC)</b> in KN207A.</p> <p>Considering <b>further education</b>? Attend the CC's <b>Graduate and Professional Schools Fair</b>. Talk to professors – they are potential mentors and references.</p>

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

3 <sup>RD</sup> YEAR	4 <sup>TH</sup> OR FINAL YEAR
<p>Enrol in courses MGM301H5, 320H5, 332H5, 390H5; MGT353H5, 363H5, 371H5 and 374H5.</p> <p>Throughout your undergraduate degree:</p> <ul style="list-style-type: none"> <li>use the <b>Degree Explorer</b> to ensure you complete your degree and program requirements.</li> <li>see the <b>Office of the Registrar</b> and the <b>Management Academic Advisor</b>.</li> </ul>	<p>Enrol in MGM400H5 and attain 1.5 credits from the Electives category in the <b>Academic Calendar</b>.</p> <p>Do you have innovative business ideas? Visit <b>ICUBE</b>, the business incubator in the lower level of the Innovation Complex, to receive expert advice.</p> <p>Log on to ACORN and request graduation.</p>
<p>Explore your interests. Do you enjoy planning events? Investigate the IEC <b>Events Assistant</b> position. Interested in some friendly competition? Take part in External Case Competitions. Visit Blackboard for details.</p>	<p>Consider a practical work-based experience through MGT480H5 Internship course. Sign up for MGT480H5 on ACORN and attend the Mandatory Orientation Session.</p>
<p>Establish a professional presence on social media (e.g., LinkedIn).</p> <p>Meet industry professionals within your desired profession. Attend the SMA and UCS Business Banquet - the largest networking event offered to UTM business students.</p>	<p>Join a professional association. Check out the <b>Canadian Management Professionals Association</b>.</p> <p>Go to a conference such as SMA's Ready Set Market and the Management department's Graduating NET-WORK Conference.</p>
<p>Earn credits overseas! Study for a summer, term or year at one of 120 universities including Copenhagen Business School and Paris Dauphine University. Speak to the <b>IEC</b> for details about <b>Course Based Exchange</b> and funding.</p>	<p>Why not work abroad? Read up on worldwide employment trends and industry outlooks through <b>GoGlobal</b>. Attend the <b>Go Global Expo</b> to learn about opportunities. See if you are eligible for <b>International Experience Canada</b>.</p>
<p>What's your next step after undergrad?</p> <p>Entering the workforce? Evaluate your career options through a CC <b>Career Counselling appointment</b>. Create a job search strategy - book a CC <b>Employment Strategies appointment</b>.</p> <p>Considering further education? Research application requirements, prepare for admission tests (LSAT, GMAT), and research funding options (OGS, SSHRC).</p>	<p>Get ready for on-campus recruitment opportunities. See the CC <b>Events Calendar</b> for the Resume &amp; Cover Letter Workshop, resume critiques, and the Effective Interviews Workshop.</p> <p>Attend the CC workshop <b>Now That I'm Graduating What's Next?</b></p>

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## Skills developed in Management

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 Services (AS)
- Career Centre (CC)
- Centre for Student Engagement (CSE)
- Department of Management, Professional Development & Learning Centre (PDLC)
- Experiential Education Office (EEO)
- Health & Counselling Centre (HCC)
- Indigenous Centre (IC)
- International Education Centre (IEC)
- Li Koon Chun Finance Learning Centre (FLC)
- 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 prerequisite for this program is Advanced Functions. 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 Management 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 do managers influence individual and group behaviour? In MGT262H5, you will explore relevant problems confronting management such as motivation, influence and communication. What influences consumer behaviour? Find out in MGT252H5! Students learn basic concepts of market definition, consumer behaviour, and the principal marketing functions: product line development, pricing, distribution, promotion, salesforce management, advertising, research, and planning.

Prospective students should note that if you apply to the Management Stream in the admissions process and are admitted to U of T Mississauga, you receive priority in registration for prerequisite courses in the BBA Management Specialist Program.

### 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/future-students](http://www.utm.utoronto.ca/future-students)

