

# COMMERCE (BCom)

*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, although there are many more! 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](http://www.utm.utoronto.ca/program-plans)

### Programs of Study (POSt)

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

### Check out...

Ever considered an internship? Why not apply for MGT480H5? Gain valuable work experience and apply what you've learned in the program in a practical business setting. Check out MGT300H5 – learn to communicate effectively through impromptu speeches, group presentations and debate.

### 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.



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## 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	3 <sup>RD</sup> YEAR	4 <sup>TH</sup> OR FINAL YEAR
PLAN YOUR ACADEMICS*	<p>Enrol in courses MGM101H5; MGT120H5; ECO101H5 and ECO102H5; MAT135Y5/MAT133Y5 or both MAT135H5 and MAT136H5.</p> <p>Choose a program of study (Subject POST) once you complete 4.0 credits and meet the weighted average. Use the <b>Degree Explorer</b> and the <b>Academic Calendar</b> to plan your degree.</p> <p>Develop foundational academic skills and strategies by enrolling in a <b>utmONE</b> course. Build community and gain academic support through <b>LAUNCH</b>. Join a RGASC <b>Peer Facilitated Study Group</b>.</p>	<p>In second year and higher, attain 5.0 credits in Management, 5.0 credits in Economics. View the <b>Academic Calendar</b> for course options.</p> <p>Consider applying for <b>Research Opportunity Program (ROP)</b> courses MGT299Y and MGT399Y. Visit the EEU website for <b>ROP Course Prerequisites</b>. Attend the RGASC's <b>PART</b> to enhance your research skills.</p>	<p>Ensure you are enrolling in courses that fulfill the program requirements of your degree. View the <b>Academic Calendar</b> for course options.</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> for assistance.</li> </ul>	<p>Negotiation is the art and science of securing agreements between two or more interdependent parties. Develop negotiation skills in MGT461H5 - practice, reflect, analyze, and practice again!</p> <p>Log on to ACORN and request graduation.</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 Hired Fair</b> through the Career Centre (CC) to learn about on- and off-campus opportunities.</p> <p>Attend the <b>Experiential Education Fair</b>.</p>	<p>Use the <b>Career &amp; Co-Curricular Learning Network (CLNx)</b> to find postings for on- and off-campus work and volunteer opportunities as well as <b>Work-Study</b>.</p> <p>Visit the <b>Li Koon Chun Finance Learning Centre (FLC)</b> for access to specialized resources and databases.</p>	<p>Interested in some friendly competition? Connect with the business student groups to learn more.</p> <p>Looking to develop your leadership skills? Apply to become a <b>LAUNCH Leader</b> with the CSE.</p> <p>Attend the Work-Study info Session.</p>	<p>Consider a practical work-based experience through MGT480H5 Internship course. Sign up for MGT480H5 on ACORN and attend the Orientation Session.</p> <p>Do you have innovative business ideas? Visit <b>ICUBE</b> in the lower level of the Innovation Complex to receive expert advice.</p>
BUILD A NETWORK	<p>Networking simply means talking to people and developing relationships with them. Start by joining the <b>Innovative Business Association (IBA)</b>. Ask about their Mentorship Program.</p> <p>Do you have a professor you really like or connect with? Learn <b>Tips On How to Approach a Professor</b> available through the Experiential Education Unit (EEU).</p>	<p>Accept your <b>UTMBusinessConnect</b> invitation. Gain access to appointments, job postings and much more.</p> <p>Take part in the <b>Professional Skills Development Program (PSDP)</b>. Check out the <b>PSDP Events Calendar</b>. Join the Momentum Conference, Momentum Connections and the EPIC Conference.</p> <p>Apply to the <b>Certificate in Effective Business Practices and Leadership Skills</b> which includes a paid internship.</p>	<p>Establish a professional presence on social media (e.g., LinkedIn).</p> <p>Meet industry professionals within your desired profession. Attend the <b>IBA Business Banquet</b> - the largest networking event offered to UTM business students.</p>	<p>Join a professional association. Check out <b>Chartered Professional Accountants Ontario</b>.</p> <p>Go to a conference such as Ready, Set, Market! or Show Me the Green.</p> <p>Participate in <b>Bizmentorship</b> as a mentor.</p>
BUILD A GLOBAL MINDSET	<p>Engage with the many programs offered by the <b>International Education Centre (IEC)</b>, whether you are an international or domestic student. Consider joining the <b>Canada Eh?</b> day trips or <b>English Language Conversation Circles</b> to deepen your global mindset.</p> <p>First-year international students can also take advantage of <b>THRIVE'IN</b>, a one-day conference dedicated to helping you start your UTM journey successfully.</p>	<p>Participate in <b>International Education Week</b> and engage in programs like <b>Global and Intercultural Fluency Training Series (GIFTS)</b> to build on your leadership and communication skills in global citizenship. Learn about and prepare for a future <b>UTM Abroad Experience</b> through the IEC to strengthen and enhance your intercultural skill set, and learn about other cultures while sharing your own!</p>	<p>Expanding your intercultural awareness and developing intercultural skills will help you in your academics, personal growth and are highly sought out by employers.</p> <p><b>Earn credits overseas!</b> Apply to study for a summer term, or year at one of 170+ universities. Speak to the IEC for details about <b>Course Based Exchange</b>, funding and travel safety. Attend Global Learning Week to learn about the various opportunities available to you!</p>	<p>Engage in programs like <b>ISTEP</b> and <b>THRIVE</b> to support your transition out of the University!</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>Participate in Subject POST Information sessions to get an idea of which program is best for you.</p>	<p>Explore careers through the CC's <b>Job Shadow Program</b>. Visit the <b>Professional Development &amp; Learning Centre</b> on the second floor of the Kaneff Centre.</p> <p>Considering <b>further education</b>? Attend the CC's <b>Graduate &amp; Professional Schools Fair</b>. Talk to professors – they are potential mentors and references.</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 certification requirements for CIA, CPA and CFA and prepare for admission tests (LSAT, GMAT).</p>	<p>Get ready for on-campus recruitment opportunities. See the CC <b>Events Calendar</b> for the Resume &amp; Cover Letter Workshop, <b>resume critiques</b>, and the Effective Interviews Workshop.</p> <p>Attend the CC workshop <b>Now That I'm Graduating What's Next?</b></p> <p>Ready to transition from the classroom to the workplace? Check out the <b>Recent Graduate Opportunities Program</b>.</p>

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

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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 the 100+ student organizations on campus. Here are a few:

- Innovative Business Association (IBA)
- UTMM Competition Team (UTMMC)
- ACE UTM
- UTM Student Union (UTMSU)
- UTM Athletics Council (UTMAC)
- UTM Capital Management (UTMCM)

For a listing of clubs on campus visit the

**Student Groups and Societies Directory**

## Services that support you

- **Accessibility Services (AS)**
- **Career Centre (CC)**
- **Centre for Student Engagement (CSE)**
- **Professional Development & Learning Centre (PDLC), Department of Management**
- **Equity, Diversity & Inclusion Office (EDIO)**
- **Experiential Education Unit (EEU)**
- **Health & Counselling Centre (HCC)**
- **Indigenous Centre (IC)**
- **International Education Centre (IEC)**
- **Li Koon Chun Finance Learning Centre (FLC)**
- **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

Kaneff Centre, KN216  
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/future-students](http://www.utm.utoronto.ca/future-students)

