The Management Specialist is a four-year program which leads to a BBA degree preparing students to become effective members of organizations. Drawing on a balanced offering of rigorous intellectual frameworks from the social sciences, the Specialist covers the nature and operations of organizations as well as managerial functions.

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 attendance and participation in conferences, 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

Programs of Study (POSt)

- Specialist Program ERSPE2431 Management (BCom)
- Specialist Program ERSPE1882 Human Resource Management
- Major Program ERMAJ2431 Management (Arts or Science)

Check out...

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!

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: Business analyst; Purchaser; Market research analyst; Media planner; Sales analyst; Purchasing agent; E-Business consultant; Event planner; Fashion retailer; Hotel administrator; Logistics specialist; Marketing specialist; Property manager.

Workplaces: Banks; Advertising firms; Consumer goods manufacturers; Market research organizations; Insurance firms; Government; Non-profit organizations.
# 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.

## PLAN YOUR ACADEMICS*

<table>
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<th>1ST YEAR</th>
<th>2ND YEAR</th>
<th>3RD YEAR</th>
<th>4TH OR FINAL YEAR</th>
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| Enrol in MGMT101H5, 102H5; ECO101H5 and ECO102H5; MAT135Y5/MAT135Y5 or both MAT135H5 and MAT136H5. Recommend students take MGT120H5. Choose a program of study (Subject POSH) once you complete 4.0 credits and meet the weighted average. Use the Degree Explorer and the Academic Calendar to plan your degree.
Develop foundational academic skills and strategies by enrolling in a utone course. Build community and gain academic support through LAUNCH. Join a RAGS: 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 Hired Fair through the Career Centre (CC) to learn about on- and off-campus work and volunteer opportunities.
Attend the Experiential Education Fair.
Networking simply means talking to people and developing relationships with them. Start by joining the Innovative Business Association (IBA). Ask about their Mentorship Program.
Do you have a professor you really like or connect with? Learn Tips On How to Approach a Professor available through the Experiential Education Unit (EEU).
Engage with the many programs offered by the International Education Centre (IEC), whether you are an international or domestic student. Consider joining the Canada Eh? day trips or English Language Conversation Circles to deepen your global mindset.
First-year international students can also take advantage of THRIVE: a one-day conference dedicated to helping you start your UTM journey successfully.
| Ensure you are enrolling in courses that fulfill the program requirements of your degree. View the Academic Calendar for course options.
Visit the Li Koon Chun Finance Learning Centre (FLC) for specialized information resources and databases. The FLC is located on the lower level of the Innovation Complex (Room L1245).
Use the Career & Co-Curricular Learning Network (CLN): to find postings for on- and off-campus work and volunteer opportunities.
Work on-campus through the Work-Study program. View position descriptions on the CLN.
Accept your UTMBusinessConnect invitation. Gain access to employers, job postings and much more.
Take part in the Professional Skills Development Program (PSDP). Check out the PSDP Events Calendar. Join the Momentum Conference, Momentum Connections and the EPIC Conference.
Apply to the Certificate in Effective Business Practices and Leadership Skills (CEBPLS)
Participate in International Education Week and enquire in programs like Global and Intercultural Fluency Training Series (GIFTS) to build on your leadership and communication skills in global citizenship. Learn about and prepare for a future UTM Abroad experience through the IEC to strengthen and enhance your intercultural skill set. Talk about other cultures while sharing your own!
| Enroll in MGT490H5 and attain 1.5 credits at the 300/400 level from the Electives category in the Academic Calendar. Take MGT450 which explores the various digital marketing strategies in the context of online and mobile advertising platforms.
Do you have innovative business ideas? Visit ICUBE, the business incubator in the lower level of the Innovation Complex, to receive expert advice.
Log on to ACORN and request graduation.
Consider a practical work-based experience through MGT480H5 Internship course. Sign up for MGT480H5 on ACORN and attend the Orientation Session.
Build a network
| Build a global mindset

**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.
Participate in Subject POSH Information sessions to get an idea of which program is best for you.
| What’s your next step after undergrad?
Entering the workforce? Evaluate your career options through a CC Employment Strategies appointment.
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**BUILD A NETWORK**

| Attend a conference such as Ready, Set, Market or Show Me the Green.
| Engage in programs like ISTEP and THRIVE to support your transition out of the University!

**BUILD A GLOBAL MINDSET**

| Attend the IBA Business Banquet - the largest networking event offered to UTM business students.
| Meet industry professionals within your desired profession. Attend the IBA Business Banquet - the largest networking event offered to UTM business students.

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**NOTES**

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

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

- Innovative Business Association (IBA)
- UTMM Competition (UTMMC) Team
- 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)
- UTM Capital Management Learning Centre (UTMCM)

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

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.

**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