MANAGEMENT (BBA)

Department of Management

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 (PQSt)

- Specialist Program ERSPE1882 Human Resource Management
- Specialist Program ERSPE2431 Management
- Major Program ERMAJ2431 Management

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.
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.

Enroll in courses MGMT20H5, 300H5, MGT353H5, 363H5, 371H5, 374H5.
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.

Enroll in MGM101H5, 102H5, ECO101H5 and ECO102H5; MAT136Y5/MAT137Y5 or both MAT135H5 and MAT136H5. Recommended students take MG120.
Choose a program of study (Subject POSt) once you complete 4.0 credits and meet the weighed average. Use the Degree Explorer and the Academic Calendar to plan your degree.

This program is located on the lower level of the Innovation Complex in Room L1245.

Use the Co-Curricular Record (CCR). Search for opportunities beyond the classroom, and keep track of your accomplishments.
Attend the Get Held Fair through the Career Centre (CC) to learn about on- and off-campus 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 in programs like the Global and Intercultural Fluency Training Series (GIFT’S) or learn about and prepare for a future UTMBroad Experience through the IEC to strengthen and enhance your intercultural skill set, and learn about other cultures while sharing your own!

Learn about working 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.

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).

Consider the Academic Calendar for greater detail on course requirements, program notes and degree requirements.
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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 the 100+ student organizations on campus. Here are a few:

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

For a listing of clubs on campus visit https://www.utm.utoronto.ca/utm-engage/student-groups

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)

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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
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Mississauga ON Canada L5L 1C6
905-828-5400
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Future Students