

# COMMERCE (HBA)

*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...

Analyze the financial investment decision-making process of individuals and firms. In MGT338H5, you'll get an introduction to present-value techniques, capital budgeting decision-rules and portfolio theory. Ever considered an internship? Why not apply for MGT480H5? You will have the opportunity to 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:** Arts administrator; Fashion retailer; Health care administrator; Training specialist; E-Business consultant; Importer/exporter; Manufacturing manager; Customs broker; Operations research analyst; Recruiter; Pharmaceutical financial analyst.

**Workplaces:** Banks and financial institutions; Educational institutions; Government; Self-employment; Organizations in a wide range of industries in virtually every sector of the economy.



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## MAJOR 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, MGT120H5, ECO100Y5 and MAT133Y5/ 135Y5 (or equivalent). 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 Centre for Student Engagement (CSE). Join a RGASC <b>Peer Facilitated Study Group</b>.</p>	<p>Enrol in courses ECO220Y5/ 227Y5/ STA(250H1,256H5)/ STA(256H5,258H5)/ STA(256H5,260H5); MGT223H5, 220H5 and 252H5.</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>P.A.R.T.</b> to enhance your research skills.</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 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 (Innovation Complex, Rm. L1245).</p>
BUILD A NETWORK	<p>Networking simply means talking to people and developing relationships with them. Start by joining the <b>Undergraduate Commerce Society (UCS)</b>. Ask about the UCS BizMentorship program and BizFrosh.</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 Unit (EEU).</p> <p>Attend the Management department's 2nd year <b>Momentum Conference</b>.</p>
BUILD A GLOBAL MINDSET	<p>Attend events held by the <b>International Education Centre (IEC)</b>, whether you are an international or domestic student. Explore different cultures through food, music, and sport or through sight-seeing around the GTA.</p> <p>Start with the <b>International Education Week</b> events and learn about the diversity, culture, and international opportunities on campus!</p>	<p>Embark on a <b>UTM Abroad Glocal Impact Project</b> through the IEC. Take advantage of this opportunity to travel with a faculty member and learn about a topic of interest in a unique location.</p> <p>Interested in deepening your global perspective? Register for the <b>Global Citizenship Certificate</b> offered by the IEC.</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</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 MGT338H5 and 339H5. For third year and higher, attain 1.0 credit from MGT330H5, 363H5, 371H5, 374H5, 393H5, or any 400 level MGT course.</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>Integrate and apply the technical and practical knowledge you have gained to case type situations. Enrol in the capstone course MGT420H5 (Critical Thinking, Analysis and Decision Making).</p> <p>Log on to ACORN and request graduation.</p>
<p>Do you have innovative business ideas? Visit <b>ICUBE</b> in the lower level of the Innovation Complex to receive expert advice. Enjoy competitions? Register for the IMI Finance Competition (IMIFC) through <b>PSDP</b>.</p> <p>Explore your interests. Become a <b>Wellness Ambassador</b> with the Health and Counselling Centre's Outreach and Special Events team.</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>Financial Advisors Association of Canada</b>.</p> <p>Go to a conference such as <b>Ready, Set, Market!</b> or <b>Show Me the Green</b>.</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 (Paris 9). 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>GoInGlobal</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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# COMMERCE (HBA)

## Skills developed in Commerce (HBA)

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:

- UTM Student Management Association (SMA)
- UTM Undergraduate Commerce Society (UCS)
- DECA UTM
- 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

- Accessibility Services (AS)
- Career Centre (CC)
- Centre for Student Engagement (CSE)
- Department of Management, Professional Development & Learning Centre (PDLC)
- 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

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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

What are the principles of marketing? Find out in MGT252H5! Get 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. Expand your understanding of Financial Accounting in MGT220H5. This course uses cases to develop critical thinking and communication skills. Topics of study include accounting for assets, and valuation of bonds.

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)

