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

Programs of Study (POST)

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

Check out...

Interested in Auditing? Check out MGT321H5 – a study of the concepts and theory underlying audit practice. You’ll be introduced to the CICA Handbook recommendations and guidelines for assurance. 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.

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.
# COURSE REQUIREMENTS

**1st YEAR**

- **Enroll in courses:** MGMT101H5, MGMT202H, ECO100Y5, and MAT135YS/135YS (or equivalent). Check out the Management department’s First Year Success Guide.
- **Choose a program of study (Subject POS) once you complete 4.0 credits. Use the Degree Explorer Planner and the Academic Calendar to plan your degree.**
- **Start strong and get informed with utmONE and LAUNCH through the Centre for Student Engagement (CSE). Join a RGASC 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 Experience Fair through the Career Centre (CC) to learn about on- and off-campus work and volunteer opportunities as well as Work-Study.**
- **Networking simply means talking to people and developing relationships with them. Start by joining the IMI 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.**
- **Attend events held by the International Education Centre (IEC), whether you are an international or domestic student. Explore different cultures through food, music, and sport or through sight-seeing around the GTA.**

**2nd YEAR**

- **Enroll in second year and higher, attain 5.0 credits in Management, 5.0 credits in Economics and 2.0 credits for the Writing Requirement. View the Academic Calendar for course options.**
- **Consider applying for Research Opportunity Program (ROP) courses MGT296Y and MGT297Y. Visit the EDU website for ROP Course Prerequisites. Attend the RGASC’s P.A.R.T. to enhance your research skills.**
- **Use the Career Learning Network (CLIN) to find postings for on- and off-campus work and volunteer opportunities as well as Work-Study.**
- **Attend the Management department’s 2nd year Momentum Conference.**
- **Take part in the Professional Skills Development Program (PSDP). Check out the PSDP Events Calendar to stay up-to-date on Management events.**
- **Embark on a UTM Abroad Experience through the IEC. Take advantage of this opportunity to travel as part of a class, or a co-curricular opportunity, and learn about a topic of interest in a unique location.**

**3rd YEAR**

- **Ensure you are enrolling in courses that fulfill the program requirements of your degree. View the Academic Calendar for course options.**
- **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 for assistance.
- **Interested in some friendly competition? Check out the IMI Finance Competition (IMFC). Register on the PSDP website.**
- **Do you have innovative business ideas? Visit ICUBE in the lower level of the Innovation Complex to receive expert advice.**
- **Establish a professional presence on social media (e.g., LinkedIn).**
- **Meet industry professionals within your desired profession. Attend the IBA Business Banquet - the largest networking event offered to UTM business students.**
- **Earn credits overseas! Study for a summer, term or year at one of 120 universities. Talk to the IEC’s Global Mobility Coordinator about Course Based Exchange and find which schools and courses are the best fit for you.**
- **Why not work abroad? Read up on worldwide employment trends and industry outlooks through GeoGlobal. Attend the Go Global Expo to learn about opportunities. See if you are eligible for International Experience Canada.**

**4th OR FINAL YEAR**

- **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!**
- **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 Mandatory Orientation Session.**
- **Looking to develop your leadership skills? Apply to become a LAUNCH Leader with the CSE.**
- **Join a professional association. Check out Chartered Professional Accountants Ontario.**
- **Go to a conference such as Ready, Set, Market! or Show Me the Green.**
- **What’s your next step after undergrad?**
  - Considering further education? Research certification requirements for CIA, CPA and CFA and prepare for admission tests (LSAT, GMAT).
- **Get ready for on-campus recruitment opportunities. See the CC Events Calendar for the Resume & Cover Letter Workshop, resume critiques, and the Effective Interview Workshop.**
- **Attend the CC workshop Now That I’m Graduating What’s Next?**

**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**

- Enroll in courses MGMT101H5, MGMT202H, ECO100Y5, and MAT135YS/135YS (or equivalent). Check out the Management department’s First Year Success Guide.
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**BUILD SKILLS**

- Use the Co-Curricular Record (CCR). Search for opportunities beyond the classroom, and keep track of your accomplishments.
- Attend the Get Experience Fair through the Career Centre (CC) to learn about on- and off-campus work and volunteer opportunities as well as Work-Study.
- Visit the Li Koon Chan Finance Learning Centre (FLC) for access to specialized resources and databases (Innovation Complex, Rm. L1245).
- Use the Career Learning Network (CLIN) to find postings for on- and off-campus work and volunteer opportunities as well as Work-Study.
- Attend the Management department’s 2nd year Momentum Conference.
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**BUILD A NETWORK**

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**BUILD A GLOBAL MINDSET**

- 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.
- Take part in Try It Week - a week of mock lectures - to get an idea of which program is best for you. For more details, check the First Year Guide.
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- Take part in Try It Week - a week of mock lectures - to get an idea of which program is best for you. For more details, check the First Year Guide.

**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.
- Take part in Try It Week - a week of mock lectures - to get an idea of which program is best for you. For more details, check the First Year Guide.
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- Take part in Try It Week - a week of mock lectures - to get an idea of which program is best for you. For more details, check the First Year Guide.

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

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*Visits www.utm.utoronto.ca/program-plans for the online version and links.

Revised on: 5/9/2019
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:

- IMI Business Association (IBA)
- DECA UTM
- UTM Student Union (UTMSU)
- UTM Athletics Council (UTMAC)

For a listing of clubs on campus visit www.utm.utoronto.ca/clubs.

Services that support you

- Accessibility Services (AS)
- Career Centre (CC)
- Centre for Student Engagement (CSE)
- Professional Development & Learning Centre (PDLC), Department of Management
- 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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Mississauga ON Canada L5L 1C6
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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 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.

**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

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