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 (POSs)

- 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? You will have the opportunity to make personal contacts in the public or private sector as well as 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: 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.
### SPECIALIST Program Plan

#### 1ST YEAR
- Enroll in courses MGMT11H5, MGMT120H5, ECON100Y5, and MAT133Y5/135Y5 (or equivalent). Check out the Management department's First Year Success Guide.
- Choose a program of study (Subject PSOS) 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.

#### 2ND YEAR
- 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 MGMT260Y and MGMT360Y. Visit the EDU website for ROP Course Prerequisites. Attend the RGASC’s P.A.R.T. to enhance your research skills.

#### 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 (IMFIC) and the SMA Finance Cup Case Competition. Register on the PSDP website.

#### 4TH OR FINAL YEAR
- Consider a practical work-based experience through MGMT40H5 Internship course. Sign up for MGMT40H5 on ACORN and attend the Mandatory Orientation Session.
- Looking to develop your leadership skills? Apply to become a LAUNCH Leader with the CSE.

### 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.
COMMERCE (BCom)

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).

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)

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).

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University of Toronto Mississauga
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(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**
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