



UBC BCom

2012 ENTRY

step in the right direction →



Opening Worlds

Every year, students from across Canada and around the globe choose UBC's four-year Bachelor of Commerce program. Their goal is to get a world-class university degree. They're eager to earn credentials that will impress future employers. They want to develop the skills and confidence needed to become leaders in the business world and beyond.

They arrive on campus with the spirit, enthusiasm and motivation to get them where they want to go, and they believe the Sauder School of Business is the best place to begin their journey. They know a UBC BCom can open worlds for them. Discover where it can take you.

#### **Our strengths**

UBC has built its reputation on innovative and excellent teaching and research since 1915. As Canada's third largest university, we've earned our place as a leader of higher education. UBC's 12 faculties, 2 colleges and 11 schools offer students a tremendous range of options in their studies. We are home to one of Canada's biggest intramural sports programs and second largest university library system including the David Lam Management Resource Library.

#### **Our West Coast spirit**

Surrounded by the Pacific Ocean and snow-capped mountains, no other Canadian university can match our location. Vancouver is one of the world's

most naturally beautiful cities that consistently tops international lists of best places to live. Our 1,000-acre campus boasts some of Vancouver's best attractions and recreation facilities including the world-famous Museum of Anthropology, the Chan Centre for the Performing Arts, the UBC Botanical Garden and the Beaty Biodiversity Museum. Take in a concert. Bike in nearby Pacific Spirit Park. Or just relax and enjoy the view.

See UBC for yourself at [you.ubc.ca](http://you.ubc.ca).

#### **World class learning environment**

Sauder's recent revitalization project has added 50,000 sq. ft. to the existing 216,000 sq. ft. of our building. This includes a new facility dedicated to undergraduates, the Bruce R. Birmingham

Undergraduate Centre. The renewed space has open areas for students to socialize, network and interact, conference and meeting spaces to connect students with alumni and the business community, and the latest in videoconferencing technology to bring the global business community into the classroom.

#### **The story behind our name**

When British Columbia business leader William L. Sauder gave UBC Commerce \$20 million in June 2003, it was the largest single private donation ever made to a Canadian business school. In recognition of his gift, we became the Sauder School of Business. Did we mention Dr. Sauder was a UBC BCom grad?



→ your future starts here





### Moses Gatonye Richu

UBC BCom 2nd Year Student from Kenya  
International Leader of Tomorrow  
Award recipient

**Specialization** Intending to major in Marketing with a minor in Psychology

**Favourite UBC location** The entire stretch of Main Mall... a picturesque scene borders the street and the walk ends with a fantastic view of the mountains!

**Plans** To go on exchange, participate in co-op, graduate, and then explore a career in brand management. Eventually I'd like to start up my own firm to assist and support talented youth in Kenya.

"The Sauder School of Business is a world of opportunities, where each opportunity provides a unique avenue for me to develop the skills and qualities that are crucial for my future career. I have been exposed to management, strategic thinking, team dynamics, and event organization. Most importantly, I have been exposed to brilliant minds from across the globe which continue to inspire and challenge me as I seek to learn more sustainable models for social entrepreneurship."

→ learn

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#### Fresh ideas

Our faculty's ground-breaking research is helping to improve the way business is being done today. And it has made the Sauder School of Business Canada's leading management research school. Connected to industry and committed to your academic and personal success, our instructors will guide you in both the theory and practice of business. They are enthusiastic and approachable and their expertise and dedication will inspire you to raise your standards and set your sights on how you can use your BCom degree to make a world of difference. For more information about our outstanding educators, see [sauder.ubc.ca/faculty](http://sauder.ubc.ca/faculty).

#### Marketable skills

A UBC BCom will arm you with the practical knowledge employers look for – critical thinking, creative problem solving, communication, organization, and leadership. You'll also see current business issues brought to life through lectures, case studies and noteworthy guest speakers. To help you apply your new knowledge, you'll have opportunities to work on projects generated by the business community and in paid job placements through our Co-op program.



“When I became a student at the Sauder School of Business, I realized that a great number of doors were now open to me. All of the extra-curricular activities that I have been involved with, from representing my peers in the CUS board of directors to working with incoming students at the Jump Start international orientation, not only contributed to my education outside the classroom but most importantly, helped me define myself in a new environment and find ways to make a difference.”

**Daria Panteleeva**

UBC BCom 2nd Year Student from Russia  
International Student Leadership  
Award recipient

**Specialization** Intending to major  
in Finance with a minor in Math

**Favourite UBC location** Peter Lee  
Lounge in the Henry Angus building  
– a quiet and relaxing place in close  
proximity to the always busy and  
cheerful CA Hall.

**Plans** To do my utmost to succeed in  
the Portfolio Management Foundation  
and further pursue a career in finance.

## The know-how to reach your goals

Whatever career path you choose, you'll succeed if you can meet new and unexpected challenges. A UBC BCom will give you the broad range of business basics and the management skills you need to thrive in any work environment.

→ build

02

YEAR ONE BUILDING A FOUNDATION	YEAR TWO LEARNING THE FUNDAMENTALS	YEAR THREE FOCUSING AND INTEGRATING	YEAR FOUR PREPARING FOR A CAREER
Pre-Commerce: English Economics Calculus 4-6 electives	Decision Analysis Organizational Behaviour* Financial Accounting Managerial Accounting Managerial Economics Business Statistics Introduction to Finance Career Fundamentals Management Information Systems Managing the Employment Relationship Marketing 1 elective *completed in Year 1 by Direct Entry students	Government and Business Business Writing Business Communications One of: Commercial Law Logistics and Operations Management 2 courses in your specialization 2-4 electives	One of: Commercial Law Logistics and Operations Management One of: Strategic Management New Enterprise Development International Business Management Simulation 3 courses in your specialization 3-5 electives
BCom Year One: (Direct Entry) English Economics Calculus Organizational Behaviour 3-5 electives			
Legend >	Core Courses	Specialization	Elective Courses

At UBC, you'll also learn to use today's most common business software applications. Our computer lab is equipped with over 80 fully-loaded computers for you to use. Or use the wireless environment on campus with your laptop.



"I received an award from my Co-op employer, Research In Motion Limited, which I knew would not have been possible if it weren't for the support I received from Sauder's professors and career counselors. The support from Sauder, as well as my experience as the president of two student clubs, have helped me to develop business and technical skills. Sauder is also providing me with an environment which nurtures the good work ethic I will live by for the rest of my life."

**Peter Cheung**

UBC BCom 3rd Year Student

**Specialization** Business and Computer Science Co-op

**Favourite UBC activity** Conversing with students from all disciplines about anything from the microchip and evening plans, to big concepts such as enterprise architecture and how to change the world.

**Plans** To pursue my CISA certification, begin a career in IT Advisory in a global consulting company, and continue to learn as a student of life.

With a UBC BCom, you can apply your knowledge and skills to just about any career that interests you. In fact, our graduates work around the world in fields such as international banking, entertainment, high-tech, sports, telecommunications, sustainability and financial management.

### 11 career paths to choose from

In year three of the UBC BCom program, you'll get to shape your own career path by choosing from one of 11 areas of specialization.

- Accounting
- Business and Computer Science\*
- Business Technology Management
- Commerce and Economics
- Finance
- General Business Management
- Organizational Behaviour and Human Resources Management
- International Business
- Marketing
- Real Estate
- Transportation and Logistics

Augment your business education with further specialization in one of three concentrations.

- Sustainability
- Entrepreneurship
- E-Business

Aboriginal students who have completed the Ch'nook Diploma at one of UBC's partner colleges have the opportunity to enroll in the Ch'nook specialization and select courses designed to address Aboriginal business issues and interests.

### Work experiences that pay

Participate in our Co-op program and you can put your new knowledge into practice, building valuable experience in a year of paid work in one of the following fields.

- Accounting
- Management Information Systems
- Marketing
- Real Estate
- Transportation and Logistics
- Human Resources Management
- Business and Computer Science
- Finance

\*This specialization begins in first year

→ excel

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## Soheila Yalpani

UBC BCom 3rd Year Student

**Specialization** Transportation and Logistics

**Favourite UBC location** Anywhere you can see the ocean. I always reflect on how lucky I am to study at such a beautiful and inspirational campus. There is no better place to go for a run or enjoy the sunset.

**Plans** To own my own company. I am interested in the shipping industry, manufacturing, and business strategy.

“The main lesson I have learned at Sauder is the importance of continuously setting challenges and defining your goals. Sauder has provided me with opportunities to gain international experience through consulting work in Egypt, competing in a case competition in Germany, and raising funds for a project in South Africa. During my time here, I have been able to develop the skills and mindset I need to be successful, both personally and professionally.”

→ diversify

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### Push your limits

A UBC BCom adds up to more than just the sum of commerce courses you complete. Employers value business graduates with a mix of interests because flexibility + creativity = the ability to tackle any career challenge. That's why we offer BCom students many opportunities to widen their scope.

**Choose** your electives from a range of courses in any one of UBC's 12 faculties and 11 schools. Drama, astronomy, Japanese – explore whatever appeals to you.

**Invent** something new. Take our New Venture Design course and team up with engineering students to create consumer products with business plans that have impact.

**Manage** a \$4 million endowment fund guided by UBC Portfolio Management Foundation (PMF) mentors. Qualified finance students aiming for a career in capital markets can try their hand at managing the PMF endowment fund, investing in money markets, fixed income investments of Canadian and foreign issuers, and equity investments.

**Compete** in the National Intercollegiate Business Competition or other national competitions where UBC has come out with top honours for over 10 years.

**Lead** There are countless opportunities both within the Sauder School of Business and the university to develop your leadership skills. Run for student government. Manage a team to organize a conference. Take advantage of UBC's Leadership and Development training program. These are just a few examples of what is available.

**Research** and sharpen your critical thinking skills in the Commerce Scholars Program. Conduct original research under the mentorship of a distinguished Sauder faculty member and get a paid research stipend and the opportunity to present research at a scholars' conference.



## Daniel Kell

UBC BCom 3rd Year Student  
from the United Kingdom

**Specialization** Finance

**Favourite UBC activity** Swimming in UBC's heated outdoor Olympic size pool on a crisp evening.

**Plans** To complete the Canadian Securities Course (CSC) during my final school year, work as a Financial Planner within a public bank, and eventually become a Canadian Citizen.

"Moving from the other side of the world to come to Sauder was challenging and incredibly rewarding. By sharing my passion for Vancouver, UBC, and Sauder with international students through my roles as a volunteer Peer Leader for visiting exchange students and the International Student Assistant in Sauder's Undergraduate Office, I learned 10 times more about their lives, cultures, and backgrounds than I otherwise would have. A summer exchange to Hong Kong and Shanghai helped too."

## → connect

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### With the world

In a world full of opportunities, you need an education that won't stop you at the border. If your goal is a career in international business or to work overseas in your area of expertise, the UBC BCom can open the world for you.

Experience another culture while completing part of your degree overseas through UBC's student exchange program. With opportunities to study at over 150 universities in 40 countries, the program is one of the largest of its kind in North America.

UBC BCom students can study at business schools in Australia, Austria, Belgium, Brazil, Canada, Chile, China, Czech Republic, Denmark, England, France, Germany, Hong Kong, Ireland, Italy, Japan, Korea, Mexico, the Netherlands, New Zealand, Norway, Singapore, Spain, Sweden, Switzerland, Thailand, and Wales.

Share your business knowledge with students and communities in Africa through the Arc Initiative or the Social Entrepreneurship 101 initiative, or choose the International Business (IB) specialization and get in-depth insight into the culture and commerce of another country. Maybe, like many IB students, you'll opt for one of the nations in the Asia-Pacific where the Sauder School of Business has earned a reputation for cross-cultural business education initiatives.

From China to Chile, Australia to Italy, UBC BCom students are going places and gaining fresh perspectives. But you don't need to leave campus for an international education. There are over 145 countries represented in the student body at UBC where global perspectives and cross-cultural learning are encouraged both in and out of the classroom.

### Take a quick study trip to...

**Shanghai** Learn Chinese language, business and culture in one of Asia's biggest business centres through our five-week summer program at Shanghai Jiao Tong University.

**Europe** Study with the Manchester Business School, one of Europe's best, on a five-week European Summer Program, and visit England, France, Spain and the Czech Republic while you're there.



### Get involved

With a UBC BCom you get more than just a degree. You get the chance to experience life on one of Canada's most dynamic university campuses. Extracurricular choices are limitless. There are more than 300 student clubs and organizations ranging from cultural and performing arts groups to sports teams, student government and community service alliances. Our facilities include the Chan Centre, Freddy Wood Theatre, a recreation centre, a winter sports centre, an aquatic centre, a golf course and much more.

## → engage

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### Meet students like you

In the UBC BCom program you'll meet some of the brightest young people in Canada. The program attracts a diverse group of students who are creative, enthusiastic and motivated to succeed. The Commerce Undergraduate Society (CUS) creates opportunities for you to make new friends, network, increase your confidence in business settings and, most importantly, enjoy your time at the Sauder School of Business.

**Clubs and associations** CUS sponsors over 18 special interest groups involved in e-business, consulting, entrepreneurship, venture capital and more.

**Social events** CUS hosts many social activities that appeal to our diverse student base. Enjoy everything from Sauder socials and dinners, to Whistler ski trips and charity fundraisers held in clubs downtown.

**Conferences** CUS organizes five major ones every year, providing excellent learning and networking opportunities. These include: Enterprize, a national entrepreneurship conference and business plan competition; Me Inc., a career exploration event; Ignite!, a career conference and fair; Style and the City, a unique event where students experience a comprehensive view of branding through interactive workshops;

and the International Business Conference, where senior executives from multinational organizations speak about today's global economy.

**Mentor programs** The Commerce Mentor Program pairs 1st and 2nd year students with senior BCom student mentors; the Executive Mentor Program gives select BCom students the chance to learn one-on-one from Vancouver business leaders.

**Sports** From annual sporting events to intramural tournaments, CUS teams know how to compete, often finishing in the top three in athletic competitions.

To learn more about the CUS, visit [cusonline.ca](http://cusonline.ca).



“Sauder has helped me become a highly driven and future-focused person through my involvement in the Co-op program and the Career Peer Advisor program. I also took part in COMM 486R: Leadership and Management, an intensive weekend class based on first-year MBA cases that changed the way I think about business.”

**Emilie Walker**

UBC BCom 4th Year Student

**Specialization** Real Estate Co-op and International Business

**Favourite UBC activity** Meeting people and developing strong leadership skills as President of the UBC Panhellenic Association and member of my sorority Gamma Phi Beta.

**Plans** To complete my degree while on exchange at Fundação Getúlio Vargas in Brazil, and then explore career opportunities in South America.

When it's time to find the future that fits your interests, the Hari B. Varshney Business Career Centre offers an extensive range of services aimed at helping you secure your dream job and connect with top employers in the local Vancouver business community and beyond.

The Career Options Online (COOL) job posting website allows you to apply for a wide variety of different job postings, whether you're looking to kick start your career after graduation, or land a summer internship to gain valuable work experience.

The Career Centre hosts events year-round, such as Trek Programs to Toronto and Calgary to connect with their business communities, the Chartered Accounting Recruitment Program, and company information sessions, all with a focus on letting Sauder's first class students network with the most prominent companies across Canada.

Workshops occur throughout the year to help you explore various career paths. Personalized attention in the form of career coaching appointments are available year-round to assist you with editing cover letters, perfecting resumes, mastering interviews, polishing networking skills and identifying career goals.

→ compete

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#### Who hires UBC BCom graduates?

Accenture	Kraft
BC Assessment	Macquarie Group Ltd.
BC Hydro	McKinsey
BDO Dunwoody	Merrill Lynch
Best Buy	Microsoft
BMO	Pepsi Bottling Group
Boston Consulting Group	Phillips, Hager & North
BP Energy	PricewaterhouseCoopers
Canaccord Capital	Procter & Gamble
CIBC World Markets	RBC Capital Markets
Colgate Palmolive	RBC Financial Group
Deloitte	SAP
Ernst & Young	Scotiabank
GE Healthcare	Shell Canada
HSBC	TD Canada Trust
IBM Canada	TD Securities
Imperial Oil	Telus
ING Group	Terasen
Ipsos-Reid Group	Translink
KPMG	Unilever

#### How far can you go with a UBC BCom?

Our graduates are employed in diverse and exciting jobs around the world. You'll find UBC BComs working for the American basketball team Miami Heat, Merrill Lynch in New York, Frito-Lay in Shanghai, and Microsoft in Seattle to name just a few.



"The community at the Sauder School of Business is vibrant. I was involved with the Commerce Undergraduate Society (CUS) and served as CUS President from 2008-2010. This leadership role added immensely to my BCom experience. I created change, helped others initiate projects, and met and worked with much of the Sauder community. I've seen what makes Sauder a special place: the many student leadership roles and a culture that encourages students to take the initiative to create opportunities."

**Laura Silvester**

UBC BCom 4th Year Student  
Outstanding Female Graduate  
Award recipient

**Specialization** Finance with  
a minor in English Literature

**Favourite quote** "Tell me and I forget;  
show me and I remember; involve me and  
I understand." –Anonymous (a quote for  
any leader to remember)

**Plans** To start working this fall as  
a Business Analyst with McKinsey &  
Company in Calgary, Alberta. Later in life,  
I could see myself working in Vancouver  
as an entrepreneur and writing novels.

Are you ready to become a UBC BCom student? Go to [you.ubc.ca/ubc/vancouver](http://you.ubc.ca/ubc/vancouver) for more information and step-by-step instructions on how to apply to UBC.

→ apply

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#### **Our admission policy**

Admission is based on a combination of academic performance and your involvement in activities demonstrating leadership skills, teamwork and other attributes. You will need to submit your grades as well as the online application form which will allow you to tell us more about yourself.

#### **Our admission requirements**

##### **Secondary School Students**

If you're applying from secondary school, you must have completed Math 12 or the equivalent. Go to [you.ubc.ca/ubc](http://you.ubc.ca/ubc) for complete information on admission requirements from different education systems.

##### **College/University Transfer Students**

If you are already attending a recognized college or university, you can apply to transfer into year two or year three of the BCom program, depending on the courses that you have completed.

#### **Our financial assistance**

UBC offers more than 75 major entrance scholarships to outstanding students entering university from secondary school. In addition, the Sauder School of Business offers more than 160 corporate- and individually-sponsored scholarships to deserving students in the BCom program. To learn more about these awards go to [you.ubc.ca/ubc/vancouver/finances.ezc](http://you.ubc.ca/ubc/vancouver/finances.ezc).

#### **Our housing**

UBC has eight residence complexes located around campus all within walking distance to our gardens, a regional park and beaches by the Pacific Ocean. To find out more about campus housing go to [www.housing.ubc.ca](http://www.housing.ubc.ca).

Further details about our admissions requirements and the BCom program, from specializations to opportunities including upcoming events can be found at [sauder.ubc.ca/bcom](http://sauder.ubc.ca/bcom) or contact us at:

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UBC BACHELOR OF COMMERCE  
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#### Questions? [askme.ubc.ca](http://askme.ubc.ca)

For more information on UBC, including program fees, housing, scholarships, sports and recreation and more, visit [you.ubc.ca](http://you.ubc.ca) or contact:

Welcome Centre, Brock Hall  
University of British Columbia  
1200 - 1874 East Mall  
Vancouver, BC, Canada V6T 1Z1

#### Canadian Citizens and Permanent Residents

tel 1.604.822.9836  
toll-free (Canada & USA) 1.877.272.1422  
fax 1.604.822.6943

#### International Students (non-Canadians)

tel 1.604.822.8999  
toll-free (Canada & USA) 1.877.272.1422  
fax 1.604.822.9888

