

YOUR **COMPETITIVE ADVANTAGE**

Full-time MBA



12-MONTH PROGRAM STARTING IN JANUARY

smithqueens.com/ftmba

Be ready for fall job interviews and among the first MBA graduates on the market with this **12-month** full-time program starting in **January**.

Small class sizes

Personal attention, outstanding faculty, state-of-the-art business school facility

Pioneering leadership and team development programs

Powerful network of alumni in 150+ countries

Study on-campus in Kingston at Smith School of Business at Queen's University – one of the most renowned universities

in Canada





AN MBA UNLIKE ANY OTHER

TECHNICAL EXPERTISE + TEAM DYNAMICS + SPECIALIZATIONS +
INTERPERSONAL SKILLS + CAREER SUPPORT

“

There are a lot of MBA programs that provide a quality business education, but very few rival Smith's team-based approach, personalized coaching, and tight-knit culture. I really felt I was learning something new every day in terms of business acumen, leadership skills and self-discovery. I would absolutely recommend this program to anyone looking for a transformative MBA experience.”

Kim Fulton, MBA

Principal
Kearney
Toronto, ON



THE **POWERFUL** ADVANTAGE

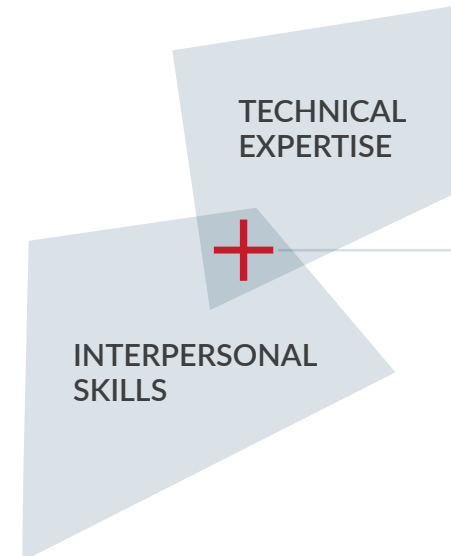
The MBA unlike any other. It delivers both the technical expertise and the interpersonal skills development that employers require today.

The MBA from Smith School of Business provides outstanding foundational management skills including analytics, accounting, financial theory, marketing management, information systems, strategy and more.

In addition, Smith is the pioneer and leader in fostering the personal and team skills necessary to excel in business today including group dynamics, adaptability, communications, leadership, resilience, and cultural intelligence.

Surveys* of CEOs and corporate recruiters underscore that it is this combination of technical management capacity and interpersonal skills that is most highly valued.

*GMAC Corporate Recruiters Surveys



Take the first step and connect with your application advisor at smithqueens.com/ftmba

The Program

Complete your MBA in 12 months and get into the workforce with the knowledge and skills to begin advancing your career.

The first six months is foundational curriculum covering the core management skills required to lead in business. In the second six months you take elective courses and can also select an area of specialization (eg. consulting, finance, marketing & sales, digital transformation, management analytics, entrepreneurship & Innovation). You will earn a supplemental certificate in the area of focus.

Substantial team and individual project assignments allow for deep learning and practical application.

- + EXPERIENTIAL LEARNING
- + REAL-WORLD BUSINESS PROJECTS
- + SIMULATIONS
- + LIVING CASE STUDIES
- + CLASS INSTRUCTION & DISCUSSION

Approach

A multi-faceted approach to teaching ensures engagement, high-value and impact. Class instruction is balanced with group discussion, simulations, team assignments, and real-world business projects. In addition, Smith's Living Case Studies provide a unique and modern teaching approach immersing you in business challenges in real time.

Faculty

Smith School of Business faculty work together as teachers, researchers, and consultants. Together they create a tightly integrated academic plan for you.

Faculty have outstanding academic credentials and are also best-selling authors, award-winning teachers and editors of leading academic journals. *Canadian Business*, *Bloomberg BusinessWeek*, and *The Financial Times* have recognized Smith faculty as among the top management educators in the world.

For more about our faculty, go to smithqueens.com/ftmba



The MBA program was a life changing experience from start to finish. The diversity of people was incredible — diversity not only of thought, but of life experiences. Interacting with and learning from so many unique people provides a great base for a future career. The program jump started my career into an exciting new path with a disruptive growth-focused company. I truly have been overwhelmed by the opportunity for personal and professional growth.”

Josh Tovey, MBA
Senior Operations Manager
Amazon
Raleigh, NC



Options

Pre-MBA Preparatory Sessions

For advance grounding in core concepts and skills, Smith offers non-credit, one-day sessions in topics such as Accounting, Finance and Statistics, working with MBACase, and more.

Certificate in Social Impact

By completing certain courses and participating in key events and volunteer activities, you can earn a Certificate in Social Impact and demonstrate engagement in responsible leadership.

Double-degrees

You can apply MBA credits to other degrees from Smith School of Business and Queen’s University including Master of Finance, Master of Management Analytics, Juris Doctorate, and Master of Science in Healthcare Quality.

Professional Designations

You can begin earning qualifications towards the following professional designations:





THE SMITH DIFFERENCE

Our program is unique in its focus on developing the ‘whole you’ to be as successful as possible in your career.

Experiential Learning

‘Learn by doing’ through participation in the TriColour Venture Fund (TCVF), Canada’s first student-advised venture capital fund. Students meet with potential portfolio companies, assess the opportunities, conduct due diligence and make recommendations to the Investment Advisory Board - a committee of seasoned entrepreneurs, angel investors, and venture capitalists. Deals are syndicated in conjunction with some of Canada’s leading venture capital companies and angel investors.

Queen’s University Alternative Assets Fund (QUAAF) is Canada’s first student directed portfolio of hedge funds managing a portion of the university’s endowed funds. Each generation of QUAAF members is responsible for ensuring sustainable operations and financial stewardship of the fund, providing outstanding practical experience.

Team Skills

Smith School of Business pioneered the team-based learning approach that prepares you for the reality of today’s workplace. You are assigned a team for the core of the program and a dedicated professional coach helps you perform collaboratively at the highest level. You will have many opportunities to develop your personal leadership capacity.

Executive Coaching

Become your best self with one-on-one coaching to maximize your effectiveness in the workplace.

Coaching is an integral part of the Smith School of Business offering and will give you a greater understanding of yourself, your strengths and your weaknesses. This will have a powerful impact on your performance and your working relationships. Coaching covers a range of areas from conflict resolution to anxiety management to mindfulness.

Lifestyle Coaching

Prepare for the fast pace and high demands of your business career with the optional lifestyle coaching program Fit to Lead™ that addresses physical, mental and emotional well-being.

Cultural IQ

In today's diverse and global business environment, cultural intelligence is critical. Smith has partnered with the Cultural Intelligence Center to teach how culture influences behavior and thought processes, and effective strategies for managing in a multicultural environment.

International Opportunities

Study opportunities, available at more than 30 of the world's top business schools, provide an exceptional experience in a region of interest to you.



The MBA experience at Smith helped me further refine the type of leader I wanted to be. It also gave me the confidence and the tools to successfully pivot into a completely new career that would not have been available to me otherwise. My year was truly a life-changing experience where I not only gained a wealth of contacts through the alumni network, but also made lifelong friends.”

Roxane Ducasse, MBA

Project Manager
End-to-End Supply Chain at Walmart
Mississauga, ON

Recruitment & Career Support

You want to find the job that showcases your skills and capabilities and accelerates you on an exciting career path.

The Smith School of Business Career Advancement Centre will work with you from the start of your MBA to identify your passion and help you secure a great job. The Centre maintains strong relations with outstanding organizations across Canada and around the world, and recruiters are regularly on campus meeting with students.

A personal Career Coach will work with you one-on-one to help you prepare and manage your job search process. Coaches have specialized experience, training and connections in specific sectors.



Anything you do in life that is challenging gives you the opportunity to grow. After retiring from the Canadian Women's Rugby Team, I researched potential career paths in business which led me to Smith. I enhanced my knowledge of business theories, concepts and skills transference and I feel I'm better prepared to pursue a career or start a business."

Megan Lukan, MBA

RBC Olympian
Associate Financial Advisor
Black Star Wealth
Halifax, NS

Join a Powerful Alumni Network

At graduation you join a powerful network of Smith and Queen's alumni in more than 150 countries. Regular events and meeting opportunities help you build valuable connections that will last a lifetime.

Smith is also the Official National Business Education Partner of the Canadian Olympic Committee.





The team-based approach to the curriculum really excited me. For the first six months of the program, while you're going through the core foundational courses, you're assigned to a team. Our team was incredibly diverse. What I thought was really beautiful about that was that everyone brought a unique approach and perspective to the problem. It was challenging at times because you needed to find common ground, but I think it made the quality of the product and the learning that much better."

Hanif Shariff, MBA

Consultant

McKinsey & Company

Vancouver, BC

Smith School of Business

Smith School of Business at Queen's University is renowned for its excellence, innovation and leadership in business education.

From establishing the first undergraduate business degree a century ago to creating ground-breaking programs and courses in emerging areas including artificial intelligence, fintech, analytics, cultural diversity, team dynamics, social impact and more, Smith is at the forefront of preparing you for the business marketplace.

In addition to its rich tradition of academic and teaching excellence, Smith is known for delivering an outstanding learning and development experience. Small class sizes, personal attention, individual and team coaching, opportunities for specialization, and a deep commitment to student success characterize the Smith experience.

Recognized as a top global program by





Smith's team-based approach and small class size enabled me to build strong relationships with classmates. I learned something new from teammates every day and we helped each other to become our best selves. The skills I gained from the team experience allowed me to interact and work effectively with a diverse group of people. These skills ultimately helped me transition from engineering to investment banking. I would definitely recommend the program."

Lina Yang, MBA

Senior Financial Analyst
Teck Resources Limited
Vancouver, BC



I chose to pursue my MBA at Smith because of the team-oriented curriculum, the caliber of the alumni network, and the renowned academic vigour of the school. I'm pleased to say that these criteria were met and exceeded. Prior to Smith, I was playing professional football in the CFL and working as a project director for a non-profit. I used the MBA as a catalyst to make a transition that many athletes find difficult, and with the support of the program I was able to thrive during this precarious time of my life."

Andrew Lue, MBA

Consultant
Boston Consulting Group
Toronto, ON

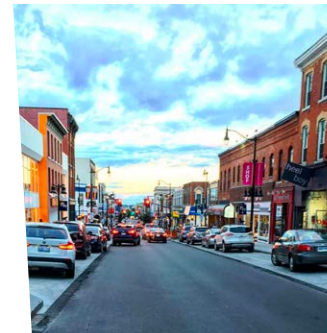
Studying in Canada

Canada is a thriving and welcoming environment for business students. It was ranked #1 for Best Quality of Life (2020, U.S. News & World Report) citing its economic and political stability, strong job market, diversity, quality of education system, and safety.

Kingston is a dynamic small city with great amenities, resources, events and attractions.

Smith attracts students from more than 40 countries including full-time, exchange and international double-degree students. Our Application Advisors can assist you in understanding requirements for studying in Canada.

For current and future events, go to visitkingston.ca and kingstoncanada.com





LET US HELP YOU GET STARTED

At Smith School of Business we provide a highly personalized experience from initial inquiry, through the admission process, during the program, and after graduation.

From the start we will work with you to assess your fit for the program and help you apply for admission. We're looking for outstanding individuals with stellar academic capacity, a great work ethic, the ability to work effectively in teams and strong interpersonal skills.

For more information on the admission process and requirements go to smithqueens.com/ftmba



GLOBAL PERSPECTIVE

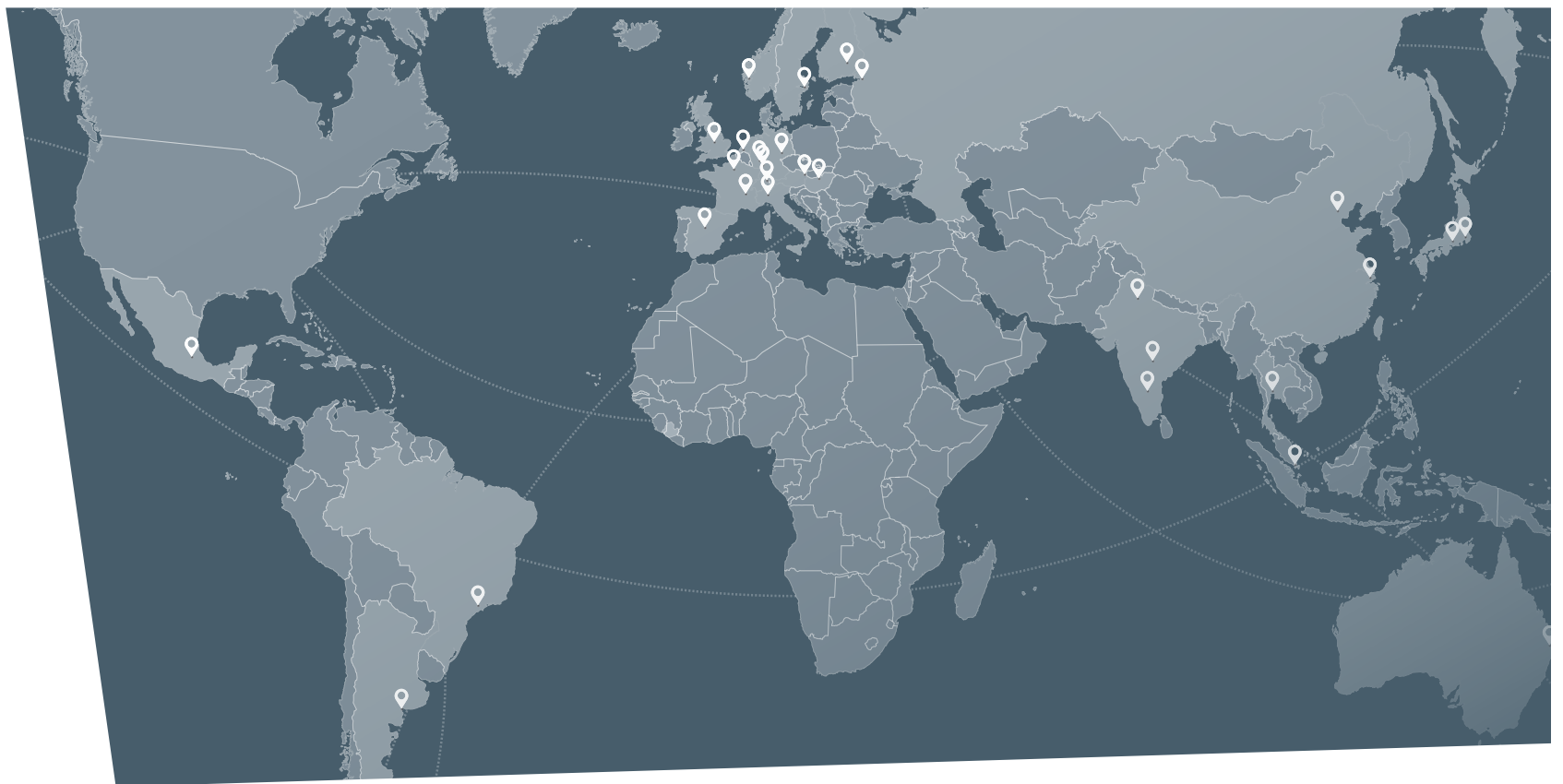
We prepare you to thrive in an increasingly global business environment – through Cultural IQ, an exchange opportunity and a global alumni network. Typically more than 40 per cent of your MBA classmates will come from outside Canada. Expand your perspective and build strong connections as you work in class, in teams, and on projects.

Cultural IQ

Smith School of Business has partnered with the Cultural Intelligence Center to help our MBA students strengthen their Cultural IQ, which assesses your ability to relate and work effectively in diverse situations. Learn how culture influences behaviour and thought processes, and gain effective strategies for managing in a multicultural environment.

International Alumni Network
















On graduation become part of the powerful Smith School of Business and Queen's University alumni network in more than 150 countries.



International Exchange

Smith's MBA program offers exchanges at more than 35 partner business schools around the world. Through this extensive international partnership network, there are enough places for every MBA student to participate in a short or long-term exchange.*

	ARGENTINA	Buenos Aires	Torcuato Di Tella University, Di Tella Business School
	AUSTRALIA	Brisbane	Queensland University of Technology
	AUSTRIA	Vienna	WU, Vienna University of Economics and Business
	BELGIUM	Brussels	Solvay Brussels School of Economics & Management
	BRAZIL	São Paulo	FGV EAESP, São Paulo School of Business Administration
	CHINA	Beijing	Cheung Kong Graduate School of Business
			Peking University, Guanghua School of Management
			Tsinghua University, School of Economics and Management
		China Europe International Business School (CEIBS)	
		Shanghai	Fudan University, School of Management
Shanghai Jiao Tong University, Antai College of Economics & Management			
Shanghai Jiao Tong University, Shanghai Advanced Institute of Finance			
Tongji University, School of Economics & Management			
	DENMARK	Copenhagen	Copenhagen Business School
	FINLAND	Mikkeli	Aalto University, School of Business
	FRANCE	Cergy-Pontoise	ESSEC Business School
		Lyon	EMLYON Business School

	GERMANY	Leipzig	HHL Leipzig Graduate School of Management
		Mannheim	University of Mannheim, Business School
		Vallendar	WHU – Otto Beisheim School of Management
	HUNGARY	Budapest	Corvinus University of Budapest, Corvinus Business School
	INDIA	Bangalore	Indian Institute of Management Bangalore
		Ghaziabad	Institute of Management Technology, Ghaziabad
		Hyderabad	Indian School of Business
	ITALY	Milan	Università Bocconi
	JAPAN	Nagoya	Nagoya University of Commerce & Business
		Tokyo	Waseda University, Faculty of Commerce
	MEXICO	Mexico City	Universidad Panamerica, IPADE Business School
	NETHERLANDS	Rotterdam	Erasmus University, Rotterdam School of Management
	NORWAY	Bergen	NHH Norwegian School of Economics
	RUSSIA	St. Petersburg	St. Petersburg University, Graduate School of Management
	SINGAPORE	Singapore	National University of Singapore, NUS Business School
	SOUTH AFRICA	Bellville	University of Stellenbosch Business School
	SWEDEN	Stockholm	Stockholm School of Economics
	SWITZERLAND	St. Gallen	University of St. Gallen
	THAILAND	Bangkok	Chulalongkorn University, Faculty of Commerce and Accountancy
	UNITED KINGDOM	Birmingham	Aston University, Aston Business School
		London	London Business School

*Seats at individual exchange partners cannot be guaranteed.

CLASS AND CAREER

Class of 2022

\$135,898^{CAD}

average total compensation

(Includes base salary, signing bonus & other guaranteed bonuses)

96%

accepted a job offer
before graduation
(99% reporting rate)

Accelerating Your Career

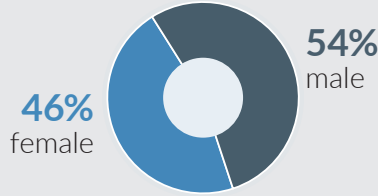
Our faculty, staff, coaches and Career Advancement Centre team work closely with you to help you find the post-graduation job that showcases your skills and capabilities, and accelerates your career.



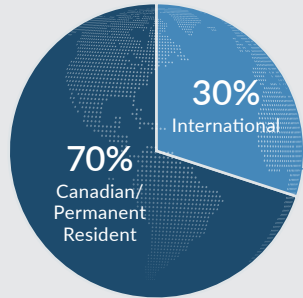
Class Profile
Class of 2024

The Full-time MBA has deliberately small class sizes and diverse student backgrounds which make for an outstanding learning experience.

69
students



4.2
average years of
work experience

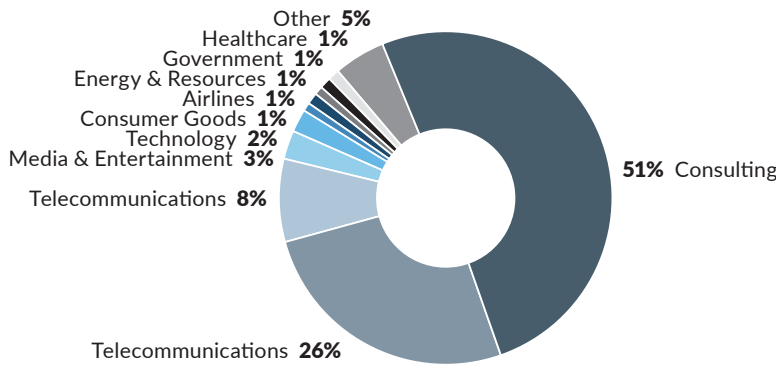


28
average age

From countries including: Botswana, Brazil, Canada, China, Chile, Congo, Ecuador, Hong Kong, India, Iran, Lebanon, Nepal, Nigeria, Pakistan, Trinidad & Tobago, Zimbabwe.

Academic backgrounds include arts, business, economics, engineering, healthcare, law, sciences, technology, and more.

Employment by Industry
Class of 2022



73%
average base salary
delta vs. pre-MBA job

95%
of grads made at least
one career transition
(industry, function or city)

Sample of Companies that Hire Our MBAs

CONSULTING

- A.T. Kearney
- Accenture
- Boston Consulting Group
- Capgemini
- Deloitte
- EY
- KPMG
- McKinsey & Company
- PricewaterhouseCoopers

- RBC
- Scotiabank
- Sun Life Financial
- Travelers
- TD Bank
- Waterton Global
Resource Management

**CONSTRUCTION/
INFRASTRUCTURE/
REAL ESTATE**

- Aecon
- Cadillac Fairview
- Emma Capital
- Oxford Properties

**CONSUMER PACKAGED
GOODS/FOOD/
PHARMACEUTICAL**

- Johnson & Johnson
- McCain
- Maple Leaf Foods
- Molson Coors
- PepsiCo
- Pfizer
- Reckitt Benckiser
- Unilever

**MANUFACTURING/
INDUSTRIAL/ CHEMICAL/
ELECTRONICS**

- DuPont
- Dow Chemical
- GE
- Honeywell
- Tenaris
- Texas Instruments

**TECHNOLOGY &
COMMUNICATIONS**

- Amazon
- Adobe
- Bell
- Google
- IBM
- Microsoft
- Rogers
- Telus
- Uber
- Xerox

ENERGY & RESOURCES

- Atomic Energy of Canada
- Haliburton
- Imperial Oil
- Shell
- Suncor
- Teck Resources
- TransCanada

LUXURY GOODS

- Christian Dior

**ENTERTAINMENT/
MEDIA/ INFORMATION**

- Disney
- Nielsen

HEALTHCARE

- Hamilton Health Sciences
- Harvard Medical School
- Health Canada
- Heart & Stroke
- The Hospital for
Sick Children
- John Hopkins University
- University Health Network

**INVESTMENT &
FINANCIAL SERVICES**

- Bank of America
Merrill Lynch
- BMO
- Brookfield Financial
- Capital One
- CIBC
- CPPIB
- Credit Suisse
- Dundee Capital Markets
- Equitable Bank
- HBC
- Mackenzie Investments
- Macquarie Group
- Manulife
- National Bank

RETAIL

- Canadian Tire
- Indigo
- Loblaws
- Staples
- Tim Hortons
- Walmart

We'll Help You Get Started

We provide a highly personalized experience from initial inquiry, through the admissions process, during the program, and after graduation.

Contact us through smithqueens.com/ftmba or at 1.888.393.2622 to work one-on-one with an Application Advisor.

CURRICULUM

Complete your MBA in 12 months and re-enter the workforce with the knowledge and skills to begin advancing your career.

Our modern curriculum features relevant courses that align with employer needs. Through specializations including Digital Transformation and Management Analytics, you will gain a broad understanding of the global business environment and be equipped to handle today's business challenges. Our integrated approach to teaching encompasses a variety of methodologies. This will allow you to develop a full understanding of business functions applicable to any industry.

There are two modules: the Foundations Level, which provides an overview of business fundamentals; and Mastery Level, which enables you to choose an area of interest.

Upon completion of the MBA, you may then choose to advance to the Expert level by pursuing a second Master's degree in this area of specialization.



Business Pre-MBA Preparatory Sessions

Smith offers optional non-credit, one-day sessions in topics such as Accounting, Finance and Statistics, case preparation, and more.

Business Fundamentals

Foundational curriculum covering the core management skills required to lead in business.

- Business Analytics
- Business and Corporate Strategy
- Business, Government and the Global Economy
- Economics and Industry Analysis
- Finance Fundamentals
- Financial Accounting
- Introduction to Digital Business **NEW**
- Leading with Integrity
- Managing Human Capital
- Marketing Fundamentals
- Negotiations & Conflict Management
- Operations and Supply Chain Management
- Professional Communication Skills
- Integrated Team Project*

Career Concentrated Electives

Take eight elective courses and an optional area of specialization. Earn a supplemental certificate in that area of focus.

Substantial team and individual project assignments allow for deep learning and practical application.

Specializations are offered in the areas of highest demand such as:

- Consulting
- Finance
- Marketing and Sales
- Entrepreneurship and Innovation
- Management Analytics
- Digital Transformation

ELECTIVES

- Advanced Portfolio Management
- Analytical Decision Making
- Consumer Focused Marketing
- Corporate Valuation & Mergers and Acquisitions
- Creating & Executing Market-Based Strategy
- Decision-making in Competitive Environments **NEW**
- Digital Execution **NEW**
- Digital Transformation **NEW**
- Diversity and Inclusion in Organizations **NEW**
- Dynamic Strategy Analysis **NEW**
- Finance Strategy
- Financing of New Ventures
- Global Strategy
- Management Accounting
- Managing Agile Projects
- New Venture Management
- Organizational Intelligence & Strategy **NEW**
- Pricing Analytics
- Risk Management
- Sales Management
- Strategic Problem Solving & Insights **NEW**
- Strategic Service Operations
- Strategy Implementation & Change
- Topics in Analytics **NEW**
- Tri-Colour Venture Fund
- Individual Project (mandatory)*

* Our project based courses offer a unique opportunity to work with Small to Medium Size Enterprises (SME) and put into practice what you are learning throughout the program.

Expert Level: Double-degrees

The Expert Level enables you to apply some of your MBA credits to a second Master's degree.

Currently there are six options:

- Juris Doctorate
- Master of Digital Product Management
- Master of Finance
- Master of Management Analytics
- Master of Management in Artificial Intelligence
- Master of Science in Healthcare Quality

There are multiple ways to pursue a second degree.

JAN

FEB

MAR

APR

MAY

JUN

JUL

AUG

SEP

OCT

NOV

DEC

Options

CERTIFICATE IN SOCIAL IMPACT

Participating students have an opportunity to augment their degree with exposure to the dynamic world of social impact — exploring areas such as sustainability, social finance, social innovation, social entrepreneurship, and values-based leadership. By completing certain courses and participating in key events and volunteer activities, you can earn a Certificate in Social Impact.

PROFESSIONAL DESIGNATIONS

While completing your MBA at Smith, you can begin a professional designation:



Let Us Help You Get Started

We provide a highly personalized experience from initial inquiry, through the admissions process, during the program, and after graduation.

Contact us through smithqueens.com/ftmba or at 1.888.393.2622 to work one-on-one with an Application Advisor.

ADMISSIONS

We are looking for exceptionally talented and motivated individuals. Academic strength, career progress, leadership potential, and strong interpersonal and communications capacity are just some of the characteristics we are seeking for Smith's MBA Class of 2025.

Successful applicants will typically meet the following requirements:

- A four-year (or international equivalent) undergraduate degree from a recognized university;
- Two years relevant work experience;
- An acceptable and complete GMAT or GRE score;
- If applicable, an acceptable score on an approved English proficiency test (TOEFL, IELTS, PTE, or MELAB);
- Two professional references; and
- Completion of two video questions and one written response.

In compelling cases, exceptions may apply. Candidates who meet the core requirements may be invited for an admissions interview.



Fees and Scholarships

The MBA fee includes program enrollment, all books, case materials and other instructional supplies, events like case competitions, career related non-academic events, and executive coaching.

The fees for Class of 2025 (starting January 2024) are \$83,795 CAD for domestic and \$105,100 CAD for international students.*

All qualified candidates who submit a completed admissions application will be automatically considered for a number of entrance scholarships.

There is no application fee.

Visit smithqueens.com/ftmba for detailed information on fees, scholarships and financing options.

**Fees are subject to final approval from the Queen's Board of Trustees*



The Stephen J.R. Smith School of Business
Goodes Hall, Queen's University
Kingston, Ontario, Canada, K7L 3N6
Toll-free: 1.888.393.2622

Financing

Domestic students

Smith School of Business has partnered with RBC to offer a student line of credit tailored to your needs.

Those accepted into the Full-time MBA Program can now apply for the Ontario Student Assistance Program (OSAP).

The Time is Now

Admission to the Smith MBA is competitive. Applicants are encouraged to apply early as space and academic scholarships are limited. Complete applications are reviewed immediately upon receipt and admissions decisions are rendered after references are checked.

Key Program Dates

- Classes start – January
- Early round major scholarship decisions – May 1
- International application deadline – September 1
- Late round major scholarship decisions – October 1

Let Us Help You Get Started

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Full-time MBA

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