

Rotman Commerce Management Specialist (BCom)

For students entering Y1 in or after September 2018

Last updated: April 2020

1. Program Overview and Required Courses

Overview and Summary	<ul style="list-style-type: none"> The Bachelor of Commerce degree requires 20.0 FCEs (full-course equivalents). The Management Specialist requires the completion of 8.0 FCEs of RSM* courses and 8.0 FCEs of non-RSM courses. The remaining 4.0 FCEs can be either RSM or non-RSM. Courses with codes ending in 'H' are half-year and count for 0.5 FCE. Courses with codes ending in 'Y' are full-year and count for 1.0 FCE.
First-Year Required Courses	<ul style="list-style-type: none"> RSM100H Introduction to Management ECO101H Principles of Microeconomics ECO102H Principles of Macroeconomics MAT133Y Calculus and Linear Algebra for Commerce (or equivalent)**
Required Courses Recommended for First-Year	<ul style="list-style-type: none"> RSM219H Introduction to Financial Accounting RSM230H Financial Markets RSM250H Principles of Marketing
Upper-Year Economics (ECO) Requirements	<ul style="list-style-type: none"> ECO204Y/ECO206Y Microeconomic Theory and Applications ECO220Y/ECO227Y Quantitative Methods in Economics (or equivalent)*** 1.0 FCE from any 300+ level ECO****
Upper-year Business (RSM) Requirements: Core Courses	<ul style="list-style-type: none"> RSM222H Management Accounting I RSM260H Organizational Behaviour RSM270H Operations Management RSM332H Capital Market Theory RSM333H Introduction to Corporate Finance RSM392H Strategic Management
Upper-year Business (RSM) Requirements: Management Courses	<ul style="list-style-type: none"> 1.5 FCE from any 300-level or higher RSM courses 1.0 FCE from any 400-level RSM courses <p>including 0.5 from the following:</p> <ul style="list-style-type: none"> RSM437H International Finance; RSM462H Managing People in the Context of Globalization; RSM480H Business in a Global Economy; RSM490H International Strategy; RSM491H Global Capital Market Strategy; or appropriate special topics courses <ul style="list-style-type: none"> Students are encouraged to choose courses that count towards satisfying the requirements of a Focus (see Section 3 below).

Additional Electives	<ul style="list-style-type: none"> • The requirements above include 7.5 RSM FCEs and 5.0 non-RSM FCEs. The remaining electives required to satisfy the 20.0 FCEs for the BCom are: <ul style="list-style-type: none"> • 0.5 FCE RSM course • 3.0 FCEs of non-RSM courses • 4.0 FCEs of either RSM or non-RSM courses • Students can consider using these electives to complete a second Rotman Commerce Focus (Section 3) or a Minor in an Arts & Science subject area. • Students should be aware of the Arts & Science Breadth requirement (see Section 4) when choosing electives.
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* RSM courses are business courses offered by faculty in the Rotman School of Management.

** (MAT135H+MAT136H) / MAT137Y / MAT157Y. Students interested in pursuing courses or programs in Math, Statistics, Computer Science, or Actuarial Science may be required to complete one of the higher-level math courses. Consult the [Arts & Science Calendar](#) to determine the appropriate first-year math course to select.

*** (STA220H+STA255H) / (STA237H+STA238H) / (STA257H+STA261H)

Note: (STA220H+STA255H) will **not** be accepted as pre-requisites for ECO300-level courses that require ECO220Y and will **not** satisfy ECO Major program requirements.

****This will complete the requirements for a Minor in Economics. Students who want this Minor reflected on their transcript must request it on ACORN in March following their first or second year (i.e., it is not automatically added to transcripts).

2. Sample Program Progression

Note: Students should design their own program progression taking into consideration their abilities, workload, co-curricular/work and other commitments. When designing a program progression, students must ensure that prerequisites and co-requisites are met. Consult [Degree Explorer](#) to review your degree and program requirements.

Management Specialist							
Year 1		Year 2		Year 3		Year 4	
Fall	Winter	Fall	Winter	Fall	Winter	Fall	Winter
RSM100H	RSM230H	RSM222H	RSM270H	RSM332H	RSM333H	RSM400 Elective ¹	RSM400 International Elective ¹
RSM219H or RSM250H	RSM250H or RSM219H	ECO204Y		RSM392H	RSM300+ Elective ¹	RSM or Non-RSM Elective ⁵	RSM or Non-RSM Elective ⁵
ECO101H	ECO102H	ECO220Y		RSM300+ Elective ¹	RSM300+ Elective ¹	RSM or Non-RSM Elective ⁵	RSM or Non-RSM Elective ⁵
MAT133Y		RSM260H	Non-RSM Elective ⁴	ECO300 Elective ²	ECO300 Elective ²	RSM or Non-RSM Elective ⁵	RSM or Non-RSM Elective ⁵
Non-RSM Elective ⁴	Non-RSM Elective ⁴	Non-RSM Elective ⁴	Non-RSM Elective ⁴	Non-RSM Elective ⁴	RSM Elective ³	RSM or Non-RSM Elective ⁵	RSM or Non-RSM Elective ⁵

Complete 9.0 FCE core BCom courses.

¹ Complete 2.5 FCEs upper level RSM courses for Management specialist, including 1.0 400-level.

² Complete 1.0 FCEs of 300+ ECO courses.

³ Complete 0.5 RSM elective

⁴ Complete 3.0 FCEs of non-RSM electives (incl. Breadth Requirements - see Section 4 below).

⁵ Complete 4.0 FCEs of RSM or non-RSM electives.

3. Focuses in Management

Within the Management Specialist, students who choose a specified set of electives within a subfield of management will earn a designation on their transcript showing that they have completed a Focus. Focuses require 2.5-3.0 FCEs each. Students pursuing the Management Specialist may choose to complete one or more of the following Focuses:

1. **Finance**
2. **Financial Statement Analysis**
3. **International Business**
4. **Leadership in Organizations**
5. **Marketing**
6. **Strategy and Innovation**

Management Specialist students are encouraged to complete at least one focus, but focuses are optional and not required as part of the specialist. Only students in the Management Specialist are permitted to enrol in a Focus.

To pursue a Focus, a student must add it to their programs on ACORN and fulfill all of the requirements of the BCom Management Specialist and the Focus. Once added to ACORN, each Focus can be tracked on Degree Explorer.

Focus Requirements

Focus in Finance (2.5 FCEs)	
1. Complete at least 1.0 FCE from the following courses: <ul style="list-style-type: none"> • RSM336H Investments • RSM433H Advanced Corporate Finance • RSM435H Futures and Options 	2. The remaining FCEs must be completed from the following courses: <ul style="list-style-type: none"> • RSM329H Accounting for Finance Professionals • RSM429H Financial Statement Analysis • RSM430H Fixed Income • RSM432H Risk Management • RSM434H Financial Trading Strategies • RSM437H International Finance • RSM438H Investing for Impact • RSM439H Private Equity and Entrepreneurial Finance

Financial Statement Analysis (3.0 FCEs)	
1. Complete the following required courses (1.0 FCE): <ul style="list-style-type: none"> • RSM220H Intermediate Financial Accounting I OR • RSM329H Accounting for Finance Professionals I <p>AND</p> <ul style="list-style-type: none"> • RSM429H Financial Statement Analysis and Valuation 	2. Complete 2.0 FCEs from the following courses: <ul style="list-style-type: none"> • RSM221H Intermediate Financial Accounting II • RSM323H Auditing I • RSM324H Canadian Income Taxation • RSM327H Business Information Systems • RSM328H Financial Distress and Insolvency • RSM425H Financial Reporting and Control: Theory and Contemporary Topics • RSM428H Analysis of Banking Financial Institutions and Instruments

International Business (2.5 FCEs)

<p>1. At least 1.5 FCEs from the following required courses:</p> <ul style="list-style-type: none"> • RSM437H International Finance • RSM480H Business in a Global Economy • RSM490H International Business • ECO324H Development Economics • ECO364H International Trade Theory • ECO365H International Monetary Economics • ECO419H International Macroeconomics 	<p>2. The remaining FCEs must be completed from the following courses:</p> <ul style="list-style-type: none"> • ECO341H The Economic History of the 20th Century • ECO342H Twentieth Century Economic History: Institutions, Growth and Inequality • ECO362H Economic Growth • ECO403H Topics in Development Economics and Policy • ECO406H Developmental Macroeconomics • ECO435H The Economics of Modern China • ECO451H Macroeconomic Growth • RSM461H Managerial Negotiations • RSM462H Managing People in the Context of Globalization • RSM481H Outsourcing and the Organization of Firms • RSM491H Globalization and Capital Markets: Political Economy and Investment Strategy • RSM295Y/296Y/395Y Special Topics: Summer Abroad Program • Language courses at the 200+ level • Participating in International Exchange may count as 1.0 FCE toward this requirement
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Focus in Leadership in Organizations (2.5 FCEs)

<p>1. Complete at least 1.0 FCE of the following courses:</p> <ul style="list-style-type: none"> • RSM361H Human Resource Management • RSM461H Managerial Negotiations • RSM462H Managing People in the Context of Globalization • RSM463H The Socially Intelligent Manager • RSM464H Organization Theory and Its Applications • RSM465H Understanding Motivation and Incentives: Theory and Practice 	<p>2. The remaining FCEs must be completed from the following courses:</p> <ul style="list-style-type: none"> • RSM340H The Opposable Mind: Approaches to Integrative Thinking • RSM341H Model-Based Decision Making • RSM362H Leading Across Differences • RSM405H The CEO's Toolkit • RSM466H Environmental and Social Responsibility • RSM496H Catastrophic Failure in Organizations
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Focus in Marketing (2.5 FCEs)

1. Complete 1.5 FCE of the following required courses:

- RSM350H Marketing Management
- RSM352H Marketing Research
- RSM353H Consumer Behaviour

2. Complete 1.0 FCE from the following courses:

- RSM450H Marketing and Behavioural Economics
- RSM454H Sales and Distribution Strategy
- RSM455H Pricing
- RSM456H Big Data and Marketing Analytics
- RSM457H Strategic Marketing Communication
- RSM458H Branding Strategy
- RSM459H Business Design

Strategy and Innovation (2.5 FCEs)

1. Complete at least 1.0 FCE of the following required courses:

- RSM393H Strategic Case Analysis
- RSM459H Business Design
- RSM482H Game Theory for Business Strategy
- RSM490H International Strategy
- RSM493H Entrepreneurship
- RSM498Y Creative Destruction Lab

2. The remaining FCEs must be completed from the following courses:

- RSM340H The Opposable Mind: Approaches to Integrative Thinking
- RSM341H Model-Based Decision Making
- RSM370H Supply Chain Method
- RSM394H Social Entrepreneurship
- RSM405H The CEO's Toolkit
- RSM439H Private Equity and Entrepreneurial Finance
- RSM438H Investing for Impact
- RSM464H Organization Theory and Its Applications
- RSM491H Global Capital Market Strategy
- RSM494H Technology Strategy
- RSM495H Management Consulting
- RSM496H Catastrophic Failure in Organizations

Note: Certain RSM special topics courses and RSM Summer Abroad courses may count toward Focuses. Please consult with an academic advisor for more information.

4. BCom Breadth Requirement

The purpose of the [Breadth Requirement](#) is to ensure all students graduating from the Faculty of Arts & Science (which includes Rotman Commerce) have chosen courses across the breadth of disciplines within Arts & Science as part of their undergraduate education. There are five categories of Breadth Requirements:

BR1: Creative and Cultural Representations

BR2: Thought, Belief, and Behaviour

BR3: Society and Its Institutions

BR4: Living Things and Their Environment

BR5: The Physical and Mathematical Universes

Students must take at least 4.0 FCEs that have been designated as satisfying the Breadth Requirement. These 4.0 credits must be either:

- (a) at least 1.0 FCE in each of any 4 of the 5 categories above, OR
- (b) at least 1.0 FCE in each of any 3 of the 5 categories, and at least 0.5 FCE in each of the other 2 categories.

Important Note

Rotman Commerce students can expect to complete at least 1.0 FCE in each of Categories 2, 3, and 5 through program requirements. Therefore, students only need to complete (through non-RSM electives) the following to satisfy the overall Breadth Requirement:

- (a) at least 1.0 FCE in BR1 or BR4, OR
- (b) at least 0.5 FCE in BR1, and at least 0.5 FCE in BR4

A course's Breadth designation can be found following the course description in both the Arts & Science [Calendar](#) and [Timetable](#).

5. Key Academic Resources

Degree Explorer: Course and Degree Planning

www.acorn.utoronto.ca/degree_explorer.php

Degree Explorer is the University of Toronto's degree tracking system and student planning tool. Review your academic history, degree and program requirements, or use the planner to determine how future course selections satisfy requirements.

Faculty of Arts & Science Calendar

<https://fas.calendar.utoronto.ca/>

The Arts & Science Calendar contains academic regulations and policies, degree and program information, course descriptions and prerequisites. Consult the Calendar to determine which courses you would like or need to take.

Faculty of Arts & Science Timetable

www.artsci.utoronto.ca/current/dates-deadlines/course-timetables

The Arts & Science Timetable provides course meeting information (e.g. day, time, location, and enrolment controls). Along with the Timetable, the Course Enrolment instructions and guidelines at this link outline the registration procedures for Faculty of Arts & Science, St. George campus students.

Rotman Commerce Portal: Book an Academic Appointment and Review Program Information

<https://portal.rotmancommerce.utoronto.ca/home.htm>

Students can book an academic advising appointment and access the following: RSM course outlines, special topics courses, independent study courses, program overviews (specialist and focus requirements), first year resources, international study, academic resources & support, fees and tuition, scholarships/awards, Rotman Commerce events and Career Services information.

Important Dates and Deadlines

www.artsci.utoronto.ca/current/dates-deadlines

Sessional dates for students registered in the Faculty of Arts & Science, St. George campus include beginning and ending of classes, last day to add/cancel courses, credit/no credit (CR/NCR) and late withdrawal requests (LWD), university closures, examination periods, etc.

Fee Information and Refund Dates

www.fees.utoronto.ca

Note that the last day to cancel a course without academic penalty is not the same as the financial refund deadline. See the Important Dates and Deadlines section for sessional dates applicable to academic penalties. Fee information applicable to Rotman Commerce students can be found under the specific College fee schedules within the Faculty of Arts & Science section on the Office of Student Accounts website.