



we are

**connected**

ROTMAN COMMERCE

# we are connected

With business happening every minute of every day across the globe, being connected is vital to economic success.

At Rotman Commerce, we understand that success begins with us. As one of Canada's most respected undergraduate business programs, we connect students to the opportunities that help build successes in the business world and beyond. Our community is supported by a robust network of alumni, students, staff, faculty, employers, and donors who work together to create thousands of connections every year. In this year's annual report, we celebrate those connections and the people who make them happen.

**ROTMAN COMMERCE**

## letter from the director

At the end of my first year as Director of Rotman Commerce, I am both humbled and challenged by the trust that has been placed in me to steer this program over the next few years.

I am humbled because Rotman Commerce is truly an exceptional program. Our students, alumni, faculty, and staff are immensely talented and dedicated individuals whose commitment to success is unparalleled. Year after year, we admit, teach, and graduate the best and brightest students from around the world. Our staff consistently pushes the envelope to offer innovative, experiential programming that complements the world-class classroom education for which the Rotman School of Management and the University of Toronto are recognized. Our alumni distinguish themselves in all areas of business and beyond, and with every success, make all of us proud. And our faculty of award-winning teachers, researchers, and global influencers make contributions to business education that benefit not only our students, but society as a whole.

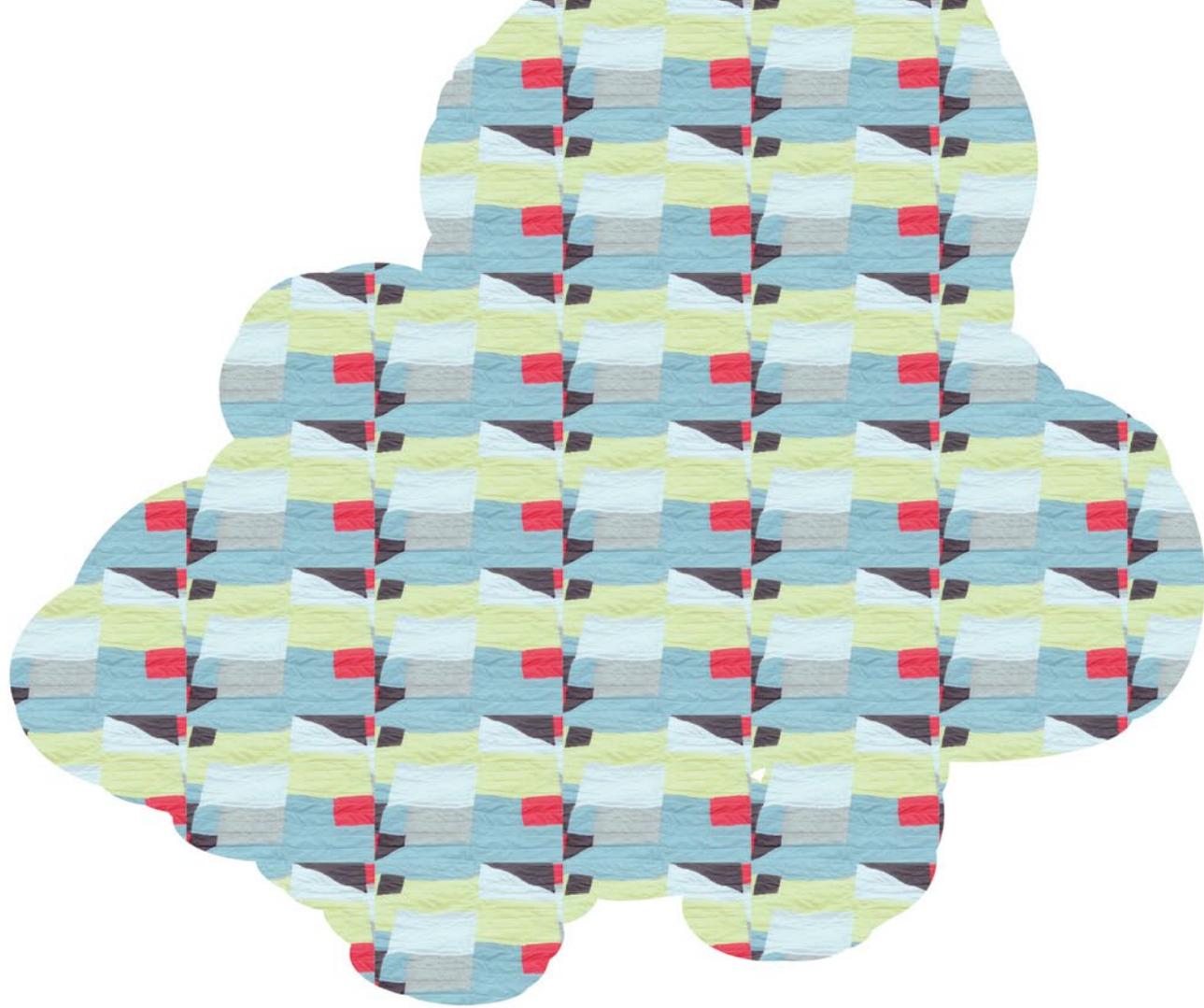
But as with all successes, there are also challenges. Business education has become ever more competitive, and the business world itself is shifting as innovation, technology, and globalization redefine the skills and talents the next generation of business professionals require. In this dynamic time, it is important that the Commerce community at the University of Toronto consider the strength, possibility, and opportunities that arise from our mutual connections. As Director, my goal is to foster the connections among us to help us meet the challenges of business education head on, and to ensure that Rotman Commerce is the best it can be, for all of us.



*David Goldreich*

**DAVID GOLDREICH**  
DIRECTOR,  
ROTMAN COMMERCE;  
PROFESSOR OF FINANCE,  
ROTMAN SCHOOL  
OF MANAGEMENT

**ROTMAN COMMERCE**



# students are connected

## ROTMAN COMMERCE INNOVATION GROUP

*RCIG's Impact Investing Competition* has been a high note in my experience as there has been no other undergraduate program in Canada that has done anything similar.

**BERLIN CHEN**  
CLASS OF 2018  
ROTMAN COMMERCE  
INNOVATION GROUP  
2015-16 CORPORATE  
RELATIONS PROJECT  
MANAGER

What's in a name? For the Rotman Commerce Innovation Group (RCIG), the answer is evolution. Founded in 2007 as Rotman Commerce Beyond Business (RCBB), the group's original focus was on raising awareness of corporate social responsibility (CSR) at Rotman Commerce. While that mandate still guides the spirit behind RCIG, by 2015, students' interest in CSR had led them to think beyond traditional business in a new way—one that focused on innovation and social impact. Conferences on CSR evolved into the Social Venture Challenge and an Impact Investing Competition, highlighting the ways our students—and our program—can embrace innovation to connect business with social responsibility.

Like our other nine student organizations, the RCIG is run by student executives, who gain valuable professional experience through their leadership roles. Rotman Commerce student groups engage over 250 students every year in membership positions, and organize dozens of social, professional, and skills-building initiatives to benefit our entire student body.

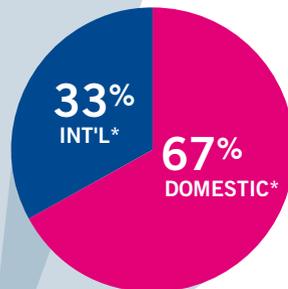
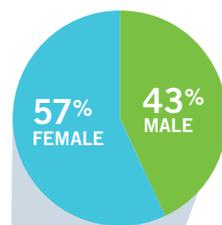


# connections

## by the numbers

6,097

APPLICATIONS TO THE  
ROTMAN COMMERCE PROGRAM  
CLASS OF 2019



**R** 867 INCOMING STUDENTS  
CLASS OF 2019

\*As determined by students paying domestic vs. international student fees

91.6%

MEAN HIGH SCHOOL ADMISSION  
AVERAGE OF INCOMING STUDENTS  
CLASS OF 2019

\$32,355

DISBURSED IN CONFERENCE  
AND COMPETITION SUBSIDIES

KEY CONFERENCE DESTINATIONS:  
BOSTON, MA; CALGARY, AB;  
KINGSTON, ON; MONTREAL, QC;  
LONDON, UK; MANILA, PHILIPPINES;  
NEW YORK, NY; OTTAWA, ON;  
RICHMOND, BC; SASKATOON, SK;  
TORONTO, ON; VANCOUVER, BC

37 countries represented in the  
incoming Class of 2019

278 incoming first-year Rotman  
Commerce students received  
UofT entrance awards



3,410

ATTENDEES AT STUDENT  
GROUP EVENTS IN 2015-16

\$55,076



TOTAL DIRECT FUNDING ALLOCATED  
TO ALL STUDENT GROUPS IN 2015-16

ROTMAN COMMERCE-FUNDED  
STUDENT ORGANIZATIONS

- Students' Association
- Accounting Society
- Consulting Association
- Finance Association
- Innovation Group
- Law Association
- Marketing Association
- Pride Alliance
- Toastmasters
- Women in Business

85

EVENTS ORGANIZED BY STUDENT  
GROUPS IN 2015-16 INCLUDING:

- 5 CONFERENCES
- 19 CASE COMPETITIONS
- 12 SOCIALS
- 14 PROFESSIONAL WORKSHOPS

275 students involved in leadership  
and organizing positions in  
student organizations

21 technical training workshops  
offered in 2014-15\*\*

483 students attended at least one  
technical training session

76 students received at least one  
program subsidy to attend  
an external conference or  
competition

\*\* Technical training offered by the Marquee Group in  
advanced Excel functions and financial modeling



# competitive connections

## UNILEVER'S 2016 CANADIAN UNIGAMES MARKETING CASE COMPETITION

BRANDON PRIMOZIC,  
TRACY HUI, AND  
JULIE ZUCCHI

A first-place finish nationally and an all-expenses-paid trip to London to compete in a global marketing competition defined 2015-16 for three talented Rotman Commerce management students. After clinching the top spot in Unilever's 2016 Canadian UNIGAMES marketing case competition, Brandon Primozic, Tracy Hui, and Julie Zucchi took to the company's world stage to represent Canada against students from 29 other countries. Presenting to an international team of Unilever senior executives, they placed in the final Top 10, and gained an invaluable glimpse into the world of marketing in a multinational organization. What was the takeaway message? For Primozic, the experience opened his eyes to the differences between local and international business. "There are global marketing trends," he observes, "that really show the intersection between business and environmental social goals."

Rotman Commerce students compete in a variety of local, national, and international case competitions every year through help from our Conferences and Competitions Subsidy Program, and through our own Rotman Commerce Competition Team, which travels across Canada to connect with students from other universities in competitive challenges.

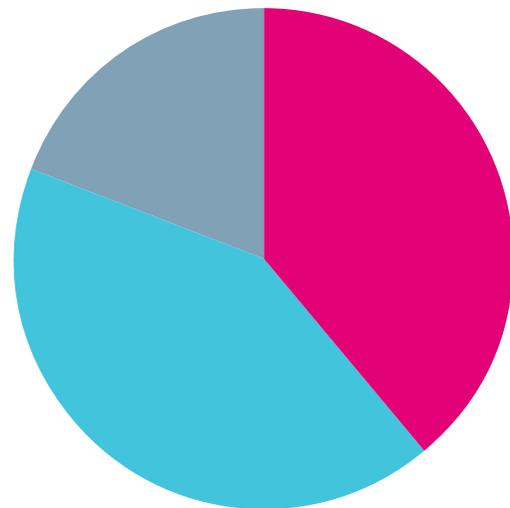


# connections

## by the numbers

### Specialist Breakdown

YEARS 2-4



Accounting **39%**  
 Finance **42%**  
 Management **19%**

**581** Rotman Commerce students on the University of Toronto Dean's List (CGPA of 3.5 or higher)

**41** in-course scholarships awarded to Rotman Commerce students with a total value of **\$70,000**

**72** unique Rotman Commerce-specific courses offered in 233 sections

**44** Rotman Commerce students participated in an international exchange

**20 DIFFERENT UNIVERSITIES IN**  
**12 DIFFERENT COUNTRIES**

**166** students completed a 2015 Summer Abroad course

**643** one-on-one in-house academic advising appointments provided

**44** one-on-one in-house health and wellness appointments provided



- Alumni Coffee Breaks **35**
- Inside the Alumni Network events **5**
- Alumni Corporate Site Tours **4**
- Leadership in Business events **2**



**550** alumni engaged with our program in 2015-16

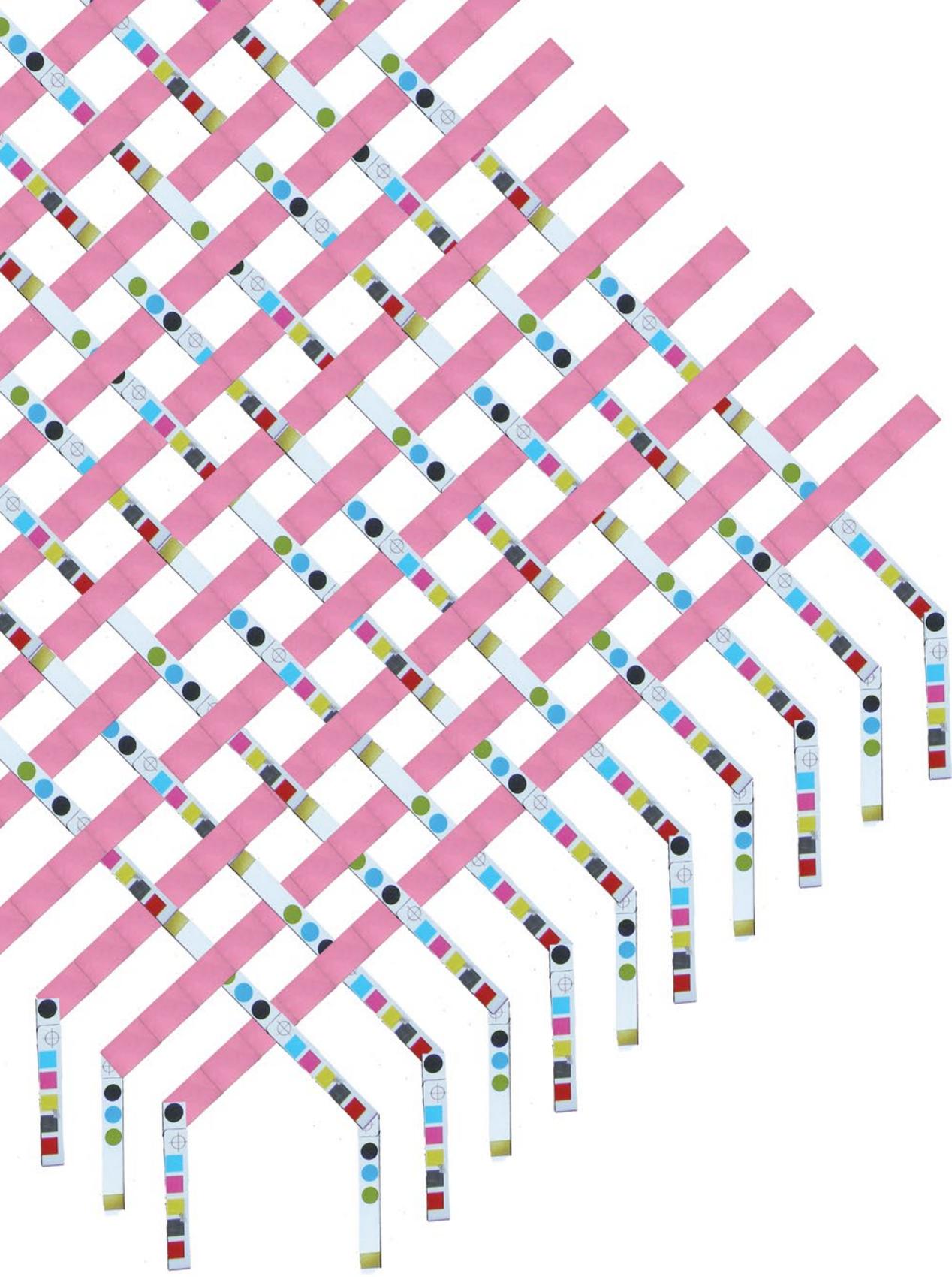
**150** alumni attended at least one Rotman Commerce alumni networking event

**434** students participated in at least one alumni-student event or initiative



**476** students in the Class of 2016 June convocation:

- 28%** with High Distinction (CGPA of 3.5 or higher)
- 22%** with Distinction (CGPA of 3.2 – 3.49)



# curriculum that **connects**

## **RSM 315: LEADING ACROSS DIFFERENCES**

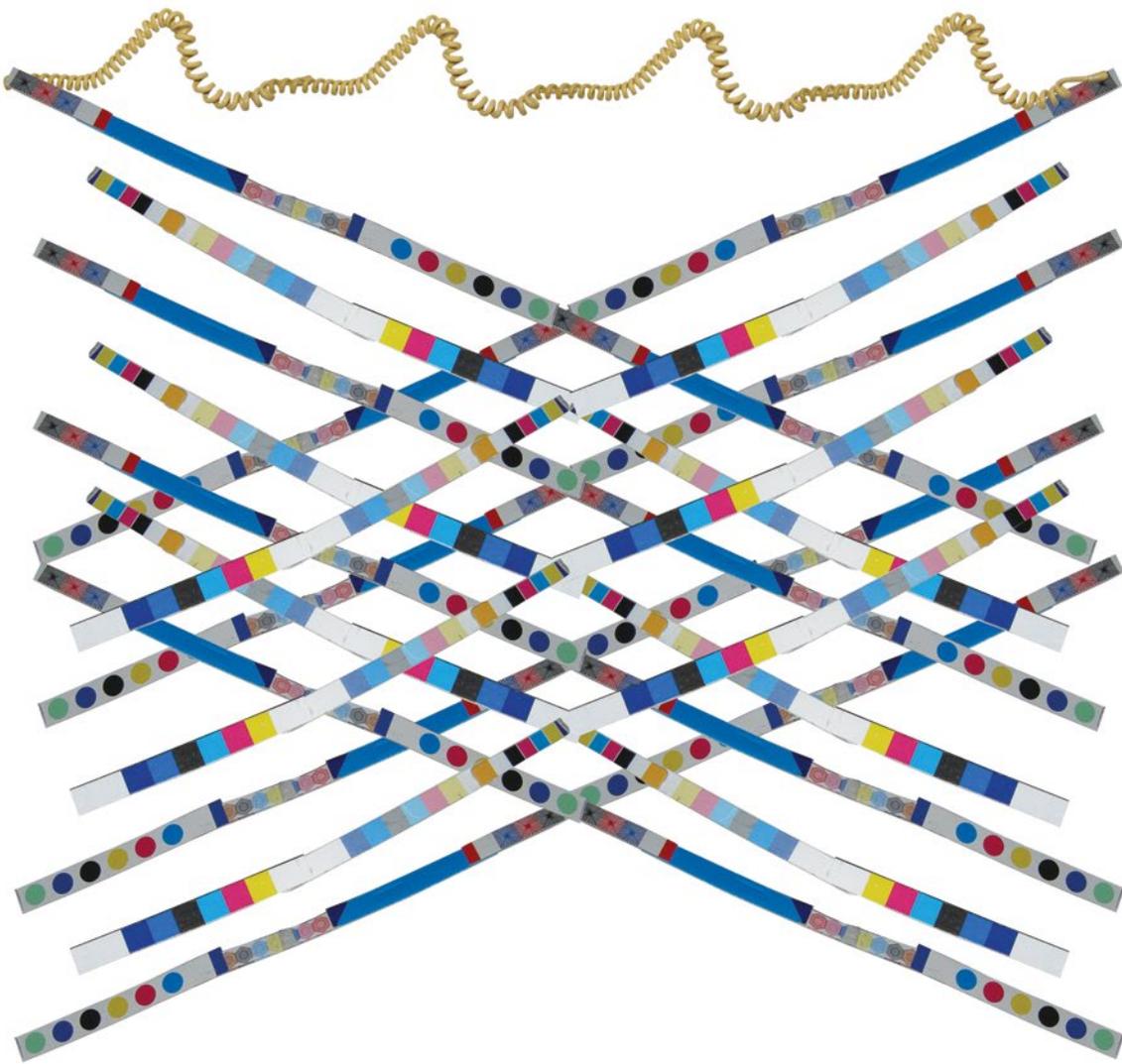
I try to make my course, *Leading Across Differences*, a laboratory in which students get to understand themselves and develop the skills to lead others.

**NOUMAN ASHRAF**  
ASSISTANT PROFESSOR,  
TEACHING STREAM,  
ROTMAN SCHOOL OF  
MANAGEMENT,  
BCOM '02

Ask any student, past or present, and they'll tell you that at Rotman Commerce, we take classes seriously. With arguably the most rigorous curriculum of any Canadian undergraduate business program, our students gain a robust foundation in business principles in every course we offer. From finance and economics, to public accounting, to strategy, operations, and marketing, our curriculum connects students to the rudiments of business education while also exploring the innovative research and cutting-edge trends that define industry today. And as the business world evolves, so do our course offerings, as we strive to ensure that our students gain the right blend of tradition and transformation to prepare them for the dynamic careers that lie ahead.

In addition to our CPA and CFA approved accounting and finance curriculum, recent new course offerings have included *Leading Across Differences*, *The CEO's Toolkit*, *Investing for Impact*, *The Creative Destruction Lab*, *Globalization and Capital Markets*, *Business in a Global Economy*, *Entrepreneurship for Social Strategies*, and *Big Data and Marketing Analytics*.





# teamwork builds connection

## LIQUID ASSETS DRAGON BOAT TEAM

Liquid Assets is like a family and is an amazing way to feel connected. We have teammates who are international students or from outside of Ontario. When they feel homesick or do not have family nearby, Liquid Assets is there as a support system.

**SHANNON KELSALL**  
CLASS OF 2017

Melvin Suen (BCom '10), coach of Rotman Commerce's Liquid Assets Dragon Boat Team, co-founded the group with Aaron Tsui (BCom '09) in 2008 to bring sport into the Rotman Commerce community and provide student leadership development with athletic achievement. Since then, Liquid Assets has become an integral part of the Rotman Commerce experience for hundreds of students.

A competitive team with a social heart, Liquid Assets combines daily training with a bevy of social activities—potlucks, board game cafés, skating, and camping to name a few. While the team has had several victories on the water over the years, Suen notes that 2015-16 was its best year ever, with a Division C Championship title in the annual Toronto meet, and a Community Division A Championship and the University Race win in Montreal. Up next? Suen is hoping for a spot in the Top 3 University Teams in Canada. And with this team's dedication, we're looking forward to seeing that happen.





# connections across classes

## ALUMNI MENTORSHIP PROGRAM

I was reminded of my own journey while in school and the unique struggles students face such as choosing a career path that would lead to meaningful work. Becoming Filip's mentor reconnected me to the commitments I made to myself while in school to always stay curious and humble.

**ANGELA CHEN**  
BCOM '13  
SENIOR ANALYST  
IMPACT CAPITALYST

For Angela Chen (BCom '13), the decision to become a mentor in our Alumni Mentorship Program was simple: in her 4th year, she had an alumni mentor so she knew first-hand what an important role mentorship can play. Even so, she found that her mentorship experience surprised her. Meeting with Filip Pejic, her mentee, was much more of a two-way street than she had expected. "Filip brought to our conversations a different and fresh perspective so I like to think learned a lot from him rather than the other way around," she notes. For Filip, who will graduate in 2017, the experience of being a mentee gave him a different perspective on the importance of connection in the business world. In meeting with Angela, he says he realized the importance of following your passion and working towards making the world a better place.

The Rotman Commerce Alumni Mentorship Program connects over 170 student and alumni pairs every year. In 2016-17, we will be launching an extension to our mentorship program to allow graduates to connect with current students for career conversations in an online environment.



# connecting life lessons



## Be grateful. And be strategic.



**W. DAVID WILSON**  
BCOM '68  
FORMER CEO AND  
CHAIR OF THE ONTARIO  
SECURITIES COMMISSION

On June 15, 2016, the Rotman Commerce Class of 2016 walked across the stage at Convocation Hall to claim their degrees. At the podium to deliver the convocation address was W. David Wilson (BCom '68), former CEO and Chair of the Ontario Securities Commission. At turns both inspirational and pragmatic, Wilson, who shared the stage with University Chancellor, the Hon. Michael H. Wilson (BCom '59), Rotman Dean Tiff Macklem, and Faculty of Arts and Science Dean David Cameron, urged our newest graduates to seize the unique opportunities available in periods of massive change, but to do so with grace and strategy.

Following the ceremony, the Class of 2016 and their families joined Deans Macklem and Cameron, and Rotman Commerce Director David Goldreich at Desautels Hall for our annual convocation reception, where the recipients of the Director's Awards for Academic Excellence, Innovation, Leadership, and Spirit were recognized.

### 2016 Director's Award Winners

#### Academic Excellence

- ▶ Magno Guidote
- ▶ Lydia Kwok
- ▶ Nicolo Marchisio
- ▶ Stephania Zambrano
- ▶ Shuman Zhang

#### Innovation

- ▶ Garren Hong
- ▶ Angela Ni
- ▶ Honghu Wang
- ▶ Julie Zucchi

#### Leadership

- ▶ Janice Cha
- ▶ Pascal Elliott Chong
- ▶ Tony Ding
- ▶ Justin Li
- ▶ Niki Hua Shi

#### Spirit

- ▶ Maira Khalid
- ▶ Vivian Lian
- ▶ Christopher Morello
- ▶ Sahil Nirula
- ▶ Jenny Hejia Wang

# career connected

From resumé roundtables to mock interviews to employer networking events to the coveted job interview, the Rotman Commerce career services team works with students to help them balance academic achievement with career-ready professional skills.



**773**

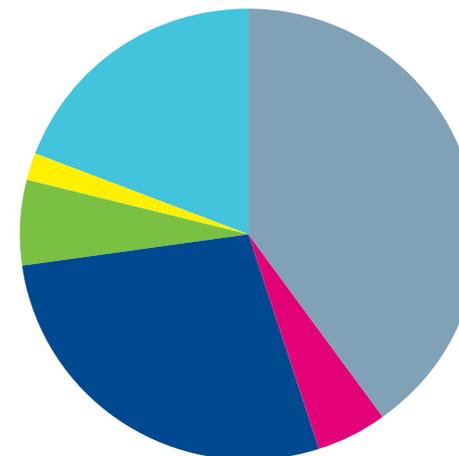
ROTMAN COMMERCE-  
EXCLUSIVE  
JOB POSTINGS

Today's competitive job market means that it's not enough to be smart—or even to be the smartest. Landing that perfect job requires a special blend of academic know-how, interview savviness, and job readiness. Recognizing that employers are looking for students who thrive in fast-paced dynamic workplaces, our career centre works to develop career preparation programming that helps students hone the professional skills they need to capitalize on their exceptional academic training. With programs that cater to each specialist—accounting, finance, and management—our goal is to help all of our students realize their career dreams. Whether it's Accounting Bootcamp, our Capital Markets or Financial Services Finance Programs, our Management Consulting Alumni Program, our Marketing and CPG Job Club, or simply one-on-one career planning with our relationship managers, the Rotman Commerce Career Centre helps our students make the most of their education and connects employers to the talent they need.



## CLASS OF 2015 BY PROFESSIONAL INDUSTRY

- Accounting 40%
- Consulting 5%
- Finance 28%
- Marketing 6%
- Operations 2%
- Other (including further education): 19%



\*Based on Class of 2015 placement report, self-reported

**1165**

CAREER COACHING APPOINTMENTS  
OFFERED BY ROTMAN COMMERCE  
CAREER SERVICES

- 95** on-campus information sessions offered by 66 corporate employers
- 141** employer representatives volunteered with career services' networking and career preparation initiatives
- 392** mock interviews completed
- 510** students attended at least one of 27 industry workshops offered in 2015-16
- 224** students attended at least one of 35 career services resumé/job application roundtables
- 51%** of Rotman Commerce students attended at least one student-organized event

# Thank you to our 2015/16 supporters.

Your generous contributions have enabled us to accomplish so much.

## \$250,000+

T. David Scrymgeour (BCom '79)

## \$25,000-\$249,999

The Lawrason Foundation

Robert D. and Joan McKeracher  
(BCom '66)

HSBC Bank Canada

Mr. Frank William Moore

Bharati (BeeBee) Mukherjee

Mr. Chunping Huang

Anonymous (1)

## \$20,000-\$24,999

John and Sandra McManus  
(BCom '82)

## \$5,000-\$19,999

Farhan M. Ali Khan

Roger Martin

Wes Scott (BCom '68)

## \$1,000-\$4,999

Gordon A. Clancy

Ernst & Young Matching Gifts  
Program for Higher Education

David A. Hardy

Brian Howe

Institutional Equity Traders

Association

Raymond Kan

Janet L. Lamb (BCom '73)

Edgar N. Legzdins (BCom '80)

Stephens B. Lowden (BCom '60)

Elena Mascarenhas (BCom '81)

Deanne Saunders

Second Anonymous In and Out

Fund of The Foundation for  
Enhancing Communities

J.K. Thomas

Kenneth A. Valvur (BCom '84)

Anonymous (2)

## \$500-\$999

Michael P. Bradshaw

Ron Bull (BCom '69)

D. E. Shaw & Company

Jamie McVicar

Anthony Gichuri Ndirangu

Anne M. Sado

Penny Somerville

Maureen Stapleton

Alan S. Zekelman (BCom '84)

## \$250-\$499

David L. Adams (BCom '79)

Hilary Austen and Jack May

Cynthia Anne J. Bishop

Mark A. Caranci (BCom '92)

Salvatore Cesario (BCom '78)

Anthony M. Cusimano (BCom '80)

David Miner & Associates Inc.

Freda M. Eickmeyer (BCom '47)

Tom Elek (BCom '72)

Albert H. Fast (BCom '49)

Mulhim Khan (BCom '09)

KPMG Foundation

Eugene Krivyan (BCom '08)

Kecheng Li

R. Gary Seagrave (BCom '58)

Theodore H. Spevick (BCom '70)

Stephen Stewart (BCom '02)

Tuan Minh Tran

Anonymous (2)

## \$100-\$249

Philipp Afèche

John Jongheon Baik (BCom '09)

Albert T-C. Boey (BCom '78)

Theodore S. Borek

Leonard Cappe (BCom '72)

Dennis H. Cartwright (BCom '65)

Jenifer Man Yee Cho (BCom '79)

Alexis L. Clark

Robert H. Crawford

Murray O Dalglish (BCom '84)

Norman James Elliott (BCom '62)

Andrea M. Englert-Rygus

Bruce English

Martin and Nancy Evans

Annette G. Filler (BCom '87)

Thomas Flanagan (BCom '79)

Garth D. Frazer

John A. Foulds (BCom '71)

Paul J.M. Gooderham (BCom '60)

Stephen R Haist (BCom '67)

Ivan L. Hurlbut (BCom '59)

IBM Canada Limited

Joseph Jany (BCom '60)

Gregory Kanargelidis (BCom '87)

Enn C. Kiudorf (BCom '88)

Spencer R. Knipping

Andrea Kwan

Cheuk Kin Lau (BCom '01)

Cheng Li

Tiff Macklem

James M. McKenzie (BCom '81)

Diane L. Miller

Tomoyoshi Nakamura (BCom '96)

George M. Olsen

Rudolph G. Penner (BCom '58)

Robert G.O. Roe (BCom '77)

Manfred Schneider (BCom '81)

Mengze Shi

Jeffery David Trapp

Philipp A. Uhlmann

Gary H. Usling (BCom '82)

Dilshod Zakhidov (BCom '10)

Anonymous (4)

# connect.

To renew or begin your contribution to the next generation of successful Rotman Commerce graduates, please visit us online at [rotmancommerce.utoronto.ca/donate](http://rotmancommerce.utoronto.ca/donate).

## ROTMAN COMMERCE

[rotmancommerce.utoronto.ca](http://rotmancommerce.utoronto.ca)



## ROTMAN COMMERCE

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(416) 978-3339 [rotmancommerce.utoronto.ca](http://rotmancommerce.utoronto.ca)



Rotman Commerce  
UNIVERSITY OF TORONTO

## Stay Connected. Get Involved. Be Part of the Future.

The Rotman Commerce Alumni Network offers many opportunities for you to connect with alumni and students. Find out more about upcoming RC alumni exclusive events and available volunteer opportunities at [rotmancommerce.utoronto.ca/alumni](http://rotmancommerce.utoronto.ca/alumni).

Moved? Changed Jobs? Have a new email address?  
Update your information at [address.update@utoronto.ca](mailto:address.update@utoronto.ca).