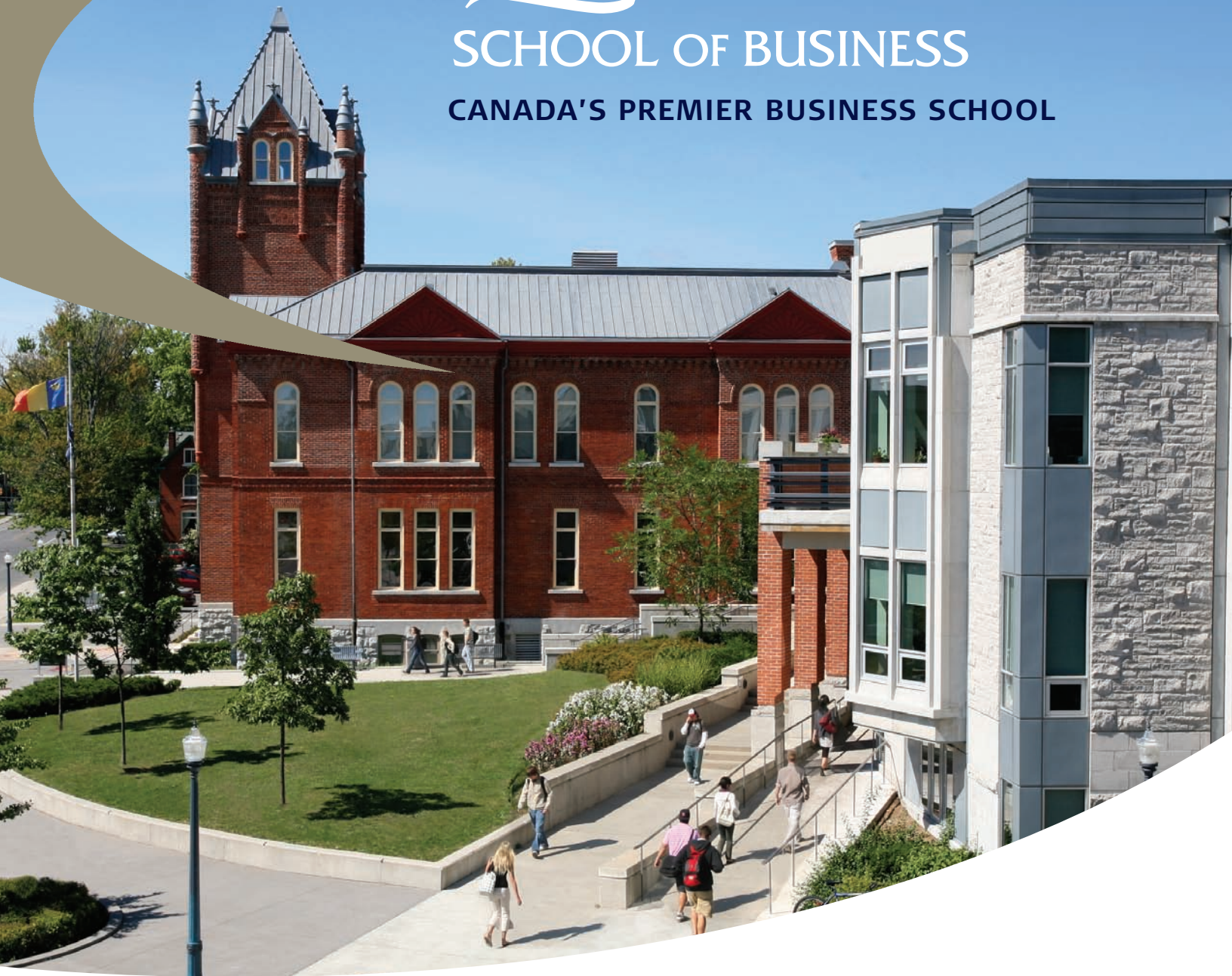


# Queen's

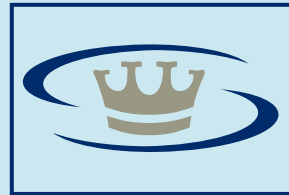
## SCHOOL OF BUSINESS

CANADA'S PREMIER BUSINESS SCHOOL



Queen's  
SCHOOL OF BUSINESS

ACADEMIC EXCELLENCE. EXCEPTIONAL EXPERIENCE.



# Queen's

## SCHOOL OF BUSINESS

**ACADEMIC EXCELLENCE. EXCEPTIONAL EXPERIENCE.**

Queen's School of Business is one of the world's premier business schools, with a faculty team renowned for its business experience and academic credentials. The School has earned international recognition for its leading-edge curriculum and innovative approaches to business education.

Queen's School of Business has the distinction of being fully accredited by all three of the world's leading business school accreditation bodies – the U.S.-based AACSB (the Association to Advance Collegiate Schools of Business), EQUIS (through the European Foundation for Management Development), and the Association of MBAs in the U.K.

The School offers a broad portfolio of exceptional degree programs. As well, Queen's Executive Development Centre is one of the world's largest and most respected providers of non-degree executive education.

Queen's University, home of Queen's School of Business, has a rich academic tradition dating back to 1841. Located in Kingston, Ontario, one of Canada's most vibrant small cities, it is Canada's oldest degree-granting institution.







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## Degree PROGRAMS

# Queen's Bachelor of Commerce

## Canada's Most Respected Undergraduate Business Degree

Queen's Commerce is a highly selective four-year program attracting bright, motivated students from across Canada and around the world. It's an experience like no other. Small class sizes help build a close network of peers and make it easy to get to know professors. A challenging and exciting selection of courses allows students to build the skills needed to succeed in their business careers.

Queen's Commerce also offers an integrated four-year business communications program and a unique certificate program in corporate social responsibility. Almost two-thirds of our students take advantage of the opportunity to study at one of our international business school partners for a semester in their third year of the Commerce program.

Due to the high quality of our students and the excellence of the program, Queen's Commerce graduates are highly sought-after by organizations across Canada.

WEB: [www.business.queensu.ca/bcom](http://www.business.queensu.ca/bcom)

PHONE: 613.533.2301

E-MAIL: [commerce@business.queensu.ca](mailto:commerce@business.queensu.ca)





# Queen's FULL-TIME MBA

Integrated.  
Personalized.  
Transformational.

Queen's full-time MBA is a 12-month program that begins each year in May. The program is designed for people with an undergraduate degree and at least two years of relevant work experience.

Graduates of this program go on to successful careers in a variety of areas including financial services, management consulting, marketing, investment banking, hi-tech, telecom, bio-pharma, manufacturing, and new ventures.



Queen's MBA is a highly innovative program that can be personalized around your individual strengths and aspirations.

#### **PERSONALIZATION**

The Queen's MBA program incorporates several levels of personalization, including an exclusive personal assessment tool to identify your individual strengths, and Personal Development Coaching to help you capitalize on them. The program also offers four distinct areas of concentration for those who choose to specialize – Finance, Marketing, Consulting & Project Management, and Innovation & Entrepreneurship – as well as exciting international exchange opportunities. And finally, Queen's offers the optional Fit to Lead program, promoting physical, mental, and emotional wellness.

#### **TEAM-BASED LEARNING**

Our unique approach to team-based learning provides the framework to develop and hone critical team and leadership skills needed to succeed in business today.

#### **ACADEMIC EXCELLENCE**

Queen's MBA curriculum has been designed to provide a solid understanding of management fundamentals, to demonstrate the importance of cross-functional integrated thinking, and to provide a global perspective.

WEB: [www.queensmba.com](http://www.queensmba.com)

TOLL-FREE: 1.888.621.0060

E-MAIL: [queensmba@business.queensu.ca](mailto:queensmba@business.queensu.ca)

# Queen's Executive MBA

## Integrated. Personalized. Transformational.

Queen's Executive MBA, Canada's top-ranked executive MBA program, is an incomparable, life-changing experience. This innovative 15-month program enables participants to earn a Queen's MBA while they continue to work. Classes are held all day Friday and Saturday morning, every other week.

Participants typically range in age from 30 to 45, and have an average of 13 years of work experience.

Like the Queen's full-time MBA program, Queen's Executive MBA is an exciting and transformational learning experience. The ideas perspectives and tools you acquire while in the program will have a powerful and lasting impact on you and your career. In addition to its leading-edge curriculum and unique team-based approach to learning, Queen's Executive MBA is the only Executive MBA program in Canada that can be personalized around your individual strengths and aspirations.



### PERSONALIZATION

There are several ways to personalize your Queen's Executive MBA experience, starting with our exclusive personal assessment tool that identifies your individual strengths, and Personal Development Coaching to help you capitalize on them. In addition to the core curriculum, the program also offers strategic electives, including Marketing, Finance, and Project Management, enabling you to deepen your understanding of the area that most closely aligns with your career aspirations.

The program also includes an optional international study trip, and the opportunity to begin fast-tracking to a Certified Management Accountant or Certified Management Consultant designation. Queen's also offers the optional Fit to Lead program, promoting physical, mental, and emotional wellness. And finally, for participants contemplating a career change, Queen's offers **CareerStep™** – a suite of career management services including one-on-one career coaching.



Queen's Executive MBA  
is offered in two formats.

## Queen's Executive MBA NATIONAL

Queen's Executive MBA National program is delivered through a combination of on-campus sessions, which account for 45% of class time, and multi-point, interactive videoconference sessions. Queen's has been using and perfecting this learning technology for more than a decade. Videoconference classes are led from our purpose-built broadcast studio in Kingston which is connected to Boardroom Learning Centres across the country.

This unique program delivery creates an intimate and interactive learning environment in which participants learn not only from their professors, but also from their Boardroom Learning teammates and other Boardroom teams. Additionally, participants benefit from a national perspective and professional network that is simply not available in other Executive MBA programs.

WEB: [www.execmba.com/national](http://www.execmba.com/national)  
TOLL-FREE: 1.888.393.2622  
E-MAIL: [execmba@business.queensu.ca](mailto:execmba@business.queensu.ca)



## Queen's Executive MBA OTTAWA

Queen's Executive MBA Ottawa program is identical to the National program in most respects. The key difference is that weekend classes are held in our state-of-the-art classroom in downtown Ottawa.

WEB: [www.execmba.com/ottawa](http://www.execmba.com/ottawa)  
PHONE: 613.566.3622  
E-MAIL: [ottawa@business.queensu.ca](mailto:ottawa@business.queensu.ca)





## Cornell-Queen's Executive MBA

**International Experience.  
Ivy League Degree.  
Unique Opportunity.**

Cornell-Queen's Executive MBA is the only program of its kind in the world, made possible through a partnership between two of North America's premier business schools – Queen's School of Business and the Johnson School at Cornell University, one of the original U.S. Ivy League universities.

Participants in this program earn both a Cornell MBA and a Queen's MBA in 17 months while they continue to work, and graduates of the program become full-fledged alumni of both schools.

The program is offered in major cities across Canada and the United States. What makes this program truly unique is that the classroom experience is shared by participants in both Canada and the U.S. Classes are led by outstanding faculty of both schools. The program includes on-campus sessions at Queen's and Cornell, which account for about 40% of your class time, as well as interactive, multi-point videoconference sessions, in which classes are delivered from our purpose-built studios at Queen's and Cornell to Boardroom Learning Teams in the various cities. These sessions are held three Saturdays per month.

Participants in the Cornell-Queen's program typically range from 30 to 45 years of age, with an average of 13 years of work experience, and many have aspirations of working in the United States.



WEB: [www.cqemba.com](http://www.cqemba.com)

TOLL-FREE: 1.888.393.2622

E-MAIL: [cqemba@business.queensu.ca](mailto:cqemba@business.queensu.ca)



# Queen's Accelerated MBA

FOR BUSINESS GRADUATES

A Unique Opportunity for People  
with an Undergraduate Degree in Business



Queen's Accelerated MBA for Business Graduates is Canada's first MBA program designed specifically for people with an undergraduate degree in business and at least two years of relevant work experience. It is an exceptional learning experience that enables participants to earn a Queen's MBA in 12 months, while they continue to work. The program is offered in most major cities across Canada.

The curriculum is designed to build on the content of your undergraduate business program and work experience. Rather than spending time relearning concepts and fundamentals you have already studied, Queen's MBA for Business Graduates focuses on more advanced management topics that will enable you to take your career to the next level.

At the heart of Queen's MBA for Business Graduates is our core belief in the power of team-based learning. From your first class through to graduation, you will be part of a high-performance team that both reflects and better prepares you for the workplace.

Like the Queen's Executive MBA National program, this program is delivered through a combination of on-campus sessions and videoconference classes led from our purpose-built broadcast studio in Kingston, which is connected to Boardroom Learning Centres across the country. Videoconference classes are held all day Sunday and Monday morning. Participants in this program enjoy the benefits of a national perspective and professional network.

Candidates for this program require a Bachelor's degree in business from an accredited undergraduate program. Participants typically range in age from 24 to 35, with an average of five years of work experience.

WEB: [www.qamba.com](http://www.qamba.com)

TOLL-FREE: 1.888.460.5869

E-MAIL: [qamba@business.queensu.ca](mailto:qamba@business.queensu.ca)

# Queen's Master of Management – Global Management

## An Exciting International Management Education Experience

Queen's Master of Management – Global Management is a 12-month program that begins each year in September. The program is designed for people with international business aspirations and an undergraduate degree in business.

The program does not require any previous work experience.

The Global Management program provides a comprehensive examination of international business issues including: the global economy, leadership across cultures, international finance, and international marketing. The program not only provides an in-depth international business curriculum, it also offers the opportunity for an exciting cross-cultural, international experience. This highly-specialized program includes a major team research project and a full term of study at one of our international business school partners.



WEB: [www.qsbmasters.com/global](http://www.qsbmasters.com/global)

TOLL-FREE: 1.866.861.1615

E-MAIL: [queensmasters@business.queensu.ca](mailto:queensmasters@business.queensu.ca)

# Queen's MSc in Management

## Preparing Students for Doctoral Studies

This 12-month graduate program provides an opportunity to develop research skills in one of seven fields of business study:

Finance	Marketing	Managerial Economics
Accounting	Management Science	Organizational Behaviour
Management Information Systems		

The program is designed for students with a four-year undergraduate degree in business or an undergraduate degree from other disciplines. For example, economics graduates often choose to pursue an MSc in finance or managerial economics; engineering or mathematics graduates may choose management science; and psychology and sociology majors may choose organizational behaviour, marketing, or management information systems.

The primary goal of this Masters program is to prepare students for entry into high-quality doctoral programs, with some students also choosing to go into research analyst or consulting careers.

No work experience is required. Funding is provided to all students who are accepted into the program.



WEB: [www.business.queensu.ca](http://www.business.queensu.ca)

PHONE: 613.533.6280

E-MAIL: [msc@business.queensu.ca](mailto:msc@business.queensu.ca)



# Queen's PhD in Management

The goal of the doctoral program is to develop the next generation of scholars, researchers, and teachers by providing an active and stimulating intellectual environment.

In the PhD program, you select one major (comprising five courses and a comprehensive exam) from one of the following seven areas:

- |                                |                          |
|--------------------------------|--------------------------|
| Finance                        | Management Science       |
| Accounting                     | Managerial Economics     |
| Marketing                      | Organizational Behaviour |
| Management Information Systems |                          |

You also complete three courses in a minor area. In the first two years, students focus on their coursework, are involved in a research workshop, and work closely with faculty on a research project. Students complete their comprehensive examinations at the end of the second year. In their third and fourth years of study, students develop and present their thesis proposal, then complete and defend the dissertation.

The program is designed for students with a master's degree or advanced undergraduate degree.

As a PhD or MSc in Management student, you will work with professors who come from all over the world. They are driven by a passion for their research, and thrive on inspiring their students to share that passion.



WEB: [www.business.queensu.ca](http://www.business.queensu.ca)  
PHONE: 613.533.2303  
E-MAIL: [phd@business.queensu.ca](mailto:phd@business.queensu.ca)

## Business Career Centre



The Business Career Centre (BCC) provides career counseling and coaching for students in all programs at Queen's School of Business. The Centre also manages the on-campus recruiting process and is responsible for building and maintaining corporate recruiter relationships.

At Queen's School of Business, you'll find graduates who are prepared to make a significant contribution to your organization, with the leadership, strategic, teamwork, and communication skills that are critical to achieving success today.

Our Career Managers are ready to help you refine your search and target the graduates that are best suited to the needs of your organization.

To hire our graduates, contact us at:

WEB: [www.business.queensu.ca/recruiting](http://www.business.queensu.ca/recruiting)  
PHONE: 613.533.2792  
E-MAIL: [bcc@business.queensu.ca](mailto:bcc@business.queensu.ca)



## Executive Development PROGRAMS

# Queen's Executive Development Centre

One of the World's Most Respected Providers  
of Executive Education

WEB: [www.execdev.com](http://www.execdev.com)

TOLL-FREE: 1.888.393.2338

E-MAIL: [execdev@business.queensu.ca](mailto:execdev@business.queensu.ca)



## Queen's Executive Program

### THREE-WEEK PROGRAM

Queen's Executive Program is designed for senior managers, general managers and executives, focusing on what you need to perform – and excel – in your career. The Program is built around three core areas – Strategy, Management, and Leadership.

The content is structured around these nine themes:

#### Strategy

Strategic Planning and Implementation  
Leading Change  
Strategic Collaboration

#### Management

Finance  
Marketing & Sales Management  
Information Management

#### Leadership

Leadership  
Creating a High-Performance Organization  
Negotiation and Consensus-Building

*"This Program provides a unique opportunity to improve your management and leadership skills. Queen's has developed a fantastic program and an enriched learning environment that I have enthusiastically recommended to associates."*

**Barry Fenton**  
SENIOR VICE PRESIDENT AND CHIEF CREDIT OFFICER  
CITIZENS BANK OF CANADA





# Queen's Custom Programs

Queen's Custom Programs are exactly what the name implies – they are customized to your organization's particular needs and apply the expertise of Queen's Executive Development Centre to your unique situation and objectives. Queen's offers the option of utilizing the highly acclaimed Donald Gordon Conference Centre near the Queen's campus, or programs can be delivered at an organization's own facility. Incredible attention to detail, innovative program content, and tremendous flexibility are the hallmarks of Queen's Custom Programs.

## Queen's Executive Development

At Queen's Executive Development Centre, we know that excelling in the rapidly changing world of business is the greatest challenge facing organizations today. Our programs provide powerful tools for facilitating meaningful organizational change in important areas such as: improving strategy development and implementation processes, creating a high-performance culture, managing growth and innovation, and developing leadership capabilities.



### FIVE-DAY PROGRAMS

#### QUEEN'S LEADERSHIP PROGRAM

Realizing Your Leadership Potential

#### QUEEN'S STRATEGY PROGRAM

Creating and Implementing Winning Strategies

#### QUEEN'S MARKETING PROGRAM

Creating Customer Value and Driving Profit

#### QUEEN'S SALES MANAGEMENT PROGRAM

Creating a High-Performance Sales Organization

#### FINANCE FOR THE NON-FINANCIAL MANAGER

Using Financial Tools to Make Better Decisions

#### QUEEN'S IT MANAGEMENT PROGRAM

Developing Leading-Edge IT Strategies

#### QUEEN'S OPERATIONS LEADERSHIP PROGRAM

Improving Operational Performance

#### QUEEN'S HUMAN RESOURCES PROGRAM

Performance Through Effective HR Management

#### QUEEN'S FUNDAMENTALS OF GOVERNANCE (3-DAY)

More Effective Boards Through Better Governance

#### QUEEN'S PUBLIC EXECUTIVE PROGRAM

##### TWO-WEEK PROGRAM

Queen's Public Executive Program provides a unique opportunity for Canadian public-sector managers to gather together and address the key domestic and external policy issues facing Canada. The Program focuses on Canadian public policy challenges, including policy agenda, policy management, policy instruments, and policy performance.



## Centres & Services

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### **QUEEN'S CENTRE FOR BUSINESS VENTURING**

Queen's Centre for Business Venturing is committed to being the leading and definitive source of knowledge and expertise in the creation, leadership and management of new ventures.

### **THE MONIESON CENTRE**

The Monieson Centre works with organizations and researchers to provide leading-edge solutions to knowledge-related business problems. The Centre creates teams of Queen's faculty, graduate students and experts from other universities to conduct custom, applied research for each client organization. The research findings are then translated into effective, practice-based recommendations. By bridging the gap between business theory and practice, the Monieson Centre offers solutions that are more comprehensive and often more economical than those provided by most consulting firms.

### **QUEEN'S CENTRE FOR CORPORATE SOCIAL RESPONSIBILITY**

Queen's Centre for Corporate Social Responsibility is committed to inspiring practitioners, researchers, teachers, and students of business to instill Corporate Social Responsibility as an integral part of their thinking and practice.

### **THE CA-QUEEN'S CENTRE FOR GOVERNANCE**

The CA-Queen's Centre for Governance supports groundbreaking research in the field of organizational governance and contributes to the creation of leading-edge curriculum. The Centre is partially funded through the generosity of the Institute of Chartered Accountants of Ontario (ICAO).

### **QUEEN'S EXECUTIVE DECISION CENTRE**

Queen's Executive Decision Centre has developed creative ways to use microcomputer technology to support the planning and decision-making tasks of executive teams from both private- and public-sector organizations. The services provided by the Centre include: electronic brainstorming; group problem solving; focus groups; business process re-engineering; and team building.







### OUR MISSION

To develop outstanding leaders with a global perspective, and create new knowledge that advances business and society

### OUR VISION

To be one of the world's most innovative and influential business schools

### QUEEN'S SCHOOL OF BUSINESS

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