Welcome to the Sprott School of Business at Carleton University!

Sprott is home to a creative, connected and caring community where business is personal. Here you will find a passionate student body, close interaction between students and faculty, a dedicated student services team, continuous career development, and many occasions to connect with alumni, employers and the community.

At Sprott, you’ll receive a world class education and student experience. We offer two internationally-accredited, honours degree programs. Sprott’s acclaimed Bachelor of International Business features intensive training in another language and a year studying in another country. The Bachelor of Commerce features the choice of eight concentrations and co-op.

The Sprott School offers a gateway to experiential opportunities and networks that will enrich your student experience and increase your visibility to employers. Taking part in interuniversity case competitions, Sprott’s student-managed investment portfolio, our many student clubs, and entrepreneurship activities are just a few possibilities.

Located in the nation’s capital, we pride ourselves on our international focus and we expose our students to a variety of cultures, business environments and practices.

The Sprott School of Business is accredited by AACSB International and the Network of International Business Schools.

If you are looking for a collaborative and inspiring business school experience, you belong here.

Jerry Tomberlin
Dean, Sprott School of Business
The Sprott Advantage
- Home to a tight-knit community and ready-made network for students.
- Outstanding student support.
- Close interaction between faculty and students.
- Real-world learning through industry speakers, class trips, case studies, hands-on projects involving real organizations as clients, and pratica in all concentrations.
- Career development from first to final years.
- Experiential learning opportunities, such as interuniversity case competitions and Sprott’s student-managed investment fund.
- Award-winning faculty who have been recognized for teaching and research excellence.
- Research-intensive culture brings latest business knowledge directly to the classroom.

International Focus
- A leader in international business education. 2014/15 marked the 20th anniversary of Sprott’s acclaimed Bachelor of International Business program.
- Internationally accredited by AACSB International and the Network of International Business Schools.
- Study abroad opportunities for all business undergraduates.
- International business programs offered at all academic levels—undergraduate, MBA, PhD.
- The Sprott MBA is delivered in Canada, China and Colombia.
- Sprott students participate in international business competitions.
- International faculty

Entrepreneurial Culture
- Academic programs—Bachelor of Commerce in Entrepreneurship, Minor in Entrepreneurship, Master’s degree in Technology Innovation Management.
- The Carleton accelerator provides workspace, training, support, mentorship and funding to help students turn their ideas into successful ventures.

Enrolment (2014-2015)
Bachelor of Commerce ...................... 1,866
Bachelor of International Business ...... 278
Master of Accounting ....................... 33
MBA .............................................. 173
PhD in Management ....................... 47

At a Glance
Named in 2001 for Bay Street investor and philanthropist Eric Sprott (BCom/65), the Sprott School is an internationally-accredited, full service business school located in Canada’s capital.
Business is personal at Sprott. Here you’ll belong to a spirited and connected student community that offers endless opportunities to explore your interests and build your personal and professional networks, while gaining valuable skills and experiences that help you stand out to employers.

**Sprott Competes**

Sprott students have proven they are among the best in the world, earning top place finishes at major national and international business case competitions.

In case competitions, teams must apply all of the knowledge gained through their courses to prepare and present a solution to a real-life business problem, in just a few hours.

Through Sprott Competes, our case training program, students develop skills that are highly valued by employers such as integrative thinking, decision making, communication, public speaking, the ability to work under pressure, and teamwork. Students are exposed to a variety of real-life business scenarios and feedback from industry professionals, giving them a real-world perspective that is typically gained through on-the-job experience.

Visit sprottcompetes.ca to learn more about the case competition experience at Sprott.
Sprott Student Investment Fund

Students who dream of careers on Bay Street and Wall Street have the ultimate opportunity to gain real money-management experience and learn investment strategies through the Sprott Student Investment Fund (SSIF).

Managed by a team of top finance students, SSIF is an investment portfolio valued at close to $900,000. All members of the fund contribute to the analysis process, helping to assemble the ideal portfolio that safely and wisely grows the fund’s capital.

Alumni of the fund have gone on to top graduate programs and careers in investment banking and financial services at such organizations as Bank of Canada, Brookfield Asset Management, Canaccord Genuity, M Partners, and RBC Capital Markets.

Learn more about the fund at sprott.carleton.ca/thefund.

Experiential Learning

In the course “Developing Creative Thinking”, business students worked alongside students in engineering and industrial design to develop sustainable water harvesting technologies for villages in Tanzania. In January 2015, the students travelled to Longido, Tanzania to conduct research and test prototypes.

“When I went to Tanzania as part of the Developing Creative Thinking course and I saw microfinance in action and groups of female entrepreneurs who had these loans, it solidified that this is what I need to do.”

Sarah McRae, BIB/15
International Microfinance and Microenterprise Fellow (Madagascar), Aga Khan Foundation of Canada

International Opportunities

In today’s global business environment, international experience is a standout item on your résumé. Studying abroad offers students a life-changing opportunity to be immersed in another culture and region of the world, thereby developing cross-cultural skills and a global perspective.

Study abroad is open to all Sprott undergraduates. Through Carleton’s exchange agreements, students pay Carleton tuition and receive transfer of credits for successfully completed courses.

Bachelor of Commerce students can study abroad for up to two terms at one of Carleton’s 180+ partner institutions in more than 30 countries. All Bachelor of International Business students spend a full academic year studying abroad at one of 40+ partner institutions in 13 countries. In addition to study abroad, Sprott students have many opportunities to gain international experiences, including taking part in international case competitions, global leadership programs, and international internships.

Student Life

Sprott students are known for their passion and entrepreneurial spirit. There are 10 student-run organizations at Sprott that offer students opportunities to make new friends, build leadership skills and network with industry professionals, while exploring their interests.

All Sprott undergraduates automatically belong to the Sprott Business Students’ Society (SBSS). SBSS puts on a number of events throughout the year, including the annual Business Banquet, 5 Days for the Homeless campaign, case competitions, sports tournaments and social events.

Members of the Sprott Student Investment Fund Kevin Pei, Kyle Stolys and Peter Teowolde won third place in the 2015 Kerrisdale Capital Investment Case Study Competition, hosted by The Economist.
Bachelor of International Business

Sprott’s Bachelor of International Business is recognized as a leading program in international business education.

The Bachelor of International Business (BIB) develops highly skilled professionals with the background and training to help companies succeed in the global marketplace. The program focuses on five key elements:

- intensive language training in another language to enhance your competitiveness and career options (Years 1 & 2);
- full academic year abroad to increase language fluency and cultural knowledge (Year 3);
- core courses in business fundamentals;
- specialized courses in international business; and
- three concentration options for further specialization.

40+ exchange partners in 13 countries
During your year of study abroad, you will pay Carleton University tuition fees. Approved and successfully completed courses will be added to your Carleton academic record.

<table>
<thead>
<tr>
<th>BIB Languages</th>
<th>Study Abroad Locations</th>
</tr>
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<tbody>
<tr>
<td>French</td>
<td>Belgium, France</td>
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<tr>
<td>German</td>
<td>Austria, Germany</td>
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<tr>
<td>Japanese</td>
<td>Japan</td>
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<tr>
<td>Mandarin</td>
<td>China</td>
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<tr>
<td>Portuguese</td>
<td>Brazil</td>
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<tr>
<td>Spanish</td>
<td>Argentina, Chile, Colombia, Mexico, Peru or Spain</td>
</tr>
</tbody>
</table>
Graduate with first-hand international experience
In third year of the BIB program, students are immersed in another country, culture and language through a year of studying abroad in a country where their BIB language is spoken. Follow the experiences of BIB students abroad by reading their blogs! sprott.carleton.ca/blogs

In addition to the year abroad, there are many opportunities at Sprott and Carleton for students to gain international experiences. These include taking part in international business case competitions, programs such as Alternative Spring Break, and more!

The Capital Advantage
Our location in Canada’s capital will expose you to an unparalleled international network. Ottawa is home to Canada’s Department of Foreign Affairs, Development and Trade; Export Development Canada; international agencies; global corporations; and over 130 embassies and high commissions from around the world.

Concentrations
GLOBAL FINANCIAL MANAGEMENT AND SYSTEMS
This concentration focuses on the financial management of the multinational corporation (MNC) and the global context in which it occurs. You will examine international financial markets including currency derivatives, exchange rate determination, and exchange rate risk management. You will also examine how firms raise and manage capital, and how they manage cross-border financial risks.

INTERNATIONAL MARKETING AND TRADE
This concentration prepares students with the necessary skills to help companies successfully expand to, and compete in, international markets. You will learn how to adapt business strategy to the cultural, political, legal, economic, technological, geographic and historical factors that result in buyer behaviour differences around the world. You will also learn how to assess various foreign expansion alternatives that companies face when going abroad.

INTERNATIONAL STRATEGY AND HUMAN RESOURCES MANAGEMENT
In this concentration you will develop the skills required to design and execute international business strategies by linking a firm’s global environment with its internal operations and structure. Special attention is placed on the role of human resources in framing and implementing comprehensive strategies through hiring, training and evaluating personnel. Understanding the challenges of managing a culturally diverse workforce under contrasting conditions is a key factor for success in this field.

The BIB may also be completed without a concentration. In place of concentration requirement courses, students complete courses selected from across concentrations and courses related to international business management.

“Spending a year in Shanghai has been an incredible experience. From meeting friends from all over the world to travelling throughout Southeast Asia, it was an unforgettable year. BIB is so much more than just a degree. I was able to come home with international exchange and work experience.”

Jessica Wong studied at Shanghai International Studies University in Shanghai, China. Read about her experience on her blog “Jessica in China”: sprott.carleton.ca/blogs.
Sprott’s Bachelor of Commerce (Honours) program delivers a complete business education and a lot of flexibility with eight concentrations, as well as options to add co-op, study abroad, and/or a minor in another subject.

To be an effective leader you have to understand all aspects of an organization. The first two years of the BCom program consist of foundation courses in all business areas. You will also develop critical skills in various forms of business communications.

In years three and four, you have the option to specialize in one of eight concentrations, select two for a double concentration, or continue without a concentration. You do not need to decide until end of second year.

Enhance your degree and your résumé by adding co-op or taking part in an international exchange at one of over 150 partner institutions in more than 30 countries. You may also add a four-credit minor (such as law or economics) to your degree for even greater career flexibility!

**Concentrations**

**ACCOUNTING**
Accountants are organizational leaders who provide key strategic counsel, in addition to ensuring financial information accurately reflects an organization’s financial position.

Prepare for careers in auditing, financial or management accounting, and taxation. Within the BCom program, you can complete all of the academic courses required to enter the Chartered Professional Accountant (CPA) Professional Education Program. Co-op hours in an approved placement can be counted towards the practical experience requirements to become a CPA. Sprott also offers a Master of Accounting program; MAcc graduates can proceed directly to the CPA Common Final Exam.

**ENTREPRENEURSHIP**
Learn about the entrepreneurial process and experience the steps in starting a business—from idea inception to implementation in the marketplace. BCom students take courses with non-business students in the Minor in Entrepreneurship, creating a collaborative and interdisciplinary classroom environment. Carleton offers support and funding opportunities for student entrepreneurs.

Entrepreneurship graduates have the knowledge and skills for careers in entrepreneurship, business development, consulting and small business management.
FINANCE
This concentration examines how financial managers appropriately allocate their firms’ capital to invest in value-enhancing projects. Gain an understanding of how money managers and portfolio analysts manage investment risk. This program has been accepted into the CFA Institute University Recognition Program. A career in finance can range from corporate finance and commercial banking to investment banking and financial planning or to real estate and insurance. Graduates in Finance are fully equipped to write the entry exams for accreditation to Level 1 CFA (Certified Financial Analyst).

INFORMATION SYSTEMS
Information Systems (IS) professionals help organizations achieve outstanding performance. Their dual understanding of business processes and information and communication technologies makes them ideal candidates to deliver cutting edge solutions to exploit existing and create new business opportunities. IS graduates are in high demand across all sectors and organizations of all sizes.

INTERNATIONAL BUSINESS
Gain an appreciation of the global environment; a solid foundation in international finance, marketing, and global expansion strategies; the interpersonal skills to manage in diverse contexts; and first-hand international experience through a practicum and study abroad opportunities.

MANAGEMENT
Develop employer-valued skills and experience in managing and understanding people and their work relationships at individual, group and organizational levels. Prepare for careers in general management, management consulting, training and development, employee relations and strategic human resources.

MARKETING
Gain critical thinking, analytical, decision-making and creative skills to effectively manage the development, pricing, promotion and distribution of products and services. Learn how to build and sustain high-value customer relationships in competitive environments. Marketing graduates pursue careers in marketing strategy, sales, advertising, product/brand management, customer relationship management, marketing research, public relations and e-commerce.

SUPPLY CHAIN MANAGEMENT
In today’s global economy, supply chain management has become an increasingly important area of business. To remain competitive, firms rely on networks of companies called supply chains. Supply chains integrate all of the processes involved in the supply and demand of products and services through coordinated efforts. Develop the essential skills and expertise to manage geographically dispersed networks of suppliers, manufacturers, logistic services providers, transportation carriers, distributors, service support operators and customers.

Design the future

BCom student Mohamed Hirsi (left), together with his partners, launched their app Props at the renowned SXSW Interactive Festival in March 2015.

“The help that Carleton’s entrepreneurship faculty gave us was invaluable. I can honestly say that Props wouldn’t be where it is today without Carleton’s support. Props was the result of a school project in our entrepreneurship class. With Carleton’s support, we were able to turn it into a business and launch a year later in Austin, Texas, at SXSW.”

Mohamed Hirsi
Get a head start on your career

“"I was fully confident during the hiring season in fourth year because of the support I received from BCMC. Right from second year, they helped me polish my resume and cover letter, assisted me with career planning, and even introduced me to some recruiters. Most importantly, I felt they were personally invested in my career success. I succeeded in landing a job with one of the Big Four accounting firms; BCMC made this possible.”

Aira Adekola, BCom/13
Staff Accountant, Deloitte

Co-op Program
Co-operative education (co-op) is an option open to the students in the Bachelor of Commerce program. Through co-op, you will:

- Gain business-related work experience;
- Network with industry professionals, gaining valuable references and future contacts;
- Learn from a number of mentors and tutors;
- Develop marketable skills;
- Learn how to find work in a competitive job market; and
- Earn money to help offset student debt.

As a co-op student, you will alternate study terms with four or eight month work terms, which begin the summer after second year. Typically, an additional one to two academic terms are required to complete your degree.

RECENT CO-OP EMPLOYERS
- Alcatel-Lucent
- Bank of Canada
- Brookfield Renewable Power
- Canadian Blood Services
- Canada Revenue Agency
- Deloitte
- Ernst & Young
- Export Development Canada
- Foreign Affairs, Trade and Development Canada
- Hydro Ottawa
- KPMG
- Office of the Auditor General of Canada
- PricewaterhouseCoopers
- Public Works and Government Services Canada
- QNX Software Systems
- Raymond Chabot Grant Thornton
- The Minto Group
- 360pi
- And more!

Sprott Business Career Management Centre
Career planning and preparation throughout your studies is the key to success in finding a rewarding job after graduation.

As a Sprott student, you’ll have exclusive access to a business career centre tailored to meet your needs from first to final year. BCMC offers a full range of services, including:

- mySprott web portal for business-specific job postings and career resources;
- One-on-one career advising, resume review and interview preparation;
- Industry career panels and employer events;
- Opportunities to meet and network with alumni of the program;
- Tickets to business networking events, such as the Mayor’s Breakfast Series;
- Special workshops to help you stand out to employers, such as business fashion and social media for networking; and
- Access to CareerLeader, a self-assessment tool used by top business schools worldwide, including Harvard, Stanford, Oxford and INSEAD, that matches your interests and skills to business career paths.

Sprott has its own Business Career Management Centre (BCMC) where you can explore career paths, connect with employers, access exclusive job postings, and more!
Where can your Bachelor of Commerce or Bachelor of International Business lead you? Here is just a sampling of career paths you can pursue with your degree. (Further education may be required.)

ACCOUNTING
- assurance
- controllership
- enterprise risk advisory
- financial and management accounting
- corporate and personal taxation

FINANCE
- commercial banking
- corporate finance
- financial planning
- insurance
- investment banking
- money management
- real estate

ENTREPRENEURSHIP
- business development
- entrepreneurship
- franchising
- small business consulting

INFORMATION SYSTEMS
- application development
- business analysis
- content management
- data analytics

SUPPLY CHAIN MANAGEMENT
- business analysis
- business transformation
- E-supply chain management
- global supply chain management
- inventory management
- manufacturing management
- procurement
- project management
- quality assurance

Many BCom and BIB alumni have gone on to graduate programs in Business, Finance, International Affairs, Law, International Development, Communications and more. The Sprott School offers an accelerated MBA for business graduates, allowing them to complete the Sprott MBA in just 12 months and includes an internship. Learn more at sprott.carleton.ca/mba.

The Sprott Master of Accounting is accredited by CPA Ontario and provides direct access to the CPA Common Final Exam. Learn more at sprott.carleton.ca/macc.

Sprott Alumni

Jamie Heard, BCom/10
Energy Associate, Surveyor Capital
(New York, U.S.A.)

Phil Sonea, BCom/11
President & Co-Founder Soshal Group
(Ottawa, Canada)

Leslie-Anne Alba, BIB/11
Analyst, CIBC Asset Management
(Toronto, Canada)

Vladimir Shevchenko, BIB/11
Supply Chain Analyst, Fashion Loblaw Companies Ltd.
(Toronto, Canada)

Leah Rose-Davis, BIB/11
Business Development Manager
The Landmark Hotel
(London, England)

Tommy Taylor, BCom/12
EMEA Sales Operations Manager, DoubleDutch
(Amsterdam, Netherlands)

Oliver Carson, BIB/13
Commercial Associate, Asia Markets
Exportadora Gonzagri
(Curicó, Chile)

Sarah Nichols, BCom/13
Technology Consultant, Deloitte
(Ottawa, Canada)

Heruka Kamararatne, BCom/14
Senior Accountant, KPMG Canada
(Ottawa, Canada)

Samantha Salvatore, BCom/15
Strategic HR Advisor, Health Canada
(Ottawa, Canada)

Employment rate of BCom and BIB grads within 1 year of graduation*

BCom 89%
BIB 93%

*Based on a survey of 2014 graduates.
## Admissions

<table>
<thead>
<tr>
<th>Bachelor of Commerce (Honours)</th>
<th>Bachelor of International Business (Honours)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Admission Requirements</strong></td>
<td>You must have an Ontario Secondary School Diploma (OSSD) or equivalent with an admission average of at least 80 per cent, including a minimum of six 4 U/M courses. Your six 4 U/M courses must include 4U English, Advanced Functions (with a minimum grade in the mid to low 70s), and one of Calculus and Vectors (recommended) or Mathematics of Data Management.</td>
</tr>
<tr>
<td><strong>Concentrations</strong></td>
<td>• Accounting</td>
</tr>
<tr>
<td></td>
<td>• Entrepreneurship</td>
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<tr>
<td></td>
<td>• Finance</td>
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<td></td>
<td>• Information Systems</td>
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<tr>
<td></td>
<td>• International Business</td>
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<tr>
<td></td>
<td>• Management</td>
</tr>
<tr>
<td></td>
<td>• Marketing</td>
</tr>
<tr>
<td></td>
<td>• Supply Chain Management</td>
</tr>
<tr>
<td></td>
<td>Students may choose 1, 2 or no concentration</td>
</tr>
<tr>
<td><strong>Co-op</strong></td>
<td>Available</td>
</tr>
<tr>
<td><strong>Study abroad</strong></td>
<td>Optional</td>
</tr>
<tr>
<td>BCom students can opt to study abroad for one or two academic terms. Typically, students study in English.</td>
<td></td>
</tr>
<tr>
<td><strong>Language requirements</strong></td>
<td>BCom students, including those with a concentra-</td>
</tr>
<tr>
<td>(other than English)</td>
<td>tion in International Business, are not required to take language courses.</td>
</tr>
</tbody>
</table>
BEST PERFORMANCE IN ANY ELIGIBLE COURSE
It is Carleton University policy to consider your best performance in any eligible course in the admissions assessment. Since the number of qualified applicants may be greater than the number of available spaces, cut-off averages and required marks may vary. Visit admissions.carleton.ca/requirements for the current admission requirements.

ENGLISH LANGUAGE REQUIREMENTS
BCom applicants may receive an offer of admission with an English language requirement. BIB applicants are not eligible for an offer of admission if they have an English language requirement. For more information on English language requirements, visit our website at admissions.carleton.ca/esl.

APPLICATION DEADLINES
April 1: deadline for applicants whose documents originate outside Canada or the United States.
June 1: deadline for applicants whose documents originate in Canada or the United States.

SCHOLARSHIPS AND AWARDS
If you are a high school students entering Carleton with an average of 80 per cent or better, you will automatically be considered for one of our Entrance Scholarships. No application is necessary.

Students with an admission average of over 90 per cent may apply for one of our Prestige Scholarships, Carleton’s highest awards. These competitive scholarships are awarded based on admission average and extracurricular activities throughout secondary school. One application is used for all Prestige Scholarships and must be admitted by March 1.

Students may also be eligible for one of our Carleton bursaries, financial need-based awards that do not have to be repaid.
At Carleton, we have the distinct advantage of being situated in Ottawa, Canada’s capital, which offers our students unique opportunities and a complementary blend of city life and nature, culture and heritage, business and government.

Best known as the seat of Canada’s federal government, Ottawa offers an unparalleled international network of government departments, international agencies, global companies, and over 130 embassies and high commissions.

Ottawa is home to a global technology hub of over 1,900 companies, ranging from large multinationals to small and medium sized enterprises. Ottawa is Canada’s most connected city and boasts a strong entrepreneurial culture.

For students, Ottawa offers employment and co-operative education opportunities in the public, private and not-for-profit sectors. Students have numerous opportunities throughout the year to network with industry professionals, who often take part in courses as guest speakers and presentation judges.

Ottawa offers the best of both worlds—the benefits of a big city with the feel of a small town. Ottawa ranks third in North America and 16th in the world in Mercer’s Quality of Living Survey 2015, and is one of the country’s most affordable cities.

As the nation’s capital, Ottawa hosts many visiting dignitaries, major sporting events, and over 50 festivals including Winterlude, Bluesfest and Canada Day. Ottawa is home to national museums, historic sites, and the Ottawa Senators hockey team.

Ottawa is one of the world’s most picturesque capitals with many parks, waterways and green spaces. Winter activities include downhill and cross-country skiing, snowboarding, and ice skating along the world’s longest skating rink. In warmer seasons, activities include cycling, golf, white water rafting, kayaking, ziplining and more. Just minutes from downtown lies Gatineau Park, 361 square kilometers of forest, lakes, nature trails, beaches and stunning lookout.

Carleton’s campus is situated a short ride from Parliament Hill and the downtown core. Our self-contained campus is bordered by the Rideau Canal, the Rideau River and a quiet residential neighbourhood. The campus is well serviced by public transportation with several bus routes and light rail stopping on campus.
At Carleton, we have the distinct advantage of being situated in the nation’s capital, which offers our students unique opportunities. We also have a self-contained campus in the fourth-largest city in Canada, which allows our students to live and study in a community within a community.

1. Carleton University Library  
2. Dunton Tower—home of the Sprott School of Business  
3. Rideau Canal  
4. Residences  
5. Athletics facilities  
6. Health Services  
7. Admission Services  
8. University Centre  
9. Rideau River
COME AND VISIT CARLETON
Book a campus tour
Visit carleton.ca/tours, call us at 1-888-354-4414 (toll-free in Canada) or 613-520-3663, or email us at tours@carleton.ca. You can also take a virtual tour at admissions.carleton.ca/virtual-tours.

CONNECT WITH CARLETON
Receive our newsletter
Sign up at carleton.ca/insight.

Watch our videos
Visit our video gallery at admissions.carleton.ca/videos.

FOR MORE INFORMATION
Undergraduate Recruitment Office
Carleton University
315 Robertson Hall
1125 Colonel By Drive
Ottawa ON K1S 5B6 Canada
Tel: 613-520-3663
Toll-free in Canada: 1-888-354-4414
Fax: 613-520-3847
Email: liaison@carleton.ca
Website: admissions.carleton.ca

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Carleton University
810 Dunton Tower
1125 Colonel By Drive
Ottawa ON K1S 5B6 Canada
Tel: 613-520-2388
Email: info@sprott.carleton.ca
Website: sprott.carleton.ca
Twitter: @sprottschool

@carleton_future
facebook.com/carletonfuture

Carleton UNIVERSITY
Canada’s Capital University

SPROTT SCHOOL OF BUSINESS