



College of Business Administration

Jan R. Williams, Dean

Sarah F. Gardial, Associate Dean for Academic Programs

Robert T. Ladd, Associate Dean, Research and Technology

Alex Miller, Associate Dean, Executive Education

Fred A. Pierce, III, Director, Undergraduate Programs

Mathew B. Myers, Director, Global Business Institute

C. Warren Neel, Director, Corporate Governance Center

<http://bus.utk.edu/>

The College of Business Administration at the University of Tennessee is widely recognized for its leadership role in implementing some of the most innovative and exciting curricular changes occurring during the last forty years of management education.

The curriculum coursework is divided into four components: general education, pre-business core, business core, and major.

The 58 hours of general education focus on all aspects of human endeavor – written and oral communications; mathematics; social, behavioral, and natural sciences; humanities; foreign language; ethics; and the arts. General education courses span the student's entire academic career.

The pre-business core courses (14 hours) are taken during the student's second year. The pre-business core provides students with the fundamentals of business education, introducing the tools, the environment, and the functions of contemporary business practices.

Building on the pre-business core foundation, the business core (23 hours) consists of integrated contemporary business management modules in supply chain management, demand management, lean operations, information management, and integrated process management; discipline-specific courses in financial management and business strategy; and coursework on global and legal issues. As business management perspectives change, the topics in the business core will, by design, adapt.

Simultaneously, students are completing the coursework (24 hours) required by their chosen major. The College of Business Administration offers nine majors – accounting, economics, enterprise management, finance, human resource management, logistics, marketing, public administration, and statistics. Within the 24 hours of their major, students may study two areas of emphasis – their major with a collateral or their major with a dual concentration. With a collateral, students complete 15 hours in their major and 9 hours in their collateral area (with the exception of economics and statistics majors, who complete 18 hours in their major and 6 hours in their collateral area). With a dual concentration, students complete 12 hours in each area of emphasis. See the chart in this section for details of the collateral and dual concentration options for each major. A minimum grade of C must be earned in every course count-

ed toward the major, including major, collateral, or dual concentration courses.

Upon the completion of this curriculum, students are awarded a Bachelor of Science in Business Administration.

Residency Requirement for Major Coursework

College of Business Administration students are required to take 18 of the 24 major hours (75 percent) in residence at the University of Tennessee. This 24-hour major requirement includes all major, collateral, and/or dual concentration coursework.

Optional Second Major

College of Business Administration students who wish to pursue optional second majors within the College of Business Administration may do so by completing a minimum of 15 or 18 additional hours of primary emphasis (major) outlined by each department. These hours must be distinct from the 24 hours required by the student's first major. Students who choose a second major in public administration must complete an additional 24 hours of major coursework.

College of Business Administration students who wish to pursue optional second majors in the College of Arts and Sciences may do so by completing all curricular requirements for the College of Business Administration and only the major requirements outlined by the College of Arts and Sciences department.

In either instance, the optional multiple majors (or second major) may be listed on the student's transcript. Students should understand that meeting the requirements of second majors may lengthen their academic programs and they should consult with advisors in both areas.

Minor in Business Administration

The College of Business Administration also offers a minor for students pursuing majors in colleges other than the College of Business Administration. Students must successfully complete the following requirements.

| | Hours | Credit |
|-----------------------------|-------|-----------|
| Accounting 200 | | .3 |
| Economics 201 | | .4 |
| Statistics 201 | | .3 |
| Business Administration 201 | | .4 |
| Finance 301 | | .3 |
| Marketing 300 | | .3 |
| Management 300 | | .3 |
| Total | | 23 |

All upper-division (300-level or above) coursework must be taken at the University of Tennessee, Knoxville. Students are responsible for meeting the listed prerequisites of any upper division courses taken. (For instance, Mathematics 125 or 141 is a prerequisite to Statistics 201.) Engineering students may substitute Chemical Engineering 301 for Statistics 201.

Faculty

Students in the College of Business Administration benefit from the countless faculty recognized for excellence in teaching, research, and public service. One of the first in the South to be accredited by the Association to Advance Collegiate Schools of Business International, the University of Tennessee's College of Business Administration strives for excellence in all endeavors.

In addition to challenging students in the classroom, faculty also devote their energies to professional growth and commitment to the community by participating in other College of Business Administration programs, like the Global Business Institute, the Corporate Governance Center, the Center for Executive Education, and the Center for Business and Economic Research.

Technology

Success in today's business environment is largely a function of accessibility to and interpretation of information. This information provides the knowledge that allows employees and employers to

make smart business decisions. Because today's business world demands that employees be able to effectively use personal computers and diverse software applications, the College of Business Administration intertwines technology with its curriculum at all levels.

In order to take advantage of these unique learning tools, all business students will be required to have their own laptop computers when they start their business core courses, which is typically at the beginning of the third year. With the wireless network at the University of Tennessee, students will be able to use their laptop computers almost anywhere on campus.

The Global Initiative

Seeking to instill a global perspective in all of its students, the College of Business Administration challenges undergraduate students to develop the requisite knowledge and skills to prosper in today's global business environment. To help students meet that challenge, the college provides these critical tools – an enhanced core curriculum that covers international business topics in all relevant courses; extraordinary programs for international study and internships; and a unique opportunity to delve into the principles of international business through a collateral or dual concentration in international business.

Students who choose a collateral or dual concentration in international business will gain an understanding of how functional strategies are carried out and how to assess business opportunities in other cultures and countries. With the ability to appreciate different cultural perspectives, political, and economic institutions and to scan the broader environment of world events, students will be prepared to succeed in future international assignments in their careers.

Global Business Institute

The Global Business Institute, located in 410 Aconda Court, serves as the primary catalyst for international awareness and change in the College of Business Administration. By offering internships and career consultation, speakers and event planning, partnership coordination, and program and curricula facilitation, the Global Business Institute helps students, faculty, managers, and public policy makers meet the challenges of a global marketplace.

2006 Majors with Collaterals and Concentrations

| Majors | Collaterals 9 hours | | | | | | | | | | | Concentrations 12 hours | | | | | | |
|------------------------------------|------------------------|-----------|---------|------------------------|------------------------|-----------|-----------|------|-----------------------|---------------------|------------|----------------------------|-------------------|------------------------|-----------|-----------|-----------------------|------------|
| | Accounting | Economics | Finance | Information Management | International Business | Logistics | Marketing | Math | Operations Management | Resource Management | Statistics | Information Management | Internal Auditing | International Business | Logistics | Marketing | Operations Management | Statistics |
| Accounting | | | ● | ● | ● | ● | | | | | | | | | | | | |
| Economics ¹ | | ● | | | | | | ● | | | ● | | | | | | | |
| Enterprise Management | | | | ● | ● | | | ● | | ● | ● | | | | | | | |
| Finance | ● | ● | | ● | ● | ● | | | | | | | ● | | | | | |
| Human Resource Management | | | | ● | ● | | | | | | | | | | | | | |
| Logistics | | | | ● | ● | | ● | | ● | | | ● | ● | ● | | ● | ● | ● |
| Marketing | | | | ● | ● | ● | | | | ● | | ● | ● | ● | | | | ● |
| Public Administration ² | | | | | | | | | | | | | | | | | | |
| Statistics | ● | ● | ● | | | ● | ● | | ● | | | | ● | | ● | | | |

¹ In addition to its Collateral options, Economics also offers areas of focus in international economics, industrial organization, public economics, quantitative economics, money/macroeconomics, regional/urban economics, environmental economics, labor economics, and health economics.
² Because Public Administration is interdisciplinary in design, it does not offer any collaterals or concentrations.

Where to Begin

Undergraduate Programs Office

The mission of the Undergraduate Programs Office is to provide excellent academic and educational program planning services to undergraduate students in the College of Business Administration. The Undergraduate Programs Office, 112 Aconda Court, maintains a full-time staff of academic advisors to answer students' questions concerning majors, curriculum, and elective options. Student advising is achieved through these professional advisors and through faculty mentors when students are admitted to a major.

In addition to advising, the Undergraduate Programs Office provides individual and group educational program planning, management of student data and enrollment information for the college, undergraduate student recruiting, administration of the undergraduate scholarship program, coordination of progression procedures to business majors, and career counseling.

Progression Standards

Acceptance to the College of Business Administration does not guarantee acceptance to a specific major. Students are admitted to the college as pre-majors and must earn admission to the major prior to the completion of 75 hours of coursework. Application to a major is a one-time only event and occurs as part of the student's advising session in the Undergraduate Programs Office the semester a student completes the following coursework.

Mathematics 125, 123, or 141-142 (6 or 8 hours); Oral Communication (3 hours from Communication Studies 210 or 240); Written Communication (3 hours from English 255, 295, or 355); Accounting 200 (3 hours); Economics 201 (4 hours); Statistics 201 (3 hours); Business Administration 201 (4 hours).

Students will progress to a major provided they have earned a 2.75 cumulative GPA (3.0 in accounting) in the coursework listed above.

The Admissions Committee will review applications the week after final grades are posted and students will be notified via mail. If denied progression, the student must pursue a major in a college other than Business Administration at the University of Tennessee, Knoxville.

Only in unusual cases will an application be considered beyond 75 hours of completed coursework. Progression standards are subject to change. Current standards are always available in the Undergraduate Programs Office, 112 Aconda Court.

Appeals

Students who have been denied progression to a major within the College of Business Administration may appeal to the Undergraduate Admissions Appeals Committee. Information on appeal procedures may be obtained in the Undergraduate Programs Office, 112 Aconda Court.

Transfer Students within the University of Tennessee and from Other Institutions

Students in other colleges at the University of Tennessee, or from other institutions should apply for progression to the College of Business Administration at the earliest possible date – no later than the completion of 75 hours. Only in exceptional cases will application be considered after 75 hours of coursework (at the University of Tennessee, Knoxville, or elsewhere) have been attempted. The following minimum requirements must be met in order to be considered for admission to a major.

The student must have earned a minimum 2.75 cumulative average in the courses required for progression (3.0 for accounting majors).

Progression standards are subject to change. Current standards are available in the Undergraduate Programs Office, 112 Aconda Court.

Articulation Agreements

The College of Business Administration has special transfer articulation agreements with some Tennessee community colleges leading to admission with third-year standing in particular

majors at the University of Tennessee. Students are awarded an associate's degree by the specified community college and a baccalaureate degree by the University of Tennessee provided the student successfully completes all the courses required in a particular program and meets the progression standards. All other academic regulations of the degree-granting institutions must also be satisfied.

Details on specific programs and requirements are available from the Office of Undergraduate Admissions at the University of Tennessee or from the specified community college.

Enrichment Opportunities

Executive Undergraduate Program

Top students are invited to participate in the Executive Undergraduate Program, a professional enrichment experience. Members meet with executives who present small group workshops and luncheons and share experiences with students who have similar goals and interests.

Executive-in-Residence

A senior-level executive-in-residence course brings distinguished business and industry leaders to campus for lectures with small groups of students. In these sessions, students have the opportunity to ask questions of some of the nation's business leaders regarding domestic and international strategic planning and other current business topics.

Scholarships

A limited number of scholarships are available for highly-qualified students. Students are invited to apply for a College of Business Administration scholarship. Selection criteria considered for scholarships include academic merit, financial need, and leadership.

To be considered for a scholarship, students must meet the following criteria.

- Unweighted grade point average of 3.0.
- ACT composite score of 23 or SAT combined score of 1050.

Students must complete either the Entering Freshman Academic Scholarship Application or the Returning and Transfer Student Undergraduate Scholarship Application, both of which can be obtained from UT's Office of Financial Aid and Scholarships, 115 Student Services Building or online at <http://web.utk.edu/~finaid/>, and submit it by the date printed on the application, with the following items.

- A current high school transcript and a current college transcript, if the student is a transfer student.
- ACT or SAT scores.

Foreign Study

Several opportunities for study abroad are available to College of Business Administration students, such as group programs arranged and supervised by the college's departments on a full semester or summer term; direct exchange, summer study, and semester programs organized by the Programs Abroad division of the Center for International Education; and individualized programs.

Students planning foreign study must first meet with their academic advisor in the Undergraduate Programs Office to discuss curricular issues.

Off-Campus Study

Recognizing that learning is not restricted to formal classroom situations, students may earn credit towards graduation for approved off-campus study. It may include certain types of work experiences or community involvement. Such study may be undertaken only with prior approval of a faculty member and the department granting credit.

DEPARTMENT OF ACCOUNTING AND INFORMATION MANAGEMENT

<http://bus.utk.edu/acct>

Daniel P. Murphy, Head

Professors

Anderson, K.E. (Pugh and Company Professor), PhD, CPA. . . .Indiana
Behn, B.K. (Ergen Professor & CBER Faculty Fellow),
PhD, CPAArizona State
Carcello, J.V. (Ernst & Young Professor),
PhD, CPA, CMA, CIAGeorgia State
Fisher, B.D., LLMGeorge Washington
Kiger, J.E. (Warren L. Slagle Professor), PhD, CPAMissouri
Murphy, D.P. (Deloitte & Touche Professor), PhD, CPA . . .North Carolina
Roth, H.P., PhD, CPA, CMAVirginia Tech
Stanga, K.G. (Andersen Professor), PhD, CPALouisiana State
Williams, J.R. (Dean and Pilot Chair of Excellence in Leadership),
PhD, CPAArkansas

Associate Professors

Townsend, R.L., PhD, CPATexas
Woodroof, J.B., PhD, CPATexas Tech

Assistant Professors

DeVries, D.D., PhD, CPA, CISAArizona State
Luna, L., PhD, CPATennessee
Neal, T.L., PhD, CPATennessee
Pennington, R.R., PhD, CPASouth Carolina

Lecturers

Anderson, E.B., MAcc, CPATennessee
Gilbert, P.S., MSTennessee
Hendrick, L.W., MBA, JD, CPAHouston
Hollander, A.S. (Reagan Faculty Scholar), PhDTennessee
Hughes, H.N., BS. . . .Tennessee
Reeves, L.M., MAcc, CPATennessee
Valades, K.L., MAccTennessee

ACCOUNTING MAJOR

The University of Tennessee has one of the leading accounting programs in the nation. The program emphasizes the conceptual and applied understanding of business information and prepares students for careers in accounting and business. The program has separate accounting accreditation from AACSB International and is one of the first accounting programs to have earned this designation. As an accredited program, the UT accounting program continuously meets or exceeds a rigorous set of international accreditation standards and is peer reviewed on a regular basis.

The faculty strongly encourages students who desire to become Certified Public Accountants (CPAs) to continue their formal education in UT's one-year Master of Accountancy (MAcc) program which is described in the *Graduate Catalog*. The primary objective of the 30 semester-hour MAcc program, which includes 21 graduate-level semester hours of accounting and 9 hours of business, is to prepare students for careers as CPAs. MAcc students select a specialty area in audit and controls or taxation. Taken together, the BS and MAcc programs provide graduates with the educational requirements to sit for the CPA exam as well as the academic preparation to begin successful careers as CPAs. Most states, including Tennessee, require 150 semester hours of education to sit for the CPA exam.

The UT accounting program offers its majors an opportunity to participate in two full-time, highly-structured internship programs. The faculty strongly encourages accounting majors to participate in one or both programs. The first internship program (summer program) emphasizes internships in industry. The industry internship occurs during the summer between the student's third and fourth year. The second internship program (spring program) emphasizes internships with public accounting firms. Public accounting internships occur during the spring of the student's fourth year and are designed for those students who intend to enroll in UT's MAcc program.

The accounting major offers three programs at the under-

graduate level – preparation for general accounting, preparation for internal auditing, and preparation for the Master of Accountancy program.

Preparation for general accounting is for those students who do not seek to become CPAs but instead desire careers in other areas of accounting or business (for example, managerial accounting). It also provides students with an introduction to major functional areas of accounting. The program requires students to choose a three-course collateral area in one of four areas that closely complement a career in accounting – finance, information management, international business, or logistics.

Requirements for the Bachelor of Science in Business Administration Accounting Major • Collateral Option

| First Year | Hours Credit |
|--|--------------|
| ^{1,2} Written Communication: English 101*, 102* | 6 |
| ³ Quantitative Reasoning: Math 123*-125* or 141*-142* | 6 or 8 |
| Cultures and Civilizations: Intermediate Foreign Language* | 6 |
| Natural Sciences* | 6 or 8 |
| Social Sciences* | 3 |
| Oral Communication: Communication Studies 210* or 240* | 3 |
| Second Year | |
| Accounting 200 (Honors 207) | 3 |
| Social Sciences: Economics 201* (Honors 207*) | 4 |
| Written Communication: English 255*, 295*, or 355* | 3 |
| Statistics 201 (Honors 207) | 3 |
| Business Administration 201 | 4 |
| ² Arts and Humanities* | 6 |
| Cultures and Civilizations* | 3 |
| Electives | 3 |
| Third Year | |
| Business Administration 331-332 | 4 |
| Business Administration 341-342 | 4 |
| Ethics: Philosophy 243, 244, or 443 | 3 |
| Accounting 301 | 3 |
| Information Management 341 | 3 |
| Finance 301 | 3 |
| Business Administration 353 | 3 |
| Business Administration 361 | 3 |
| Accounting 311 | 3 |
| Accounting 411 | 3 |
| ⁴ Collateral | 3 |
| Fourth Year | |
| Accounting 321 | 3 |
| Accounting 414 or 431 | 3 |
| Business Law 301 | 3 |
| Management 401 | 3 |
| ⁴ Collateral | 6 |
| Electives | 4-8 |
| Total 120 | |

Accounting Collateral Options

FINANCE – Finance 425, 435, and 455 or Accounting 414.

INFORMATION MANAGEMENT – Information Management 342, 442, 443.

INTERNATIONAL BUSINESS – Economics 329; Business Administration 371; Management 471.

LOGISTICS – Logistics 310, 411, 421.

* Meets University General Education Requirement.

¹ Must be completed by the end of the First Year.

² Students who complete English 118, Honors English Composition, with a grade of A or B will complete their English Composition requirement by choosing English 102 or a Second Year literature course in the English Department. If the Second Year literature course appears on the list for the Arts and Humanities requirement, the course may also be counted toward the Arts and Humanities requirement.

³ Mathematics – Mathematics 125 or 141 are prerequisites for Statistics 201, which is taken during the second semester of the Second Year. As a result, either Mathematics 125 or 141 must be completed by the end of the first semester of the Second Year. Students testing into Mathematics 100, 110, 115, or 119 must complete these courses during their First Year to ensure that Mathematics 125 or 141 can be completed during the first semester of the Second Year. Students who have not completed Mathematics 125 by the end of their First Year

should take Mathematics 125 in the first semester of their Second Year, prior to taking Mathematics 123.

- 4 In the spring of their Third Year, students normally make the decision whether to enter the job market upon graduation or apply to the Master of Accountancy program. Accounting 414 and 431 are both prerequisites to the MAcc program; therefore, students planning to enter the MAcc program should take Accounting 414 or 431 (whichever was not taken to satisfy the major requirement) instead of Finance 455 in the finance collateral, instead of Information Management 442 in the information management collateral, instead of Management 471 in the international business collateral, and instead of Logistics 421 in the logistics collateral.

INTERNAL AUDITING

The internal auditing concentration (for finance, logistics, and marketing majors) is designed to provide high-performing graduates a path to corporate management by beginning a career in internal auditing with either a CPA firm, corporation, or governmental organization. Internal auditing provides a direct pathway to corporate management. An entry-level position in internal auditing functions as a management-training program. A corporate internal auditor learns a great deal about a company’s industry, operations, and business processes. Internal auditors working in CPA firms generally are exposed to a variety of businesses and industries. While some internal auditors focus on accounting matters, many internal auditors concentrate on finance or other aspects of business operations. Most business organizations plan for internal auditors to progress from the internal audit department to a management position in three to five years. Internal auditors working in CPA firms often migrate to corporate internal audit departments or other managerial positions with internal audit clients.

An internship usually is a prerequisite to placement of entry-level candidates. In connection with Career Services, the Department of Accounting and Information Management coordinates an internship program. To be eligible to interview, students will be expected to have at least a 3.5 overall GPA and at least a 3.2 in courses in the internal auditing concentration. For information regarding this program, please contact the Department of Accounting and Information Management.

PREPARATION FOR MASTER OF ACCOUNTANCY

Preparation for the Master of Accountancy program is for those students who want to become CPAs. It provides students with an introduction to the major functional areas of accounting, thereby serving as preparation for the in depth pursuit of a specialization (audit and controls or taxation) in the MAcc program. The program requires students to choose a two-course collateral area in one of four areas that closely complement a career in accounting – finance, information management, international business, or logistics.

DEPARTMENT OF ECONOMICS

<http://econ.bus.utk.edu>

Robert A. Bohm, Head

Professors

- Bohm, R.A., PhDWashington (St. Louis)
- Bruce, D., PhDSyracuse
- Chang, H.S., PhDVanderbilt
- Clark, D.P. (Beaman Professor), PhDMichigan State
- Fox, W.F. (William B. Stokely Distinguished Professor of Business), PhDOhio State
- Murray, M.N. (Douglas A. and Brenda Horne Professor), PhDSyracuse
- Santore, R., PhDOhio State

Associate Professor

- Gauger, J.A., PhDIowa State

Assistant Professors

- Chakraborty, A., PhDOregon
- Evans, M., PhDColorado
- Gilpatric, S., PhDTexas A&M

- Mohsin, M., PhDYork (Canada)
- Munkin, M., PhDIndiana
- Vossler, C., PhDCornell

Research Associate Professor

- Burton, M., PhDTennessee
- McKee, M., PhDCarlton (Canada)

Lecturers

- Baker, K., PhDNew Mexico
- Bueckman, D., PhDTennessee
- Das, S., PhDVanderbilt
- Kauffman, C., PhDTennessee
- Schuler, G., PhDHouston

Emeriti Faculty

- Davidson, P. (J. Fred Holly Chair of Excellence Emeritus), PhDPennsylvania
- Moore, J.R. (Alumni Distinguished Service Professor Emeritus), PhDCornell
- Russell, M., PhDOklahoma
- Spiva, Jr., G.A., PhDTexas

Adjunct Faculty

- Bjornstad, David, PhDSyracuse
- Curlee, T.R., PhDPurdue
- D’Urso, V.T., PhDMassachusetts Institute of Technology
- Schriver, W.R., PhDTennessee
- Shelton, R.B., PhDSouthern Illinois
- Vogt, D.P., PhDSyracuse

ECONOMICS MAJOR

The economics major provides an opportunity to apply the theoretical and analytical rigor of basic managerial and macro-economic tools to contemporary issues in economics and business. Students may choose either the traditional or collateral option for the major (see below), the latter providing an opportunity to combine work in economics with complementary topics in finance, mathematics, or statistics. Electives, as well as major coursework under the traditional option, consider topics such as business/industrial organization and public finance, as well as international, quantitative, monetary, regional/urban, environmental, labor, and health economics. Majors pursue careers in the traditional business disciplines, consulting, all levels of government service, and a variety of other fields. The program provides excellent training for graduate work in economics, business, public policy, and law. Students planning to pursue graduate study in economics should elect the quantitative economics and mathematics collateral option.

Requirements for the Bachelor of Science in Business Administration • Economics Major • Traditional Option

| First Year | Hours | Credit |
|--|-------|--------|
| 1,2Written Communication: English 101*, 102* | 6 | 6 |
| 3Quantitative Reasoning: Math 123*-125* or 141*-142* | 6 | or 8 |
| Cultures and Civilizations: Intermediate Foreign Language* | 6 | 6 |
| Natural Sciences* | 6 | or 8 |
| Social Sciences* | 3 | 3 |
| Oral Communication: Communication Studies 210* or 240* | 3 | 3 |
| Second Year | | |
| Accounting 200 (Honors 207) | 3 | 3 |
| Social Sciences: Economics 201* (Honors 207*) | 4 | 4 |
| Written Communication: English 255*, 295*, or 355* | 3 | 3 |
| Statistics 201 (Honors 207) | 3 | 3 |
| Business Administration 201 | 4 | 4 |
| 2Arts and Humanities* | 6 | 6 |
| Cultures and Civilizations* | 3 | 3 |
| Electives | 3 | 3 |
| Third Year | | |
| Business Administration 331-332 | 4 | 4 |
| Business Administration 341-342 | 4 | 4 |
| Ethics: Philosophy 243, 244, or 443 | 3 | 3 |
| Finance 301 | 3 | 3 |
| Economics 312 | 3 | 3 |
| Economics 313 | 3 | 3 |
| Business Administration 353 | 3 | 3 |
| Business Administration 361 | 3 | 3 |
| Economics major coursework | 3 | 3 |

Fourth Year

| | |
|--|------------|
| Economics major coursework | 3 |
| Business Law 301 | 3 |
| Economics Electives (Four additional Economics courses, with at least two at the 400-level) | 12 |
| Management 401 | 3 |
| Electives | 7-11 |
| Total | 120 |

Economics Major Coursework Options (choose one area of focus).

| |
|---|
| ENVIRONMENTAL ECONOMICS – Economics 362, 463. |
| HEALTH ECONOMICS – Economics 436; Public Health 300. |
| INDUSTRIAL ORGANIZATION – Economics 331, 435. |
| INTERNATIONAL ECONOMICS – Economics 322, 421. |
| LABOR ECONOMICS – Economics 441; Management 472. |
| MONEY/MACROECONOMICS – Economics 351, 413. |
| PUBLIC ECONOMICS – Economics 371, 472. |
| QUANTITATIVE ECONOMICS – Economics 381, 482. |
| REGIONAL/URBAN ECONOMICS – Economics 361; Finance 485 (Accounting 301 prerequisite). |

* Meets University General Education Requirement.

- 1 Must be completed by the end of the First Year.
- 2 Students who complete English 118, Honors English Composition, with a grade of A or B will complete their English Composition requirement by choosing English 102 or a Second Year literature course in the English Department. If the Second Year literature course appears on the list for the Arts and Humanities requirement, the course may also be counted toward the Arts and Humanities requirement.
- 3 Mathematics – Mathematics 125 or 141 are prerequisites for Statistics 201, which is taken during the second semester of the Second Year. As a result, either Mathematics 125 or 141 must be completed by the end of the first semester of the Second Year. Students testing into Mathematics 100, 110, 115, or 119 must complete these courses during their First Year to ensure that Mathematics 125 or 141 can be completed during the first semester of the Second Year. Students who have not completed Mathematics 125 by the end of their First Year should take Mathematics 125 in the first semester of their Second Year, prior to taking Mathematics 123.

COLLATERAL OPTION**Requirements for the Bachelor of Science in Business Administration • Economics Major • Collateral Option**

| Third Year | Hours | Credit |
|--|------------|------------|
| Business Administration 331-332 | 4 | 4 |
| Business Administration 341-342 | 4 | 4 |
| Ethics: Philosophy 243, 244, or 443 | 3 | 3 |
| Finance 301 | 3 | 3 |
| Economics 312 | 3 | 3 |
| Economics 313 | 3 | 3 |
| Business Administration 353 | 3 | 3 |
| Business Administration 361 | 3 | 3 |
| Collateral | 6 | 6 |
| Fourth Year | | |
| Business Law 301 | 3 | 3 |
| Collateral | 6 | 6 |
| Economics Electives (Two additional Economics courses at the 400-level) | 6 | 6 |
| Management 401 | 3 | 3 |
| Electives | 7-11 | 7-11 |
| Total | 120 | 120 |

Economics Collateral Options

| |
|--|
| INDUSTRIAL ORGANIZATION AND FINANCE – Economics 331, 435; Finance 425 (Accounting 301 corequisite), 455. |
| MONEY/MACROECONOMICS AND FINANCE – Economics 351, 413; Finance 425 (Accounting 301 corequisite), 435. |
| QUANTITATIVE ECONOMICS AND MATH – Economics 381, 482; Mathematics 241 (Mathematics 142 prerequisite), 251. |
| QUANTITATIVE ECONOMICS AND STATISTICS – Economics 381, 482; Statistics 472 (Statistics 320 prerequisite), 475 (Statistics 320 prerequisite). |

DEPARTMENT OF FINANCE

<http://bus.utk.edu/finance>

James W. Wansley, Head

Professors

| | |
|--|------------------------|
| Black, H.A. (James F. Smith, Jr. Professor), PhD | Ohio State |
| Boehm, T.P. (AmSouth Scholar), PhD | Washington (St. Louis) |
| DeGennaro, R.P. (SunTrust Professor), PhD | Ohio State |
| Ehrhardt, M.C. (Paul and Beverly Castagna Professor in Investments), PhD | Georgia Tech |
| Philippatos, G.C. (Distinguished Chaired Professor of Banking and Finance), PhD | New York |
| Shrieves, R.E. (William Voigt Professor), PhD | UCLA |
| Wachowicz, Jr., J.M. (AmSouth Scholar), PhD | Illinois |
| Wansley, J.W. (Clayton Homes Chair of Excellence), PhD | South Carolina |

Associate Professors

| | |
|--|----------------|
| Collins, M.C. (David E. Sharp Home Federal Bank Fellow), PhD | Georgia |
| Daves, P.R., PhD | North Carolina |
| Murphy, D.L., PhD | Florida |

Assistant Professor

| | |
|------------------|--------|
| Woidtke, T., PhD | Tulane |
|------------------|--------|

Lecturers

| | |
|-------------------|-----------|
| Murphy, S.P., MBA | Loyola |
| Sexton, L.S., MBA | Tennessee |

FINANCE MAJOR

The finance major gives students the flexibility to tailor their programs to fit their particular career goals and to prepare for one (or more) of the following specialty areas. The course in investments leads to career opportunities in investment analysis, commercial and investment banking, and insurance companies. The course in real estate is designed for students who are interested in real estate brokerage, appraising, taxation, law, property management, real estate development, mortgage lending and banking, construction, government loan guarantees, and insurance. The course in corporate finance leads to opportunities in corporate forecasting, planning, and control; cash management; and capital and financial analysis positions. The course in financial institutions and markets prepares students for opportunities in the management of financial institutions, as well as within the government organizations related to the industry. The course in insurance and risk management prepares students for opportunities in insurance, business, and public risk management.

Requirements for the Bachelor of Science in Business Administration • Finance Major • Collateral Option

| First Year | Hours | Credit |
|--|--------|--------|
| ^{1,2} Written Communication: English 101*, 102* | 6 | 6 |
| ³ Quantitative Reasoning: Math 123*-125* or 141*-142* | 6 or 8 | 6 or 8 |
| Cultures and Civilizations: Intermediate Foreign Language* | 6 | 6 |
| Natural Sciences* | 6 or 8 | 6 or 8 |
| Social Sciences* | 3 | 3 |
| Oral Communication: Communication Studies 210* or 240* | 3 | 3 |
| Second Year | | |
| Accounting 200 (Honors 207) | 3 | 3 |
| Social Sciences: Economics 201* (Honors 207*) | 4 | 4 |
| Written Communication: English 255*, 295*, or 355* | 3 | 3 |
| Statistics 201 (Honors 207) | 3 | 3 |
| Business Administration 201 | 4 | 4 |
| ² Arts and Humanities* | 6 | 6 |
| Cultures and Civilizations* | 3 | 3 |
| Electives | 3 | 3 |
| Third Year | | |
| Business Administration 331-332 | 4 | 4 |
| Business Administration 341-342 | 4 | 4 |
| Ethics: Philosophy 243, 244, or 443 | 3 | 3 |
| Finance 301 | 3 | 3 |
| Accounting 301 | 3 | 3 |
| Business Administration 353 | 3 | 3 |
| Business Administration 361 | 3 | 3 |
| Finance 425 | 3 | 3 |
| Collateral | 6 | 6 |

| | |
|---|------|
| Fourth Year | |
| Business Law 301 | 3 |
| Finance 435 | 3 |
| Collateral | 3 |
| Finance 455 | 3 |
| Finance Electives: 3 hours from Finance 402, 475, 485, 493, 495 | 3 |
| Management 401 | 3 |
| Electives | 7-11 |
| Total 120 | |

Finance Collateral Options

- ACCOUNTING – Accounting 321 and any one of Accounting 311, Information Management 341 or Accounting 431 (increase Finance electives by 3).
- ECONOMICS – Economics 312, 313, and choice of either Economics 421 or 482.
- INFORMATION MANAGEMENT – Information Management 341, 342, 442 or 443.
- INTERNATIONAL BUSINESS – Economics 329; Business Administration 371; Management 471.
- LOGISTICS – Logistics 310, 411, 421.

- * Meets University General Education Requirement.
- 1 Must be completed by the end of the First Year.
- 2 Students who complete English 118, Honors English Composition, with a grade of A or B will complete their English Composition requirement by choosing English 102 or a Second Year literature course in the English Department. If the Second Year literature course appears on the list for the Arts and Humanities requirement, the course may also be counted toward the Arts and Humanities requirement.
- 3 Mathematics – Mathematics 125 or 141 are prerequisites for Statistics 201, which is taken during the second semester of the Second Year. As a result, either Mathematics 125 or 141 must be completed by the end of the first semester of the Second Year. Students testing into Mathematics 100, 110, 115, or 119 must complete these courses during their First Year to ensure that Mathematics 125 or 141 can be completed during the first semester of the Second Year. Students who have not completed Mathematics 125 by the end of their First Year should take Mathematics 125 in the first semester of their Second Year, prior to taking Mathematics 123.

Requirements for the Bachelor of Science in Business Administration • Finance Major • Dual Concentration with Internal Auditing

| | Hours | Credit |
|-------------------------------------|-------|--------|
| Business Administration 331-332 | 3 | 4 |
| Business Administration 341-342 | 3 | 4 |
| Ethics: Philosophy 243, 244, or 443 | 3 | 3 |
| Finance 301 | 3 | 3 |
| Accounting 301 | 3 | 3 |
| Information Management 341 | 3 | 3 |
| Business Administration 353 | 3 | 3 |
| Business Administration 361 | 3 | 3 |
| Finance 425 | 3 | 3 |
| Accounting 411 | 3 | 3 |

| | |
|---|------|
| Fourth Year | |
| Business Law 301 | 3 |
| Finance 435 | 3 |
| Finance 455 | 3 |
| Accounting 311 | 3 |
| Finance Elective: 3 hours from Finance 402, 475, 485, 493, or 495 | 3 |
| Management 401 | 3 |
| 4Electives | 7-11 |
| Total 120 | |

4 Students are encouraged to take Accounting 321.

DEPARTMENT OF MANAGEMENT

<http://bus.utk.edu/mgt>

Robert T. Ladd, Interim Head
E. Kate Atchley, Assistant Head

Professors

- Judge, W.Q., PhD North Carolina
- Ladd, R.T. (Associate Dean and William B. Stokely Professor of Business), PhD Georgia
- Miller, A. (Associate Dean and William B. Stokely Chair of Management), PhD Washington
- Rentsch, J.R., PhD Maryland
- Rush, M.C., PhD Akron
- Stahl, M.J. (William B. Stokely Distinguished Professor of Management), PhD Rensselaer Polytechnic Institute
- Woehr, D.J., PhD Georgia Tech

Associate Professors

- Elenkov, D.S., PhD Massachusetts Institute of Technology
- Kupritz, V.W., PhD Virginia Tech
- Morris, M.L. (Stokely Faculty Scholar), PhD, CFLE Tennessee
- Seat, J.E., PhD Tennessee
- Smith, A.D., PhD North Carolina

Assistant Professors

- Bartley, S.J., PhD Tennessee
- Lim, D.H., PhD Illinois
- Pierce, R.H., PhD Ohio State

Lecturers

- Anderson, J.C., MIM Thunderbird
- Atchley, E.K.P., PhD Tennessee
- Hoffman, J.G., MBA Notre Dame
- Lyle, L.G., PhD Tennessee
- Mackey, D.L., PhD Tennessee
- Neubert, R.L., PhD Tennessee
- Swift, G.D., MBA Georgia State

ENTERPRISE MANAGEMENT MAJOR

The enterprise management major was designed to meet an increasing demand for a general management major that prepares individuals for starting small businesses, working in family businesses, or entering management training programs. The basis of the enterprise management major is coursework in marketing strategy frameworks, total quality management or microeconomics, managerial skills, personnel management, and business planning. Students then choose from collaterals in marketing, operations management, resource management, information management, or international business.

Requirements for the Bachelor of Science in Business Administration • Enterprise Management Major • Collateral Option

| | Hours | Credit |
|--|--------|--------|
| 1,2Written Communication: English 101*, 102* | 6 | 6 |
| 3Quantitative Reasoning: Math 123*-125* or 141*-142* | 6 or 8 | 6 or 8 |
| Cultures and Civilizations: Intermediate Foreign Language* | 6 | 6 |
| Natural Sciences* | 6 or 8 | 6 or 8 |
| Social Sciences* | 3 | 3 |
| Oral Communication: Communication Studies 210* or 240* | 3 | 3 |
| Second Year | | |
| Accounting 200 (Honors 207) | 3 | 3 |
| Social Sciences: Economics 201* (Honors 207*) | 4 | 4 |
| Written Communication: English 255*, 295*, or 355* | 3 | 3 |
| Statistics 201 (Honors 207) | 3 | 3 |
| Business Administration 201 | 4 | 4 |
| 2Arts and Humanities* | 6 | 6 |
| Cultures and Civilizations* | 3 | 3 |
| Electives | 3 | 3 |
| Third Year | | |
| Business Administration 331-332 | 4 | 4 |
| Business Administration 341-342 | 4 | 4 |
| Ethics: Philosophy 243, 244, or 443 | 3 | 3 |
| Finance 301 | 3 | 3 |
| Business Administration 353 | 3 | 3 |
| Business Administration 361 | 3 | 3 |

| | |
|--|------------|
| Management 331 | 3 |
| Operations and Management Science 421 or Economics 312 | 3 |
| Marketing 340 | 3 |
| Collateral | 3 |
| Fourth Year | |
| Business Law 301 | 3 |
| Management 431 | 3 |
| Management 451 | 3 |
| Collateral | 6 |
| Management 401 | 3 |
| Electives | 7-11 |
| Total | 120 |

Enterprise Management Collateral Options

INFORMATION MANAGEMENT – Information Management 341, 342, and one of Information Management 442 or 443.
INTERNATIONAL BUSINESS – Economics 329; Business Administration 371; Management 471.
MARKETING – Marketing 350, 452, 456, 458.
OPERATIONS MANAGEMENT – Operations and Management Science 341, 410, 441.
RESOURCE MANAGEMENT – Accounting 301, 321; Finance 425.

* Meets University General Education Requirement.

- 1 Must be completed by the end of the First Year.
- 2 Students who complete English 118, Honors English Composition, with a grade of A or B will complete their English Composition requirement by choosing English 102 or a Second Year literature course in the English Department. If the Second Year literature course appears on the list for the Arts and Humanities requirement, the course may also be counted toward the Arts and Humanities requirement.
- 3 Mathematics – Mathematics 125 or 141 are prerequisites for Statistics 201, which is taken during the second semester of the Second Year. As a result, either Mathematics 125 or 141 must be completed by the end of the first semester of the Second Year. Students testing into Mathematics 100, 110, 115, or 119 must complete these courses during their First Year to ensure that Mathematics 125 or 141 can be completed during the first semester of the Second Year. Students who have not completed Mathematics 125 by the end of their First Year should take Mathematics 125 in the first semester of their Second Year, prior to taking Mathematics 123.

HUMAN RESOURCE MANAGEMENT MAJOR

The human resource management major was designed to meet the growing demand for qualified human resource practitioners armed with the skills required in today's rapidly changing workplace. The major is consistent with the Society for Human Resource Management's model of knowledge and skills needed for successful practice and certification. Human resource management majors take coursework in organizational behavior, training systems, employee and labor relations, compensation and benefits, and staffing organizations. Students may choose from collaterals in information management and international business.

Requirements for the Bachelor of Science in Business Administration • Human Resource Management Major • Collateral Option

| First Year | Hours | Credit |
|--|--------|--------|
| 1,2Written Communication: English 101*, 102* | 6 | |
| 3Quantitative Reasoning: Math 123*-125* or 141*-142* | 6 or 8 | |
| Cultures and Civilizations: Intermediate Foreign Language* | 6 | or 8 |
| Natural Sciences* | 6 | or 8 |
| Social Sciences* | 3 | |
| Oral Communication: Communication Studies 210* or 240* | 3 | |
| Second Year | | |
| Accounting 200 (Honors 207) | 3 | |
| Social Sciences: Economics 201* (Honors 207*) | 4 | |
| Written Communication: English 255*, 295*, or 355* | 3 | |
| Statistics 201 (Honors 207) | 3 | |
| Business Administration 201 | 4 | |
| 2Arts and Humanities* | 6 | |
| Cultures and Civilizations* | 3 | |
| Electives | 3 | |

Third Year

| | |
|-------------------------------------|---|
| Business Administration 331-332 | 4 |
| Business Administration 341-342 | 4 |
| Ethics: Philosophy 243, 244, or 443 | 3 |
| Finance 301 | 3 |
| Human Resource Management 330 | 3 |
| Business Administration 353 | 3 |
| Business Administration 361 | 3 |
| Human Resource Management 340 | 3 |
| Collateral | 3 |

Fourth Year

| | |
|-------------------------------|------------|
| Business Law 301 | 3 |
| Human Resource Management 350 | 3 |
| Collateral | 6 |
| Human Resource Management 460 | 3 |
| Human Resource Management 470 | 3 |
| Management 401 | 3 |
| Electives | 7-11 |
| Total | 120 |

Human Resource Management Collateral Options

INFORMATION MANAGEMENT – Information Management 341, 342, and 442 or 443.
INTERNATIONAL BUSINESS – Economics 329; Business Administration 371; Management 471.

* Meets University General Education Requirement.

- 1 Must be completed by the end of the First Year.
- 2 Students who complete English 118, Honors English Composition, with a grade of A or B will complete their English Composition requirement by choosing English 102 or a Second Year literature course in the English Department. If the Second Year literature course appears on the list for the Arts and Humanities requirement, the course may also be counted toward the Arts and Humanities requirement.
- 3 Mathematics – Mathematics 125 or 141 are prerequisites for Statistics 201, which is taken during the second semester of the Second Year. As a result, either Mathematics 125 or 141 must be completed by the end of the first semester of the Second Year. Students testing into Mathematics 100, 110, 115, or 119 must complete these courses during their First Year to ensure that Mathematics 125 or 141 can be completed during the first semester of the Second Year. Students who have not completed Mathematics 125 by the end of their First Year should take Mathematics 125 in the first semester of their Second Year, prior to taking Mathematics 123.

DEPARTMENT OF MARKETING AND LOGISTICS

<http://ml.bus.utk.edu>

Ted Stank, Head

Professors

| | |
|---|----------------|
| Barnaby, D.J., PhD | Purdue |
| Cadotte, E.R., PhD | Ohio State |
| Davis, Jr., F.W., PhD | Michigan State |
| Gardial, S.F. (Associate Dean and Beaman Professor), PhD | Houston |
| Mentzer, J.T. (Harry J. and Vivienne R. Bruce Chair of Excellence in Business), PhD | Michigan State |
| Schumann, D.W. (Taylor Professor in Business), PhD | Missouri |
| Stank, T.P. (John H. "Red" Dove Professor of Logistics), PhD | Georgia |

Associate Professors

| | |
|--|----------------|
| Dabholkar, P.A., PhD | Georgia State |
| Flint, D.J. (Proffitt's, Inc. Professor in Marketing), PhD | Tennessee |
| Foggin, J.H., DBA | Indiana |
| Holcomb, M.C., PhD | Tennessee |
| Kahn, K.B., PhD | Virginia Tech |
| Moon, M.A., PhD | North Carolina |
| Myers, M.B. (Nestle USA Professor in Marketing), PhD | Michigan State |
| Reizenstein, R.C., PhD | Cornell |
| Rentz, J.O., PhD | Georgia |
| Rinehart, L.M., PhD | Tennessee |

Assistant Professors

| | |
|---------------------|-----------|
| Esper, T.L., PhD | Arkansas |
| Mollenkopf, D., PhD | Drexel |
| Sahin, F., PhD | Texas A&M |
| Tate, W., PhD | Arkansas |

Emeriti Faculty

Dicer, G.N., DBAIndiana
 Mundy, R.A., PhDPenn State
 Woodruff, R.B., DBAIndiana

Instructors

Collins, M.E., MBAMiddle Tennessee State
 Dittmann, J.P., PhDMissouri

LOGISTICS MAJOR

Logistics has responsibility for the movement of raw materials and component parts into and within a business firm and to the distribution of finished products and services to customers.

Because having products and/or services in the right place at the right time is critical for success in any business, logistics plays a critical role in a firm’s comprehensive supply chain. A career in logistics offers students the opportunity to make a significant contribution to corporate effectiveness in this area.

The internationally recognized logistics program at the University of Tennessee is currently regarded as one of the most comprehensive and contemporary programs in the nation. The program offers a fundamental yet innovative curriculum. Students develop important skills required of logistics professionals as well as learn how logistics helps solve business supply chain management problems.

Requirements for the Bachelor of Science in Business Administration • Logistics Major • Collateral Option

| First Year | Hours Credit |
|--|--------------|
| 1,2Written Communication: English 101*, 102* | .6 |
| 3Quantitative Reasoning: Math 123*-125* or 141*-142* | .6 or 8 |
| Cultures and Civilizations: Intermediate Foreign Language* | .6 |
| Natural Sciences* | .6 or 8 |
| Social Sciences* | .3 |
| Oral Communication: Communication Studies 210* or 240* | .3 |
| Second Year | |
| Accounting 200 (Honors 207) | .3 |
| Social Sciences: Economics 201* (Honors 207*) | .4 |
| Written Communication: English 255*, 295*, or 355* | .3 |
| Statistics 201 (Honors 207) | .3 |
| Business Administration 201 | .4 |
| 2Arts and Humanities* | .6 |
| Cultures and Civilizations* | .3 |
| Electives | .3 |
| Third Year | |
| Business Administration 331-332 | .4 |
| Business Administration 341-342 | .4 |
| Ethics: Philosophy 243, 244, or 443 | .3 |
| Finance 301 | .3 |
| Business Administration 353 | .3 |
| Business Administration 361 | .3 |
| Logistics 310 | .3 |
| Collateral | .3 |
| Business Law 301 | .3 |
| Fourth Year | |
| Logistics 411 | .3 |
| Logistics 421 | .3 |
| Collateral | .6 |
| Logistics 412 or 413 | .3 |
| Logistics 460 | .3 |
| Management 401 | .3 |
| Electives | .7-11 |
| Total 120 | |

Logistics Collateral Options

INFORMATION MANAGEMENT – Information Management 341, 342, and 442 or 443.
INTERNATIONAL BUSINESS – Economics 329; Business Administration 371; Management 471.
MARKETING – Marketing 340, 350, and any two of Marketing 452, 456 or 458* (reduce elective hours by one).
OPERATIONS MANAGEMENT – Operations and Management Science 341, 441, 410 or 421.

- * Meets University General Education Requirement.
- 1 Must be completed by the end of the First Year.
- 2 Students who complete English 118, Honors English Composition, with a grade of A or B will complete their English Composition requirement by choosing English 102 or a Second Year literature course in the English Department. If the Second Year literature course appears on the list for the Arts and Humanities requirement, the course may also be counted toward the Arts and Humanities requirement.
- 3 Mathematics – Mathematics 125 or 141 are prerequisites for Statistics 201, which is taken during the second semester of the Second Year. As a result, either Mathematics 125 or 141 must be completed by the end of the first semester of the Second Year. Students testing into Mathematics 100, 110, 115, or 119 must complete these courses during their First Year to ensure that Mathematics 125 or 141 can be completed during the first semester of the Second Year. Students who have not completed Mathematics 125 by the end of their First Year should take Mathematics 125 in the first semester of their Second Year, prior to taking Mathematics 123.

DUAL CONCENTRATIONS

Requirements for the Bachelor of Science in Business Administration • Logistics Major • Dual Concentration with Information Management

| Third Year | Hours Credit |
|---|--------------|
| Business Administration 331-332 | .4 |
| Business Administration 341-342 | .4 |
| Ethics: Philosophy 243, 244, or 443 | .3 |
| Finance 301 | .3 |
| Business Administration 353 | .3 |
| Business Administration 361 | .3 |
| Logistics 310 | .3 |
| Information Management 341 | .3 |
| Business Law 301 | .3 |
| Fourth Year | |
| Logistics 411 | .3 |
| Logistics 421 or 413 | .3 |
| Information Management 342 | .3 |
| Information Management 442 | .3 |
| Information Management 443 | .3 |
| Logistics 460 | .3 |
| Management 401 | .3 |
| Electives | .7-11 |
| Total 120 | |

Requirements for the Bachelor of Science in Business Administration • Logistics Major • Dual Concentration with Internal Auditing

| Third Year | Hours Credit |
|---|--------------|
| Business Administration 331-332 | .4 |
| Business Administration 341-342 | .4 |
| Ethics: Philosophy 243, 244, or 443 | .3 |
| Accounting 301 | .3 |
| Information Management 341 | .3 |
| Finance 301 | .3 |
| Business Administration 353 | .3 |
| Business Administration 361 | .3 |
| Logistics 310 | .3 |
| Accounting 411 | .3 |
| Fourth Year | |
| Business Law 301 | .3 |
| Logistics 411 | .3 |
| Logistics 421 or 413 | .3 |
| Accounting 311 | .3 |
| Logistics 460 | .3 |
| Management 401 | .3 |
| 4Electives | .7-11 |
| Total 120 | |

4 Students are encouraged to take Accounting 321.

Requirements for the Bachelor of Science in Business Administration • Logistics Major • Dual Concentration with International Business

| Third Year | Hours | Credit |
|--|-------|-----------|
| Business Administration 331-332 | 4 | .4 |
| Business Administration 341-342 | 4 | .4 |
| Ethics: Philosophy 243, 244, or 443 | 3 | .3 |
| Finance 301 | 3 | .3 |
| Business Administration 353 | 3 | .3 |
| Business Administration 361 | 3 | .3 |
| Logistics 310 | 3 | .3 |
| ⁴ Economics 329 | 3 | .3 |
| Business Law 301 | 3 | .3 |
| Fourth Year | | |
| Logistics 411 | 3 | .3 |
| Logistics 421 or 413 | 3 | .3 |
| ⁴ Management 471 | 3 | .3 |
| ⁴ Business Administration 371 | 3 | .3 |
| ⁴ Management 481 | 3 | .3 |
| Logistics 460 | 3 | .3 |
| Management 401 | 3 | .3 |
| Electives | 7-11 | |
| | | Total 120 |

⁴ Coursework for the International Business Dual Concentration may be substituted for a program of study as approved by an advisor.

Requirements for the Bachelor of Science in Business Administration • Logistics Major • Dual Concentration with Marketing

| Third Year | Hours | Credit |
|---|-------|-----------|
| Business Administration 331-332 | 4 | .4 |
| Business Administration 341-342 | 4 | .4 |
| Ethics: Philosophy 243, 244, or 443 | 3 | .3 |
| Finance 301 | 3 | .3 |
| Business Administration 353 | 3 | .3 |
| Business Administration 361 | 3 | .3 |
| Logistics 310 | 3 | .3 |
| Marketing 340 | 3 | .3 |
| Business Law 301 | 3 | .3 |
| Fourth Year | | |
| Logistics 411 | 3 | .3 |
| Logistics 421 or 413 | 3 | .3 |
| Marketing 350 | 3 | .3 |
| Marketing Electives: Marketing 452, 456, or 458 | 4 | .4 |
| Logistics 460 | 3 | .3 |
| Marketing 460 | 3 | .3 |
| Management 401 | 3 | .3 |
| Electives | 6-10 | |
| | | Total 120 |

Requirements for the Bachelor of Science in Business Administration • Logistics Major • Dual Concentration with Operations Management

| Third Year | Hours | Credit |
|---------------------------------------|-------|-----------|
| Business Administration 331-332 | 4 | .4 |
| Business Administration 341-342 | 4 | .4 |
| Ethics: Philosophy 243, 244, or 443 | 3 | .3 |
| Finance 301 | 3 | .3 |
| Business Administration 353 | 3 | .3 |
| Business Administration 361 | 3 | .3 |
| Logistics 310 | 3 | .3 |
| Operations and Management Science 341 | 3 | .3 |
| Business Law 301 | 3 | .3 |
| Fourth Year | | |
| Logistics 411 | 3 | .3 |
| Logistics 421 or 413 | 3 | .3 |
| Operations and Management Science 441 | 3 | .3 |
| Operations and Management Science 421 | 3 | .3 |
| Operations and Management Science 410 | 3 | .3 |
| Logistics 460 | 3 | .3 |
| Management 401 | 3 | .3 |
| Electives | 7-11 | |
| | | Total 120 |

Requirements for the Bachelor of Science in Business Administration • Logistics Major • Dual Concentration with Statistics

| Third Year | Hours | Credit |
|-------------------------------------|-------|-----------|
| Business Administration 331-332 | 4 | .4 |
| Business Administration 341-342 | 4 | .4 |
| Ethics: Philosophy 243, 244, or 443 | 3 | .3 |
| Finance 301 | 3 | .3 |
| Business Administration 353 | 3 | .3 |
| Business Administration 361 | 3 | .3 |
| Logistics 310 | 3 | .3 |
| Statistics 320 | 3 | .3 |
| Business Law 301 | 3 | .3 |
| Fourth Year | | |
| Logistics 411 | 3 | .3 |
| Logistics 421 or 413 | 3 | .3 |
| Statistics 365 | 3 | .3 |
| Statistics 471 | 3 | .3 |
| Statistics 474 or 475 | 3 | .3 |
| Logistics 460 | 3 | .3 |
| Management 401 | 3 | .3 |
| Electives | 7-11 | |
| | | Total 120 |

MARKETING MAJOR

Marketing in an organization has responsibility for identifying who customers are, what they need and want, and how best to meet those needs/wants by creating and delivering superior value to them. Marketing professionals use strategy tools to target customers, create value propositions and positioning for each target, and deliver and communicate value to these customers through product design, pricing, advertising, personal selling, promotion, and distribution.

Marketing education enables one to pursue varied career opportunities critical to organizations. Typically, a career in marketing begins in either consumer or industrial sales or retailing, which eventually may lead to management positions in any of several areas. For example, marketing professionals may hold positions in advertising, brand management, sales management, promotion management, marketing research, distribution, and other related areas.

Students interested in a marketing career will have a broad-based business education, which includes financial management, logistics, operations, human resources, business strategy, economics, and statistics. In addition to a broad array of courses in arts and sciences, marketing students will obtain a strong grounding in the social sciences to better understand the forces that shape consumer preferences.

Requirements for the Bachelor of Science in Business Administration • Marketing Major • Collateral Option

| First Year | Hours | Credit |
|--|--------|----------|
| ^{1,2} Written Communication: English 101*, 102* | 6 | .6 |
| ³ Quantitative Reasoning: Math 123*-125* or 141*-142* | 6 or 8 | .6 or .8 |
| Cultures and Civilizations: Intermediate Foreign Language* | 6 | .6 |
| Natural Sciences* | 6 or 8 | .6 or .8 |
| Social Sciences* | 3 | .3 |
| Oral Communication: Communication Studies 210* or 240* | 3 | .3 |
| Second Year | | |
| Accounting 200 (Honors 207) | 3 | .3 |
| Social Sciences: Economics 201* (Honors 207*) | 4 | .4 |
| Written Communication: English 255*, 295*, or 355* | 3 | .3 |
| Statistics 201 (Honors 207) | 3 | .3 |
| Business Administration 201 | 4 | .4 |
| ² Arts and Humanities* | 6 | .6 |
| Cultures and Civilizations* | 3 | .3 |
| Electives | 3 | .3 |

| | |
|---|------|
| Third Year | |
| Business Administration 331-332 | 4 |
| Business Administration 341-342 | 4 |
| Ethics: Philosophy 243, 244, or 443 | 3 |
| Finance 301 | 3 |
| Business Administration 353 | 3 |
| Business Administration 361 | 3 |
| Marketing 340 | 3 |
| Marketing 345 | 2 |
| Business Law 301 | 3 |
| Collateral | 3 |
| Fourth Year | |
| Marketing 350 | 3 |
| Marketing Electives: Marketing 452, 456, or 458 | 4 |
| Collateral | 6 |
| Management 401 | 3 |
| Marketing 460 | 3 |
| Electives | 7-11 |
| Total 120 | |

Marketing Collateral Options

INFORMATION MANAGEMENT – Information Management 341, 342, and 442 or 443.
 INTERNATIONAL BUSINESS – Economics 329; Business Administration 371; Management 471.
 LOGISTICS – Logistics 310, 411, 421.
 RESOURCE MANAGEMENT – Accounting 301; Finance 425, 455.

- * Meets University General Education Requirement.
- 1 Must be completed by the end of the First Year.
- 2 Students who complete English 118, Honors English Composition, with a grade of A or B will complete their English Composition requirement by choosing English 102 or a Second Year literature course in the English Department. If the Second Year literature course appears on the list for the Arts and Humanities requirement, the course may also be counted toward the Arts and Humanities requirement.
- 3 Mathematics – Mathematics 125 or 141 are prerequisites for Statistics 201, which is taken during the second semester of the Second Year. As a result, either Mathematics 125 or 141 must be completed by the end of the first semester of the Second Year. Students testing into Mathematics 100, 110, 115, or 119 must complete these courses during their First Year to ensure that Mathematics 125 or 141 can be completed during the first semester of the Second Year. Students who have not completed Mathematics 125 by the end of their First Year should take Mathematics 125 in the first semester of their Second Year, prior to taking Mathematics 123.

DUAL CONCENTRATIONS

Requirements for the Bachelor of Science in Business Administration • Marketing Major • Dual Concentration with Information Management

| | | |
|---|------|---------------------|
| Third Year | | Hours Credit |
| Business Administration 331-332 | 4 | |
| Business Administration 341-342 | 4 | |
| Ethics: Philosophy 243, 244, or 443 | 3 | |
| Finance 301 | 3 | |
| Business Administration 353 | 3 | |
| Business Administration 361 | 3 | |
| Marketing 340 | 3 | |
| Business Law 301 | 3 | |
| Information Management 341 | 3 | |
| Fourth Year | | |
| Marketing 350 | 3 | |
| Marketing Electives: Marketing 452, 456, or 458 | 4 | |
| Information Management 342 | 3 | |
| Information Management 442 | 3 | |
| Information Management 443 | 3 | |
| Management 401 | 3 | |
| Marketing 460 | 3 | |
| Electives | 6-10 | |
| Total 120 | | |

Requirements for the Bachelor of Science in Business Administration • Marketing Major • Dual Concentration with Internal Auditing

| | | |
|---|------|---------------------|
| Third Year | | Hours Credit |
| Business Administration 331-332 | 4 | |
| Business Administration 341-342 | 4 | |
| Ethics: Philosophy 243, 244, or 443 | 3 | |
| Accounting 301 | 3 | |
| Information Management 341 | 3 | |
| Finance 301 | 3 | |
| Business Administration 353 | 3 | |
| Business Administration 361 | 3 | |
| Marketing 340 | 3 | |
| Accounting 411 | 3 | |
| Fourth Year | | |
| Marketing 350 | 3 | |
| Accounting 311 | 3 | |
| Marketing Electives: Marketing 452, 456, or 458 | 4 | |
| Business Law 301 | 3 | |
| Management 401 | 3 | |
| Marketing 460 | 3 | |
| 4Electives | 6-10 | |
| Total 120 | | |

4 Students are encouraged to take Accounting 321.

Requirements for the Bachelor of Science in Business Administration • Marketing Major • Dual Concentration with International Business

| | | |
|---|------|---------------------|
| Third Year | | Hours Credit |
| Business Administration 331-332 | 4 | |
| Business Administration 341-342 | 4 | |
| Ethics: Philosophy 243, 244, or 443 | 3 | |
| Finance 301 | 3 | |
| Business Administration 353 | 3 | |
| Business Administration 361 | 3 | |
| Marketing 340 | 3 | |
| Business Law 301 | 3 | |
| 4Economics 329 | 3 | |
| Fourth Year | | |
| Marketing 350 | 3 | |
| Marketing Electives: Marketing 452, 456, or 458 | 4 | |
| 4Management 471 | 3 | |
| 4Business Administration 371 | 3 | |
| 4Management 481 | 3 | |
| Management 401 | 3 | |
| Marketing 460 | 3 | |
| Electives | 6-10 | |
| Total 120 | | |

4 Coursework for the international business dual concentration may be substituted for a program of study as approved by an advisor.

Requirements for the Bachelor of Science in Business Administration • Marketing Major • Dual Concentration with Logistics

| | | |
|---|------|---------------------|
| Third Year | | Hours Credit |
| Business Administration 331-332 | 4 | |
| Business Administration 341-342 | 4 | |
| Ethics: Philosophy 243, 244, or 443 | 3 | |
| Finance 301 | 3 | |
| Business Administration 353 | 3 | |
| Business Administration 361 | 3 | |
| Marketing 340 | 3 | |
| Business Law 301 | 3 | |
| Logistics 310 | 3 | |
| Fourth Year | | |
| Marketing 350 | 3 | |
| Marketing Electives: Marketing 452, 456, or 458 | 4 | |
| Logistics 411 | 3 | |
| Logistics 421 or 413 | 3 | |
| Management 401 | 3 | |
| Marketing 460 | 3 | |
| Logistics 460 | 3 | |
| Electives | 6-10 | |
| Total 120 | | |

Requirements for the Bachelor of Science in Business Administration • Marketing Major • Dual Concentration with Statistics

| Third Year | Hours | Credit |
|---|-------|------------------|
| Business Administration 331-332 | 4 | 4 |
| Business Administration 341-342 | 4 | 4 |
| Ethics: Philosophy 243, 244, or 443 | 3 | 3 |
| Finance 301 | 3 | 3 |
| Business Administration 353 | 3 | 3 |
| Business Administration 361 | 3 | 3 |
| Marketing 340 | 3 | 3 |
| Business Law 301 | 3 | 3 |
| Statistics Dual Concentration | 3 | 3 |
| Fourth Year | | |
| Marketing 350 | 3 | 3 |
| Marketing Electives: Marketing 452, 456, or 458 | 4 | 4 |
| Statistics Dual Concentration | 9 | 9 |
| Management 401 | 3 | 3 |
| Marketing 460 | 3 | 3 |
| Electives | 6-10 | 6-10 |
| | | Total 120 |

Marketing and Statistics Dual Concentration Options

OPTION 1 – Statistics 320, 330, 471, 474 or 475.

OPTION 2 – Statistics 320, 471, 474, 475.

PUBLIC ADMINISTRATION (Intercollegiate Program)

PUBLIC ADMINISTRATION MAJOR

The public administration major is a joint program sponsored by the Departments of Economics and Political Science. It is designed for students interested in government, namely in the formation of public policy and the practice of public sector management among many other areas of the interface between the public and private sectors. The program combines general education in business principles with specific courses in the economic and political aspects of government policies. Students choose electives to focus their interest or expertise.

Public administration majors pursue careers in a wide variety of areas in both the private and public sectors, the latter at the federal, state, and local levels. Examples include tax administration and budget analysis, city management, governmental relations within large corporations and industry trade associations, the management of nonprofit organizations, policy analysis in a non-governmental organization, and the functional areas of government such as education, health, environment, and economic development. In addition to the Master of Public Administration degree, many undergraduate majors pursue graduate programs in law, economics, or public policy.

Requirements for the Bachelor of Science in Business Administration • Public Administration Major

| First Year | Hours | Credit |
|--|--------|--------|
| ^{1,2} Written Communication: English 101*, 102* | 6 | 6 |
| ³ Quantitative Reasoning: Math 123*-125* or 141*-142* | 6 or 8 | 6 or 8 |
| Cultures and Civilizations: Intermediate Foreign Language* | 6 | 6 |
| Natural Sciences* | 6 or 8 | 6 or 8 |
| Social Sciences* | 3 | 3 |
| Oral Communication: Communication Studies 210* or 240* | 3 | 3 |
| Second Year | | |
| Accounting 200 (Honors 207) | 3 | 3 |
| Social Sciences: Economics 201* (Honors 207*) | 4 | 4 |
| Written Communication: English 255*, 295*, or 355* | 3 | 3 |
| Statistics 201 (Honors 207) | 3 | 3 |
| Business Administration 201 | 4 | 4 |
| ² Arts and Humanities* | 6 | 6 |
| Cultures and Civilizations* | 3 | 3 |
| Electives | 3 | 3 |

| | | |
|---|-----|------------------|
| Third Year | | |
| Business Administration 331-332 | 4 | 4 |
| Business Administration 341-342 | 4 | 4 |
| Ethics: Philosophy 243, 244, or 443 | 3 | 3 |
| Finance 301 | 3 | 3 |
| Business Administration 353 | 3 | 3 |
| Business Administration 361 | 3 | 3 |
| Political Science 340 | 3 | 3 |
| Economics 312 | 3 | 3 |
| Electives | 3 | 3 |
| Fourth Year | | |
| Business Law 301 | 3 | 3 |
| Economics 371 | 3 | 3 |
| Economics 472 | 3 | 3 |
| Political Science 441 | 3 | 3 |
| Management 401 | 3 | 3 |
| ⁴ Economics or Political Science Electives | 9 | 9 |
| Electives | 4-8 | 4-8 |
| | | Total 120 |

* Meets University General Education Requirement.

¹ Must be completed by the end of the First Year.

² Students who complete English 118, Honors English Composition, with a grade of A or B will complete their English Composition requirement by choosing English 102 or a Second Year literature course in the English Department. If the Second Year literature course appears on the list for the Arts and Humanities requirement, the course may also be counted toward the Arts and Humanities requirement.

³ Mathematics – Mathematics 125 or 141 are prerequisites for Statistics 201, which is taken during the second semester of the Second Year. As a result, either Mathematics 125 or 141 must be completed by the end of the first semester of the Second Year. Students testing into Mathematics 100, 110, 115, or 119 must complete these courses during their First Year to ensure that Mathematics 125 or 141 can be completed during the first semester of the Second Year. Students who have not completed Mathematics 125 by the end of their First Year should take Mathematics 125 in the first semester of their Second Year, prior to taking Mathematics 123.

⁴ Economics or Political Science electives – any three upper division courses in Economics or Political Science.

DEPARTMENT OF STATISTICS, OPERATIONS AND MANAGEMENT SCIENCE

<http://stat.bus.utk.edu>

<http://www.bus.utk.edu/mgmtsci>

Kenneth C. Gilbert, Head

Professors

| | |
|--|--------------------|
| Bozdogan, H. (Toby and Brenda McKenzie Professor in Business), PhD | Illinois |
| Edirisinghe, C.P., PhD | British Columbia |
| Gilbert, K.C., PhD | Tennessee |
| Guess, F.M., PhD | Florida State |
| Leitnaker, M.G., PhD | Kentucky |
| Mee, R.W., PhD | Iowa State |
| Noon, C.E., PhD | Michigan |
| Parr, W.C., PhD | Southern Methodist |
| Srinivasan, M.M. (Ball Corporation Distinguished Professor of Business), PhD | Northwestern |

Associate Professors

| | |
|--------------------|---------------|
| Bowers, M.R., PhD | Clemson |
| Leon, R.V., PhD | Florida State |
| Seaver, W.L., PhD | Texas A&M |
| Younger, M.S., PhD | Virginia Tech |

Assistant Professors

| | |
|-------------------|----------|
| Bensmail, H., PhD | Paris VI |
| Zaretski, R., PhD | Cornell |

Lecturers

| | |
|-------------------------|------------|
| Cwiek, C.M., MS | Tennessee |
| Schmidhammer, J.L., PhD | Pittsburgh |

Adjunct Faculty

| | |
|--------------------|--------------|
| Husch, D.S., PhD | Tennessee |
| McGuire, S.A., PhD | Kansas State |

STATISTICS MAJOR

The general perception of statisticians is most often associated with sporting events. The life a professional statistician, however, is much more varied and interesting than computing the average rushing yards per play. Actually, statistics is the science of learning from data, and all processes generate data. Statisticians determine how to collect and manage this necessary information. They interrogate the data and present the results in a clear fashion so that wise decisions can be made.

Statistics is used in various areas of business, industry, science, and government. The fields of opportunity for statisticians are numerous – e.g., economics, finance, market research, e-commerce, engineering, manufacturing, transportation, education, medicine, psychology, agriculture, and computer and social sciences.

There are two basic types of statisticians – applied and theoretical. The focus of the undergraduate program is on applied statistics. Applied statisticians help to improve processes and solve real-world problems. They may forecast economic or population growth, evaluate results of a new marketing program or the effectiveness of a new drug, identify quality control issues in manufacturing, or design experiments to help engineers and scientists determine the best design for a jet airplane.

Prospective statisticians must have a strong aptitude for mathematics, a solid computing background, and an earnest curiosity to explore the practical application of statistics. The skills students will learn as a statistics major at the University of Tennessee, Knoxville, will enable them to understand and convey the scope and power of statistical thinking and will result in significant contributions toward solutions to a variety of important jobs. Well-paying jobs are available at the Bachelor of Science, Master of Science, and doctorate levels.

Requirements for the Bachelor of Science in Business Administration • Statistics Major • Collateral Option

| First Year | Hours Credit |
|--|--------------|
| 1,2Written Communication: English 101*, 102* | .6 |
| 3Quantitative Reasoning: Math 123*-125* or 141*-142* | .6 or 8 |
| Cultures and Civilizations: Intermediate Foreign Language* | .6 |
| Natural Sciences* | .6 or 8 |
| Social Sciences* | .3 |
| Oral Communication: Communication Studies 210* or 240* | .3 |
| Second Year | |
| Accounting 200 (Honors 207) | .3 |
| Social Sciences: Economics 201* (Honors 207*) | .4 |
| Written Communication: English 255*, 295*, or 355* | .3 |
| Statistics 201 (Honors 207) | .3 |
| Business Administration 201 | .4 |
| 2Arts and Humanities* | .6 |
| Cultures and Civilizations* | .3 |
| Electives | .3 |
| Third Year | |
| Business Administration 331-332 | .4 |
| Business Administration 341-342 | .4 |
| Ethics: Philosophy 243, 244, or 443 | .3 |
| Finance 301 | .3 |
| Statistics 365 | .3 |
| Business Administration 353 | .3 |
| Business Administration 361 | .3 |
| Statistics 320 | .3 |
| Statistics 330 | .3 |
| Collateral | .3 |
| Fourth Year | |
| Business Law 301 | .3 |
| Statistics 471 | .3 |
| Statistics Electives: any two 400-level courses from Statistics or Mathematics 423 and 425 | .6 |
| Collateral | .3 |
| Management 401 | .3 |
| Electives | .7-11 |

Total 120

Statistics Collateral Options

- ECONOMICS – Economics 311 (312) or 313, 381.
- FINANCE – Finance 425 (Accounting 301 corequisite) and one of Finance 435, 455, 475, 485.
- INFORMATION MANAGEMENT – Information Management 341, 342.
- LOGISTICS – Logistics 310, 411.
- MARKETING – Marketing 340, 350.
- OPERATIONS MANAGEMENT – Operations and Management Science 341, 441 or 421.

- * Meets University General Education Requirement.
- 1 Must be completed by the end of the First Year.
- 2 Students who complete English 118, Honors English Composition, with a grade of A or B will complete their English Composition requirement by choosing English 102 or a Second Year literature course in the English Department. If the Second Year literature course appears on the list for the Arts and Humanities requirement, the course may also be counted toward the Arts and Humanities requirement.
- 3 Mathematics – Mathematics 125 or 141 are prerequisites for Statistics 201, which is taken during the second semester of the Second Year. As a result, either Mathematics 125 or 141 must be completed by the end of the first semester of the Second Year. Students testing into Mathematics 100, 110, 115, or 119 must complete these courses during their First Year to ensure that Mathematics 125 or 141 can be completed during the first semester of the Second Year. Students who have not completed Mathematics 125 by the end of their First Year should take Mathematics 125 in the first semester of their Second Year, prior to taking Mathematics 123.

DUAL CONCENTRATIONS

Requirements for the Bachelor of Science in Business Administration • Statistics Major • Dual Concentration with Internal Auditing

| Third Year | Hours Credit |
|---|--------------|
| Business Administration 331-332 | .4 |
| Business Administration 341-342 | .4 |
| Ethics: Philosophy 243, 244, or 443 | .3 |
| Finance 301 | .3 |
| Accounting 301 | .3 |
| Information Management 341 | .3 |
| Business Administration 353 | .3 |
| Business Administration 361 | .3 |
| Statistics 320 | .3 |
| Accounting 311 | .3 |
| Fourth Year | |
| Statistics 365 | .3 |
| Business Law 301 | .3 |
| Statistics 471 | .3 |
| Statistics 474 or 475 | .3 |
| Accounting 411 | .3 |
| Management 401 | .3 |
| 4Electives | .7-11 |
| Total 120 | |

4 Students are encouraged to take Accounting 321.

Requirements for the Bachelor of Science in Business Administration • Statistics Major • Dual Concentration with Logistics

| Third Year | Hours Credit |
|---|--------------|
| Business Administration 331-332 | .4 |
| Business Administration 341-342 | .4 |
| Ethics: Philosophy 243, 244, or 443 | .3 |
| Finance 301 | .3 |
| Statistics 365 | .3 |
| Business Administration 353 | .3 |
| Business Administration 361 | .3 |
| Logistics 310 | .3 |
| Statistics 320 | .3 |

Fourth Year

| | |
|-----------------------|------|
| Business Law 301 | 3 |
| Statistics 471 | 3 |
| Statistics 474 or 475 | 3 |
| Logistics 411 | 3 |
| Logistics 421 or 413 | 3 |
| Logistics 460 | 3 |
| Management 401 | 3 |
| Electives | 7-11 |
| Total 120 | |

Requirements for the Bachelor of Science in Business Administration • Statistics Major • Dual Concentration with Marketing

| Third Year | Hours Credit |
|---|--------------|
| Business Administration 331-332 | 4 |
| Business Administration 341-342 | 4 |
| Ethics: Philosophy 243, 244, or 443 | 3 |
| Finance 301 | 3 |
| Business Administration 353 | 3 |
| Business Administration 361 | 3 |
| Marketing 340 | 3 |
| Business Law 301 | 3 |
| Statistics Dual Concentration | 3 |
| Fourth Year | |
| Marketing 350 | 3 |
| Marketing Electives: Marketing 452, 456, or 458 | 4 |
| Statistics Dual Concentration | 9 |
| Management 401 | 3 |
| Marketing 460 | 3 |
| Electives | 6-10 |
| Total 120 | |

Statistics and Marketing Dual Concentration Options

- OPTION 1 – Statistics 320, 330, 471, 474 or 475.
- OPTION 2 – Statistics 320, 471, 474, 475.

FIFTH YEAR MASTER OF SCIENCE

Students may earn a Bachelor of Science (majoring in mathematics or statistics) and a Master of Science with a major in statistics in five years as follows. (See the *Graduate Catalog* for more information on the Master of Science degree.) Please note that admission as a graduate student must be obtained prior to the beginning of the fifth year.

- To apply, a student must earn a grade of B or better in Mathematics 142 (148) and Mathematics 241 (247) and have a UT cumulative GPA of 3.25 or greater with 60 or more credit hours earned.
- To continue, a student must complete at least 96 hours of undergraduate credit prior to the fourth year with a B average (3.0) or better.
- Complete the requirements for your first undergraduate degree by the end of your fourth year, but not earlier.
- Complete an additional 9 hours of statistics courses (Statistics 566, 572 and 573) graduate credit by submitting a "Senior Requesting Graduate Credit" form and obtaining Senior Privilege through the Office of Graduate Student Services. These courses must be taken in the fourth year and may not be used to fulfill any requirements for the undergraduate degree. Note: Each semester you are registered for a graduate course, your total credits for undergraduate and graduate classes may not exceed 15.
- In the fifth year, including the summer preceding or following the fifth year, complete requirements for the Master of Science degree as detailed in the *Graduate Catalog*. This will typically require 12 credits per semester.

The Department of Statistics, Operations and Management Science awards graduate assistantships each year. The assistantship pays graduate tuition, as well as a stipend for living expenses. Fourth year students who complete at least 6 credits of graduate course work toward the Master of Science degree with a B average or better will be given priority for a

graduate teaching assistantship from the department beginning in the academic year following award of the Bachelor of Science degree.

Requirements for Fifth Year Master of Science

• Statistics Major

| First Year | Hours Credit |
|--|--------------|
| ^{1,2} Written Communication: English 101*, 102* | 6 |
| ³ Quantitative Reasoning: Math 141*-142* | 8 |
| Cultures and Civilizations: Intermediate Foreign Language* | 6 |
| Natural Sciences* | 6 or 8 |
| Statistics 201 (Honors 207) | 3 |
| Electives | 3-5 |
| Second Year | |
| Accounting 200 (Honors 207) | 3 |
| Social Sciences: Economics 201* (Honors 207*) | 4 |
| Statistics 320 and 330 | 6 |
| Mathematics 241 and 251 | 7 |
| Oral Communication: Communication Studies 210* or 240* | 3 |
| Written Communication: English 255*, 295*, or 355* | 3 |
| Business Administration 201 | 4 |
| ² Arts and Humanities* | 3 |
| Third Year | |
| Business Administration 331-332 | 4 |
| Business Administration 341-342 | 4 |
| Ethics: Philosophy 243, 244, or 443 | 3 |
| Statistics 365, 471, 474, and 475 | 12 |
| Business Administration 353 and 361 | 6 |
| Finance 301 | 3 |
| Fourth Year | |
| Statistics 566, 572, and 573 (for graduate credit) | 9 |
| Collateral | 6 |
| Business Law 301 | 3 |
| Management 401 | 3 |
| ² Arts and Humanities* | 3 |
| Cultures and Civilizations* | 3 |
| Social Sciences* | 3 |
| Total 120 | |
| + 9 hours graduate credit | |

Statistics Collateral Options

- ECONOMICS – Economics 311 (312) or 313, 381.
- FINANCE – Finance 425 (Accounting 301 corequisite) and one of Finance 435, 455, 475, 485.
- INFORMATION MANAGEMENT – Information Management 341, 342.
- LOGISTICS – Logistics 310, 411.
- MARKETING – Marketing 340, 350.
- OPERATIONS MANAGEMENT – Operations and Management Science 341, 441 or 421.

Fifth Year

- First summer – Internship; Comprehensive exam over Statistics 572, 573.
- Fall – Statistics 561 (1), 563 (3), 579 (3), 587 (1), 592 (1), and Elective (3).
- Spring – Statistics 564 (3), 578 (3), and Elective (3).
- Second summer – Statistics 593 (3); Comprehensive exam over Statistics 563, 564.

Total hours for Master of Science 33

- * Meets University General Education Requirement.
- ¹ Must be completed by the end of the First Year.
- ² Students who complete English 118, Honors English Composition, with a grade of A or B will complete their English Composition requirement by choosing English 102 or a Second Year literature course in the English Department. If the Second Year literature course appears on the list for the Arts and Humanities requirement, the course may also be counted toward the Arts and Humanities requirement.
- ³ Mathematics – Mathematics 141 is a prerequisite for Statistics 201, which is taken during the second semester of the First Year. As a result, Mathematics 141 must be completed by the end of the first semester of the First Year.