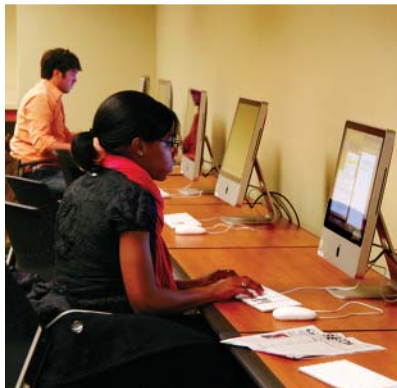


# Student Handbook

## 2009 - 2010



THE UNIVERSITY of TENNESSEE   
KNOXVILLE  
COLLEGE of BUSINESS ADMINISTRATION

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## Welcome

Dear Students:

**W**elcome to the College of Business Administration at the University of Tennessee. We have created this handbook to assist you with your academic career. You should use this handbook in conjunction with UT's online *Undergraduate Catalog, Hilltopics* (the official handbook for all university students), and the online *Timetable of Classes*. Hold on to this book. The answers to many of the questions you now have and will ask during the year can be found here.

With that said, allow me to introduce myself. I am the Director of Undergraduate Programs located in 342 Haslam Business Building. The goal of our office is to help you design your academic strategy as you pursue your individual aspirations. We will challenge you to

take responsibility for your intellectual development and make the choices that will culminate in your education.

As you know, not all learning occurs in the classroom. In many cases, your experiences with problem solving, negotiating the university system, working with faculty and staff, and assuming responsibility for your education are the most critical components of your university experience.

I am very privileged to work in a profession where I spend the majority of my time revealing opportunities and helping individuals fulfill their dreams. My staff and I look forward to assisting you in any way we can.

Sincerely,



Fred A. Pierce III

## Innovative Leadership in Management Research, Education, and Practice

**B**usiness is everywhere: when you put gas in your car, when you check your e-mail, when you turn on your television, when you read a book or magazine, when you turn out the lights, and when you walk down the street.

For these businesses to succeed, they must operate on sound principles while always adapting to changes in the business environment. In fact, the College of Business Administration succeeds in much the same way – operating on sound educational principles while adapting to change.

It is our goal to prepare you to function in today's business environment. You are our customer. Our products are our curricula, programs, scholarships, and advising.



Our service is to enable you to advance your career while providing you with the practical knowledge to prosper.

The mission of the College of Business Administration is to provide innovative leadership in management research, education, and practice. We accomplish this mission through maintaining an appropriate balance of degree programs, research, executive education, outreach, and lifelong learning.

With respect to the undergraduate program, the College of Business Administration emphasizes constant curriculum innovation, the globalization of all degree programs, and the implementation of new learning technologies.

## College of Business Administration Undergraduate Programs: Advising

### Why

The mission of the college's Undergraduate Programs office is to provide comprehensive academic and educational program planning that promotes integrity and responsibility within a diverse environment. We accomplish this mission through academic planning, management of the admissions process, recruitment and retention, management of student data and enrollment, and administration of scholarship programs.

Central to every one of our activities is the academic advising experience. Achieving our mission requires a **collaborative effort** between students and advisors.

### Who, What, When, and Where

Academic advising is an integral part of your university experience. While the university's policy requires students to have one mandatory academic planning session per year (unless you have earned fewer than 30 hours at UT or are on **academic probation**), the College of Business Administration considers academic planning to be so critical that we require our students to meet with an advisor every fall and spring semester.

Our centralized advising delivery allows you to choose an academic advisor with whom you can continue to consult throughout your academic career. Advising is much more than simply a time to select courses for

the next semester; it is an opportunity for you and your advisor to develop and evaluate the academic plans that will enable you to reach your academic goals. The College of Business Administration feels so strongly about the importance of academic advising that we have incorporated course registration into your advising experience. In other words, access to your business courses is through your academic advisor.

Once you are admitted to your major (typically your third year), academic advising is supplemented with career and professional advising from faculty members in your major. Once per term, the faculty will invite you to an open forum so you can learn about professional opportunities and get to know the faculty and their interests. You should identify faculty in your major with whom you share common interests and communicate with them regularly.

The Undergraduate Programs office delivers academic advising in 342 Haslam Business Building on an appointment basis. Appointments are normally offered on thirty-minute individual intervals. The earliest appointment can be scheduled for 8:30 a.m., and the latest can be scheduled for 4:00 p.m. To schedule an appointment, sign up online at <http://bus.utk.edu/undergrad>.

Hours of operation are from 8:00 a.m. to 6:00 p.m. (Eastern), Monday through Thursday, and 8:00 a.m. to 5:00 p.m. (Eastern), Friday.

#### DEFINITIONS

*What exactly do we mean by "collaborative effort"?*

You have to participate, take an interest, and be responsible. It is your future, and no one cares about it more than you.

**Academic Probation:**

Students are placed on academic probation when either their cumulative GPA falls below 2.00 for one semester or when their semester GPA falls below 2.00 for two consecutive terms of enrollment.

## Student and Advisor Responsibilities

*To assist with the success of your academic advising sessions and your academic career, it is your responsibility to*

- ◆ schedule an advising appointment EARLY each semester.
- ◆ review your curriculum online at <http://bus.utk.edu/undergrad> or through this *Student Handbook* or the online *Undergraduate Catalog* at <http://catalog.utk.edu>.
- ◆ ensure you are on track to meet progression standards.
- ◆ write down your current schedule and a tentative plan for next semester.
- ◆ write down any questions you have for your advisor.
- ◆ keep copies of your relevant academic records.
- ◆ be aware of course prerequisites and corequisites, and select appropriate courses.
- ◆ consult with your advisor before making drastic changes to an agreed-upon schedule.
- ◆ consult with your advisor on issues related to academic progress, a change in program, registration for study abroad, internships and co-ops, courses to be taken at another institution, withdrawal from courses, or withdrawal from the university.
- ◆ make final decisions and take responsibility for your academic career.

*It is your advisor's responsibility to*

- ◆ be accessible to you during reasonable hours.
- ◆ provide a means through which you can schedule appointments.
- ◆ understand the curriculum, graduation requirements, and university policies.
- ◆ register students for all College of Business Administration classes.
- ◆ provide accurate information.
- ◆ discuss specific university, college, and departmental requirements, procedures, and deadlines.
- ◆ help you define and develop realistic goals and discuss the linkage between academic preparation and career opportunities.
- ◆ assist you in planning programs of study, both short-term and long-term, that are consistent with your abilities and interests, by considering **course load**, academic background, program demands, and employment or personal commitments.
- ◆ help you identify special needs and acquaint you with services and programs provided by the college and the university.
- ◆ refer you to other services, departments, and specific individuals as special needs are identified.
- ◆ monitor your progress toward educational goals and keep accurate, up-to-date records of academic progress.
- ◆ assist in the petitioning process for exception to policy.
- ◆ respect your **right to privacy of educational records** and discuss confidential information only with appropriate individuals and for the purpose of serving your best interests.
- ◆ help you assume responsibility for your decisions and actions.

### DEFINITIONS

**Course Load:**

Full-time course load is 12 hours. The maximum number of hours you can take in a fall or spring semester is 19. Most students take 15 to 16 hours. You can take a maximum of three hours in mini-term and 12 hours in summer.

**Your Right to Privacy:**

Did you know that without your consent, we are not allowed to discuss your academic record with anyone, including your parents? If you want us to be able to discuss your records with your parents (or anyone else you designate), please obtain and complete a consent form in 342 Haslam Business Building. You can also specify the particular aspects of your academic record we may discuss with the persons you identify. For your protection, your completed consent form expires at the end of each academic year.

## Laptops

When you are admitted to your major in the College of Business Administration, you are required to have a laptop computer. Exposure to and mastery of technology prepare you to excel in today's network-driven business environment. The College of Business Administration has integrated technology into its curriculum in a number of ways, including the use of the university's campus-wide wireless network and our course-management system—called "Blackboard"—at <http://online.utk.edu>. You will use your **NetID** to access the Blackboard system, as well as other university services.

You have two sources for technology support on campus:

University Center Computer Store  
<http://utbookstore.tennessee.edu/uccs/index.html>  
 (865) 974-2930

Office of Information Technology (OIT )  
<http://oit.utk.edu>  
 (865) 974-9900

Students receiving financial aid may be eligible for a one-time allowance for the purchase of a laptop. Contact the Office of Financial Aid and Scholarships at 115 Student Services Building for information. The University of Tennessee has negotiated products and special pricing through a number of vendors. These products are available at the University Center Computer Store.

For current College of Business Administration laptop specifications, please visit the following websites:

<http://bus.utk.edu/tis/laptop.htm>

<http://utbookstore.tennessee.edu/uccs/index.php?p=business>

## Scholarships

A limited number of scholarships are available for highly qualified students. Selection criteria considered for scholarships include academic merit, financial need, and leadership. The college offers three types of scholarships:

### College

- Students must either be a pre-major or major in the College of Business Administration.

### Departmental

- Students must be accepted into their major by the semester of the first award.

*To be considered for and/or maintain a college or departmental scholarship, you must meet the following criteria:*

- Be a full-time undergraduate student in the College of Business Administration enrolled in at least 12 hours each semester (fall and spring).
- Maintain a minimum 2.75 grade point average.
- Apply annually for college and departmental scholarships using the College of Business Administration scholarship application on the Undergraduate Programs website at <http://bus.utk.edu/undergrad>. The application is available December 1, with an application deadline of February 1.

### Study Abroad

- Stipend to help defray travel expenses.
- Applications are accepted the semester prior to the study abroad experience. For spring study abroad, applications are due October 1. For mini-term, summer, and fall study abroad, applications are due February 1. Applications are available on the Undergraduate Programs website (separate from other college and departmental applications) at <http://bus.utk.edu/undergrad>.

**DEFINITIONS**

**NetID:**

When you enroll at the university, you are provided a NetID to be used for your e-mail account, for access to Blackboard, to register for classes, for the university's campus-wide wireless network, and for the College of Business Administration's courses on the web. A student's e-mail address is "NetID"@tennessee.edu, i.e. jsmith15@tennessee.edu.

The official University of Tennessee policy requires that all undergraduate students must have an activated university-supplied e-mail address (NetID@tennessee.edu). This e-mail address is utilized for official university communication and is routed to their university-supplied e-mail account. Students are held accountable for information contained in official university mailings to their university-supplied e-mail address.



## Global Leadership Scholars

A Business Program for Tomorrow's Leaders

### *Are you an emerging leader with a global mindset?*

*Want to study with a select group of students and faculty who share your interests?*

*Feel compelled to expand your educational sphere to other countries?*

**If so, we designed a program just for you.**



**Global Leadership Scholars (GLS)** promotes the development of international and intercultural awareness, leadership, and personal and professional growth

and responsibility. Through honors classes, seminars in leadership training, international experiences, and extracurricular activities, GLS students work together and with honors faculty to develop the skills necessary to become future international business leaders.

Applications are accepted from first-year students in their second semester, starting February 1 and ending March 1. Applications are available on the Undergraduate Programs website at [http://bus.utk.edu/undergrad/global\\_leadership](http://bus.utk.edu/undergrad/global_leadership).

### **Admissions Criteria**

The Admissions Committee will consider the following in assessing each candidate's qualifications:

- ✓ UT cumulative grade point average
- ✓ high school cumulative grade point average
- ✓ ACT or SAT scores
- ✓ academic references
- ✓ demonstrated leadership experience
- ✓ extra-curricular activities
- ✓ written self-statement

A mandatory interview is required for all finalists. Interviews are conducted after spring break, and students are notified of admissions decisions in late April.

### **Program Highlights**

- GLS is a fully-integrated program that affects your entire college experience.
- Pick one of the eight majors in the college with a dual concentration in international business.
- Take all available honors courses in the pre-business and business core: Accounting 207, Economics 207, Business Administration 207, Statistics 207, Business Administration 337-338, Business Administration 357, and Management 407.
- Add seminars in leadership training in your second, third, and fourth years that will allow exploration of many facets of leadership and citizenship.
- Participate in energizing enrichment opportunities and cultural activities.
- All students receive a GLS scholarship package, including a study abroad stipend.

### **Contact Us**

#### **Directors of Global Leadership Scholars**

Fred A. Pierce III

*Director of Undergraduate Programs*

David W. Schumann

*Taylor Professor in Business*

*Department of Marketing and Logistics*

**For additional information, please visit our website:**

[http://bus.utk.edu/undergrad/global\\_leadership](http://bus.utk.edu/undergrad/global_leadership)

**or e-mail:**

[glg@tennessee.edu](mailto:glg@tennessee.edu)

## Acceptance into the College, Progression to a Major, and the Business Minor

### Acceptance into the College of Business Administration

Acceptance into the College of Business Administration does not guarantee acceptance into a specific major. All students admitted into the College of Business Administration are admitted as pre-majors and must earn admission to a major prior to the completion of 75 hours of coursework.

### Progression to a Major

You must apply to your major during your advising session in the semester you complete the coursework listed below. For instance, if you are scheduled to complete these courses in the spring semester, you should apply to your major during that spring's advising session. You must earn admission to your major prior to the completion of 75 total hours of coursework. (Only in unusual cases will an application be considered beyond 75 hours.) You will progress to the major provided you have earned a 2.75 cumulative GPA (3.00 for accounting majors) in the following coursework or honors equivalents (please note that you must meet the prerequisite requirements for these courses):

**Math 123-125 or 141-142 (6 or 8 hours)**

**Oral Communication (3 hours from Communication Studies 210 or 240)**

**Written Communication (3 hours from English 255 or 295)**

**Accounting 200 (3 hours)**

**Economics 201 (4 hours)**

**Statistics 201 (3 hours)**

**Business Administration 201 (4 hours)**

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

### Business Minor

The College of Business Administration also offers a business minor for students pursuing majors in other colleges. Those students must successfully complete the following 23 hours of requirements:

**Accounting 200 (3 hours)**

**Economics 201 (4 hours)**

**Statistics 201 (3 hours)**

**Business Administration 201 (4 hours)**

**Finance 300 (3 hours)**

**Management 300 (3 hours)**

**Marketing 300 (3 hours)**

Business minor students must meet the prerequisites for these courses. For instance, Math 125 or 141 is a prerequisite to Statistics 201, and Accounting 200 and Economics 201 are prerequisites to Business Administration 201. All upper division business courses must be taken in residence at UT.

Students considering or pursuing a business minor are encouraged to meet with an academic advisor in the College of Business Administration's Undergraduate Programs office (342 Haslam Business Building).

#### DEFINITIONS

##### *The idea behind progression:*

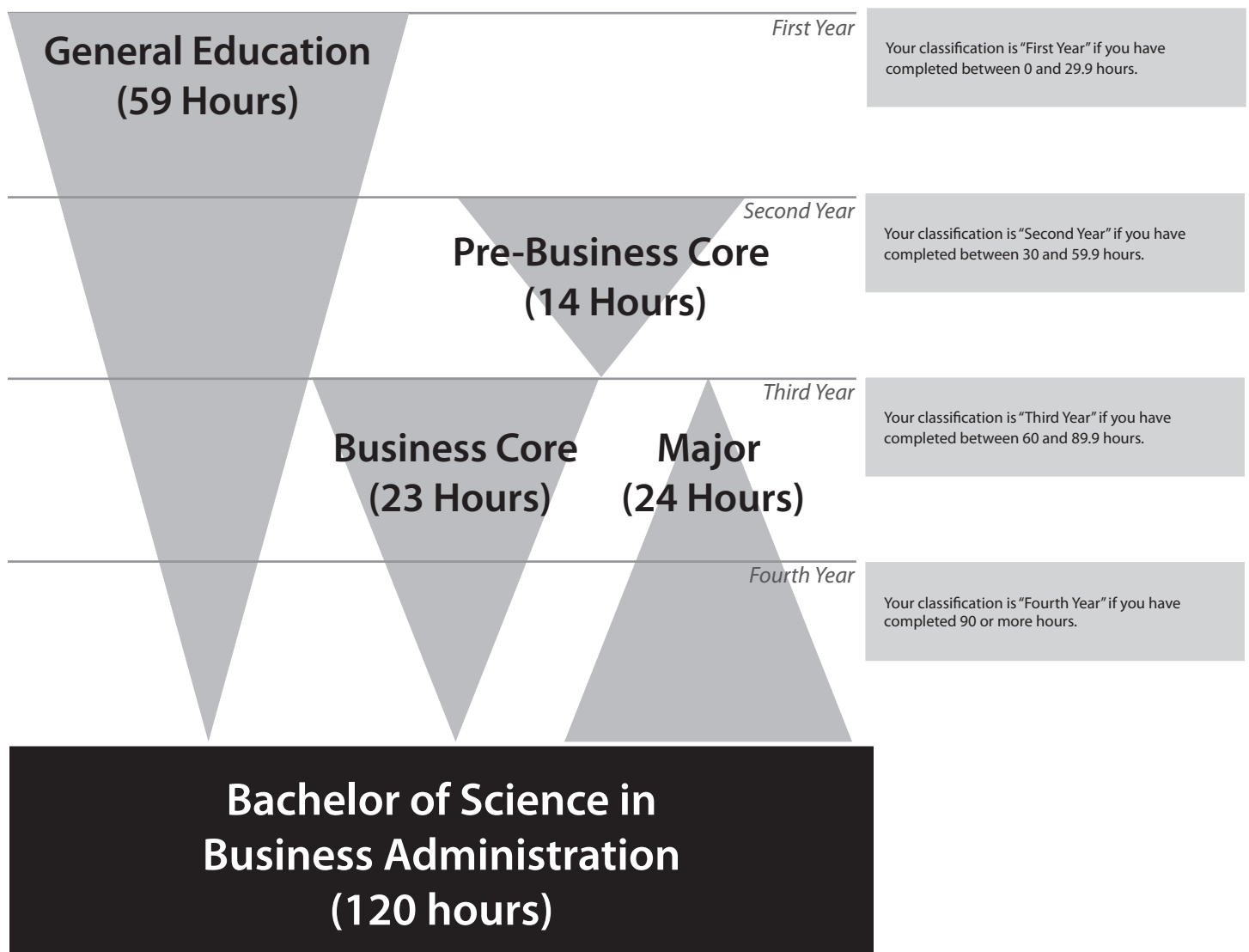
The College of Business Administration takes its undergraduate degree programs seriously, and so should you. We have determined that your success in the eight courses listed above is indicative of your future success in your major and in your career. That is why we require you to complete these courses with a 2.75 cumulative GPA (3.00 for accounting majors).

This coursework—a combination of general education courses and pre-business core courses—provides you with quantitative skills through the quantitative reasoning requirement; an understanding of the descriptive and analytical approaches to communication through the written communication requirement; and the ability to defend your ideas verbally through the oral communication requirement. Further, you will explore the basic concepts of the business world through your accounting, economics, statistics, and business administration courses.

## Structure of the Curriculum

The College of Business Administration curriculum is divided into four components: general education, pre-business core, business core, and major. The general education, pre-business core, and business core requirements are exactly the same, regardless of your major. The diagram below displays the structure of your education.

### Undergraduate Business Program Structure



## General Education Requirements

General education (59 hours) provides the foundation for successful academic study, for lifelong learning, and for carrying out the duties of local, national, and global citizenship. By building basic skills in communication, analysis, and computation, as well as broadening students' historical and cultural perspectives, the general education curriculum helps students acquire an understanding of both self and society and thus contributes to their personal enrichment while enrolled and after graduation.

General education requirements were designed by the university with two principle purposes: building basic skills and developing broadened perspectives. This curriculum allows students to move among colleges within the university or to another institution of higher learning. The College of Business Administration has adopted the university's general education requirements, as shown on this and the following page.

Please note that four of the courses required for progression to a major in the College of Business Administration are general education courses: Math 123 and 125 or 141 and 142 (6 or 8 hours), Oral Communication (3 hours from Communication Studies 210 or 240), and Written Communication (3 hours from English 255 or 295).

Also, Economics 201 (4 hours) satisfies part of the general education social sciences requirement as well as the pre-business core requirement.

### Building Basic Skills (21-23 hours)

#### Written Communication (9 hours)

English 101 and 102  
English 255 (Honors 257) or 295

#### Oral Communication (3 hours)

Communication Studies 210 (Honors 217) or 240 (Honors 247)

#### Quantitative Reasoning (6 or 8 hours)

Math 123, 125 or 141, 142 (Honors 147, 148)

#### Ethics (3 hours)

Philosophy 243\*, 244\*, or 443

*\*The Ethics requirement is specific to the College of Business Administration and is not part of the university's general education requirements. Philosophy 243/244 cannot satisfy both ethics and an arts and humanities requirement.*

### Developing Broadened Perspectives (24-26 hours)

#### Natural Sciences (6 - 8 hours)

Two courses (at least one must have a laboratory; \* indicates a non-lab course) from...

Anthropology 110\* (Honors 117\*)  
Astronomy 151\*, 152\*, 161, 162 (Honors 217, 218)  
Biology 101, 102, 111, 112, 130, 140, Honors 157  
Chemistry 100, 110, 120, 130 (Honors 128, 138)  
Engineering Fundamentals 151, 152 (Honors 157, 158)  
Entomology and Plant Pathology 201\*  
Forestry, Wildlife and Fisheries 250\*  
Geography 131, 132  
Geology 101, 102 (Honors 107, 108), 103, 201\*, 202\* (Honors 208\*), 203\*, 205\* (Honors 207\*)  
Microbiology 210  
Nutrition 100\*  
Physics 101\*, 102\*, 135, 136 (Honors 137, 138), 161\*, 221, 222, 231, 232

#### DEFINITIONS

**Written Communication** - Learn to identify areas for inquiry, locate relevant information, evaluate its usefulness and quality, and incorporate the information logically and ethically. Write correctly and be aware that different audiences and purposes call for different rhetorical responses. Written communication courses require formal and informal writing assignments that total 5,000 words.

**Oral Communication** - Speak in an informative and/or convincing manner to other individuals and to groups, both large and small. Locate relevant information, evaluate its usefulness and quality, and incorporate the information logically and ethically in public address.

**Quantitative Reasoning** - Possess the mathematical and quantitative skills to evaluate scientific studies and statistical evidence. Possess the skills both to recognize the quantitative dimension of problems and to use mathematical reasoning to formulate and solve the problem.

**Natural Sciences** - Become familiar with one or more scientific disciplines and the role of science in contemporary society. Acquire the knowledge of a discipline's basic vocabulary, chief discoveries, and fundamental principles. Obtain exposure to a discipline's experimental techniques. Analyze issues with scientific dimensions.

## General Education Requirements

### Arts and Humanities (6 hours)

Two courses from...

Africana Studies 162, 225, 226, 233  
 Architecture 111, (Honors 117), 211, 212, (Honors 217, 218)  
 Art History 162 (Honors 167), 172, 173 (Honors 177, 178), 183  
 (Honors 187)  
 Classics 221, 222, 232, 253  
 English 201, 202 (Honors 207, 208), 206, 221, 222, 225, 226,  
 231, 232 (Honors 237, 238), 233, 251, 252, 253, 254  
 Musicology 110, 115, 120, 125, 210, 220, 290  
 Philosophy 110, 111 (Honors 117, 118), 241, 242, 243, 244,  
 245, 246, 290  
 Religious Studies 244  
 Russian 221, 222  
 Theatre 100  
 University Honors 257

### Social Sciences (3 hours)

One course from...

Africana Studies 201, 202  
 Agricultural Economics 201  
 Anthropology 130 (Honors 137)  
 Child and Family Studies 210, 220  
 Geography 101, 102  
 Political Science 102  
 Psychology 110 (Honors 117)  
 Sociology 110 (Honors 117), 120 (Honors 127)  
 University Honors 267  
 Women's Studies 230

and

Economics 201 (Honors 207) (4 hours\*)

*\*These 4 hours are counted toward the pre-business core hours; see page 10.*

### Cultures and Civilizations (6 hours)

#### Intermediate Foreign Language

Students may complete this requirement in one of three ways:

- 1) Complete the intermediate level of a foreign language from...  
 Asian Studies 221, 222, 241, 242, 261, 262

Chinese 231, 232  
 French 211, 212 (Honors 217, 218) or 223 (intensive)  
 German 201, 202 or 223 (intensive)  
 Greek (Classics) 261, 264  
 Italian 211, 212 or 223 (intensive)  
 Japanese 251, 252  
 Latin (Classics) 251, 252  
 Portuguese 211, 212 or 223 (intensive)  
 Russian 201, 202  
 Spanish 211, 212 (Honors 217, 218) or 223 (intensive)

*Students may either continue the foreign language begun in high school or start a new sequence. Courses taken at a level other than intermediate are treated as non-business electives.*

- 2) Demonstrate competency on a departmental placement or proficiency examination or by AP or CLEP credit.
- 3) Students whose native language is not English will meet this requirement by passing English 131 and 132 and by passing two English literature courses taught by the English Department at the 200-level. Non-native speakers may also use English literature courses to satisfy the arts and humanities requirement.

### Non-US History\* (3 hours)

One course from...

Africana Studies 235, 236  
 History 241, 242 (Honors 247, 248), 255, 256, 261, 262  
 (Honors 267, 268)  
 Latin American Studies 251, 252  
 Medieval Studies 201, 202

*\*The non-US history requirement is specific to the College of Business Administration and is not part of the university's general education requirements.*

### Non-Business Electives (hours depend on your major)

#### DEFINITIONS

**Arts and Humanities** - Gain an appreciation of art, music, theatre, literature, and philosophy to understand aspirations, both in a historical and a contemporary context.

**Social Sciences** - Understand the way that we live, especially the relation between the individual and the group, sometimes from a historical but often from a contemporary perspective. Understand complex individual, political, and social dynamics as well as the methods by which social scientists collect and evaluate knowledge.

**Cultures and Civilizations** - Acquire knowledge of foreign languages and cultures to improve the ability to function effectively in the global community of the twenty-first century by developing an appreciation of linguistic, historical, and cultural diversity.

**Non-US History** - Develop your appreciation of continuity and change over time by examining the connections and interactions between different aspects of the human experience through attention to significant political, social, economic, intellectual, and cultural developments in a chronological, balanced, and integrated framework.

Pre-Business Core

The pre-business core courses (14 hours) provide you with the fundamentals of business education—introducing the tools, the environment, and the functions of contemporary business practices. As indicated in the diagram below, you will take the majority of these courses in your second year because many of them are **prerequisites** and/or **corequisites** to other pre-business core courses, and all are prerequisites to admission to a major in the College of Business Administration.

The pre-business core courses will also give you the opportunity to explore the functional areas of business, the integrated disciplines, and careers so that you will be well prepared when it is time to make your “major” decision.

Second Year

First Semester	Second Semester
Accounting 200 (3 hours)	BA 201 (4 hours)
Economics 201* (4 hours)	Statistics 201 (3 hours)

\*satisfies the general education social sciences requirement

DEFINITIONS

**Prerequisite:**

A course to be completed, or a level of skill or knowledge to be demonstrated, before you may enroll in a particular course or degree program or associate with a particular college.

**Corequisite:**

A course to be taken, or a requirement to be fulfilled, at the same time you are taking a particular course.

## Business Core

Building on the pre-business core foundation, the business core (23 hours) consists of integrated contemporary business management (CBM) 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. CBM I and CBM II each consist of two courses (331-332 and 341-342) that must be taken at the same time (corequisites) because of the complementary nature of the material. As business management perspectives change, the topics in the business core will, by design, adapt.

Third Year		Fourth Year	
First Semester	Second Semester	First Semester	Second Semester
<p>BA 331 (2 hours) CBM I: Supply Chain Management</p>	<p>BA 353 (3 hours) CBM III: Integrated Process Management</p>		<p>Management 402 (3 hours) Business Strategy/Policy</p>
<p>BA 332 (2 hours) CBM I: Demand Management</p>	<p>BA 361 (3 hours) The Firm in a Global Context</p>		
<p>BA 341 (2 hours) CBM II: Lean Operations</p>	<p>Business Law 301 (3 hours) Legal Environment of Business <i>*either third or fourth year, depending on choice of major or dual concentration</i></p>		
<p>BA 342 (2 hours) CBM II: Information Management</p>			
<p>Finance 301 (3 hours) Financial Management</p>			

## Majors

The College of Business Administration offers nine majors, including:

**Accounting**  
**Economics**  
**Finance**  
**Human Resource Management**  
**Logistics**  
**Management**  
**Marketing**  
**Public Administration**  
**Statistics**

The 24 hours of major coursework combine two areas of emphasis. You have a choice between a “collateral” option and a “dual concentration” option.

The collateral option consists of 15 hours in your primary emphasis and 9 hours in your secondary emphasis. The dual concentration option consists of 12 hours in each emphasis.

There are some exceptions to this structure in the economics, public administration, and statistics majors. Further details regarding these exceptions will be described on the following pages.

You 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. A minimum grade of C must be earned in every major course, including the major, collateral, and dual concentration courses.

The diagram on page 13 portrays all possible combinations for majors, collaterals, and dual concentrations.

Also on the following pages, you will find academic plans for each of the majors, other pertinent information relating to the major curriculum, your study abroad

opportunities within each major, and requirements for the collaterals and dual concentrations.

Upon the successful completion of this curriculum, you will be awarded a Bachelor of Science in Business Administration.

### Optional Second Majors

If you wish to pursue an optional second major within the College of Business Administration, you must complete 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 your first major. If you choose a second major in public administration, you must complete an additional 24 hours of major coursework.

If you are a College of Business Administration student and want to pursue an optional second major in the College of Arts and Sciences, you must complete all curricular requirements for the College of Business Administration and only the major requirements outlined by the department in the College of Arts and Sciences.

In either instance, the optional multiple majors (or second major) may be listed on your transcript. You should understand that meeting the requirements of second majors may lengthen your academic program, and you should consult with advisors in both areas. Once a bachelor’s degree has been awarded, students may not add a second major or minor to that degree.

Majors

2009 Majors with Collaterals and Concentrations

Majors	Collaterals 9 hours										Concentrations 12 hours								
	Accounting	Economics	Entrepreneurship	Finance	Information Management	International Business <sup>3</sup>	Logistics	Marketing	Math	Operations Management	Resource Management	Statistics	Information Management	Internal Auditing	International Business <sup>3</sup>	Logistics	Marketing	Operations Management	Statistics
Accounting				●	●	●	●								●				
Economics <sup>1</sup>				●					●						●				●
Finance	●	●	●		●	●	●												
Human Resource Management			●		●	●		●							●				
Logistics					●	●		●		●			●	●	●		●	●	●
Management			●		●	●		●		●	●				●				
Marketing					●	●	●					●		●	●	●			●
Public Administration <sup>2</sup>																			
Statistics		●		●	●		●	●		●				●	●	●	●		

<sup>1</sup> 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.

<sup>2</sup> Interested public administration majors may design their own area of focus by strategically selecting electives from upper-level offerings in economics and political science.

<sup>3</sup> Students pursuing international business are required to have an international educational experience.

Accounting

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

**First and Second Years  
2009 Catalog**

First Year	Credit Hours
Written Communication: English 101, 102	6
Quantitative Reasoning: Math 123-125 or 141-142	6 or 8
Cultures and Civilizations: Intermediate Foreign Language	6
Natural Sciences	6 - 8
Social Sciences	3
Oral Communication: Communication Studies 210 or 240	3
<hr/>	
Second Year	Credit Hours
Accounting 200	3
Social Sciences: Economics 201	4
Written Communication: English 255 or 295	3
Statistics 201	3
Business Administration 201	4
Arts and Humanities	6
Non-US History	3
Electives	3

**Collateral Option: Third and Fourth Years  
2009 Catalog**

Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
<sup>1</sup> Accounting 301	3
<b>Information Management 341</b>	3
Ethics: Philosophy 243, 244, or 443	3
Business Administration 353	3
Business Administration 361	3
<b>Accounting 311</b>	3
<sup>2</sup> Collateral	3
<hr/>	
Fourth Year	Credit Hours
Business Law 301	3
<b>Accounting 321</b>	3
<b>Accounting 411</b>	3
<b>Accounting 414 or 431</b>	3
Management 402	3
<sup>2</sup> Collateral	6
Electives	4-8
<hr/>	
<b>TOTAL HOURS FOR GRADUATION</b>	<b>120</b>

<sup>1</sup>Accounting 301 is a required elective.

<sup>2</sup>See \* at left.

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.

\*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 (MAcc) 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 Accounting 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 Logistics 421 in the logistics collateral, and instead of one of the three required courses in the international business collateral.

**Accounting Collaterals (9 hours each)**

**Finance**

- Finance 425
- Finance 435
- Finance 455\*

**Information Management**

- Information Management 342
- Information Management 442\*
- Information Management 443

**International Business**

- International Business 489
- and
- Three courses\* from: International Business 409, 419, 429, 439, 449, 459, or Business Administration 400
- (See STUDY ABROAD information on page 15)

**Logistics**

- Logistics 310
- Logistics 411
- Logistics 421\*

## Accounting Study Abroad

As a part of the University of Tennessee's comprehensive plan to help students gain the international and intercultural knowledge they need to succeed in today's world, the College of Business Administration requires all students pursuing international business to have an international educational experience.

To begin planning foreign study, meet with your academic advisor in the Undergraduate Programs office (342 Haslam Business Building) to discuss opportunities, programs, and curricular issues. Students will be enrolled in International Business 489 (0 credit hours) while pursuing their international experience.

Coursework in your international business collateral or dual concentration may be completed through a study abroad program. We have already approved the programs listed on this page, but these are just **examples**—you can make your own opportunities. Talk to your advisor.

### International Business

#### Dual Concentration Option: Third and Fourth Years 2009 Catalog

Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Ethics: Philosophy 243, 244, or 443	3
<b>Accounting 301</b>	3
Finance 301	3
Business Administration 353	3
Business Administration 361	3
<b>Information Management 341</b>	3
<b>Accounting 321</b>	3
<b>International Business 489</b>	0

Fourth Year	Credit Hours
<b>Accounting 311</b>	3
Business Law 301	3
<b>*International Business</b>	12
Management 402	3
Electives	7-11

**TOTAL HOURS FOR GRADUATION 120**

\*Any four courses chosen from International Business 409, 419, 429, 439, 449, 459, or Business Administration 400

Additional resources are available through the Programs Abroad division of the Center for International Education:

<http://utabroad.org>

1620 Melrose Avenue

(865) 974-3177



### AUSTRALIA, Queensland

College of Business Administration  
Faculty-Led Program  
Hosted by University of the Sunshine Coast

**IB 439 Global Supply Chain Mgt. (3 hours)**  
**BA 400 Special Topics (3 hours)**

- Focus on supply chain management and marketing from an Australian perspective
- Visits to local companies
- Cultural activities: Australian Zoo, Ecotour of Fraser Island, Aboriginal culture

Contact: Dr. Diane Mollenkopf  
mollenkopf@tennessee.edu

### GERMANY, Freiburg

College of Business Administration  
Faculty-Led Program  
Hosted by University of Freiburg

- Six hours of international business coursework
- Trips to the European Parliament in Strasbourg and the World Trade Organization and United Nations in Geneva
- Opportunities for weekend travel, as well exploration of the history and culture of the university town of Freiburg

Contact: Dr. Georg Schaur  
gschaur@tennessee.edu

### ITALY, Asolo

University of Iowa  
(private tuition program)

- 13 week experience
- Courses taught in English
- Opportunity to learn Italian
- Special lectures and company tours
- Built-in travel breaks

### Fall and Spring Semester Programs

06M:151 International Marketing (3)  
06J:125 Entrepreneurial Strategy (3)  
06J:168 Topics in Management: Business, Culture and Society (1 or 3)  
018:001 Elementary Italian I (4) or 018:020 Italian for Travelers (2)

Economics

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

**First and Second Years**  
2009 Catalog

First Year	Credit Hours
Written Communication: English 101, 102	6
Quantitative Reasoning: Math 123-125 or 141-142	6 or 8
Cultures and Civilizations: Intermediate Foreign Language	6
Natural Sciences	6 - 8
Social Sciences	3
Oral Communication: Communication Studies 210 or 240	3
<hr/>	
Second Year	Credit Hours
Accounting 200	3
Social Sciences: Economics 201	4
Written Communication: English 255 or 295	3
Statistics 201	3
Business Administration 201	4
Arts and Humanities	6
Non-US History	3
Electives	3

**Traditional Option: Third and Fourth Years**  
2009 Catalog

Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Ethics: Philosophy 243, 244, or 443	3
Finance 301	3
<b>Economics 312</b>	3
<b>Economics 313</b>	3
Business Administration 353	3
Business Administration 361	3
<b>Economics Major Coursework</b>	3
<hr/>	
Fourth Year	Credit Hours
<b>Economics Major Coursework</b>	3
Business Law 301	3
<b>Economics Electives (four additional Economics courses, with at least two at the 400 level)</b>	12
Management 402	3
Electives	7-11
<hr/>	
<b>TOTAL HOURS FOR GRADUATION</b>	<b>120</b>

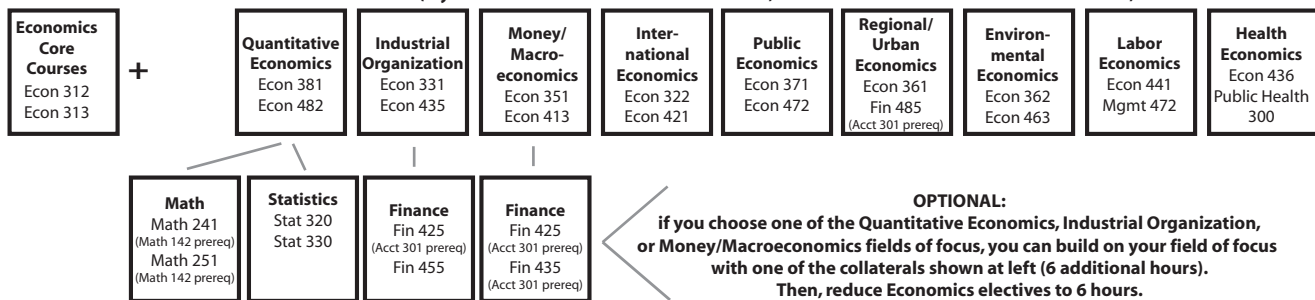
**Collateral Option: Third and Fourth Years**  
2009 Catalog

Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Ethics: Philosophy 243, 244, or 443	3
Finance 301	3
<b>Economics 312</b>	3
<b>Economics 313</b>	3
Business Administration 353	3
Business Administration 361	3
<b>Collateral</b>	6
<hr/>	
Fourth Year	Credit Hours
Business Law 301	3
<b>Collateral</b>	6
<b>Economics Electives (Two additional Economics courses at the 400 level)</b>	6
Management 402	3
Electives	7-11
<hr/>	
<b>TOTAL HOURS FOR GRADUATION</b>	<b>120</b>

Economics is the study of how people choose to use resources. Economists study changes occurring in specific countries or individual sectors of an economy; some ask fundamental questions about the nature of economic decisions; some address proposals to change government policies. The basic principles of economics explain the structure of markets and the impact of the aggregate economy on production, consumption, and trade. The economics major provides an opportunity to apply the theoretical and analytical rigor of basic managerial and macroeconomic tools to contemporary issues in economics and business.

Students may choose either the traditional or collateral option for the major, the latter providing an opportunity to combine work in economics with complementary topics in finance, mathematics, or statistics. 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.

**Economics Major Coursework: Choose one of these fields of focus (6 hours each) and an additional 12 hours of Economics electives (elective = any Economics course with at least 2 at the 400-level). (If you choose more than one field of focus, reduce the number of Economics electives.)**



## Economics Study Abroad

As a part of the University of Tennessee's comprehensive plan to help students gain the international and intercultural knowledge they need to succeed in today's world, the College of Business Administration requires all students pursuing international business to have an international educational experience.

To begin planning foreign study, meet with your academic advisor in the Undergraduate Programs office (342 Haslam Business Building) to discuss opportunities, programs, and curricular issues. Students will be enrolled in International Business 489 (0 credit hours) while pursuing their international experience.

Coursework in your international business collateral or dual concentration may be completed through a study abroad program. We have already approved the programs listed on this page, but these are just **examples**—you can make your own opportunities. Talk to your advisor.

### International Business

#### Dual Concentration Option: Third and Fourth Years 2009 Catalog

Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Ethics: Philosophy 243, 244, or 443	3
Finance 301	3
<b>Economics 312</b>	3
<b>Economics 313</b>	3
Business Administration 353	3
Business Administration 361	3
Business Law 301	3
<b>International Business 489</b>	0

### Fourth Year

<b>*International Business</b>	12
<b>Economics Electives (two additional Economics courses with at least one at the 400 level)</b>	6
Management 402	3
Electives	7-11

### TOTAL HOURS FOR GRADUATION 120

\*Any four courses chosen from International Business 409, 419, 429, 439, 449, 459, 469, or Business Administration 400

Additional resources are available through the Programs Abroad division of the Center for International Education:

<http://utabroad.org>

1620 Melrose Avenue

(865) 974-3177



### AUSTRALIA, Queensland

College of Business Administration  
Faculty-Led Program  
Hosted by University of the Sunshine Coast

**IB 439 Global Supply Chain Mgt. (3 hours)**  
**BA 400 Special Topics (3 hours)**

- Focus on supply chain management and marketing from an Australian perspective
- Visits to local companies
- Cultural activities: Australian Zoo, Ecotour of Fraser Island, Aboriginal culture

Contact: Dr. Diane Mollenkopf  
mollenkopf@tennessee.edu

### GERMANY, Freiburg

College of Business Administration  
Faculty-Led Program  
Hosted by University of Freiburg

- Six hours of international business coursework
- Trips to the European Parliament in Strasbourg and the World Trade Organization and United Nations in Geneva
- Opportunities for weekend travel, as well exploration of the history and culture of the university town of Freiburg

Contact: Dr. Georg Schaur  
gschaur@tennessee.edu

### ITALY, Asolo

University of Iowa  
(private tuition program)

- 13 week experience
- Courses taught in English
- Opportunity to learn Italian
- Special lectures and company tours
- Built-in travel breaks

### Fall and Spring Semester Programs

06M:151 International Marketing (3)  
06J:125 Entrepreneurial Strategy (3)  
06J:168 Topics in Management: Business, Culture and Society (1 or 3)  
018:001 Elementary Italian I (4) or 018:020 Italian for Travelers (2)

Finance

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

**First and Second Years  
2009 Catalog**

First Year	Credit Hours
Written Communication: English 101, 102	6
Quantitative Reasoning: Math 123-125 or 141-142	6 or 8
Cultures and Civilizations: Intermediate Foreign Language	6
Natural Sciences	6 - 8
Social Sciences	3
Oral Communication: Communication Studies 210 or 240	3
<hr/>	
Second Year	Credit Hours
Accounting 200	3
Social Sciences: Economics 201	4
Written Communication: English 255 or 295	3
Statistics 201	3
Business Administration 201	4
Arts and Humanities	6
Non-US History	3
Electives	3

Finance is the study and practice of making decisions involving money in a variety of contexts. Finance is studied so that people can allocate their scarce resources over time under conditions of uncertainty. Through the finance major, students will gain an understanding of the principles of financial management, including investment and portfolio management, financial markets and institutions, and financial theory and practice.

**Internal Auditing Dual Concentration: Third and Fourth Years  
2009 Catalog**

Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Ethics: Philosophy 243, 244, or 443	3
<sup>1</sup> Finance 301	3
<b>Accounting 301</b>	3
<b>Information Management 341</b>	3
Business Administration 353	3
Business Administration 361	3
<b>Finance 425</b>	3
<b>Accounting 311</b>	3
<hr/>	
Fourth Year	Credit Hours
Business Law 301	3
<b>Finance 435</b>	3
<b>Finance 455</b>	3
<b>Accounting 411</b>	3
<b>Finance Elective: 3 hours from Finance 402, 475, 485, 493, 495; or International Business 449</b>	3
Management 402	3
<sup>2</sup> Electives	7-11
<hr/>	
<b>TOTAL HOURS FOR GRADUATION</b>	<b>120</b>

<sup>1</sup> Grade of C or better in Finance 301 is a prerequisite to all 400-level finance courses.

<sup>2</sup> Students are encouraged to take Accounting 321.

**Collateral Option: Third and Fourth Years  
2009 Catalog**

Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Ethics: Philosophy 243, 244, or 443	3
<sup>1</sup> Finance 301	3
<b>Accounting 301</b>	3
Business Administration 353	3
Business Administration 361	3
<b>Finance 425</b>	3
<b>Collateral</b>	6
<hr/>	
Fourth Year	Credit Hours
Business Law 301	3
<b>Finance 435</b>	3
<b>Collateral</b>	3
<b>Finance 455</b>	3
<b>Finance Electives: 3 hours from: Finance 402, 475, 485, 493, 495; or International Business 449</b>	3
Management 402	3
Electives	7-11
<hr/>	
<b>TOTAL HOURS FOR GRADUATION</b>	<b>120</b>

<sup>1</sup> Grade of C or better in Finance 301 is a prerequisite to all 400-level finance courses.

**Finance Collaterals (9 hours each)**

**Accounting**

Accounting 321  
Any one of Accounting 311, Information Management 341, or Accounting 431

\*increase finance electives by 3 hours

**Economics**

Economics 312  
Economics 313  
Economics 421 or Economics 482

**Entrepreneurship**

Management 331  
Management 350  
Management 451

**Information Management**

Information Management 341  
Information Management 342  
Information Management 442 or 443

**International Business**

International Business 489  
and  
Three courses from: International Business 409, 419, 429, 439, 449, 459, 469, or Business Administration 400  
(See *STUDY ABROAD* information on page 19)

**Logistics**

Logistics 310  
Logistics 411  
Logistics 421

## Finance Study Abroad

As a part of the University of Tennessee's comprehensive plan to help students gain the international and intercultural knowledge they need to succeed in today's world, the College of Business Administration requires all students pursuing international business to have an international educational experience.

To begin planning foreign study, meet with your academic advisor in the Undergraduate Programs office (342 Haslam Business Building) to discuss opportunities, programs, and curricular issues. Students will be enrolled in International Business 489 (0 credit hours) while pursuing their international experience.

Coursework in your international business collateral or dual concentration may be completed through a study abroad program. We have already approved the programs listed on this page, but these are just **examples**—you can make your own opportunities. Talk to your advisor.

### International Business

#### Dual Concentration Option: Third and Fourth Years 2009 Catalog

Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Ethics: Philosophy 243, 244, or 443	3
<sup>1</sup> Finance 301	3
<b>Accounting 301</b>	3
Business Administration 353	3
Business Administration 361	3
<b>Finance 425</b>	3
Business Law 301	3
<b>International Business 489</b>	0

Fourth Year	Credit Hours
<b>Finance 435</b>	3
<b>Finance 455</b>	3
<sup>2</sup> <b>International Business</b>	12
Management 402	3
Electives	7-11

**TOTAL HOURS FOR GRADUATION 120**

<sup>1</sup> Grade of C or better in Finance 301 is a prerequisite to all 400-level finance courses.

<sup>2</sup> Any four courses chosen from International Business 409, 419, 429, 439, 449, 459, 469, or Business Administration 400.

Additional resources are available through the Programs Abroad division of the Center for International Education:

<http://utabroad.org>

1620 Melrose Avenue

(865) 974-3177



### AUSTRALIA, Queensland

College of Business Administration  
Faculty-Led Program  
Hosted by University of the Sunshine Coast

**IB 439 Global Supply Chain Mgt. (3 hours)**  
**BA 400 Special Topics (3 hours)**

- Focus on supply chain management and marketing from an Australian perspective
- Visits to local companies
- Cultural activities: Australian Zoo, Ecotour of Fraser Island, Aboriginal culture

Contact: Dr. Diane Mollenkopf  
mollenkopf@tennessee.edu

### GERMANY, Freiburg

College of Business Administration  
Faculty-Led Program  
Hosted by University of Freiburg

- Six hours of international business coursework
- Trips to the European Parliament in Strasbourg and the World Trade Organization and United Nations in Geneva
- Opportunities for weekend travel, as well exploration of the history and culture of the university town of Freiburg

Contact: Dr. Georg Schaur  
gschaur@tennessee.edu

### ITALY, Asolo

University of Iowa  
(private tuition program)

- 13 week experience
- Courses taught in English
- Opportunity to learn Italian
- Special lectures and company tours
- Built-in travel breaks

#### Fall and Spring Semester Programs

06M:151 International Marketing (3)  
06J:125 Entrepreneurial Strategy (3)  
06J:168 Topics in Management: Business, Culture and Society (1 or 3)  
018:001 Elementary Italian I (4) or 018:020 Italian for Travelers (2)

# Human Resource Management

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

## First and Second Years 2009 Catalog

First Year	Credit Hours
Written Communication: English 101, 102	6
Quantitative Reasoning: Math 123-125 or 141-142	6 or 8
Cultures and Civilizations: Intermediate Foreign Language	6
Natural Sciences	6 - 8
Social Sciences	3
Oral Communication: Communication Studies 210 or 240	3
<hr/>	
Second Year	Credit Hours
Accounting 200	3
Social Sciences: Economics 201	4
Written Communication: English 255 or 295	3
Statistics 201	3
Business Administration 201	4
Arts and Humanities	6
Non-US History	3
Electives	3

## Collateral Option: Third and Fourth Years 2009 Catalog

Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Ethics: Philosophy 243, 244, or 443	3
Finance 301	3
<b>Management 331</b>	3
Business Administration 353	3
Business Administration 361	3
<b>Human Resource Management 360 Collateral</b>	3
<hr/>	
Fourth Year	Credit Hours
Business Law 301	3
<b>Human Resource Management 370 Collateral</b>	3
<b>Human Resource Management 480</b>	3
<b>Human Resource Management 485</b>	3
Management 402	3
Electives	7-11
<hr/>	
<b>TOTAL HOURS FOR GRADUATION</b>	<b>120</b>

How an organization manages its human assets - its talent - may be the single most important factor in sustained competitive success. Human resource management requires attracting, developing, and maintaining an effective workforce within an organization. Human resource management professionals forecast human resource needs and recruit and select individuals to match job needs. They also develop training programs, performance appraisal procedures, and compensation systems.

Human resource management education provides students with the technical knowledge and training to immediately assume a position in human resources in a modern business. Human resource management professionals may also hold positions in government agencies or non-profit organizations.

### Human Resource Management Collaterals (9 hours each)

**Entrepreneurship**  
Management 350  
Management 451  
Management 460

**Information Management**  
Information Management 341  
Information Management 342  
Information Management 442 or 443

**International Business**  
International Business 489  
and  
Three courses from: International Business 409, 419, 429, 439, 449, 459, 469, or Business Administration 400  
(See *STUDY ABROAD* information on page 21)

**Marketing**  
Marketing 340  
Marketing 350  
Marketing 360

## Human Resource Management Study Abroad

As a part of the University of Tennessee's comprehensive plan to help students gain the international and intercultural knowledge they need to succeed in today's world, the College of Business Administration requires all students pursuing international business to have an international educational experience.

To begin planning foreign study, meet with your academic advisor in the Undergraduate Programs office (342 Haslam Business Building) to discuss opportunities, programs, and curricular issues. Students will be enrolled in International Business 489 (0 credit hours) while pursuing their international experience.

Coursework in your international business collateral or dual concentration may be completed through a study abroad program. We have already approved the programs listed on this page, but these are just **examples**—you can make your own opportunities. Talk to your advisor.

### International Business

#### Dual Concentration Option: Third and Fourth Years 2009 Catalog

Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Ethics: Philosophy 243, 244, or 443	3
Finance 301	3
Business Law 301	3
Business Administration 353	3
Business Administration 361	3
<b>Human Resource Management 360</b>	3
<b>Human Resource Management 370</b>	3
<b>International Business 489</b>	0

### Fourth Year

<b>*International Business</b>	12
<b>Human Resource Management 480</b>	3
<b>Human Resource Management 485</b>	3
Management 402	3
Electives	7-11

### TOTAL HOURS FOR GRADUATION 120

\* Any four courses chosen from International Business 409, 419, 429, 439, 449, 459, 469, or Business Administration 400.

Additional resources are available through the Programs Abroad division of the Center for International Education:

<http://utabroad.org>

1620 Melrose Avenue  
(865) 974-3177



### AUSTRALIA, Queensland

College of Business Administration  
Faculty-Led Program  
Hosted by University of the Sunshine Coast

**IB 439 Global Supply Chain Mgt. (3 hours)**  
**BA 400 Special Topics (3 hours)**

- Focus on supply chain management and marketing from an Australian perspective
- Visits to local companies
- Cultural activities: Australian Zoo, Ecotour of Fraser Island, Aboriginal culture

Contact: Dr. Diane Mollenkopf  
mollenkopf@tennessee.edu

### GERMANY, Freiburg

College of Business Administration  
Faculty-Led Program  
Hosted by University of Freiburg

- Six hours of international business coursework
- Trips to the European Parliament in Strasbourg and the World Trade Organization and United Nations in Geneva
- Opportunities for weekend travel, as well exploration of the history and culture of the university town of Freiburg

Contact: Dr. Georg Schaur  
gschaur@tennessee.edu

### ITALY, Asolo

University of Iowa  
(private tuition program)

- 13 week experience
- Courses taught in English
- Opportunity to learn Italian
- Special lectures and company tours
- Built-in travel breaks

### Fall and Spring Semester Programs

06M:151 International Marketing (3)  
06J:125 Entrepreneurial Strategy (3)  
06J:168 Topics in Management: Business, Culture and Society (1 or 3)  
018:001 Elementary Italian I (4) or 018:020 Italian for Travelers (2)

**Management**

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

**First and Second Years  
2009 Catalog**

First Year	Credit Hours
Written Communication: English 101, 102	6
Quantitative Reasoning: Math 123-125 or 141-142	6 or 8
Cultures and Civilizations: Intermediate Foreign Language	6
Natural Sciences	6 - 8
Social Sciences	3
Oral Communication: Communication Studies 210 or 240	3
<hr/>	
Second Year	Credit Hours
Accounting 200	3
Social Sciences: Economics 201	4
Written Communication: English 255 or 295	3
Statistics 201	3
Business Administration 201	4
Arts and Humanities	6
Non-US History	3
Electives	3

**Collateral Option: Third and Fourth Years  
2009 Catalog**

Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Ethics: Philosophy 243, 244, or 443	3
Finance 301	3
<b>Management 331</b>	3
Business Administration 353	3
Business Administration 361	3
<b>Management 336</b>	3
<b>Collateral</b>	3
<hr/>	
Fourth Year	Credit Hours
Business Law 301	3
<b>Human Resource Management 360</b>	3
<b>Collateral</b>	6
<b>Management 430</b>	3
<b>Management 435</b>	3
Management 402	3
Electives	7-11
<hr/>	
<b>TOTAL HOURS FOR GRADUATION</b>	<b>120</b>

Managers motivate and coordinate people in order to achieve organizational goals. Management involves the critical functions of planning, organizing, leading, and controlling. Professional managers think strategically, and work with others to lead organizations or departments to successful outcomes.

Management education enables one to pursue varied career opportunities in organizations. People who move into management positions are generally effective problem solvers and communicators. They are successful at organizing work and motivating others to accomplish tasks. Management education is also excellent preparation for further graduate studies such as an MBA, or professional studies such as law.

**Management Collaterals (9 hours each)**

**Entrepreneurship**

- Management 350
- Management 451
- Management 460

**Information Management**

- Information Management 341
- Information Management 342
- Information Management 442 or 443

**International Business**

- International Business 489
- and
- Three courses from: International Business 409, 419, 429, 439, 449, 459, 469, or Business Administration 400
- (See *STUDY ABROAD* information on page 23)

**Marketing**

- Marketing 340
- Marketing 350
- Marketing 360

**Operations Management**

- Operations and Management Science 341
- Operations and Management Science 441
- Operations and Management Science 410 or 421

**Resource Management**

- Accounting 301
- Accounting 321
- Finance 425

## Management Study Abroad

As a part of the University of Tennessee's comprehensive plan to help students gain the international and intercultural knowledge they need to succeed in today's world, the College of Business Administration requires all students pursuing international business to have an international educational experience.

To begin planning foreign study, meet with your academic advisor in the Undergraduate Programs office (342 Haslam Business Building) to discuss opportunities, programs, and curricular issues. Students will be enrolled in International Business 489 (0 credit hours) while pursuing their international experience.

Coursework in your international business collateral or dual concentration may be completed through a study abroad program. We have already approved the programs listed on this page, but these are just **examples**—you can make your own opportunities. Talk to your advisor.

### International Business

#### Dual Concentration Option: Third and Fourth Years 2009 Catalog

Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Ethics: Philosophy 243, 244, or 443	3
Finance 301	3
<b>Management 331</b>	3
Business Administration 353	3
Business Administration 361	3
<b>Management 336</b>	3
<b>Human Resource Management 360</b>	3
<b>International Business 489</b>	0

Fourth Year	Credit Hours
Business Law 301	3
<b>Management 430 or 435</b>	3
<b>*International Business</b>	12
Management 402	3
Electives	7-11

#### TOTAL HOURS FOR GRADUATION 120

\*Any four courses chosen from International Business 409, 419, 429, 439, 449, 459, 469, or Business Administration 400

Additional resources are available through the Programs Abroad division of the Center for International Education:

<http://utabroad.org>

1620 Melrose Avenue  
(865) 974-3177



### AUSTRALIA, Queensland

College of Business Administration  
Faculty-Led Program  
Hosted by University of the Sunshine Coast

**IB 439 Global Supply Chain Mgt. (3 hours)**  
**BA 400 Special Topics (3 hours)**

- Focus on supply chain management and marketing from an Australian perspective
- Visits to local companies
- Cultural activities: Australian Zoo, Ecotour of Fraser Island, Aboriginal culture

Contact: Dr. Diane Mollenkopf  
mollenkopf@tennessee.edu

### GERMANY, Freiburg

College of Business Administration  
Faculty-Led Program  
Hosted by University of Freiburg

- Six hours of international business coursework
- Trips to the European Parliament in Strasbourg and the World Trade Organization and United Nations in Geneva
- Opportunities for weekend travel, as well exploration of the history and culture of the university town of Freiburg

Contact: Dr. Georg Schaur  
gschaur@tennessee.edu

### ITALY, Asolo

University of Iowa  
(private tuition program)

- 13 week experience
- Courses taught in English
- Opportunity to learn Italian
- Special lectures and company tours
- Built-in travel breaks

#### Fall and Spring Semester Programs

06M:151 International Marketing (3)  
06J:125 Entrepreneurial Strategy (3)  
06J:168 Topics in Management: Business, Culture and Society (1 or 3)  
018:001 Elementary Italian I (4) or 018:020 Italian for Travelers (2)

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

**First and Second Years**  
**2009 Catalog**

First Year	Credit Hours
Written Communication: English 101, 102	6
Quantitative Reasoning: Math 123-125 or 141-142	6 or 8
Cultures and Civilizations: Intermediate Foreign Language	6
Natural Sciences	6 - 8
Social Sciences	3
Oral Communication: Communication Studies 210 or 240	3
<hr/>	
Second Year	Credit Hours
Accounting 200	3
Social Sciences: Economics 201	4
Written Communication: English 255 or 295	3
Statistics 201	3
Business Administration 201	4
Arts and Humanities	6
Non-US History	3
Electives	3

**Collateral Option: Third and Fourth Years**  
**2009 Catalog**

Third Year	Credit Hours
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
<b>Logistics 310</b>	3
<b>Collateral</b>	3
Business Law 301	3
<hr/>	
Fourth Year	Credit Hours
<b>Logistics 411</b>	3
<b>Logistics 412 or 413</b>	3
<b>Collateral</b>	6
<b>Logistics 421</b>	3
<b>Logistics 460</b>	3
Management 402	3
Electives	7-11
<hr/>	
<b>TOTAL HOURS FOR GRADUATION</b>	<b>120</b>

Logistics has responsibility for the movement of raw materials and component parts into and within a business firm and for the distribution of finished products and services to customers. A career in logistics offers students the opportunity to make a significant contribution to corporate effectiveness in this area.

Our internationally recognized logistics program 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.

**Logistics Collaterals (9 hours each)**

**Information Management**

Information Management 341  
 Information Management 342  
 Information Management 442 or 443

**International Business**

International Business 489  
 and  
 Three courses from: International Business 409, 419, 429, 439, 449, 459, 469, or Business Administration 400  
 (See *STUDY ABROAD* information on page 25)

**Marketing**

Marketing 340  
 Marketing 350  
 Marketing 360

**Operations Management**

Operations and Management Science 341  
 Operations and Management Science 441  
 Operations and Management Science 410 or 421

**Academic Common Market**

The Academic Common Market is an agreement among states for sharing unique programs. Participating states can make arrangements for their residents, who are fully admitted to specific programs (logistics included) at the university, to enroll on an in-state tuition basis if these programs are not available in the states of residence.

Cooperating states in the Academic Common Market are Alabama, Arkansas, Delaware, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Virginia, and West Virginia. Bachelor's, master's, and doctoral programs at the University of Tennessee are approved by the Academic Common Market for residents of these states to enroll at in-state tuition rates. Florida, North Carolina, and Texas limit ACM participation to graduate level programs only.

For additional information, visit the Southern Regional Educational Board at <http://www.sreb.org> or contact the Office of Undergraduate Admissions at (865) 974-2184.

## Logistics Study Abroad

As a part of the University of Tennessee's comprehensive plan to help students gain the international and intercultural knowledge they need to succeed in today's world, the College of Business Administration requires all students pursuing international business to have an international educational experience.

To begin planning foreign study, meet with your academic advisor in the Undergraduate Programs office (342 Haslam Business Building) to discuss opportunities, programs, and curricular issues. Students will be enrolled in International Business 489 (0 credit hours) while pursuing their international experience.

Coursework in your international business collateral or dual concentration may be completed through a study abroad program. We have already approved the programs listed on this page, but these are just **examples**—you can make your own opportunities. Talk to your advisor.

### International Business

#### Dual Concentration Option: Third and Fourth Years 2009 Catalog

Third Year	Credit Hours
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
<b>Logistics 310</b>	3
Business Law 301	3
Electives	3
<b>International Business 489</b>	0

Fourth Year	Credit Hours
<b>Logistics 411</b>	3
<b>Logistics 413 or 421</b>	3
<b>*International Business</b>	12
Management 402	3
<b>Logistics 460</b>	3
Electives	4-8

**TOTAL HOURS FOR GRADUATION 120**

\*Any four courses chosen from International Business 409, 419, 429, 439, 449, 459, 469, or Business Administration 400

Additional resources are available through the Programs Abroad division of the Center for International Education:

<http://utabroad.org>

1620 Melrose Avenue  
(865) 974-3177



### AUSTRALIA, Queensland

College of Business Administration  
Faculty-Led Program  
Hosted by University of the Sunshine Coast

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**BA 400 Special Topics (3 hours)**

- Focus on supply chain management and marketing from an Australian perspective
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mollenkopf@tennessee.edu

### GERMANY, Freiburg

College of Business Administration  
Faculty-Led Program  
Hosted by University of Freiburg

- Six hours of international business coursework
- Trips to the European Parliament in Strasbourg and the World Trade Organization and United Nations in Geneva
- Opportunities for weekend travel, as well exploration of the history and culture of the university town of Freiburg

Contact: Dr. Georg Schaur  
gschaur@tennessee.edu

### ITALY, Asolo

University of Iowa  
(private tuition program)

- 13 week experience
- Courses taught in English
- Opportunity to learn Italian
- Special lectures and company tours
- Built-in travel breaks

#### Fall and Spring Semester Programs

06M:151 International Marketing (3)  
06J:125 Entrepreneurial Strategy (3)  
06J:168 Topics in Management: Business, Culture and Society (1 or 3)  
018:001 Elementary Italian I (4) or 018:020 Italian for Travelers (2)

Logistics

**Information Management**  
Dual Concentration Option: Third and Fourth Years  
2009 Catalog

Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
<b>Information Management 341</b>	3
Ethics: Philosophy 243, 244, or 443	3
Business Administration 353	3
Business Administration 361	3
<b>Logistics 310</b>	3
<b>Information Management 342</b>	3
<hr/>	
<b>Fourth Year</b>	
Business Law 301	3
<b>Logistics 411</b>	3
<b>Logistics 413 or 421</b>	3
<b>Information Management 442</b>	3
<b>Information Management 443</b>	3
<b>Logistics 460</b>	3
Management 402	3
Electives	7-11

**TOTAL HOURS FOR GRADUATION 120**

**Internal Auditing**  
Dual Concentration Option: Third and Fourth Years  
2009 Catalog

Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
<b>Accounting 301</b>	3
<b>Information Management 341</b>	3
Ethics: Philosophy 243, 244, or 443	3
Business Administration 353	3
Business Administration 361	3
<b>Logistics 310</b>	3
<b>Accounting 311</b>	3
<hr/>	
<b>Fourth Year</b>	
Business Law 301	3
<b>Logistics 411</b>	3
<b>Logistics 413 or 421</b>	3
<b>Accounting 411</b>	3
<b>Logistics 460</b>	3
Management 402	3
*Electives	7-11

**TOTAL HOURS FOR GRADUATION 120**

\*Students are encouraged to take Accounting 321.

**Marketing**  
Dual Concentration Option: Third and Fourth Years  
2009 Catalog

Third Year	Credit Hours
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
<b>Logistics 310</b>	3
<b>Marketing 340</b>	3
<b>Marketing 350</b>	3
<hr/>	
<b>Fourth Year</b>	
Business Law 301	3
<b>Logistics 411</b>	3
<b>Logistics 413 or 421</b>	3
<b>Marketing 360</b>	4
<b>Logistics 460</b>	3
<b>Marketing 460</b>	3
Management 402	3
Electives	7-11

**TOTAL HOURS FOR GRADUATION 120**

**Operations Management**  
Dual Concentration Option: Third and Fourth Years  
2009 Catalog

Third Year	Credit Hours
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
<b>Logistics 310</b>	3
<b>Operations and Management Science 341</b>	3
Business Law 301	3
<hr/>	
<b>Fourth Year</b>	
<b>Logistics 411</b>	3
<b>Logistics 413 or 421</b>	3
<b>Operations and Management Science 441</b>	3
<b>Operations and Management Science 421</b>	3
<b>Operations and Management Science 410</b>	3
<b>Logistics 460</b>	3
Management 402	3
Electives	7-11

**TOTAL HOURS FOR GRADUATION 120**

**Statistics**  
Dual Concentration Option: Third and Fourth Years  
2009 Catalog

Third Year	Credit Hours
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
<b>Logistics 310</b>	3
<b>Statistics 320</b>	3
Business Law 301	3
<hr/>	
<b>Fourth Year</b>	
<b>Logistics 411</b>	3
<b>Logistics 413 or 421</b>	3
<b>Statistics 365</b>	3
<b>Statistics 471</b>	3
<b>Statistics 474 or 475</b>	3
<b>Logistics 460</b>	3
Management 402	3
Electives	7-11

**TOTAL HOURS FOR GRADUATION 120**

## Marketing

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

### First and Second Years 2009 Catalog

First Year	Credit Hours
Written Communication: English 101, 102	6
Quantitative Reasoning: Math 123-125 or 141-142	6 or 8
Cultures and Civilizations: Intermediate Foreign Language	6
Natural Sciences	6 - 8
Social Sciences	3
Oral Communication: Communication Studies 210 or 240	3
<hr/>	
Second Year	Credit Hours
Accounting 200	3
Social Sciences: Economics 201	4
Written Communication: English 255 or 295	3
Statistics 201	3
Business Administration 201	4
Arts and Humanities	6
Non-US History	3
Electives	3

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.

### Collateral Option: Third and Fourth Years 2009 Catalog

Third Year	Credit Hours
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
<b>Marketing 340</b>	3
<b>Marketing 350</b>	3
<b>Collateral</b>	3
<hr/>	
Fourth Year	Credit Hours
Business Law 301	3
<b>Marketing 360</b>	3
<b>Marketing Elective: Marketing 462, 466, or 468</b>	3
<b>Collateral</b>	6
Management 402	3
<b>Marketing 460</b>	3
Electives	7-11
<hr/>	
<b>TOTAL HOURS FOR GRADUATION</b>	<b>120</b>

### Marketing Collaterals (9 hours each)

#### Information Management

Information Management 341  
Information Management 342  
Information Management 442 or 443

#### International Business

International Business 489  
and  
Three courses from: International Business 409, 419, 429, 439, 449, 459, 469, or Business Administration 400  
(See *STUDY ABROAD* information on page 29)

#### Logistics

Logistics 310  
Logistics 411  
Logistics 421

#### Resource Management

Accounting 301  
Finance 425  
Finance 455

Marketing

<b>Information Management</b>	
<b>Dual Concentration Option: Third and Fourth Years</b>	
<b>2009 Catalog</b>	
<b>Third Year</b>	<b>Credit Hours</b>
Business Administration 331-332	4
Business Administration 341-342	4
Ethics: Philosophy 243, 244, or 443	3
Finance 301	3
<b>Information Management 341</b>	3
Business Administration 353	3
Business Administration 361	3
<b>Marketing 340</b>	3
<b>Marketing 350</b>	3
<hr/>	
<b>Fourth Year</b>	<b>Credit Hours</b>
<b>Information Management 342</b>	3
Business Law 301	3
<b>Marketing 360</b>	3
<b>Information Management 442</b>	3
<b>Information Management 443</b>	3
Management 402	3
<b>Marketing 460</b>	3
Electives	7-11
<b>TOTAL HOURS FOR GRADUATION</b>	<b>120</b>

<b>Internal Auditing</b>	
<b>Dual Concentration Option: Third and Fourth Years</b>	
<b>2009 Catalog</b>	
<b>Third Year</b>	<b>Credit Hours</b>
Business Administration 331-332	4
Business Administration 341-342	4
Ethics: Philosophy 243, 244, or 443	3
Finance 301	3
<b>Accounting 301</b>	3
<b>Information Management 341</b>	3
Business Administration 353	3
Business Administration 361	3
<b>Marketing 340</b>	3
<b>Marketing 350</b>	3
<hr/>	
<b>Fourth Year</b>	<b>Credit Hours</b>
Business Law 301	3
<b>Accounting 311</b>	3
<b>Accounting 411</b>	3
<b>Marketing 360</b>	3
Management 402	3
<b>Marketing 460</b>	3
*Electives	7-11
<b>TOTAL HOURS FOR GRADUATION</b>	<b>120</b>

<b>Logistics</b>	
<b>Dual Concentration Option: Third and Fourth Years</b>	
<b>2009 Catalog</b>	
<b>Third Year</b>	<b>Credit Hours</b>
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
<b>Marketing 340</b>	3
<b>Marketing 350</b>	3
<b>Logistics 310</b>	3
<hr/>	
<b>Fourth Year</b>	<b>Credit Hours</b>
Business Law 301	3
<b>Marketing 360</b>	3
<b>Logistics 411</b>	3
<b>Logistics 413 or 421</b>	3
Management 402	3
<b>Marketing 460</b>	3
<b>Logistics 460</b>	3
Electives	7-11
<b>TOTAL HOURS FOR GRADUATION</b>	<b>120</b>

\*Students are encouraged to take Accounting 321.

<b>Statistics - Option One</b>	
<b>Dual Concentration Option: Third and Fourth Years</b>	
<b>2009 Catalog</b>	
<b>Third Year</b>	<b>Credit Hours</b>
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
<b>Marketing 340</b>	3
<b>Marketing 350</b>	3
<b>Statistics 320</b>	3
<hr/>	
<b>Fourth Year</b>	<b>Credit Hours</b>
Business Law 301	3
<b>Marketing 360</b>	3
<b>Statistics 330</b>	3
<b>Statistics 471</b>	3
Management 402	3
<b>Marketing 460</b>	3
<b>Statistics 474 or 475</b>	3
Electives	7-11
<b>TOTAL HOURS FOR GRADUATION</b>	<b>120</b>

<b>Statistics - Option Two</b>	
<b>Dual Concentration Option: Third and Fourth Years</b>	
<b>2009 Catalog</b>	
<b>Third Year</b>	<b>Credit Hours</b>
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
<b>Marketing 340</b>	3
<b>Marketing 350</b>	3
<b>Statistics 320</b>	3
<hr/>	
<b>Fourth Year</b>	<b>Credit Hours</b>
Business Law 301	3
<b>Marketing 360</b>	3
<b>Statistics 471</b>	3
<b>Statistics 475</b>	3
Management 402	3
<b>Marketing 460</b>	3
<b>Statistics 474</b>	3
Electives	7-11
<b>TOTAL HOURS FOR GRADUATION</b>	<b>120</b>

## Marketing Study Abroad

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### International Business

#### Dual Concentration Option: Third and Fourth Years 2009 Catalog

Third Year	Credit Hours
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
<b>Marketing 340</b>	3
<b>Marketing 350</b>	3
Business Law 301	3
<b>International Business 489</b>	0

Fourth Year	Credit Hours
<b>Marketing 360</b>	3
<b>*International Business</b>	12
Management 402	3
<b>Marketing 460</b>	3
Electives	7-11

**TOTAL HOURS FOR GRADUATION 120**

\*Any four courses chosen from International Business 409, 419, 429, 439, 449, 459, 469, or Business Administration 400

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**IB 439 Global Supply Chain Mgt. (3 hours)**  
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- Trips to the European Parliament in Strasbourg and the World Trade Organization and United Nations in Geneva
- Opportunities for weekend travel, as well exploration of the history and culture of the university town of Freiburg

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### ITALY, Asolo

University of Iowa  
(private tuition program)

- 13 week experience
- Courses taught in English
- Opportunity to learn Italian
- Special lectures and company tours
- Built-in travel breaks

#### Fall and Spring Semester Programs

06M:151 International Marketing (3)  
06J:125 Entrepreneurial Strategy (3)  
06J:168 Topics in Management: Business, Culture and Society (1 or 3)  
018:001 Elementary Italian I (4) or 018:020 Italian for Travelers (2)

Public Administration

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

**First and Second Years  
2009 Catalog**

First Year	Credit Hours
Written Communication: English 101, 102	6
Quantitative Reasoning: Math 123-125 or 141-142	6 or 8
Cultures and Civilizations: Intermediate Foreign Language	6
Natural Sciences	6 - 8
Social Sciences	3
Oral Communication: Communication Studies 210 or 240	3
<hr/>	
Second Year	Credit Hours
Accounting 200	3
Social Sciences: Economics 201	4
Written Communication: English 255 or 295	3
Statistics 201	3
Business Administration 201	4
Arts and Humanities	6
Non-US History	3
Electives	3

**Third and Fourth Years  
2009 Catalog**

Third Year	Credit Hours
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
<b>Political Science 340</b>	3
<b>Economics 312</b>	3
Electives	3
<hr/>	
Fourth Year	Credit Hours
Business Law 301	3
<b>Economics 371</b>	3
<b>Economics 472</b>	3
<b>Political Science 441</b>	3
Management 402	3
<b>*Economics or Political Science Electives</b>	9
Electives	4-8
<hr/>	
<b>TOTAL HOURS FOR GRADUATION</b>	<b>120</b>

\*Any three upper-division economics or political science courses

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, healthcare, environment, and economic development. In addition to the Master's of Public Administration degree, many undergraduate majors pursue graduate programs in law, economics, or public policy.

## Statistics

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

### First and Second Years 2009 Catalog

First Year	Credit Hours
Written Communication: English 101, 102	6
Quantitative Reasoning: Math 123-125 or 141-142	6 or 8
Cultures and Civilizations: Intermediate Foreign Language	6
Natural Sciences	6 - 8
Social Sciences	3
Oral Communication: Communication Studies 210 or 240	3
<hr/>	
Second Year	Credit Hours
Accounting 200	3
Social Sciences: Economics 201	4
Written Communication: English 255 or 295	3
Statistics 201	3
Business Administration 201	4
Arts and Humanities	6
Non-US History	3
Electives	3

Statistics is the science of learning from data. Statisticians determine how to collect and how to manage this necessary information. They interpret 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 and include 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. Prospective statisticians must have a strong aptitude for mathematics, a solid computing background, and an earnest curiosity to explore the practical application of statistics.

### Collateral Option: Third and Fourth Years 2009 Catalog

Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Ethics: Philosophy 243, 244, or 443	3
Finance 301	3
<b>Statistics 365</b>	3
Business Administration 353	3
Business Administration 361	3
<b>Statistics 320</b>	3
<b>Statistics 330</b>	3
<hr/>	
Fourth Year	Credit Hours
Business Law 301	3
<b>Statistics 471</b>	3
<b>Statistics Electives: any two 400-level courses from Statistics or Mathematics 423 and 425</b>	6
<b>Collateral</b>	6
Management 402	3
Electives	7-11
<hr/>	
<b>TOTAL HOURS FOR GRADUATION</b>	<b>120</b>

### Statistics Collaterals (6 hours each)

#### Economics

Economics 312 or 313  
Economics 381

#### Finance

Finance 425 (Accounting 301 prerequisite)  
One of Finance 435, 455, 475, or 485 (Accounting 301 prerequisite)

#### Information Management

Information Management 341  
Information Management 342

#### Logistics

Logistics 310  
Logistics 411

#### Marketing

Marketing 340  
Marketing 350

#### Operations Management

Operations and Management Science 341  
Operations and Management Science 421 or 441

## Statistics

**Internal Auditing**  
**Dual Concentration Option: Third and Fourth Years**  
**2009 Catalog**

Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Ethics: Philosophy 243, 244, or 443	3
Finance 301	3
<b>Accounting 301</b>	3
<b>Information Management 341</b>	3
Business Administration 353	3
Business Administration 361	3
<b>Statistics 320</b>	3

Fourth Year	Credit Hours
Business Law 301	3
<b>Accounting 311</b>	3
<b>Statistics 365</b>	3
<b>Statistics 471</b>	3
<b>Statistics 474 or 475</b>	3
<b>Accounting 411</b>	3
Management 402	3
*Electives	7-11

**TOTAL HOURS FOR GRADUATION** **120**

\*Students are encouraged to take Accounting 321.

**Logistics**  
**Dual Concentration Option: Third and Fourth Years**  
**2009 Catalog**

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

Fourth Year	Credit Hours
Business Law 301	3
<b>Statistics 471</b>	3
<b>Statistics 474 or 475</b>	3
<b>Logistics 411</b>	3
<b>Logistics 413 or 421</b>	3
<b>Logistics 460</b>	3
Management 402	3
Electives	7-11

**TOTAL HOURS FOR GRADUATION** **120**

**Marketing - Option One**  
**Dual Concentration Option: Third and Fourth Years**  
**2009 Catalog**

Third Year	Credit Hours
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
<b>Marketing 340</b>	3
<b>Marketing 350</b>	3
<b>Statistics 320</b>	3

Fourth Year	Credit Hours
Business Law 301	3
<b>Marketing 360</b>	3
<b>Statistics 330</b>	3
<b>Statistics 471</b>	3
Management 402	3
<b>Marketing 460</b>	3
<b>Statistics 474 or 475</b>	3
Electives	7-11

**TOTAL HOURS FOR GRADUATION** **120**

**Marketing - Option Two**  
**Dual Concentration Option: Third and Fourth Years**  
**2009 Catalog**

Third Year	Credit Hours
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
<b>Marketing 340</b>	3
<b>Marketing 350</b>	3
<b>Statistics 320</b>	3

Fourth Year	Credit Hours
Business Law 301	3
<b>Marketing 360</b>	3
<b>Statistics 471</b>	3
<b>Statistics 474</b>	3
Management 402	3
<b>Marketing 460</b>	3
<b>Statistics 475</b>	3
Electives	7-11

**TOTAL HOURS FOR GRADUATION** **120**

## Statistics Study Abroad

As a part of the University of Tennessee's comprehensive plan to help students gain the international and intercultural knowledge they need to succeed in today's world, the College of Business Administration requires all students pursuing international business to have an international educational experience.

To begin planning foreign study, meet with your academic advisor in the Undergraduate Programs office (342 Haslam Business Building) to discuss opportunities, programs, and curricular issues. Students will be enrolled in International Business 489 (0 credit hours) while pursuing their international experience.

Coursework in your international business collateral or dual concentration may be completed through a study abroad program. We have already approved the programs listed on this page, but these are just **examples**—you can make your own opportunities. Talk to your advisor.

### International Business

#### Dual Concentration Option: Third and Fourth Years 2009 Catalog

Third Year	Credit Hours
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
<b>Statistics 320</b>	3
<b>Statistics 365</b>	3
Business Law 301	3
<b>International Business 489</b>	0

Fourth Year	Credit Hours
<b>Statistics 471</b>	3
<b>Statistics 330 or 474 or 475</b>	3
<b>*International Business</b>	12
Management 402	3
Electives	7-11

#### TOTAL HOURS FOR GRADUATION 120

\*Any four courses chosen from International Business 409, 419, 429, 439, 449, 459, 469, or Business Administration 400

Additional resources are available through the Programs Abroad division of the Center for International Education:

<http://utabroad.org>

1620 Melrose Avenue  
(865) 974-3177



### AUSTRALIA, Queensland

College of Business Administration  
Faculty-Led Program  
Hosted by University of the Sunshine Coast

**IB 439 Global Supply Chain Mgt. (3 hours)**  
**BA 400 Special Topics (3 hours)**

- Focus on supply chain management and marketing from an Australian perspective
- Visits to local companies
- Cultural activities: Australian Zoo, Ecotour of Fraser Island, Aboriginal culture

Contact: Dr. Diane Mollenkopf  
mollenkopf@tennessee.edu

### GERMANY, Freiburg

College of Business Administration  
Faculty-Led Program  
Hosted by University of Freiburg

- Six hours of international business coursework
- Trips to the European Parliament in Strasbourg and the World Trade Organization and United Nations in Geneva
- Opportunities for weekend travel, as well exploration of the history and culture of the university town of Freiburg

Contact: Dr. Georg Schaur  
gschaur@tennessee.edu

### ITALY, Asolo

University of Iowa  
(private tuition program)

- 13 week experience
- Courses taught in English
- Opportunity to learn Italian
- Special lectures and company tours
- Built-in travel breaks

#### Fall and Spring Semester Programs

06M:151 International Marketing (3)  
06J:125 Entrepreneurial Strategy (3)  
06J:168 Topics in Management: Business, Culture and Society (1 or 3)  
018:001 Elementary Italian I (4) or 018:020 Italian for Travelers (2)

## Internships

### General Requirements

If you wish to receive academic credit for an internship, you must be enrolled in the 492 course associated with your major department and registered through Career Services at the same time you are doing the internship or co-op. Your employer must provide a letter indicating your start and stop dates as well as a description of your responsibilities, including how many hours per week you will work. You will be graded on a satisfactory/no-credit basis; 50 hours of work equates to one credit hour; credits count as general education electives.

Consult your academic advisor, your departmental coordinator listed below, or Career Services at 100 Dunford Hall, (865) 974-5435, for more information.

### Accounting

The accounting program offers 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. Both programs require full-time work for a ten to twelve week period doing the work of entry level professional accountants. During this time, students take no academic course work.

The first program (summer between junior and senior years) emphasizes internships in industry. Students must declare their interest in this program in the November preceding the internship and participate in a resume preparation workshop and an interviewing workshop. Interviews are held in February preceding the internship.

The second program (for students who intend to enroll in the MAcc program) emphasizes internships with public accounting firms. These internships are primarily available in spring of the senior year. Students seeking these internships must attend the "Meet the Firms" event held on campus in late August or early September each year.

Students may earn academic credit for their internships. Credits count towards general education electives. Contact your departmental coordinator, Dr. Jack Kiger, at [jkiger@tennessee.edu](mailto:jkiger@tennessee.edu) if you have questions.

### Business Administration

If you plan to do an internship either before you are admitted to a major or outside of your field of study, you may be able to do so under Business Administration 492 (1-15 hours). For approval, you must meet with an academic advisor in the Undergraduate Programs office (342 Haslam Business Building). In addition to the requirements listed above, the final requirement for Business Administration 492 is a 5-page paper, due on the last day of classes.

### Finance

Finance 492 (1-3 hours) offers finance majors internship experience designed to provide supervision, feedback, and a format for reflection. Students enrolled in Finance 492 will receive general elective credit only. You must be a finance major to register for Finance 492, and all work hours must be completed during the semester of your internship.

Work type: Significant finance component  
 Work hours: 50 per credit hour (150 maximum)  
 Daily journal: 30% of final grade  
 Internship documentation form: 10% of final grade  
 Final paper: 60% of final grade

You must earn at least 70 percent to receive full credit. Contact your departmental coordinator, Suzan Murphy, at (865) 974-1728 or [smurphy@tennessee.edu](mailto:smurphy@tennessee.edu).

### Human Resource Management and Management

Human Resource Management 492 (1-6 hours) and Management 492 (1-6 hours) offer these majors internship and career development experience, which provides an opportunity to integrate and apply the knowledge and skill-based competencies obtained in the classroom. Skills gained through the internship will also assist you in making a career decision and give you the necessary experience to transition to the corporate world. To assist you in the location of an internship, contact your departmental coordinator, Dr. Debbie Mackey, at (865) 974-7014 or [dmackey@tennessee.edu](mailto:dmackey@tennessee.edu).

### Marketing and Logistics

Marketing 492 (1-6 hours) and Logistics 492 (1-6 hours) offer these majors internship experience. To receive credit, you must work a full-time semester-long position away from campus. No other coursework can be taken during this semester, including online courses. Credit is not given for part-time work or jobs during the summer session. You must provide the department or course coordinator and Career Services with the employer's evaluation form. Contact your departmental coordinator Dianne Marshall at [dkmarsh@tennessee.edu](mailto:dkmarsh@tennessee.edu) or Department Head Dr. Matthew Myers at (865) 974-5311.

### Statistics

Statistics 492 (1-6 hours) offers statistics majors internship experience. Contact your departmental coordinator Dr. William Seaver at [wseaver@tennessee.edu](mailto:wseaver@tennessee.edu).

## University Policies and Procedures

The online *Undergraduate Catalog* and *Hilltopics* describe all university-wide academic policies. This section briefly describes certain policies as they relate to the College of Business Administration.

**Academic Probation:** The University of Tennessee expects all students who enter the university to remain in **good academic standing**. To accomplish this, the university has established retention standards. To graduate from UT, a student must earn a minimum cumulative grade point average (GPA) of 2.00. The *Undergraduate Catalog* contains additional retention, progression, and graduation requirements for specific programs.

A student will be placed on academic probation when his/her cumulative grade point average falls below the minimum acceptable level of 2.00 for one semester, or the semester grade point average falls below the minimum acceptable level of 2.00 for two consecutive terms of enrollment. During that semester, and any other semesters on academic probation, a student must participate in **academic probation advising**.

Students on academic probation status during a term will automatically be dismissed at the end of that term if both the cumulative GPA and the term GPA are below 2.00. A student will no longer be on academic probation when his/her cumulative GPA is 2.00 or higher and the term GPA is 2.00 or higher.

**Academic Dismissal:** Students who have been academically dismissed are not eligible to enroll in classes, either full-time or part-time at UT. This includes correspondence and online courses.

**First Dismissal:** A student dismissed for the first time may not be readmitted until after a full semester (not including summer) has elapsed.

**Second Dismissal:** A student dismissed for the second time may be readmitted after one calendar year has elapsed and after completing a minimum of 12 semester credits of academic coursework with at least a 2.50 cumulative GPA from accredited institution(s) of higher education. Students who are dismissed twice

are required to meet with the Undergraduate Council Appeals Committee.

**Third Dismissal:** After a third dismissal, a student is ineligible to attend the university and may not apply for readmission.

**Add Information:** Students may add courses through the tenth calendar day counted from the first day of classes. Because of the nature of some courses, permission of the instructor, department head, or college may be required to add a course after classes begin. Students may also, as college or departmental policies permit, change sections of a course through the tenth day. Students wishing to add or change sections of business classes should consult with their academic advisor.

**AP Exams:** The Advanced Placement (AP) Program is designed both to test students' achievements in college-level courses taught in high school and to provide students the opportunity to gain college credit for pre-college work. It is administered to high school seniors who have had special AP courses in their high schools and is not available to those whose high schools did not participate in the AP Program.

UT departments offering courses comparable to the material covered in the various tests have agreed to grant advanced placement credit. The credits earned on each exam are entered on the transcript and will apply to all requirements as if taken in class. No petition is required for AP credit in order to satisfy degree requirements. The Advanced Placement scores and test booklets are sent to the UT Undergraduate Admissions Office sometime in June or July. See the table on page 40 for details on AP scores and awarded credit.

**Articulation Agreements:** Articulation agreements are programs developed between nearby two-year community colleges and the University of Tennessee. While at the two-year college, students take a specified curriculum that leads to the associate degree and also prepares students for the corresponding

### DEFINITIONS

**Good Academic Standing:**

Good academic standing means that your cumulative GPA is above 2.00 and you have not earned a GPA of less than 2.00 in two consecutive semesters.

**Academic Probation Advising:**

A special directive advising program to help the student address concerns that are impacting his/her academic performance, and to outline a plan for achieving academic success. This model of early intervention is designed to help students regroup and position themselves for academic success.

## University Policies and Procedures

baccalaureate degree at the University of Tennessee. Details on specific programs and requirements are available from the Office of the University Registrar (<http://registrar.tennessee.edu>) or from the specified community college.

**Drop Information:** Warning—if you fail to attend the first class meeting without prior arrangements with the department concerned, you may be dropped from the class. You should not assume that you will be officially dropped from the class. It is always your responsibility to drop courses you do not plan to attend or for which you have been told to drop.

For fall and spring semesters, students may drop courses through the tenth calendar day of the term without notations appearing on their academic record. Students may drop classes from days eleven through sixty-three with a notation of “W” via the web at <http://cpo.utk.edu>. During days sixty-four through eighty-four, students may drop courses, but either the notation “WP” or “WF,” which is given by the instructor, will appear on their records. After day sixty-three, the student’s instructor must sign the WP/WF Form (drop slip), available at <http://registrar.tennessee.edu/forms/index.shtml>, and the student must bring it to the Office of the University Registrar, 209 Student Services Building. After day eighty-four, students may not drop courses. Summer term is an exception to the number of days allowed for withdrawals. Always check the current online *Timetable of Classes* for exact dates or refer to page 39 of this Handbook.

See key dates by semester at [http://registrar.tennessee.edu/academic\\_calendar](http://registrar.tennessee.edu/academic_calendar). If you wish to withdraw from all classes, see Withdrawal from the University in the *Hilltopics* student handbook.

### Failure to Meet Progression Requirements:

Undergraduate students who are not eligible to progress into their major in the College of Business Administration will be notified and assigned to Arts and Sciences Advising Services as a university

undecided student. Arts and Sciences advisors will advise the student and approve enrollment requests until the student is enrolled in another college or major.

**High School Deficiencies:** Beginning with fall term 1989, the university adopted new undergraduate admission requirements to include certain specified high school courses. With the exception of American History, one high school unit is comparable to one three-hour semester of university work. First year students must remove any deficiencies within their first 60 hours of university work. Transfer students graduating from high school in 1989 or later and having more than 12 hours of transfer work must remove the deficiencies within their first 30 hours at UT. Transfer students graduating from high school in 1989 or later having 60 or more hours of transferable work will be exempt from university unit entrance requirements. Any student graduating from high school prior to 1989 will be exempt from university unit entrance requirements. See table on page 41 for more information.

**Honors Course:** Students generally find that the honors courses offered by the university provide a stimulating, satisfying, and enriching experience. The opportunities for contact among a small group of students and outstanding faculty are offered at all levels through the Chancellor’s Honors Program, the College of Business Administration’s Global Leadership Scholars program (see page 5), and also in various departmental courses.

Students may be eligible to apply to the Chancellor’s Honors Program at the end of their first year provided they have earned a minimum of 3.25 on courses taken at UT. Find more information at <http://honors.utk.edu> and in the online *Undergraduate Catalog*.

**Incomplete:** An “I” (Incomplete) is assigned under extraordinary circumstances and at the discretion of the instructor when a student’s work is satisfactory but he/she has not completed some portion of the

### DEFINITIONS

“W” stands for withdrawal.

“WP” stands for withdrawn passing and does not affect the GPA.

“WF” stands for withdrawn failing and does not affect the GPA.

## University Policies and Procedures

course. The “I” grade is not computed into the GPA. However, if the “I” grade is not removed within one calendar year or before graduation, it will be changed to an “F” and computed as such (zero quality points) in the student’s GPA. The terms for removal of the “I,” including the time limit for its removal, will be determined by the instructor. It is the responsibility of the student to arrange with the instructor whatever action is needed to remove the incomplete at the earliest possible date within one year of the assignment of the “I.” A student does not need to be enrolled at the university to remove a grade of incomplete. Students should not re-register for a course for which they have received an “I,” as this will not remove the Incomplete.

**Repeating Courses:** Unless it is otherwise specified in the course description, no course may be attempted more than three times. A grade of W does not count as one of the available attempts. Grades of C-, D+, D, D-, F, I, NC, WP, and WF are counted as one of the available attempts. No course may be repeated in which a grade of C or better has already been earned. Exceptions to the number of times a course may be repeated will be allowed only with prior written permission from the head of the department where the course is being offered and from the student’s college dean or designee. Each course is counted only once in determining credit hours presented for graduation.

For the first three repeated lower-division courses (100-200 level), only the last grade earned in the repeated courses will be counted in computing the GPA. In the case where a student earned a grade of C-, D+, D, or D- in the course and subsequently repeats the course with a failing grade (F), the grade of D will be counted in computing the GPA. If the same course is repeated more than once, the additional repeats count as part of the repeat total. Repeating a course in which an NC grade has been earned does not count as one of the repeats covered by this policy. Grades of W, WP, and WF do not count as one of the repeats covered by this policy. For all courses repeated

after the first three, all grades will be included when computing the GPA. All grades for all courses remain on the transcript.

**Transfers:** Students in other colleges at UT 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 UT 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 (3.00 for Accounting majors). See page 6 of this *Handbook* for additional information.

**Transfer Credits:** The official GPA for any UT student will be computed on the basis of hours and grades earned at UT. Grades earned in courses taken at other institutions will be evaluated and recorded on the academic history at UT, as will the transfer GPA. This information can be used in making admission/progression, course placement, and other academic decisions. Once a transfer student is enrolled, the GPA used in making re-admission decisions, determining continuation standards, checking graduation requirements, and determining honors categories for graduation will be the GPA based on UT courses only.

Transfer credit will be granted only for courses in which a C or better was earned. Courses in which less than a C was earned will be calculated into the transfer GPA for academic decision making.

**Residency Requirement:** Students transferring from other institutions must complete at least 18 credit hours in their major and the last 30 hours at UT. In addition, at least 60 hours must be completed at a four-year institution.

## University Policies and Procedures

### Graduation Requirements

**All students must meet the following requirements to graduate:**

120 semester hours  
(total hours will increase if admitted with deficiencies)  
60 semester hours at a four-year institution  
Last 30 hours at UT  
Cumulative UT GPA of 2.00  
75 percent (18 of 24 hours) of major, collateral, or  
dual concentration hours at UT  
A minimum grade of C in every course counted towards the major

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**Students receiving honors designation have:**

Earned 60 hours at UT  
Cum laude - GPA between 3.50 and 3.64  
Magna cum laude - GPA between 3.65 and 3.79  
Summa cum laude - GPA between 3.80 and 4.00  
*\*Honors categories are determined by cumulative hours earned  
the semester prior to graduation.*

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**Application for graduation:**

Students will complete the application in their advising appointment during the appropriate semester prior to graduation. Applications may be submitted no sooner than the first day of classes one year before the semester of graduation and no later than the last day of classes two full semesters before graduation.

*For example:*

For Spring 2010 graduation, apply between the first day of Spring 2009 and the last day of Summer 2009

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**Graduation ceremonies:**

In the spring, the College of Business Administration hosts a graduation ceremony.  
RSVP at <http://bus.utk.edu/undergrad>  
Spring and summer graduates attend the spring ceremony.

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## The University's Academic Calendar, 2009-2010

### Fall Semester 2009

Spring 2010 Graduation Application Deadline	Thursday, August 6
Classes Begin	Wednesday, August 19
Last Day to Add, Change Grading Options or Drop without a "W" (1st session courses)	Monday, August 24
Last Day to Final Register, Add, Change Grading Options or Drop without a "W" (full term courses)	Friday, August 28
Labor Day (no classes)	Monday, September 7
Last Day to Adjust Hours for Financial Aid Awarding	Wednesday, September 2
Last Day to Drop with a "W" (1st session courses)	Thursday, September 17
Last Day to Drop with a "WP/WF Grade" (1st session courses)	Friday, September 25
Last Day to Drop with a "W" (full term courses)	Tuesday, October 20
First Session Ends	Wednesday, October 7
Fall Break (no classes)	Thursday-Friday, October 15-16
Second Session Begins	Thursday, October 8
Last Day to Add, Change Grading Options or Drop without a "W" (2nd session courses)	Monday, October 12
Last Day to Drop with a "W" (2nd session courses)	Friday, November 6
Last Day to Drop with a "WP/WF" Grade (full term courses)	Tuesday, November 10
Last Day to Drop with "WP/WF" Grade (second session courses)	Monday, November 16
Thanksgiving Break	Thursday-Friday, November 26-27
Classes End	Tuesday, December 1
Summer 2010 Graduation Application Deadline	Tuesday, December 1
Study Period	Wednesday, Saturday-Sunday, December 2, 5, & 6
Final Exam Days	Thursday-Thursday December 3-4 & 7-10
Commencement Rehearsal (Thompson-Boling Assembly Center & Arena)	Friday, December 11
Commencement (Thompson-Boling Assembly Center & Arena)	Sunday, December 13

### Spring Semester 2010

Classes Begin	Wednesday, January 13
MLK Holiday (no classes)	Monday, January 18
First Session Ends	Wednesday, March 3
Second Session Begins	Thursday, March 4
Spring Break	Monday-Friday, March 8-12
Spring Recess (no classes)	Friday, April 2
Classes End	Friday, April 30
Study Period	Monday, May 3
Final Exams	Tuesday-Tuesday May 4-7 & 10-11
Commencement	Wednesday-Friday May 12-14

### Summer Semester 2010

Mini Session Begins	Wednesday, May 12
Memorial Holiday	Monday, May 31
Mini Session Ends	Wednesday, June 2
Full and First Session Begins	Thursday, June 3
First Session Ends	Wednesday, July 7
Independence Day Holiday (no classes)	Monday, July 5
Second Session Begins	Thursday, July 8
Full and Second Session Ends	Tuesday, August 10
Summer Graduation Date (no summer ceremony)	Wednesday, August 18

## Advanced Placement Credit

TEST	SCORE	CREDIT
American History	4 or 5	History 221-222
Art Drawing	4 or 5	Art 101
Art 2-D Design	4 or 5	Art 101
Art 3-D Design	N/A	No Credit Awarded
Art History	N/A	No Credit Awarded
Biology	3, 4, or 5	Biology 101-102
Calculus AB	3 4 5	Math 125 Math 141 Math 147
Calculus BC	3 4 5	Math 141 Math 141-142 Math 147-148
Chemistry	4 or 5	Chemistry 120-130
Computer Science A	5	Computer Science 102
Computer Science AB	4	Computer Science 102
Economics - Micro & Macro	3, 4, or 5	Economics 201
English Language & Composition	4 or 5	English 101
English Literature & Composition	4 or 5	English 101-102
Environmental Science	3 4 or above	Geology 201 Geology 201-202
European History	4 or 5	History 241-242
French Language	3 4 5	French 211-212 French 333-334 or 351-352 French 333-334 or 351-352
French Literature	3 4 5	French 211-212 French 351-352 French 351-352
German Language	3 4 or 5	German 201-202 German 201-202 or 311-312
Human Geography	4 or 5	Geography 101
Italian	N/A	No Credit Awarded
Latin Literature - Catullus/Cicero, Catullus/Horace, Catullus/Ovid, or Virgil	3, 4, or 5	Latin 251-252
Music	4 or 5	Music Theory 110
Physics B	4 or 5	Physics 101-102 or 161 or 221
Physics C - E & M	4 5	Physics 102 or 222 or 231 Physics 136
Physics C - Mechanics	4 5	Physics 101 or 161 or 221 Physics 135
Political Science - Comparative Exam	3, 4, or 5	Political Science 102
Political Science - US Exam	3, 4, or 5	Political Science 101
Psychology	3, 4, or 5	Psychology 110
Spanish Language or Literature	3 4 5	Spanish 211-212 Spanish 212 and 300 Spanish 300 and 305
Statistics	4 or 5	Statistics 201
Studio Art - General or Drawing Portfolio	4 or 5	Art Studio 101
World History	4 or 5	History 261-262

## How to Remove High School Deficiencies

SUBJECT AREA	UNITS REQUIRED	IF DEFICIENT, TAKE:	
English	4	UT:	English 101; English 102
Math - Algebra	2	High School: UT:	Algebra I; Algebra II Math 100.
Math - Geometry	1	High School: UT:	Geometry Any Math course except Math 100.
Math - Advanced Mathematics	1	High School: UT:	Calculus Any Math course except Math 100.
Visual and Performing Arts	1	High School: UT:	Any visual or performing art. All 100-level Architecture courses; All 100- and 200-level Art courses (Art History, Art Media, etc.); All 100- and 200-level Dance courses; All 100- and 200-level Music courses; Cinema Studies 281 (Introduction to Film Studies); Classics 232 (Archaeology and Art of Ancient Greece); Theatre 100 (Introduction to Theatre); Theatre 220-221 (Acting).
Foreign Language	2	High School: UT:	Any foreign language in high school. Any foreign language at UT; two semesters (first year) of a single language at UT is equivalent to 2 high school units. *This requirement may be fulfilled with a combination of high school and college-level courses, but the same language must be taken.
Natural Science	2	High School: UT:	All natural science, biology, chemistry, or physics courses. All natural science, chemistry, or physics courses.
U.S. History	1	High School: UT:	U.S. History Requires 6 hours to remove one deficiency. History 221-222 (History of the United States); History 227-228 (Honors: History of the United States)
World History	1	High School: UT:	World History; World Geography History 241-242 (Development of Western Civilization); History 247-248 (Honors: Development of Western Civilization); History 261-262 (A History of World Civilization); Geography 101-102 (World Geography); Medieval Studies 201-202 (Medieval Civilization)

For Geometry or Advanced Mathematics, any math where algebra and geometry are prerequisites, the math course may be used to fulfill the geometry requirement and the algebra deficiency will be waived. See math course descriptions for prerequisites.

## Honor Societies and Student Organizations

### Alpha Kappa Psi

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

for information, e-mail [akpsi@tennessee.edu](mailto:akpsi@tennessee.edu)

Fred A. Pierce III (Advisor)—[fpierce@tennessee.edu](mailto:fpierce@tennessee.edu)  
or 974-2341

As a professional business fraternity, the mission of Alpha Kappa Psi is “developing well-trained, ethical, skilled, resourceful, and experienced business leaders.” The men and women of Alpha Kappa Psi reflect the world’s diversity and are united by a common interest in business and other related fields. The organization builds a feeling of brotherhood and friendship—a support structure that each and every member can depend on and contribute to for the betterment of themselves and fellow members.

### American Marketing Association Student Chapter (AMA)

<http://web.utk.edu/~ama/>

for information, e-mail [ama@tennessee.edu](mailto:ama@tennessee.edu)

Mark Collins (Advisor)—[markcollins@tennessee.edu](mailto:markcollins@tennessee.edu)  
or 974-9623

The collegiate chapter of the AMA is dedicated to promoting a professional environment. Members are challenged and encouraged to gain experience not only in marketing, but in all realms of business, thus promoting the future success of marketing and business while striving to satisfy the needs of AMA members, the College of Business Administration, the local community, and the Knoxville professional chapter. AMA provides professional growth opportunities through networking lunches, speaker meetings and seminars, business etiquette dinners, and job search support.

### Beta Alpha Psi

<http://web.utk.edu/~betaalph/>

Jack Kiger (Advisor)—[jkiger@tennessee.edu](mailto:jkiger@tennessee.edu)

Karyn Valades (Advisor)—[kvalades@tennessee.edu](mailto:kvalades@tennessee.edu)

Beta Alpha Psi is the international organization for business information professionals with chapters at over 250 universities. Open to accounting and finance majors, membership in Beta Alpha Psi indicates high academic and professional standards and is highly regarded by accounting firms and corporations. Chapter members and pledges are required by national bylaws to participate in service activities and professional activities during the academic year.

Weekly meetings feature current topics in the profession and provide a venue for significant student/professional interaction. Beta Alpha Psi members and pledges volunteer a significant amount of time serving the campus and the community. A 3.25 overall GPA and 3.25 GPA in the major is required to pledge as associate member in the sophomore year and as member in the senior year.

### Beta Gamma Sigma

<http://www.betagammasigma.org>

Randal Pierce (Advisor)—[rpierce@tennessee.edu](mailto:rpierce@tennessee.edu)

Beta Gamma Sigma is the honor society for business programs accredited by the Association to Advance Collegiate Schools of Business (AACSB International). Membership is the highest recognition a business student anywhere in the world can receive in an undergraduate or master’s program at a school accredited by AACSB International. To be offered admission, students must rank in the upper 10 percent of their senior class and the highest 7 percent of their second-semester-junior class.

### Council of Supply Chain Management Professionals, University of Tennessee Chapter

Wendy Tate (Advisor)—[wendy.tate@tennessee.edu](mailto:wendy.tate@tennessee.edu)

Dan Fischer (President)—[dfischer@tennessee.edu](mailto:dfischer@tennessee.edu)

The mission of the Council of Supply Chain Management Professionals is to: 1) educate all students about the exciting and rewarding career opportunities in supply chain management on a global basis, 2) provide a link between recruiters who wish to speak to Logistics majors and those students who desire an internship, a co-op, or a full-time position, 3) promote the University of Tennessee and its students to industry, 4) establish networking opportunities between students that will last over their business careers, and 5) provide a professional setting where professors, instructors, students, and members of industry may interact to facilitate supply chain management knowledge and research around the world.

### Dean’s Student Advisory Council (DSAC)

Fred A. Pierce III (Advisor)—[fpierce@tennessee.edu](mailto:fpierce@tennessee.edu)

or 974-2341

The mission of DSAC is to: 1) advise and inform the deans and faculty of the College of Business Administration on issues and their impact on business students, 2) to enhance communication and cooperation between the students and the deans of the college, and 3) to communicate activities and interests of business students and business organizations to the entire university community. Students are nominated each spring by their major department.

### Delta Sigma Pi

<http://web.utk.edu/~deltasig/>

Kenneth Baker (Advisor)—[kbaker5@tennessee.edu](mailto:kbaker5@tennessee.edu)

or 974-0468

Delta Sigma Pi is a Professional Business Fraternity that was founded in 1907. The Alpha Zeta Chapter was founded in 1924 and is the oldest business fraternity on the University of Tennessee campus. The organization is open to men and women and prides itself on promoting brotherhood, fellowship, leadership, and academic achievements in the business community. These qualities augment UT’s business program with experiences and opportunities outside the classroom. For example, professional speakers from well-known corporations speak to the brotherhood. Many of the corporations return to recruit directly from Delta Sigma Pi members.

## Honor Societies and Student Organizations

### Economics Club

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

**Kenneth Baker (Advisor)**—[kbaker5@tennessee.edu](mailto:kbaker5@tennessee.edu)  
or 974-0468

The Economics Club is a resource for students interested in the field of economics. The club meets regularly to discuss economic issues, host speakers, engage in community service, and provide review sessions for Economics 201 students. The club also travels to Washington, D.C. each year to meet with policy makers and private firms. Any student is welcome and encouraged to join.

### Executive Undergraduate Program

[eup@tennessee.edu](mailto:eup@tennessee.edu)

The mission of the Executive Undergraduate Program is to promote the College of Business Administration by showcasing its top students through active campus participation, civic and community involvement, and case competitions at the local, regional, and national levels. The program's purpose is to intensify undergraduate development and provide practical leadership experience.

Executive Undergraduates is an academic and leadership organization with a constitution and by-laws. Members meet with executives who present small group workshops and luncheons as well as share experiences with students who have similar goals and interests. The Executive Undergraduate Program is open by invitation to College of Business Administration scholarship recipients, as well as to second-, third-, and fourth-year students who maintain a cumulative GPA of 3.50 or higher, or who obtain a GPA of 3.50 or higher two consecutive semesters any time during the student's tenure at the University of Tennessee in the College of Business Administration.

### Financial Management Association (FMA)

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

**Suzan Murphy (Advisor)**—[smurphy@tennessee.edu](mailto:smurphy@tennessee.edu)  
or 974-1728

The FMA is a student-run organization that provides a forum for the exchange of financial related information, career networking opportunities, and social activities to association members. The objectives and goals of the FMA are to: 1) foster education advancement in the study of finance, 2) encourage active participation in financial study and community relations, 3) enhance career opportunities in the financial arena, 4) expand awareness of the association in the university and with other university FMA organizations, 5) increase overall association enrollment, and 6) provide content appropriate for undergraduate and graduate members.

### Omicron Delta Epsilon, Beta Chapter

**Kenneth Baker (Advisor)**—[kbaker5@tennessee.edu](mailto:kbaker5@tennessee.edu)  
or 974-0468

**Danielle Haiden (President)**—[dhaiden@tennessee.edu](mailto:dhaiden@tennessee.edu)

Omicron Delta Epsilon is a prestigious economics honor society that includes faculty and student members across the nation. To qualify for ODE, a student needs to have taken at least 12 hours of economics and have at least a 3.0 cumulative GPA.

### Society for Human Resource Management

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

**Debbie Mackey (Advisor)**—[dmackey@tennessee.edu](mailto:dmackey@tennessee.edu)  
or 974-7014

The University of Tennessee Society for Human Resource Management (UT-SHRM) is the collegiate division of human resource professionals. UT-SHRM promotes knowledge, skills, and the practice of human resource management. The collegiate division works with professionals to advance the promotion of human resource careers and information. The student organization is open to any interested College of Business Administration student.

### Stats Club

**Frank Guess (Advisor)**—[fguess@tennessee.edu](mailto:fguess@tennessee.edu)  
or 974-1637

The Stats Club is intended to give majors, minors, and anyone interested in statistics exposure to the use of statistics in industry and government by former graduate and undergraduate students at the University of Tennessee. Companies and governmental agencies also give presentations and make contacts through various Stats Club functions for internships and jobs. One of the greatest benefits is experiencing the value of communication skills, both verbal and written, in the statistics field.

### Students in Free Enterprise (SIFE)

<http://www.utksife.com>

**Fred A. Pierce III (Advisor)**—[fpierce@tennessee.edu](mailto:fpierce@tennessee.edu)  
or 974-2341

SIFE is a nonprofit organization that gives students the tools to learn the free enterprise system in real working situations. SIFE challenges students on more than 700 college campuses worldwide to take what they are learning in the classroom and apply their knowledge toward the betterment of their communities. SIFE teams establish a variety of community outreach programs that teach the concepts of free enterprise, including budgeting, accounting, and supply and demand. They help budding entrepreneurs get their plans off the ground and mentor at-risk students, inspiring them to reach for their dreams.

Potential members must be currently pursuing a College of Business Administration major or minor and be willing to attend weekly meetings and help with projects outside of the meeting times. SIFE accepts any students (including first-year students) who meet the above criteria and are willing to commit the indicated time to the organization.

## Resources

**Academic Support**

Student Success Center  
1817 Melrose Avenue  
974-4357; <http://studentsuccess.tennessee.edu>

**Career and Personal Development**

Undergraduate Admissions Office  
320 Student Services  
974-2184; <http://admissions.utk.edu/undergraduate/>

Career Services  
100 Dunford Hall  
974-5435; <http://career.utk.edu>

Center for International Education  
1620 Melrose Avenue  
974-3177; <http://web.utk.edu/~globe>

TeamVOLS Volunteer Center  
315A University Center  
974-8481; <http://web.utk.edu/~teamvols>

**Computer and Laptop Help**

Office of Information Technology (OIT)  
Walk-in consulting at The Commons (2nd Floor, Hodges Library)  
974-9900; <http://oit.utk.edu>

UC Computer Store  
University Center, Second Floor  
974-2930; <http://utbookstore.tennessee.edu/uccs/index.html>

**Tutoring**

Campus Writing Center  
212 Humanities and Social Sciences Building  
974-2611; <http://web.utk.edu/~english/writing/writing.shtml>

Disability Services  
2227 Dunford Hall  
974-6087; <http://ods.utk.edu>

Educational Advancement Program  
201 Aconda Court  
974-7900; <http://web.utk.edu/~tracyb/EAPhomepage.html>

Math Tutorial Center  
101 & 109 Temple Court  
974-2461; <http://www.math.utk.edu/~mtc>

Office of Minority Student Affairs  
Black Cultural Center  
1800 Melrose Avenue  
974-6861; <http://web.utk.edu/~omsa>

**Additional Resources**

Adult Student Services Center  
413 Student Services Building  
974-3179; <http://web.utk.edu/~adultssc>

Financial Aid and Scholarships  
115 Student Services Building  
974-3131; <http://web.utk.edu/~finaid>

International House  
1623 Melrose Avenue  
974-4453; <http://web.utk.edu/~ihouse>

Parking Services  
24 University Center or  
2121 Stephenson Drive  
974-6031; <http://web.utk.edu/~psa>

Registrar  
209 Student Services Building  
974-2101; <http://registrar.tennessee.edu>

Safety and Environmental Education Center  
203 University Center, 1502 Cumberland Avenue  
974-9565; <http://web.utk.edu/~seeweb>

Student Affairs  
515 Andy Holt Tower, 1331 Circle Park  
974-7449; <http://studentaffairs.utk.edu>

Student Counseling Center  
900 Volunteer Boulevard  
974-2196; <http://www.utk.edu/counselingcenter>

Student Government Association  
315E University Center, 1502 Cumberland Avenue  
974-2377; <http://web.utk.edu/~sga>

Student Health Services Clinic  
1818 Andy Holt Avenue  
974-3135; <http://web.utk.edu/~shs>

Student Judicial Affairs  
409 Student Services Building  
974-3171; <http://web.utk.edu/~osja/>

University Housing  
405 Student Services Building  
974-2571; <http://uthousing.utk.edu>

Veterans Affairs  
209 Student Services Building  
974-1500; [http://registrar.tennessee.edu/veterans\\_affairs.shtml](http://registrar.tennessee.edu/veterans_affairs.shtml)

VolCard (UT ID) Office  
472 South Stadium Hall  
974-3430; <http://web.utk.edu/~volcard>

<b>A</b>	Ayres Hall	<b>HOS</b>	Hoskins Library
<b>AA</b>	Art and Architecture	<b>HPR</b>	Health, Physical Education & Recreation
<b>AC</b>	Aconda Court	<b>HSS</b>	Humanities and Social Sciences
<b>AHT</b>	Andy Holt Tower	<b>IH</b>	International House
<b>AMB</b>	Alumni Memorial Building	<b>JHB</b>	Jessie Harris Building
<b>AP</b>	Austin Peay	<b>LAW</b>	Taylor Law Center
<b>AQU</b>	Student Aquatic Center	<b>LIB</b>	Hodges Library (Main)
<b>BAS</b>	Brehm Animal Science Building	<b>M</b>	Music Building
<b>BEC</b>	Bailey Education Complex (formerly CA, Claxton Addition)	<b>MC</b>	McCord Hall
<b>BEES</b>	Biosystems Engineering & Environmental Sciences	<b>MEL</b>	Melrose Hall
<b>BCC</b>	Black Cultural Center	<b>MH</b>	Morgan Hall
<b>BGB</b>	Burchfiel Geography	<b>MM</b>	McClung Museum
<b>BU</b>	Buehler/Dabney	<b>NBA</b>	Neyland Biology Annex
<b>C</b>	Claxton Education Building	<b>NTS</b>	Neyland Thompson Sports Center
<b>CBT</b>	Clarence Brown Theatre	<b>PBB</b>	Plant Biotechnology Building
<b>CER</b>	Ceramics Addition	<b>PER</b>	Perkins Hall
<b>CERX</b>	Ceramics Annex	<b>PHY</b>	Nielsen Physics Building
<b>CIE</b>	Center for International Education	<b>PS</b>	Ellington Plant Sciences
<b>CN</b>	Nursing Building	<b>PSQ</b>	Pasqua Nuclear Engineering
<b>COM</b>	Communications	<b>SAC</b>	Stokely Athletics Center
<b>DO</b>	Dougherty Engineering	<b>SE</b>	Science & Engineering Center
<b>DUH</b>	Dunford Hall	<b>SCC</b>	Student Counseling Center
<b>EA</b>	Engineering Annex	<b>SLB</b>	Silverstein-Luper Building (formerly H-S, Hearing and Speech Center)
<b>ELLB</b>	Environmental & Landscape Lab Building	<b>SMC</b>	Stokely Management Center
<b>EPS</b>	Earth & Planetary Sciences	<b>SSB</b>	Student Services Building
<b>ESH</b>	East Stadium Hall	<b>SSH</b>	South Stadium Hall
<b>EST</b>	Estabrook Hall	<b>TC</b>	Temple Court
<b>FH</b>	Ferris Hall	<b>TOW</b>	McClung Tower
<b>FSP</b>	Food Safety and Processing	<b>UC</b>	University Center
<b>FT</b>	McLeod Food Technology	<b>UH</b>	University Honors
<b>GH</b>	Greenhouses	<b>UTMH</b>	UT Medical Hospital
<b>H</b>	Hesler	<b>VTH</b>	Veterinary Teaching Hospital
<b>HBB</b>	Haslam Business Building	<b>WAB</b>	White Avenue Building
<b>HH</b>	Henson Hall	<b>WBA</b>	White Avenue Biology
		<b>WLS</b>	Walter Life Sciences

All qualified applicants will receive equal consideration for employment without regard to race, color, national origin, religion, sex, pregnancy, marital status, sexual orientation, age, physical or mental disability, or covered veteran status.

Eligibility and other terms and conditions of employment benefits at The University of Tennessee are governed by laws and regulations of the State of Tennessee, and this non-discrimination statement is intended to be consistent with those laws and regulations.

In accordance with the requirements of Title VI of the Civil Rights Act of 1964, Title IX of the Education Amendments of 1972, Section 504 of the Rehabilitation Act of 1973, and the Americans with Disabilities Act of 1990, The University of Tennessee affirmatively states that it does not discriminate on the basis of race, sex, or disability in its education programs and activities, and this policy extends to employment by the University.

Inquiries and charges of violation of Title VI (race, color, national origin), Title IX (sex), Section 504 (disability), ADA (disability), Age Discrimination in Employment Act (age), sexual orientation, or veteran status should be directed to the Office of Equity and Diversity (OED), 1840 Melrose Avenue, Knoxville, TN 37996-3560, telephone (865) 974-2498 (V/TTY available) or 974-2440. Requests for accommodation of a disability should be directed to the ADA Coordinator at the Office of Equity and Diversity.



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**Undergraduate Programs**  
**College of Business Administration**  
**342 Haslam Business Building**  
**Knoxville TN, 37996**  
**(865) 974-5096**  
**Email: [busad@tennessee.edu](mailto:busad@tennessee.edu)**  
**<http://bus.utk.edu/undergrad>**