



2016-2017 STUDENT HANDBOOK

VALUES. MISSION. VISION.

We are a community that serves the citizens and businesses of Tennessee and beyond. We support learning through the creation and sharing of knowledge. We succeed when our work, and that of our students and partners, generates nationally and internationally recognized outcomes that improve the world.

HASLAM.UTK.EDU

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HASLAM PREPARED: READY TO DO BUSINESS

HASLAM READY: PREPARING TO DO BUSINESS

According to the 2016 Job Outlook report published by the National Association of Colleges and Employers (NACE), business is one of the top degrees in demand. Almost 70% of employers surveyed by NACE plan to screen students by their GPA using a 3.0 as a cutoff. Next, employers will review candidate's resumes for critical skills and attributes, including:

- Leadership
- Ability to work in a team
- Written communication skills
- Problem-solving skills
- Verbal communication skills
- Strong work ethic
- Initiative
- Analytical and quantitative skills
- Technical skills
- Interpersonal skills (relates well with others)
- Computer skills
- Detail-oriented
- Organizational ability
- Strategic planning skills
- Creativity
- Entrepreneurial skills/risk-taker

Over the next four years, you will be afforded many opportunities as a student in the Haslam College of Business (HCB) to learn inside the classroom from nationally- and internationally-known faculty, to engage in student organizations and leadership societies within the college and university, to complete internships and co-ops, to experience international business through studying abroad and international internships, and much more.

As you experience learning inside and outside the classroom, the college wants to help you hone your hard and soft skills to make you **Haslam Prepared: Ready to do Business**.

This handbook will introduce you to HCB student organizations and honor societies, internship coordinators/classes, and the curriculum. We encourage you to use this resource throughout your four years at UT to maximize your experience and to help you begin to develop into a young business professional.

HASLAM LEADERS: PREPARING TO DO BUSINESS SERIES

New for Fall 2016, the college is introducing a series of four one-hour courses to produce better prepared HCB students for post-graduation careers and/or graduate education. The Haslam Leaders: Preparing to do Business series will enable students to achieve higher value-added educational outcomes, employment, and career opportunities to develop leadership potential and capabilities.

BUSINESS ADMINISTRATION 100—INCLUSION **Becoming an Engaged Leader in a Diverse Community**

Integration into the Haslam College of Business with emphasis on academic and career planning, college success strategies, and professional development.

BUSINESS ADMINISTRATION 200—INTEGRITY **Becoming an Ethical Leader and Effective Communicator**

Appropriate written communication in a business environment, including discussion of plagiarism and academic integrity. Areas of content may include resume and cover letter development, report formatting, intercultural business communication, and personal reflection.

BUSINESS ADMINISTRATION 300—INSIGHT **Becoming Personally and Professionally Aware as a Leader**

Equipping students with career, industry, and professional development knowledge necessary to becoming competitive for internships and other professional opportunities. Areas of content may include interviewing, personal branding, and business case analyses.

BUSINESS ADMINISTRATION 405—IMPACT **Becoming a Leader Who Makes a Positive Difference**

Reflecting on their experience as business students and transitioning to their professional lives as alumni. Students will consider how they will use their business education to make a positive impact on the world going forward.

HASLAM NETWORK: COLLEGE AND CAMPUS PARTNERS

COLLEGE PARTNERS

OFFICE OF DIVERSITY AND COMMUNITY RELATIONS

Haslam Business Building, Room 332

Phone: (865) 974-3646

Building Excellence Through Inclusion

The Office of Diversity & Community Relations (ODCR) serves as the chief diversity and community relations office for the Haslam College of Business. The mission is to provide the best learning and development experience so that the Haslam College of Business is the destination of choice for all stakeholders. As proponents of the business case for diversity, ODCR strives to enhance the recruitment, retention and professional development of underrepresented students, faculty and staff. ODCR works to foster a culture of inclusion by providing educational opportunities to develop the cultural and global competencies of its constituents. The office embraces the power of diversity in the business context and stands firm in the belief that an appreciation of individuals from a multitude of backgrounds and experiences is necessary to be successful in the global workforce.

Initiatives include undergraduate and graduate student support, academic coaching, community development, professional development workshops and trips, diversity leadership development programs, and advisory of three student organizations: National Association of Black Accountants, Diverse Organization of Business Students, and the Diversity Advancement Program.

NEW IN FALL 2016

PROFESSIONAL DEVELOPMENT & INTERNATIONAL EXPERIENCE INITIATIVES

The Haslam College of Business is dedicated to furthering the experience of our students. In an effort to expand your opportunities, in the summer of 2016, the college will be opening a new student-focused office dedicated to professional development, international experiences, and student engagement.

CAMPUS PARTNERS

CENTER FOR CAREER DEVELOPMENT

Student Union, Level 2

career.utk.edu

Phone: (865) 974-5435

PROGRAMS ABROAD

1620 Melrose Avenue

studyabroad.utk.edu

Phone: (865) 974-3177

NETWORKING

According to the Center for Career Development, networking is the process of gathering helpful information to research career paths and develop future leads from personal contacts and actual professionals in the field. Studies show that only 20% of jobs are actually posted—leaving 80% to be discovered or developed. Therefore, networking is the No. 1 way most people actually find a job or internship.

A successful networker is someone who realizes the value in building and maintaining a strong relationship throughout their career, not just while exploring career options or during a job search. Making networking a regular practice will help you stay informed and connected in your field and ready to make a successful job change when necessary.

Start building your professional network today on Hire-A-VOL and LinkedIn.

HIRE-A-VOL

Online job and internship database for UT students and alumni supported by the Center for Career Development. Create your profile at career.utk.edu.

LinkedIn

"Manage your professional identity. Build and engage with your professional network. Access knowledge, insights, and opportunities."
Start building your professional network at linkedin.com.

INTERNATIONAL EXPERIENCE

STUDY OR INTERN ABROAD

As a part of the University of Tennessee's comprehensive plan to help students gain the international and intercultural knowledge they need to thrive in the world today, the Haslam College of Business strongly encourages students to pursue international educational experiences.

Every year, hundreds of students venture out to study or intern in another country—in Europe, Asia, Africa, Australia, and Latin America. Through our international business collateral and concentration options and numerous faculty-led study abroad programs each year, the Haslam College of Business is a campus leader in supporting and promoting the international experiences essential to succeeding in a global market.

All students pursuing an international business collateral or concentration must have an educational experience abroad. International business coursework may be completed through a study abroad and/or for-credit international internship program. A wide range of programs exists, not only geographically, but

also in regard to program length, cost, term(s) of enrollment, and admission requirements.

To begin planning for your experience abroad, meet with your academic advisor in Undergraduate Programs (338 Haslam Business Building) to discuss programs, curricular issues, and scholarship opportunities (see page 44 of this handbook for more information). Whether through international exchange, third-party provider, or faculty-led programs, students will be enrolled in International Business 489 (0 credit hours) while pursuing their international experience.

Additional resources on study abroad and international internship opportunities are available through the Programs Abroad Office (PAO) in the UT Center for International Education. At 2:00 p.m. every weekday during the academic year, the PAO hosts information sessions covering the “nuts and bolts” of studying abroad.

OPPORTUNITIES FOR INTERNATIONAL BUSINESS COLLATERALS AND CONCENTRATIONS

INTERNSHIPS—INTERNATIONAL BUSINESS 492

International Business 492 (1–15 hours) allows students completing an internship abroad the opportunity to earn course credit. For more information, contact your academic advisor.

INTERNATIONAL BUSINESS CLUB

Contact: IBCUTK@utk.edu

The International Business Club (IBC) provides a venue for social and professional networking and communication between students and professionals working in or with international business. Activities include guest speakers, networking with local businesses, and connecting with other organizations to facilitate additional interactive programming. This student organization is open to all students from any major who have an interest in international business as an academic pursuit, a personal passion, and/or a professional ambition.

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

Through honors classes, seminars in leadership training, international experiences, and co-curricular activities, **GLS** students work 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 on or around February 1. Applications are available at <http://undergrad.haslam.utk.edu/gls>.



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
- co-curricular activities
- résumé
- essay responses

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

PROGRAM HIGHLIGHTS

GLS is a fully integrated program that affects the entire college experience. Students will:

- Pick one of the eight majors in the college with a collateral or dual concentration in international business.
- Participate in a residential experience in London, England, in the spring semester of the sophomore year, where they will take Management 207 and Statistics 207 and complete an internship in international business.
- Take available honors courses in the pre-business and business core: Accounting 207, Finance 307, Business Administration 337-338, and Business Administration 457.
- Add honors seminars in leadership training in the second, third, and fourth years that will allow exploration of many facets of leadership and citizenship.
- Participate in energizing enrichment opportunities and cultural activities.
- Receive a GLS scholarship package, including a study abroad stipend.

CONTACT US

Director of Global Leadership Scholars

Mark Moon, Ph.D.

Associate Professor

Department of Marketing & Supply Chain Management

For additional information, please visit our website:

<http://undergrad.haslam.utk.edu/gls>

or e-mail: gls@utk.edu

STUDENT ENGAGEMENT

STUDENT ORGANIZATIONS

The University of Tennessee offers over 400 different organizations for students to get involved with. Joining a student organization affords students the opportunity to build a network and gain leadership experience. A complete listing of all student organizations can be found on the Center for Student Engagement's website at go.utk.edu.

Below is a list of some of the ways to get involved with business honor societies and student organizations.

AIM Accounting Alliance _____	21
American Marketing Association Student Chapter _____	36
Business Analytics Society at The University of Tennessee _____	24
Council of Supply Chain Management Professionals _____	38
Economics Club _____	26
Financial Management Association _____	29
International Business Club _____	4
Management Society at The University of Tennessee _____	33
National Association of Black Accountants _____	21
NeXxus _____	39
Phi Alpha Delta _____	27
Society for Human Resource Management _____	31
Tennessee Capital Market Society _____	29
UT Investment Group _____	29

ALPHA KAPPA PSI

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.

COLLEGIATE ENTREPRENEURS ORGANIZATION

Collegiate Entrepreneurs Organization (CEO) is the premier entrepreneurship network with chapters on university campuses across North America. The mission of CEO is to inform, support, and inspire college students to be entrepreneurial and seek opportunity through enterprise creation. CEO provides student entrepreneurs with events, chapter activities, and conferences to help start businesses. Members of the UT chapter visit local entrepreneurial companies, interact with Entrepreneurs of Knoxville (EOK) and other local organizations, and bring in guest speakers. Students also take advantage of opportunities to present their business ideas to their peers and receive feedback.

DELTA SIGMA PI

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 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.

DIVERSE ORGANIZATION OF BUSINESS STUDENTS

Diverse Organization of Business Students (DOBS) is open to business students of all backgrounds, encouraging collaboration, awareness, and inclusion. The purpose of DOBS is to provide empowerment, networking, awareness, links to the professional and academic worlds, and community events to students in the Haslam College of Business. DOBS provides resources to members through business and professional speakers, thereby enhancing students’ knowledge and understanding of diversity in the business world. Membership is open to ALL business students.

FUTURE BUSINESS LEADERS OF AMERICA

Future Business Leaders of America (FBLA) is the largest business career student organization in the world, with divisions in middle school, high school, and college. Its main goal is to create more interest and understanding of American business, but it is broad enough to include all majors. Each spring, members compete in events at the state and regional levels, and if successful, they can move on to compete on a national level in the summer. Members choose from among 55 different events they wish to compete in (e.g., accounting, economics, finance, human resource, public speaking). FBLA is also involved in philanthropic causes. FBLA is a great networking opportunity with students on campus and local business leaders.

INFORMATION MANAGEMENT SOCIETY

Information Management (IM) Society is a student-driven organization for students interested in the management of information systems. Specifically, this organization provides a forum for both undergraduate and graduate students to network with peers, connect with potential employers, learn new skills, and gain leadership experience. IM Society activities include presentations by recruiters, consultants, and IM professionals to help students prepare for, and better understand, internships and careers in information management. IM Society membership is open to all Haslam College of Business students.

HONOR SOCIETIES

BETA GAMMA SIGMA

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 top 10 percent of their senior class or the top 10 percent of their second-semester-junior class.

Additional major-specific honor societies can be found on:

Beta Alpha Psi	21
Omicron Delta Epsilon	26
SCM Scholars of Distinction	39

COLLEGE LEADERSHIP

BUSINESS ADMINISTRATION 100 PEER MENTORS

Business Administration (BUAD) 100 Peer Mentors are undergraduate business majors who help facilitate the integration of first-year students into the university and Haslam College of Business communities by sharing a critical student perspective. BUAD 100 Peer Mentors assist instructors in teaching a section of BUAD 100 each fall term and serve as role models, peer advisors, and contact persons for BUAD 100 students. Additionally, they serve as valuable resources for campus services and activities.

HASLAM COLLEGE OF BUSINESS AMBASSADORS

Ambassadors are sophomores, juniors, and seniors in the Haslam College of Business who represent the college at special events and recruiting programs. Ambassadors provide building tours of the James A. Haslam II Business Building for prospective students, parents, alumni, and distinguished guests. Ambassadors are selected every spring through an interview process. Demonstrated knowledge of campus resources and prior leadership experience is required.

DIVERSITY ADVANCEMENT PROGRAM

The Diversity Advancement Program (DAP) is a selective program that provides students with the opportunity to hone their leadership and interpersonal skills while expanding their personal network and advancing diversity initiatives in the Haslam College of Business. DAP Advocates are responsible for representing the College at college fairs, school and corporate visits, and community events. Advocates have the opportunity to interact with diverse professionals from business and government and act as liaisons to various communities the Haslam College of Business serves.

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 the Center for Career Development at the same time you are doing the internship or co-op. Your employer must provide a letter indicating:

- your start and end dates
- a description of your responsibilities
- 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 electives.

Consult your academic advisor, your departmental coordinator, or the Center for Career Development for more information.

BUSINESS ADMINISTRATION 492

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 Undergraduate Programs (338 Haslam Business Building). In addition to the general requirements listed above, the final requirement for Business Administration 492 is a 5-page paper, due on the last day of classes.

Information on departmental 492 opportunities can be found on the following pages:

Accounting	21
Business Analytics	24
Economics	26
Finance	28
Human Resource Management	31
International Business	4
Management	33
Marketing	36
Public Administration	27
Supply Chain Management	38

ADVISING

ACADEMIC ADVISING

UT VISION

Academic advising at the University of Tennessee will be recognized for effectively fostering student success through implementation of exemplary practices.

UT MISSION

The University of Tennessee recognizes academic advising to be a critical component of the educational experience and student success. Faculty, administrators, and professional staff promote academic advising as a shared responsibility with students. Academic advising serves to develop and enrich students' educational plans in ways that are consistent with their personal values, goals, and career plans, preparing them for a life of learning in a global society.

ADVISING IN THE HASLAM COLLEGE OF BUSINESS

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, are on **academic probation**, or have not declared a major within a specific college), the Haslam College of Business considers academic planning to be so critical that we require our students to meet with an advisor every fall and spring semester.

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

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.

Once you begin taking 300-level courses in your major, 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.

STUDENT LEARNING OUTCOMES

Students will demonstrate they know

- curricular requirements, milestone courses, and course sequencing related to a chosen/intended academic program in order to graduate in a timely fashion
- the career and professional development opportunities available, as well as on-campus support for identification and exploration of career paths
- academic policies and procedures
- campus resources and support systems that promote academic success

Students will demonstrate they can

- develop an academic plan and assess degree progress through graduation
- critically reflect upon academic and career goals
- develop skills and strategies for academic success that include accessing and using institutional resources, policies, and procedures
- take responsibility for making decisions regarding their academic success

Students will demonstrate they value/appreciate

- the importance of academic planning and their role in the process
- the importance of enhancing their degree with co-curricular/extracurricular and inter/intracultural experiences
- their responsibilities as educated citizens of UT and of a democratic, diverse, and global society
- the educational process and learning across the lifespan

UNDERGRADUATE PROGRAMS

342 Haslam Business Building
338 Haslam Business Building (Advising Suite)
(865) 974-5096

Hours of operation: Monday–Thursday 8:00 a.m. to 6:00 p.m.
Friday 8:00 a.m. to 5:00 p.m.

**To schedule an advising appointment, visit
undergrad.haslam.utk.edu**

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 online at **undergrad.haslam.utk.edu**
- review your curriculum online at **undergrad.haslam.utk.edu**, through this Student Handbook, or the online Undergraduate Catalog at **catalog.utk.edu**
- ensure you are meeting academic retention standards
- write down a tentative plan for next semester and 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 academic 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
- be aware of academic policies and procedures
- be aware of campus resources and support systems that promote academic success
- be aware of career and professional development opportunities available, as well as on-campus support for identification and exploration of career paths
- critically reflect on academic and career goals
- understand the importance of enhancing your degree with co-curricular and inter/intracultural experiences
- make final decisions and take responsibility for your academic career
- understand your responsibilities as an educated citizen of UT and of a democratic, diverse, and global society

It is your advisor's responsibility to

- be accessible to you during reasonable hours
- understand the curriculum, graduation requirements, and university policies
- 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
- help you assume responsibility for your decisions and actions
- 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

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), you can grant them access by logging into myUTK and completing the FERPA Academic Release Form located in the Academic Links box on the main page. For your protection, your completed consent form expires within one year of its execution or until revoked. Additional information may be obtained at <http://ferpa.utk.edu>.

CURRICULUM

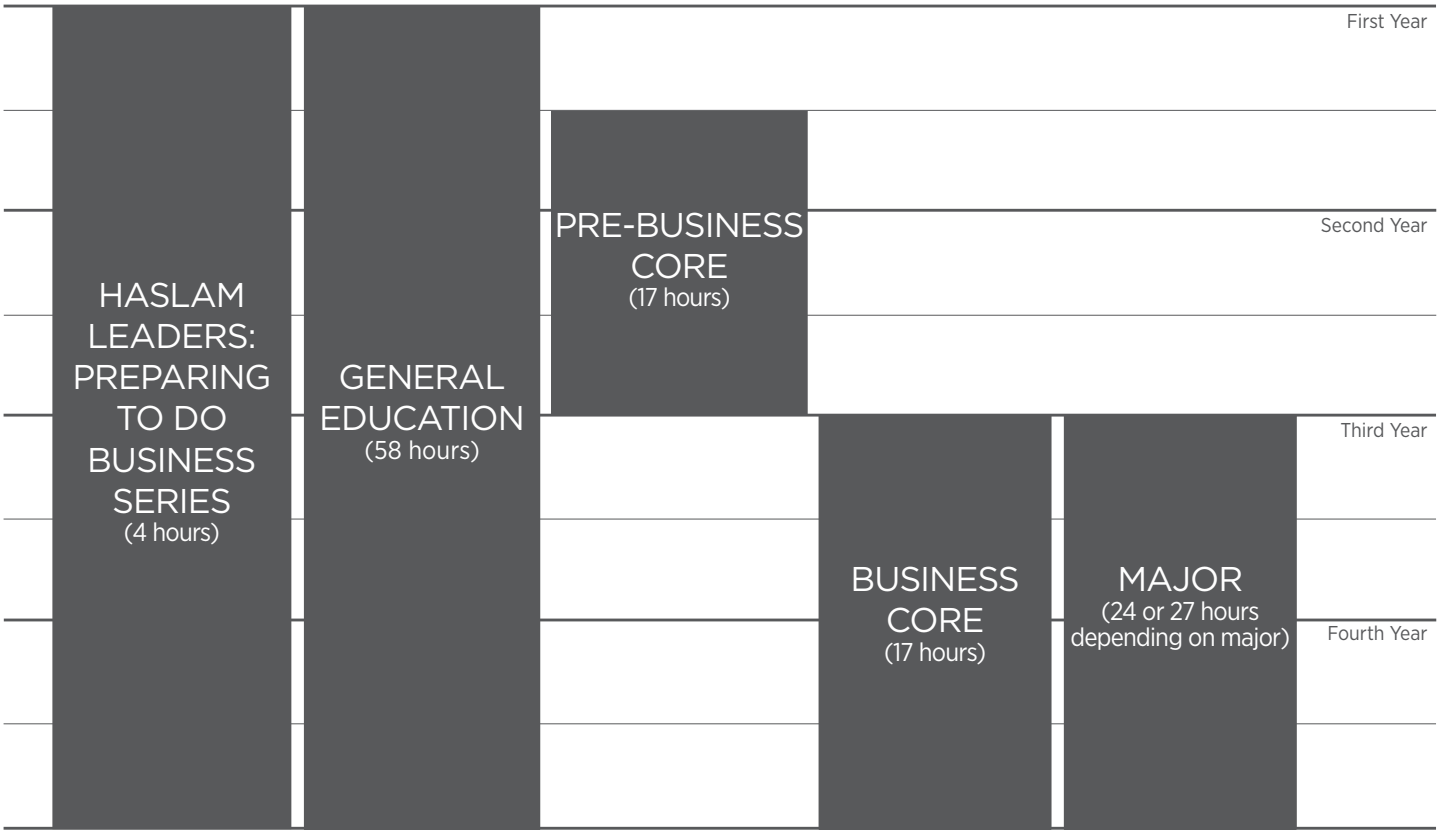
STRUCTURE OF THE CURRICULUM

The Haslam College of Business curriculum is divided into five components: Haslam Leaders, general education, pre-business core, business core, and major. 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 degree.

Year Classification
You are classified by the number of hours that you have completed.
Freshman—between 0 and 29.9 hours
Sophomore—between 30 and 59.9 hours
Junior—between 60 and 89.9 hours
Senior—90 hours or more

BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION (120 hours)



UNIVERSAL TRACKING (uTrack)

uTrack is an academic monitoring system designed to help students stay on track for a timely graduation.

At the point of admission to the university, students are required to declare a major or exploratory track. By the end of the fourth tracking semester, students following an exploratory track (i.e., business exploratory) must declare a major and begin following that major track.

Students will be tracked at the end of each fall and spring semester. In order for students to be considered on track for either a major or exploratory area, they must complete specified **milestones**. Students who are off track at the end of any semester

must develop an advisor-approved plan for getting back on track before they are allowed to register for future tracking semesters. Mini and summer semesters are not tracking terms; they provide an opportunity for students to catch up on unmet milestones. Students who are off track for two consecutive semesters will be placed on hold and required to select a new major that is better aligned with their abilities.

Tracking will begin with full-time, degree-seeking college students.

Milestones:
Minimum requirements that must be completed in each tracking semester, which include successful completion of specified courses and/or attainment of a minimum GPA. Milestones for the first and second years are noted below for all business majors and business exploratory tracks. Milestones for each major during the third and fourth years can be found on the individual major pages.

STRUCTURE OF FIRST AND SECOND YEARS WITH MILESTONES

First- & Second-Year Showcase
(see major pages for third and fourth year showcases)

First Year	Credit Hours
Business Administration 100	1
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 Science	7 or 8
Oral Communication: Communication Studies 210 or 240	3
Social Science: Economics 211	3
Second Year	
Business Administration 200	1
Accounting 200	3
Economics 213	3
Written Communication: English 255 or 295	3
Statistics 201	3
Management 201	3
Business Administration 242	2
Arts and Humanities	6
Electives	6

^{*}or honors course equivalent

Milestones for First and Second Years
(see major pages for additional third and fourth year milestones)

First Term	Credit Hours
2.50 cumulative GPA	
Second Term	
2.50 cumulative GPA	
Third Term	
Math 125 or 141	3 or 4
Fourth Term	
2.50 cumulative GPA	
¹ Accounting 200	3
Communication Studies 210 or 240	3
Economics 211 & 213	6
English 255 or 295	3
Management 201	3
Math 123 or 142	3 or 4
Statistics 201	3

¹Accounting 200 is a Third Term Milestone for Accounting majors
^{*}or honors equivalent

CURRICULUM

GENERAL EDUCATION

General education (58 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 primary 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 Haslam College of Business has adopted the university's general education requirements, as shown on this and the following page.

Please note that six of the tracking courses 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 211 & 213 (6 hours) satisfy the general education social sciences requirement as well as the pre-business core requirement.

BUILDING BASIC SKILLS

WRITTEN COMMUNICATION (9 hours)

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.

English 101 and 102 (English 198 & 298 for CHP students)
English 255 (Honors 257) or 295

ORAL COMMUNICATION (3 hours)

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.

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

QUANTITATIVE REASONING (6 or 8 hours)

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.

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

ETHICS (3 hours)

Business Administration 205 (Honors 208), Economics 305,
Management 311, or Philosophy 244* or 252*

*The ethics requirement is specific to the Haslam College of Business and is not part of the university's general education requirements. Philosophy 244/252 cannot satisfy both ethics and an arts and humanities requirement.

DEVELOPING BROADENED PERSPECTIVES

ARTS AND HUMANITIES (6 hours)

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

Two courses from:

Africana Studies 160, 225, 226, 233
Architecture 111 (Honors 117), 211, 212, (Honors 217, 218)
Art Design/Graphic 150
Art History 162 (Honors 167), 172, 173 (Honors 177, 178), 183
(Honors 187)
Cinema Studies 281
Classics 221, 222, 232, 253
English 201, 202 (Honors 207, 208), 206, 221, 222, 225, 226,
231, 232 (Honors 237, 238), 233, 251 (Honors 247), 252
(Honors 248), 253 (Honors 258), 254, 281
Musicology 110, 115, 120, 125, 210, 220, 290
Philosophy 101 (Honors 107), 200, 244, 252
Religious Studies 225, 280
Russian 221, 222
Theatre 100 (Honors 107)
University Honors 257, 258 (Haslam Scholars Program 287)

DEVELOPING BROADENED PERSPECTIVES, CONTINUED

CULTURES AND CIVILIZATIONS (6 hours) INTERMEDIATE FOREIGN LANGUAGE

Acquire knowledge of foreign languages and cultures to improve the ability to function effectively in the global community of the 21st century by developing an appreciation of linguistic, historical, and cultural diversity.

Students may complete this requirement in one of three ways:

- 1) Complete the intermediate level sequence of a foreign language from:
 Arabic 221, 222
 Asian Studies 241, 242, 261, 262
 Chinese 231, 232
 French 211, 212 (Honors 217, 218) or 223 (intensive)
 German 211, 212 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 through 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.

NATURAL SCIENCES (6–8 hours)

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.

Two courses (at least one must have a laboratory;

*indicates a non-lab course) from:

Anthropology 110* (Honors 117*)
 Astronomy 151* (plus 153 for lab), 152* (plus 154 for lab)
 (Honors 217, 218)
 Biology 101, 102, 105*, 106*, 113* (plus 115 for lab),
 114* (plus 115 for lab), 150* (plus 159 for lab),
 160* (plus 159 for lab) (Honors 158*, 168* plus 167 for lab)
 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 (Honors 137), 132, 200*
 Geology 101, 102 (Honors 107, 108), 103, 104, 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
 Plant Science 250*
 University Honors 287*, 288* (Haslam Scholars Program 267*)

SOCIAL SCIENCES¹ (6 hours)

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.

Economics 211 (217)
 Economics 213 (218)

¹ Students majoring in business fulfill the social science requirement by completing Economics 211 & 213 as part of the tracking courses

NON-BUSINESS ELECTIVES (hours depend on your major)

CURRICULUM

PRE-BUSINESS CORE

The pre-business core courses (17 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 first and second years because many of them are **prerequisites and/or corequisites** to other pre-business core courses.

The pre-business core courses will also give you the opportunity to explore the functional areas of business, the integrated disciplines, and careers.

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.



¹Economics 211 & 213 satisfy the university's general education social science requirement
²BUAD 242 is only for business majors
Some courses have honors equivalents which can also satisfy the requirements.

ACCEPTANCE INTO THE HASLAM COLLEGE OF BUSINESS

FRESHMAN ADMISSION

Freshmen are admitted directly to the Haslam College of Business at the point of admission into the University of Tennessee. Admission to the university is highly competitive and based primarily on academic achievement at the high school level and scores on the ACT and/or SAT. Students admitted into the Haslam College of Business must maintain a **minimum 2.50 cumulative grade point average** and earn a grade of C or better in the following tracking courses (or honors equivalents) prior to the completion of 75 hours.

College Probation:

If a student's cumulative grade point average drops below 2.50, the student will be placed on probationary status for one semester prior to college release.

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 211 & 213 (6 hours)

Management 201 (3 hours)

Statistics 201 (3 hours)

INTERNAL AND EXTERNAL TRANSFER ADMISSION

Students who are not directly admitted to the Haslam College of Business or who are transferring from other educational institutions can apply for admission after completion of the tracking courses. Internal and external transfer students will be categorized as business exploratory majors until they complete the requirements for admission. Prior to the completion of 75 hours, students seeking transfer admission must complete all tracking courses with a grade of C or better and have a minimum 2.50 cumulative GPA. Both criteria must be met when the major application is reviewed. Selection is highly competitive and based on academic achievement, commitment to pursuing a business discipline, and departmental capacity.

MINORS

BUSINESS MINOR

The Haslam College of Business also offers a business minor for students pursuing majors in other colleges. Those students must successfully complete the following 22 hours of requirements:

Accounting 200 (3 hours)

Economics 201 (4 hours)

Statistics 201 (3 hours)

Management 201 (3 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. 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 Haslam College of Business's Undergraduate Programs office (338 Haslam Business Building).

MINORS OUTSIDE THE COLLEGE

Pursuing coursework in a field outside of business is an opportunity for you to learn more about a personal interest or complement your field of study (e.g., pursuing additional coursework in a foreign language if you want to work in international business). A list of minors can be found online in the Undergraduate Catalog at catalog.utk.edu. Information on the entrepreneurship minor can be found on page 40.

If you are considering a minor, you should consult with the advising office/department for the minor. Also, let your primary advisor know so that it can be integrated into your academic plan. Integrating a minor into your academic pursuits is best if done early to help meet prerequisites and course requirements.

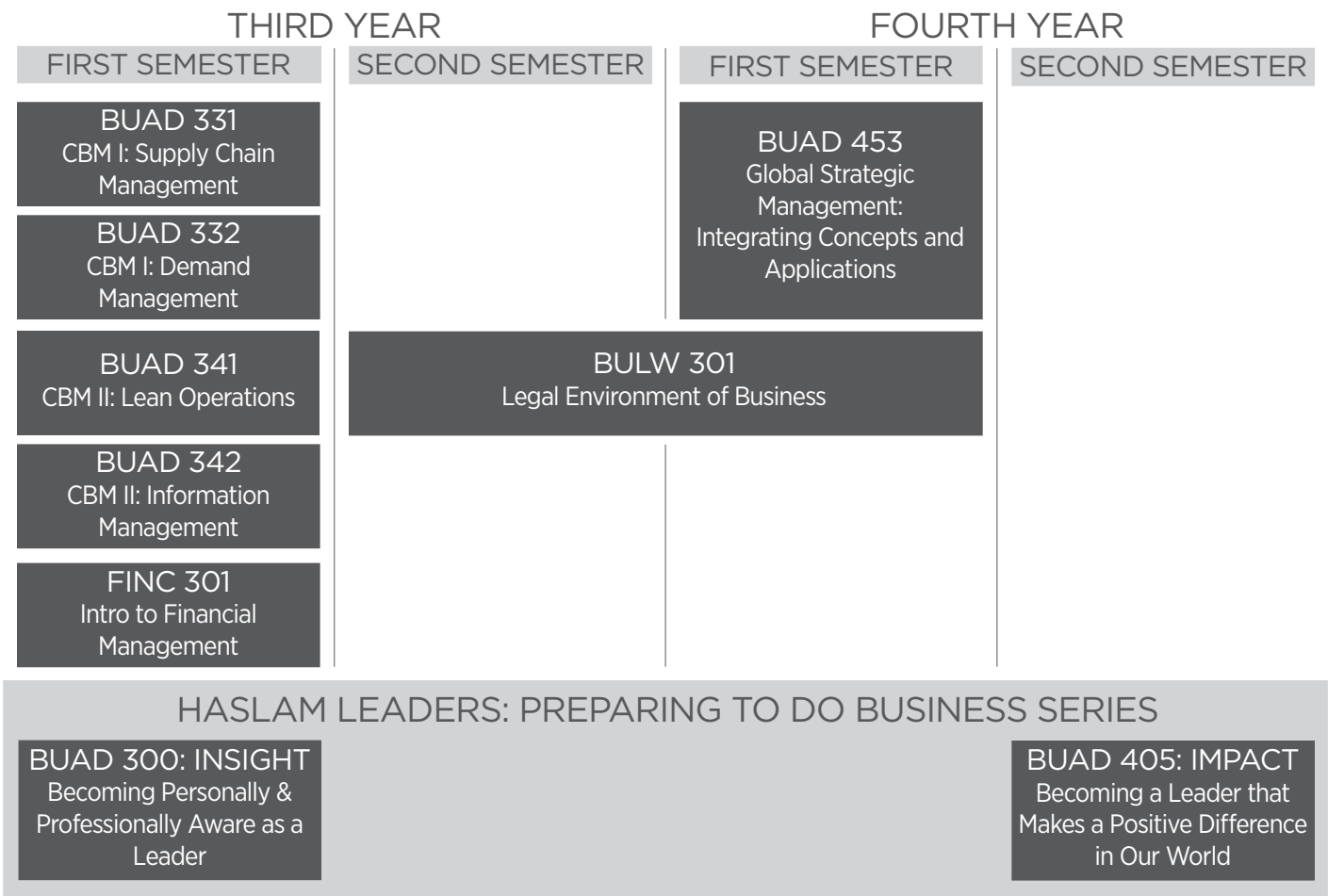
Please note that a student may not receive a second bachelor's degree in a major that has already been awarded as a minor in a first bachelor's degree.

CURRICULUM

BUSINESS CORE

Building on the pre-business core foundation, the business core (17 hours) consists of integrated contemporary business management (CBM) modules in supply chain management, demand management, lean operations, information management; discipline-specific course in financial management; coursework on legal issues; and a capstone integrating concepts and appli-

cations through a comprehensive simulation. CBM I and CBM II each consist of two courses (BUAD 331-332 and BUAD 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.



MAJORS

The Haslam College of Business offers nine majors:

Accounting
Business Analytics
Economics
Finance
Human Resource Management
Management
Marketing
Public Administration
Supply Chain Management

The 24 or 27 hours of major coursework combines two areas of emphasis. You have a choice between a “collateral” option and a “concentration” option. Collaterals and concentrations are secondary areas of emphasis that complement your major.

You are required to take 75 percent of your major coursework in residence at the University of Tennessee. Your major includes all major, collateral, and/or concentration coursework. A minimum grade of C must be earned in every major course, including the major, collateral, and concentration courses.

The diagram on page 18 portrays all possible combinations for majors, collaterals, and concentrations. Also on the following pages, you will find academic plans for each of the majors, other pertinent information relating to the major curriculum, and requirements for the collaterals and concentrations.

Upon the successful completion of this curriculum, you will be awarded a **Bachelor of Science in Business Administration**. Below is an example of how you could display your education on your resume.

OPTIONAL SECOND MAJORS

If you wish to pursue an optional second major within the Haslam College of Business, you must apply for consideration with internal and external transfer students. Admission is competitive and based on departmental capacity.

Once admitted, 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 or 27 hours required by your first major. If you choose a second business major in public administration or economics, you must complete an additional 24 hours of major coursework.

If you are a Haslam College of Business student who wants to pursue an optional second major in the College of Arts and Sciences, you must complete all curricular requirements for the Haslam College of Business 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.

RESUME TIP

How do you convey your degree, major, and collateral/concentration on your resume?

Haslam College of Business, The University of Tennessee, Knoxville

Bachelor of Science in Business Administration

Major: *Insert major*

Collateral/Concentration: *Insert collateral/concentration*

Cumulative/Major GPA: *Insert GPA/4.00* (see page 43 for details about calculating your cumulative/major GPA)

May 2020

2016 MAJORS WITH COLLATERALS AND DUAL CONCENTRATIONS

MAJORS	COLLATERALS														CONCENTRATIONS				
	ACCOUNTING	BUSINESS ANALYTICS	ECONOMICS	ENTREPRENEURSHIP	FINANCE	HUMAN RESOURCE MANAGEMENT	INFORMATION MANAGEMENT	INTERNATIONAL BUSINESS ³	LEADERSHIP	MANAGEMENT	MARKETING	MATH	RESOURCE MANAGEMENT	SUPPLY CHAIN MANAGEMENT	BUSINESS ANALYTICS	INFORMATION MANAGEMENT	INTERNATIONAL BUSINESS ³	MARKETING	SUPPLY CHAIN MANAGEMENT
ACCOUNTING		●			●		●	●						●			●		
BUSINESS ANALYTICS			●		●		●				●			●		●	●	●	●
ECONOMICS ¹	●	●			●					●		●					●		
FINANCE	●	●	●	●			●	●	●		●			●	●				
HUMAN RESOURCE MANAGEMENT				●			●	●			●						●		
MANAGEMENT			●	●		●	●	●			●		●				●		
MARKETING			●	●		●	●	●	●				●	●	●				●
PUBLIC ADMINISTRATION ²																			
SUPPLY CHAIN MANAGEMENT			●	●		●	●	●	●		●				●	●	●	●	

¹ In addition to its collateral options, economics also offers areas of focus in environmental economics, health economics, industrial organization, international economics, labor economics, money/macroeconomics, public economics, quantitative economics, and regional/urban economics.

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

³ Students pursuing international business are required to have an international educational experience.

COLLATERALS AND CONCENTRATIONS

Some collaterals and concentrations are majors within the Haslam College of Business (i.e., accounting, business analytics, economics, finance, human resource management, management, marketing, and supply chain management). Information on these disciplines can be found on the following pages:

Accounting _____	20
Business Analytics _____	22
Economics _____	25
Finance _____	28
Human Resource Management _____	30
Management _____	32
Marketing _____	34
Supply Chain Management _____	37

There are other collateral and concentration options that are not offered as majors. To help you understand the entrepreneurship, information management, leadership, and resource management collateral and concentration options, descriptions are included on this page. Information about opportunities for the international business collateral and concentration can be found on page 4.

ENTREPRENEURSHIP

Entrepreneurs pursue opportunities without regard to the resources controlled; thus, entrepreneurs play an active role in not only identifying opportunities but also in building a business around the opportunity. In doing so, they are calculated risk-takers focused on value creation. The courses in the entrepreneurship collateral are designed to hone the skills needed by aspiring entrepreneurs. Students are challenged to identify, evaluate, and validate new opportunities that can provide the foundation for new ventures. They develop start-up strategies and learn about financing the venture and managing the growth. By the very nature of their ventures, entrepreneurs create change and innovation. Accordingly, students explore change models and ways to address resistance to change. As a capstone to the collateral, students develop a business plan for a new venture. This rigorous exercise integrates the various functional disciplines encountered in the college and guides the nascent venture as it moves forward. Students demonstrate the ability to articulate a vision, mission, and values for their enterprise; they will understand the forces that impact their industry, mar-

ket, and customers; and they will analyze competition. Further, they will be able to identify critical success factors and the most important parts of their value chain that drive resource allocation. Emphasis is placed on developing forecasts, budgets, and financial projections that can be taken to investors.

INFORMATION MANAGEMENT

Information management in organizations is about the responsible planning, acquisition or development, implementation, and use of information and information technology assets. Information management benefits from the application of creative thinking and problem solving to deliver solutions or apply information to solve organizational problems and contribute strategically to organizational goals.

Information management helps ensure that groups and individuals in all functional areas of business (including business analytics, accounting, supply chain management, finance, human resource management, management, and marketing) have efficient access to and make effective use of the information they need to do their work and to develop themselves. Information management focuses on the development of skills, practices, and confidence to think creatively to solve complex and unstructured problems while learning about the tools and techniques to develop, implement, and use information technologies.

LEADERSHIP

Effective leadership has taken on a new significance as organizations face a dynamic environment characterized by unprecedented uncertainty, global challenges and intense competition. Strong leadership skills are necessary in all functional specialties.

The leadership collateral helps students develop professional skills for managerial roles in organizations, allows for self-assessment focused on understanding leadership strengths and weaknesses, and fosters a greater understanding of critical leadership skills.

RESOURCE MANAGEMENT

Resource management is closely related to the accounting and finance majors. Descriptions of both majors can be found on page 20, accounting, and page 26, finance.

ACCOUNTING

Accountants and auditors help to ensure that firms are run efficiently, public records are kept accurately, and taxes are paid properly and on time. They analyze and communicate financial information for various entities, such as companies, individual clients, and federal, state, and local governments.¹

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.

¹U.S. Bureau of Labor Statistics. (2010). Occupational Outlook Handbook.

Collateral Option: Third and Fourth Years (see page 11 for Haslam First- and Second-Year Showcase)	
Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
¹ Accounting 301 (required elective)	3
Business Administration 300	1
Accounting 311	3
Information Management 341	3
² Collateral	6
Elective	1
Fourth Year	
Ethics	3
Business Law 301	2
Business Administration 453	4
Accounting 321	3
Accounting 411	3
Accounting 414 or 431	3
² Collateral	6
Business Administration 405	1
Electives	8
TOTAL HOURS FOR GRADUATION	120

¹See accounting major progression requirements note box.

²See Master of Accountancy box

Accounting Collateral Option Milestones <i>Courses to be completed no later than the end of:</i> (see page 11 for Haslam First- and Second-Year Milestones)	
Term 5 (first term of the third year)	Credit Hours
Business Administration 242	2
Term 6	
2.50 cumulative GPA	
Accounting 301 with a B- or better	3
Term 7	
Accounting 311	3
Information Management 341	3

ACCOUNTING MAJOR PROGRESSION REQUIREMENTS

Students must earn the minimum B- grade in ACCT 301 to have access to higher-level accounting courses and continue in the major. Students not earning the required B- will have one additional attempt to continue in the major. The nature of the additional attempt will depend on the original grade earned in ACCT 301. Two situations exist:

1. Students earning a C- or less will be allowed to retake ACCT 301 one time to attempt earning the B- required to continue in the accounting major. Any student in this situation who does not attain the required B- on the second attempt may not take ACCT 301 a third time for purposes of continuing in the accounting major and may not take the comprehensive exam discussed in item 2.
2. Students earning a C or C+ on their first attempt in ACCT 301 will not be allowed to retake the course per University course retake policy. Instead, students in this situation will be offered a one-time opportunity to take a comprehensive ACCT 301 exam. A score of B- or better (78) on this exam will allow a student to continue in the accounting major. The exam grade, however, will not change the ACCT 301 grade on the student's academic record. The exam will be offered and must be taken within 30 days of completing ACCT 301. An exam fee will be assessed to cover the cost of administering and scoring the exam.

ACCOUNTING COLLATERALS (9 hours each)

BUSINESS ANALYTICS

Business Analytics and Statistics 320 & 474
Information Management 342*

FINANCE

Finance 425 & Finance 455*
One course from: Finance 435, 445, 463, 475, or 485

INFORMATION MANAGEMENT

Information Management 342, 442*, and 443

INTERNATIONAL BUSINESS

International Business 489 and
Nine hours* from: International Business 409, 429, 439, 449, 459, 492, Business Administration 400, or Management 472

SUPPLY CHAIN MANAGEMENT

Supply Chain Management 311 & 312
One course* from: Supply Chain Management 411, 412, 413, 421, or 422

*MASTER OF ACCOUNTANCY (MAcc OPTION)

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 and Accounting 431 in place of three hours of the collateral. Substitutions for collaterals are below.

Business Analytics —INMT 342	International Business —one of three IB courses
Finance —FINC 455	Supply Chain Management — one of SCM 411, SCM, 412, SCM 413, SCM 421, SCM 422
Information Management —INMT 442	

International Business	
Concentration Option: Third and Fourth Years	
(see page 11 for Haslam First- and Second-Year Showcase)	
Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
Accounting 301	3
Business Administration 300	1
Accounting 311	3
Information Management 341	3
International Business Coursework	3
Electives	5
Fourth Year	
Ethics	3
Business Law 301	2
Accounting 321	3
Business Administration 453	4
International Business 489	0
*International Business Coursework	9
Business Administration 405	1
Electives	8
TOTAL HOURS FOR GRADUATION	120

*Twelve hours chosen from International Business 409, 429, 439, 449, 459, 492, Business Administration 400, or Management 472

International Business Concentration Milestones	
<i>Courses to be completed no later than the end of:</i>	
(see page 11 for Haslam First- and Second-Year Milestones)	
Term 5 (first term of the third year)	Credit Hours
Business Administration 242	2
Term 6	
2.50 cumulative GPA	
Accounting 301 with a B- or better	3
Business Administration 331 and 332	4
Term 7	
Accounting 311	3
Information Management 341	3

OPPORTUNITIES FOR ACCOUNTING MAJORS

INTERNSHIPS—ACCOUNTING 492

Contact: Izabela VanDeest—vandeest@utk.edu

**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 10- to 12-week period performing the work of entry-level professional accountants. During this time, students take no academic coursework.

**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 conducted during February preceding the internship. The second program (targeted for students who intend to enroll in the MAcc program) emphasizes internships with public accounting firms. These internships are primarily available the spring of the senior year. Limited opportunities are available during the summer. Students seeking these internships must attend the “Meet the Firms” event held on campus in late August or early September each year.

BETA ALPHA PSI

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. A 3.25 overall GPA and 3.25 GPA in the major is required to pledge and students must have completed Finance 301 (Finance majors) or Accounting 301 (Accounting majors). Students must also have at least two semesters remaining in their undergraduate program to be eligible for membership.

NATIONAL ASSOCIATION OF BLACK ACCOUNTANTS

National Association of Black Accountants (NABA) is a national organization for business professionals and students. NABA’s mission is to address the professional needs of its members and to build leaders that shape the future of the accounting and finance professions with an unfaltering commitment to inspire the same in their successors. As a student chapter, NABA aims to promote and to develop the professional skills of our members by providing them the opportunity to fulfill their civic responsibility and to represent the interests of current students with regard to enhancing opportunities for minorities in the accounting, finance, and other business-related professions. NABA meets monthly and provides a venue for significant student-to-student and student-to-professional interactions. Membership is open to students who choose to major or minor in business (including business exploratory students), especially those interested in accounting and/or finance, and who embrace the ideals and mission of NABA.

AIM ACCOUNTING ALLIANCE

AIM Accounting Alliance (AAA) is a new organization for students in the Haslam College of Business who are interested in accounting and information management (IM). AAA’s mission is to provide its members with the opportunity to gain experience with the recruiting process, to develop interview skills, and to acquire insight from accounting and IM professionals. AAA meets weekly to provide student-to-student and student-to-professional interaction. Membership is open to any student who is interested in or chooses a major, collateral, or dual concentration in accounting and/or IM.

BUSINESS ANALYTICS

An important application of statistics is business analytics, which is the use of data analysis and modeling to help businesses achieve better performance. For example, in order to know how to improve business performance, a retailer may need to objectively compare the performance of several different retail outlets. An online marketer may need to set up experiments to test the effectiveness of different website layouts. An insurance company may need to analyze its claims to identify those most likely to be fraudulent. A grocery chain may wish to analyze its

customer records to determine how to use coupons to increase the loyalty of its customers and to increase the amount each customer spends.

The fields of opportunity for business analysts are numerous and include economics, finance, market research, e-commerce, engineering, manufacturing, transportation, education, medicine, psychology, agriculture, and computer and social sciences.

BUSINESS ANALYTICS COLLATERALS
(6 hours each)

ECONOMICS

Economics 311
Economics 381

FINANCE

Finance 425 (Accounting 301 corequisite)
One of Finance 435, 445, 455, 463, 475, or 485 (Accounting 301 prerequisite)

INFORMATION MANAGEMENT

Two of Information Management 341, 442, or 443

MARKETING

Marketing 350
Marketing 360

SUPPLY CHAIN MANAGEMENT

Supply Chain Management 311
Supply Chain Management 312

Collateral Option: Third and Fourth Years
(see page 11 for Haslam First- and Second-Year Showcase)

Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
Business Analytics and Statistics 320	3
Business Administration 300	1
¹ Business Analytics and Statistics Electives	3
Collateral	3
Information Management 342	3
Electives	8
<hr/>	
Fourth Year	
Ethics	3
Business Law 301	2
Business Analytics and Statistics 474	3
Business Administration 453	4
¹ Business Analytics and Statistics Elective	3
Business Analytics and Statistics 479	3
Collateral	3
Business Administration 405	1
Electives	5
<hr/>	
TOTAL HOURS FOR GRADUATION	120

¹Choose two of the following courses: BAS 310, BAS 340, BAS 370, BAS 454, BAS 471, or BAS 475

Business Analytics Collateral Option Milestones
Courses to be completed no later than the end of:
(see page 11 for Haslam First- and Second-Year Milestones)

Term 5 (first term of the third year)	Credit Hours
Business Administration 242	2
<hr/>	
Term 6	
2.50 cumulative GPA	
Business Analytics and Statistics 320	3

Information Management Concentration Option: Third and Fourth Years (see page 11 for Haslam First- and Second-Year Showcase)	
Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
Information Management 341	3
Business Administration 300	1
Ethics	3
Business Analytics and Statistics 320	3
Information Management 342	3
Electives	5
Fourth Year	
Business Law 301	2
Business Analytics and Statistics 474	3
Information Management 443	3
*Business Analytics and Statistics Elective	3
Business Administration 453	4
Business Analytics and Statistics 479	3
Information Management 442	3
Business Administration 405	1
Electives	8
TOTAL HOURS FOR GRADUATION	120

*Choose one of the following: BAS 310, BAS 340, BAS 454, BAS 471, or BAS 475

Information Management Concentration Milestones <i>Courses to be completed no later than the end of:</i> (see page 11 for Haslam First- and Second-Year Milestones)	
Term 5 (first term of the third year)	Credit Hours
Business Administration 242	2
Term 6	
2.50 cumulative GPA	
Business Administration 331 and 332	4
Information Management 341	3
Business Analytics and Statistics 320	3

International Business Concentration Option: Third and Fourth Years (see page 11 for Haslam First- and Second-Year Showcase)	
Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
Business Analytics and Statistics 320	3
Business Administration 300	1
¹ Business Analytics and Statistics Elective	3
Business Law 301	2
Ethics	3
Electives	6
Fourth Year	
² International Business Coursework	12
International Business 489	0
Business Administration 453	4
Business Analytics and Statistics 474	3
Business Analytics and Statistics 471 or 479	3
Business Administration 405	1
Electives	7
TOTAL HOURS FOR GRADUATION	120

¹Take one course from BAS 310, BAS 340, BAS 454, BAS 471, BAS 475 or INMT 342

²Twelve hours chosen from International Business 409, 429, 439, 449, 459, 469, 492, Business Administration 400, or Management 472

International Business Concentration Milestones <i>Courses to be completed no later than the end of:</i> (see page 11 for Haslam First- and Second-Year Milestones)	
Term 5 (first term of the third year)	Credit Hours
Business Administration 242	2
Term 6	
2.50 cumulative GPA	
Business Administration 331 and 332	4
Business Analytics and Statistics 320	3

Marketing	
Concentration Option: Third and Fourth Years	
(see page 11 for Haslam First- and Second-Year Showcase)	
Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
Business Analytics and Statistics 320	3
Business Administration 300	1
Ethics	3
Marketing 350	3
Marketing 360	3
Electives	6
Fourth Year	
Business Law 301	2
¹ Marketing Elective	3
Business Analytics and Statistics 474	3
Business Administration 453	4
Marketing 460	3
² Business Analytics and Statistics Elective	3
Business Analytics and Statistics 471 or 479	3
Business Administration 405	1
Electives	7
TOTAL HOURS FOR GRADUATION	120
¹ Choose one from: Marketing 462, Marketing 464, Marketing 466, Marketing 468, or Marketing 469	
² Choose one from: BAS 310, BAS 340, BAS 370, BAS 454, BAS 471, BAS 475, or Information Management 342	
Marketing Concentration Milestones	
<i>Courses to be completed no later than the end of:</i>	
(see page 11 for Haslam First- and Second-Year Milestones)	
Term 5 (first term of the third year)	Credit Hours
Business Administration 242	2
Term 6	
2.50 cumulative GPA	
Business Administration 331 and 332	4
Business Analytics and Statistics 320	3

Supply Chain Management	
Concentration Option: Third and Fourth Years	
(see page 11 for Haslam First- and Second-Year Showcase)	
Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
Business Analytics and Statistics 320	3
Business Administration 300	1
¹ Business Analytics and Statistics Elective	3
Supply Chain Management 311	3
Supply Chain Management 312	3
Electives	6
Fourth Year	
Ethics	3
Business Law 301	2
Business Analytics and Statistics 474	3
Business Administration 453	4
² Supply Chain Management Electives	6
Business Analytics and Statistics 471 or 479	3
Business Administration 405	1
Electives	7
TOTAL HOURS FOR GRADUATION	120
¹ Choose one of the following courses: BAS 310, BAS 340, BAS 454, BAS 471, BAS 475, or INMT 342	
² Choose two of the following courses: SCM 411, 412, 413, 421, or 422	
Supply Chain Management Concentration Milestones	
<i>Courses to be completed no later than the end of:</i>	
(see page 11 for Haslam First- and Second-Year Milestones)	
Term 5 (first term of the third year)	Credit Hours
Business Administration 242	2
Term 6	
2.50 cumulative GPA	
Supply Chain Management 311 & 312	6
Business Analytics and Statistics 320	3

OPPORTUNITIES FOR BUSINESS ANALYTICS MAJORS

INTERNSHIPS—BUSINESS ANALYTICS AND STATISTICS 492

Contact: Frank Guess—fguess@utk.edu

BAS 492 (1–6 hours) offers business analytics majors internship experience.

BUSINESS ANALYTICS SOCIETY AT THE UNIVERSITY OF TENNESSEE

The Business Analytics Society (BAS) at The University of Tennessee was founded by students interested in business analytics, data, and statistics. The Business Analytics Society meets regularly to promote real data exposure for members through hands-on work with organizations, speakers, networking opportunities, and community service projects. All interested students are welcome to join.

ECONOMICS

Economics examines trade-offs. It looks at scarcity and the assessment of extra benefits versus extra costs during decision-making. Economics builds an understanding of markets and how a market shock can affect outcomes in many markets. This field also looks at the impact of the aggregate economy on production, consumption, and trade. These are key foundations for decision-making by firms, policy-makers, and members of society. The economics major equips students with the ability to apply the analytics of basic managerial and macroeconomics to ongoing issues in business, policy, and the economy.

Collateral Option: Third and Fourth Years	
(see page 11 for Haslam First- and Second-Year Showcase)	
Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Economics 311	3
Economics Elective (300-level)	3
Business Administration 300	1
Finance 301	3
Economics 313	3
Collateral	3
Electives	5
Fourth Year	
Ethics	3
Business Law 301	2
Economics Electives	9
(three additional Economics courses with at least two at the 400-level)	
Business Administration 453	4
Collateral	3
Business Administration 405	1
Electives	8
TOTAL HOURS FOR GRADUATION	120

Collateral Option Milestones	
Courses to be completed no later than the end of:	
(see page 11 for Haslam First- and Second-Year Milestones)	
Term 5 (first term of the third year)	Credit Hours
Business Administration 242	2
Term 6	
2.50 cumulative GPA	
Business Administration 331 and 332	4
Economics 311	3
Term 7	
Economics 313	3

An economics degree can provide strong foundations in business, public policy, and law. Majors pursue careers in business, consulting, all levels of government, and a variety of other fields. Majors pursue careers in business, consulting, all levels of government, and a variety of other fields. Students with goals of graduate study in economics can talk with faculty for additional class suggestions. Empirical courses, such as econometrics, build useful skills in data-based applied economics, which many employers value.

ECONOMICS COLLATERALS (6 hours each)

ACCOUNTING

Accounting 321 (Accounting 301 prerequisite)
Accounting 311 (Accounting 301 prerequisite) or
Information Management 341

BUSINESS ANALYTICS

Business Analytics and Statistics 454
Business Analytics and Statistics 474

FINANCE

Finance 425 (Accounting 301 corequisite)
Finance 435 (Accounting 301 prerequisite) or 455

MANAGEMENT

Management 430 (Management 331 prerequisite)
Management 435 (Management 331 prerequisite)

QUANTITATIVE ECONOMICS AND MATHEMATICS

Math 241 (Math 142 prerequisite)
Math 251 (Math 142 prerequisite)

International Business
Concentration Option: Third and Fourth Years
(see page 11 for Haslam First- and Second-Year Showcase)

Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
Economics 311	3
Business Administration 300	1
Economics 313	3
Business Law 301	2
Ethics	3
Electives	7

Fourth Year	
*International Business Coursework	12
International Business 489	0
Economics Electives (two additional Economics courses with at least one at the 400-level)	6
Business Administration 453	4
Business Administration 405	1
Electives	6

TOTAL HOURS FOR GRADUATION 120

*Twelve hours chosen from International Business 409, 429, 439, 449, 459, 469, 492, Business Administration 400, or Management 472

International Business Concentration Milestones
Courses to be completed no later than the end of:
(see page 11 for Haslam First- and Second-Year Milestones)

Term 5 (first term of the third year)	Credit Hours
Business Administration 242	2
Term 6	
2.50 cumulative GPA	
Business Administration 331 and 332	4
Economics 311	3
Term 7	
Economics 313	3

Traditional Option: Third and Fourth Years
(see page 11 for Haslam First- and Second-Year Showcase)

Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Economics 311	3
Economics Elective (300-level)	3
Business Administration 300	1
Economics 313	3
*Economics Major Coursework	3
Finance 301	3
Electives	5

Fourth Year	
Ethics	3
Business Law 301	2
*Economics Major Coursework	3
Economics Electives (three additional Economics courses with at least two at the 400-level)	9
Business Administration 453	4
Business Administration 405	1
Electives	8

TOTAL HOURS FOR GRADUATION 120

Traditional Option Milestones
Courses to be completed no later than the end of:
(see page 11 for Haslam First- and Second-Year Milestones)

Term 5 (first term of the third year)	Credit Hours
Business Administration 242	2

Term 6	
2.50 cumulative GPA	
Business Administration 331 and 332	4
Economics 311	3

Term 7	
Economics 313	3

***Economics Major Coursework (Traditional Option)**
Choose one of these fields of focus (6 hours each):

Environ-mental Economics Econ 362 Econ 463	Health Economics Econ 436 Public Health 350, 401, or 420	Industrial Organization Econ 331 Econ 435	International Economics Econ 322 Econ 421	Labor Economics Econ 441 Mgmt 472
Money/Macro-economics Econ 351 Econ 413	Public Economics Econ 471 Econ 472	Quantitative Economics Econ 381 Econ 482	Regional/Urban Economics Econ 361 Fin 485 (Acct 301 prereq)	

OPPORTUNITIES FOR ECONOMICS MAJORS

OFF-CAMPUS STUDY—ECONOMICS 492

Contact: Dr. Jean Gauger—jgauger@utk.edu

Economics 492 (1–3 hours) relates to internship or other supervised economic experience with a firm, government agency, or other relevant organization. Students must get approval prior to starting work, and register for credit. Students write a paper related to their work setting. Prerequisites are Economics 311 or 312 and 313.

OMICRON DELTA EPSILON, BETA CHAPTER

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

ECONOMICS CLUB

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.

PUBLIC ADMINISTRATION

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 and non-profit enterprises, 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 non-profit 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 of Public Administration degree, many undergraduate majors pursue graduate programs in law, economics, or public policy.

Public Administration: Third and Fourth Years	
(see page 11 for Haslam First- and Second-Year Showcase)	
Second Year (Term 4)	Credit Hours
Political Science 240	3
Third Year	
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
Ethics	3
Business Administration 300	1
Economics 311	3
*Economics or Political Science Elective	3
Electives	8
Fourth Year	
Business Law 301	2
Economics 471	3
Political Science 441	3
Business Administration 453	4
*Economics or Political Science Electives	9
Economics 472	3
Business Administration 405	1
Electives	6
TOTAL HOURS FOR GRADUATION	120
*Any four upper-division economics or political science courses	

Public Administration Milestones	
<i>Courses to be completed no later than the end of:</i>	
(see page 11 for Haslam First- and Second-Year Milestones)	
Term 5 (first term of the third year)	
Business Administration 242	2
Term 6	
2.50 cumulative GPA	
Business Administration 331 and 332	4
Economics 311	3

OPPORTUNITIES FOR PUBLIC ADMINISTRATION MAJORS

OFF-CAMPUS STUDY—ECONOMICS 492

Contact: Dr. Jean Gauger—jgauger@utk.edu
Economics 492 (1–3 hours) relates to internship or other supervised economic experience with a firm, government agency, or other relevant organization. Students must get approval prior to starting work, and register for credit. Students write a paper related to their work setting. Prerequisites are Economics 311 or 312 and 313.

PHI ALPHA DELTA

Phi Alpha Delta Law Fraternity Pre-Law chapter strives to connect students with professionals in the legal field and prepare students for law school entry. Phi Alpha Delta is open to all majors.

FINANCE

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.

Collateral Option: Third and Fourth Years (see page 11 for Haslam First- and Second-Year Showcase)	
Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
Accounting 301	3
Business Administration 300	1
Finance 425	3
Collateral	3
¹ Finance Elective	3
Electives	5
Fourth Year	
Ethics	3
Business Law 301	2
¹ Finance Elective	3
Collateral	6
Business Administration 453	4
Finance 455	3
Business Administration 405	1
Electives	7
TOTAL HOURS FOR GRADUATION	120
¹ Choose 2 from: Finance 402, 420, 435, 440, 445, 463, 475, 485, 493, 495, or IB 449	
Finance Collateral Option Milestones <i>Courses to be completed no later than the end of:</i> (see page 11 for Haslam First- and Second-Year Milestones)	
Term 5 (first term of the third year)	Credit Hours
Business Administration 242	2
Term 6	
2.50 cumulative GPA	
Finance 301	3

FINANCE COLLATERALS (9 hours each)

ACCOUNTING (*increase finance electives by 3 hours)
Accounting 321
Accounting 311 or Information Management 341

BUSINESS ANALYTICS
Business Analytics and Statistics 320, 340, & 474

ECONOMICS
Economics 311 & 313
Economics 421 or 482

ENTREPRENEURSHIP
Entrepreneurship 350 & 451
One of Entrepreneurship 410, 415, 420, 425, or 460

INFORMATION MANAGEMENT
Information Management 341 & 342
Information Management 442 or 443

INTERNATIONAL BUSINESS
International Business 489 and
Nine hours from: International Business 409, 429, 439, 449, 459, 492, Business Administration 400, or Management 472

LEADERSHIP
Management 331 & 336
One of Entrepreneurship 410, 460, or Management 440, or 499

MARKETING
Marketing 350 & 360
One of Marketing 462, 464, 466, 468, or 469

SUPPLY CHAIN MANAGEMENT
Supply Chain Management 311 & 312
One of Supply Chain Management 411, 412, 413, or 421

OPPORTUNITIES FOR FINANCE MAJORS

INTERNSHIPS—FINANCE 492
Contact: Suzan Murphy—smurphy@utk.edu
Finance 492 (1–3 hours of non-business elective credit) offers finance majors internship experience designed to provide supervision, feedback, and a format for reflection. You must be a finance major to register for Finance 492, and all work hours should be completed during the semester of your internship.

Business Analytics

Concentration Option: Third and Fourth Years

(see page 11 for Haslam First- and Second-Year Showcase)

Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
¹ Finance 301	3
Accounting 301	3
Business Administration 300	1
Finance 425	3
Business Analytics and Statistics 320	3
Business Analytics and Statistics 310 or 340	3
Elective	5
<hr/>	
Fourth Year	
Ethics	3
Business Law 301	2
² Finance Elective	3
Business Analytics and Statistics 471	3
Business Administration 453	4
Business Administration 405	1
Finance 455	3
Business Analytics and Statistics 474	3
Electives	8
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TOTAL HOURS FOR GRADUATION	120

¹Grade of C or better in Finance 301 is a prerequisite to all 400-level finance courses
²Choose one from: Finance 402, 420, 435, 440, 445, 463, 475, 485, 493, 495, or IB 449

Business Analytics Concentration Milestones

Courses to be completed no later than the end of:

(see page 11 for Haslam First- and Second-Year Milestones)

Term 5 (first term of the third year)	Credit Hours
Business Administration 242	2
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Term 6	
2.50 cumulative GPA	
Business Administration 331 and 332	4
Finance 301	3

International Business

Concentration Option: Third and Fourth Years

(see page 11 for Haslam First- and Second-Year Showcase)

Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
¹ Finance 301	3
Accounting 301	3
Business Administration 300	1
Ethics	3
Finance 425	3
³ International Business Coursework	3
Electives	5
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Fourth Year	
Business Law 301	2
² Finance Elective	3
³ International Business Coursework	9
International Business 489	0
Business Administration 453	4
Finance 455	3
Business Administration 405	1
Electives	8
<hr/>	
TOTAL HOURS FOR GRADUATION	120

¹Grade of C or better in Finance 301 is a prerequisite to all 400-level finance courses
²Choose one from: Finance 402, 420, 435, 440, 445, 463, 475, 485, 493, 495, or IB 449
³Twelve hours chosen from International Business 409, 429, 439, 449, 459, 492, Business Administration 400, or Management 472

International Business Concentration Milestones

Courses to be completed no later than the end of:

(see page 11 for Haslam First- and Second-Year Milestones)

Term 5 (first term of the third year)	Credit Hours
Business Administration 242	2
<hr/>	
Term 6	
2.50 cumulative GPA	
Business Administration 331 and 332	4
Finance 301	3

FINANCIAL MANAGEMENT ASSOCIATION

FMA is a student-run organization that provides a forum for the exchange of financial related information, career networking opportunities, and social activities. 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. FMA hosts monthly speakers who are leaders in their fields. FMA also takes annual trips to New York to visit Wall Street and financial institutions and to Omaha to visit famed investor Warren Buffett. Membership is open to all business majors, with priority to finance majors to be invited to go on trips.

UT INVESTMENT GROUP

The University of Tennessee Investment Group (UTIG) is a student-run organization whose mission is to develop a better understanding of financial markets through trading, investing, and networking with industry profes-

sionals. Each semester UTIG hosts a trading competition where members gain experiential experience managing a portfolio of equities and options, and winners are awarded cash prizes and trophies. In spring and fall semesters, UTIG hosts monthly speaker seminars with high-achieving senior investment executives, where members enjoy catered food and beverages. Membership is open to all academic levels and all majors.

TENNESSEE CAPITAL MARKETS SOCIETY

The Tennessee Capital Markets Society is a selective student-managed organization that focuses on moving students into high-profile jobs and providing members the skills required for a career in capital markets. Career paths include investment banking, consulting, or sales and trading. The society will connect members with alumni who work for well-respected firms while simultaneously preparing members for the challenging interview process. The core focus is on financial literacy, modeling, valuation, and integrated financial statement analysis.

HUMAN RESOURCE MANAGEMENT

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.

Collateral Option: Third and Fourth Years (see page 11 for Haslam First- and Second-Year Showcase)	
Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
Management 331	3
Business Administration 300	1
Human Resource Management 360	3
Collateral	3
Ethics	3
Electives	5
Fourth Year	
Business Law 301	2
Human Resource Management 480	3
Collateral	6
Business Administration 453	4
Human Resource Management 481	3
Human Resource Management 485	3
Business Administration 405	1
Electives	5
TOTAL HOURS FOR GRADUATION	120

HRM Collateral Option Milestones <i>Courses to be completed no later than the end of:</i> (see page 11 for Haslam First- and Second-Year Milestones)	
Term 5 (first term of the third year)	Credit Hours
Business Administration 242	2
Term 6	
2.50 cumulative GPA	
Business Administration 331 and 332	4
Term 7	
HRM 360	3

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
Entrepreneurship 350
Entrepreneurship 451
One of Entrepreneurship 410, 415, 420, 425, 460, 492 or 499

INFORMATION MANAGEMENT
Information Management 341
Information Management 342
Information Management 442 or 443

INTERNATIONAL BUSINESS
International Business 489 and
Nine hours from: International Business 409, 429, 439, 449, 459, 469, 492, Business Administration 400, or Management 472

MARKETING
Marketing 350
Marketing 360
One of Marketing 462, 464, 466, 468, or 469

International Business
Concentration Option: Third and Fourth Years
(see page 11 for Haslam First- and Second-Year Showcase)

Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
Ethics	3
Business Administration 300	1
Business Law 301	2
Human Resource Management 360	3
¹ International Business Coursework	6
Electives	3
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Fourth Year	
Human Resource Management 480	3
¹ International Business Coursework	6
International Business 489	0
Business Administration 453	4
Human Resource Management 481	3
Human Resource Management 485	3
Business Administration 405	1
Electives	10
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TOTAL HOURS FOR GRADUATION	120

¹Twelve hours chosen from International Business 409, 429, 439, 449, 459, 469, 492, Business Administration 400, or Management 472

International Business Concentration Milestones
Courses to be completed no later than the end of:
(see page 11 for Haslam First- and Second-Year Milestones)

Term 5 (first term of the third year)	Credit Hours
Business Administration 242	2
<hr/>	
Term 6	
2.50 cumulative GPA	
Business Administration 331 and 332	4
<hr/>	
Term 7	
HRM 360	3

OPPORTUNITIES FOR HUMAN RESOURCE MANAGEMENT MAJORS

INTERNSHIPS—HUMAN RESOURCE MANAGEMENT 492

Contact: Dr. Debbie Mackey—dmackey@utk.edu

Human Resource Management 492 (1–6 hours) offers 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.

SOCIETY FOR HUMAN RESOURCE MANAGEMENT

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 Haslam College of Business student.

MANAGEMENT

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.

Collateral Option: Third and Fourth Years
(see page 11 for Haslam First- and Second-Year Showcase)

Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
Management 331	3
Business Administration 300	1
Management 336	3
Collateral	3
Human Resource Manangement 360	3
Electives	5
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Fourth Year	
Ethics	3
Business Law 301	2
Collateral	6
Business Administration 453	4
Management 430	3
Management 435	3
Business Administration 405	1
Electives	5
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TOTAL HOURS FOR GRADUATION	120

Management Collateral Option Milestones
Courses to be completed no later than the end of:
(see page 11 for Haslam First- and Second-Year Milestones)

Term 5 (first term of the third year)	Credit Hours
Business Administration 242	2
<hr/>	
Term 6	
2.50 cumulative GPA	
Business Administration 331 and 332	4

MANAGEMENT COLLATERALS (9 HOURS EACH)

ECONOMICS

Economics 311
Economics 381
One of Economics 421, 435, 471, or 472

ENTREPRENEURSHIP

Entrepreneurship 350
Entrepreneurship 451
One of Entrepreneurship 410, 415, 420, 425, 460, 492, or 499

HUMAN RESOURCE MANAGEMENT

Human Resource Management 480
Human Resource Management 481
Human Resource Management 485

INFORMATION MANAGEMENT

Information Management 341
Information Management 342
Information Management 442 or 443

INTERNATIONAL BUSINESS

International Business 489 and
Nine hours from: International Business 409, 429, 439, 449, 459, 469, 492, Business Administration 400, or Management 472

MARKETING

Marketing 350
Marketing 360
One of Marketing 462, 464, 466, 468, or 469

RESOURCE MANAGEMENT

Accounting 301
Accounting 321
Finance 425

International Business	
Concentration Option: Third and Fourth Years	
(see page 11 for Haslam First- and Second-Year Showcase)	
Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
Management 331	3
Business Administration 300	1
Human Resource Management 360	3
Management 336	3
¹ International Business Coursework	3
Electives	5
Fourth Year	
Ethics	3
Business Law 301	2
¹ International Business Coursework	9
International Business 489	0
Business Administration 453	4
Management 430 or 435	3
Business Administration 405	1
Electives	8
TOTAL HOURS FOR GRADUATION	120
¹ Twelve hours chosen from International Business 409, 429, 439, 449, 459, 469, 492, Business Administration 400, or Management 472	
International Business Concentration Milestones	
Courses to be completed no later than the end of:	
(see page 11 for Haslam First- and Second-Year Milestones)	
Term 5 (first term of the third year)	Credit Hours
Business Administration 242	2
Term 6	
2.50 cumulative GPA	
Business Administration 331 and 332	4

OPPORTUNITIES FOR MANAGEMENT MAJORS

INTERNSHIPS—MANAGEMENT 492

Contact: Dr. Debbie Mackey—dmackey@utk.edu

Management 492 (1–6 hours) offers 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.

MANAGEMENT SOCIETY AT THE UNIVERSITY OF TENNESSEE

The Management Society at The University of Tennessee (MSUT) is a semi-professional organization for students interested in management and leadership. The organization was initiated by students and was chartered in February 2010. MSUT promotes hands-on leadership experience for all members through interactive meetings, speakers, workshops, field trips, networking opportunities, and community service projects.

MARKETING

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 (see page 11 for Haslam First- and Second-Year Showcase)	
Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
Ethics	3
Business Administration 300	1
Marketing 350	3
Marketing 360	3
Collateral	6
Elective	2
Fourth Year	
Business Law 301	2
*Marketing Electives	6
Business Administration 453	4
Marketing 460	3
Collateral	3
Business Administration 405	1
Electives	11
TOTAL HOURS FOR GRADUATION	120

*Choose two from: Marketing 462, 464, 466, 468, or 469

Marketing Collateral Option Milestones <i>Courses to be completed no later than the end of:</i> (see page 11 for Haslam First- and Second-Year Milestones)	
Term 5 (first term of the third year)	Credit Hours
Business Administration 242	2
Term 6 2.50 cumulative GPA Business Administration 331 and 332	4
Term 7 Marketing 350 and 360	6

MARKETING COLLATERALS (9 hours each)

ECONOMICS

Economics 311 & 435
One 400-level economics elective

ENTREPRENEURSHIP

Entrepreneurship 350 & 451
One of Entrepreneurship 410, 415, 420, 425, or 460

HUMAN RESOURCE MANAGEMENT

Management 331
Human Resource Management 360 & 481

INFORMATION MANAGEMENT

Information Management 341 & 342
Information Management 442 or 443

INTERNATIONAL BUSINESS

International Business 489 and
Nine hours from: International Business 409, 429, 439, 449, 459,
469, 492, Business Administration 400, or Management 472

LEADERSHIP

Management 331 & 336
One of Entrepreneurship 410, 460, Management 440, or 499

RESOURCE MANAGEMENT

Accounting 301
Finance 425 & 455

SUPPLY CHAIN MANAGEMENT

Supply Chain Management 311 & 312
One of Supply Chain Management 411, 412, 413, 421, or 422

Business Analytics	
Concentration Option: Third and Fourth Years	
(see page 11 for Haslam First- and Second-Year Showcase)	
Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
Ethics	3
Business Administration 300	1
Marketing 350	3
Marketing 360	3
Business Analytics and Statistics 320	3
Electives	5
Fourth Year	
Business Law 301	2
¹ Marketing Elective	3
Business Analytics and Statistics 471	3
Business Administration 453	4
Marketing 460	3
Business Analytics and Statistics 474	3
² Business Analytics and Statistics Elective	3
Business Administration 405	1
Electives	8
TOTAL HOURS FOR GRADUATION	120

¹ Choose one from: Marketing 462, 464, 466, 468, or 469

² Choose one from: BAS 310, 340, 370, or 475

Business Analytics Concentration Milestones	
<i>Courses to be completed no later than the end of:</i>	
(see page 11 for Haslam First- and Second-Year Milestones)	
Term 5 (first term of the third year)	Credit Hours
Business Administration 242	2
Term 6	
2.50 cumulative GPA	
Business Administration 331 and 332	4
Business Analytics and Statistics 320	3

Information Management	
Concentration Option: Third and Fourth Years	
(see page 11 for Haslam First- and Second-Year Showcase)	
Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
Information Management 341	3
Business Administration 300	1
Marketing 350	3
Marketing 360	3
Information Management 342	3
Ethics	3
Electives	2
Fourth Year	
Business Law 301	2
[*] Marketing Elective	3
Information Management 442	3
Business Administration 453	4
Marketing 460	3
Information Management 443	3
Business Administration 405	1
Electives	11
TOTAL HOURS FOR GRADUATION	120

^{*} Choose one from: Marketing 462, 464, 466, 468, or 469

Information Management Concentration Milestones	
<i>Courses to be completed no later than the end of:</i>	
(see page 11 for Haslam First- and Second-Year Milestones)	
Term 5 (first term of the third year)	Credit Hours
Business Administration 242	2
Term 6	
2.50 cumulative GPA	
Business Administration 331 and 332	4
Information Management 341	3

International Business Concentration Option: Third and Fourth Years (see page 11 for Haslam First- and Second-Year Showcase)	
Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Ethics	3
Finance 301	3
Business Administration 300	1
Marketing 350	3
Marketing 360	3
² International Business Coursework	3
Electives	5
Fourth Year	
Business Law 301	2
¹ Marketing Elective	3
² International Business Coursework	9
International Business 489	0
Business Administration 453	4
Marketing 460	3
Business Administration 405	1
Electives	8
TOTAL HOURS FOR GRADUATION	120

¹ Choose one from: Marketing 462, 464, 466, 468, or 469
² Twelve hours chosen from International Business 409, 429, 439, 449, 459, 469, 492, Business Administration 400, or Management 472

International Business Concentration Milestones <i>Courses to be completed no later than the end of:</i> (see page 11 for Haslam First- and Second-Year Milestones)	
Term 5 (first term of the third year)	Credit Hours
Business Administration 242	2
Term 6	
2.50 cumulative GPA	
Business Administration 331 and 332	4

Supply Chain Management Concentration Option: Third and Fourth Years (see page 11 for Haslam First- and Second-Year Showcase)	
Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Ethics	3
Finance 301	3
Business Administration 300	1
Marketing 350	3
Marketing 360	3
Supply Chain Management 311	3
Supply Chain Management 312	3
Electives	2
Fourth Year	
Business Law 301	2
¹ Marketing Elective	3
Business Administration 453	4
² Supply Chain Management Electives	6
Marketing 460	3
Business Administration 405	1
Electives	11
TOTAL HOURS FOR GRADUATION	120

¹ Choose one from: Marketing 462, 464, 466, 468, or 469
² Choose two of the following courses: SCM 411, 412, 413, 421, or 422

Supply Chain Management Concentration Milestones <i>Courses to be completed no later than the end of:</i> (see page 11 for Haslam First- and Second-Year Milestones)	
Term 5 (first term of the third year)	Credit Hours
Business Administration 242	2
Business Administration 331 and 332	4
Term 6	
2.50 cumulative GPA	
Supply Chain Management 311 & 312	6

OPPORTUNITIES FOR MARKETING MAJORS

INTERNSHIPS—MARKETING 492
Contact: Dianne Marshall—dkmarsh@utk.edu

Marketing 492 (1–6 hours) offers 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 departmental coordinator with the employer’s evaluation form.

AMERICAN MARKETING ASSOCIATION STUDENT CHAPTER

The collegiate chapter of the American Marketing Association (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 Haslam College of Business, 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.

SUPPLY CHAIN MANAGEMENT

Supply chain management encompasses the planning and management of all activities involved in sourcing and procurement, conversion, and all logistics management activities. It drives coordination of processes and activities with and across marketing, sales, product design, finance, and information technology, as well as with channel partners, which can be suppliers, intermediaries, third-party service providers, and customers, with the purpose of delivering a cohesive and high-performing business model. In essence, supply chain management integrates supply and demand management within and across companies.

Our internationally recognized supply chain management 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 supply chain management professionals to help improve organizational performance.

Collateral Option: Third and Fourth Years (see page 11 for Haslam First- and Second-Year Showcase)	
Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
Ethics	3
Business Administration 300	1
Supply Chain Management 311	3
Supply Chain Management 312	3
Collateral	6
Electives	2
Fourth Year	
Business Law 301	2
*Supply Chain Management Electives	9
Business Administration 453	4
Supply Chain Management 460	3
Collateral	3
Business Administration 405	1
Electives	8
TOTAL HOURS FOR GRADUATION	120

*Choose three from: Supply Chain Management 411, 412, 413, 421, or 422

SCM Collateral Option Milestones <i>Courses to be completed no later than the end of:</i> (see page 11 for Haslam First- and Second-Year Milestones)	
Term 5 (first term of the third year)	Credit Hours
Business Administration 242	2
Term 6	
2.50 cumulative GPA	
Supply Chain Management 311 & 312	6

SUPPLY CHAIN MANAGEMENT COLLATERALS
(9 hours each)

- ECONOMICS
Economics 311 & 435
One 400-level economics elective
- ENTREPRENEURSHIP
Entrepreneurship 350 & 451
One of Entrepreneurship 410, 415, 420, 425, or 460
- HUMAN RESOURCE MANAGEMENT
Management 331
Human Resource Management 360 & 481
- INFORMATION MANAGEMENT
Information Management 341 & 342
Information Management 442 or 443

- INTERNATIONAL BUSINESS
International Business 489 and
Nine hours from: International Business 409, 429, 439, 449, 459,
469, 492, Business Administration 400, or Management 472

- LEADERSHIP
Management 331 & 336
One of Entrepreneurship 410, 460, Management 440, or 499

- MARKETING
Marketing 350 & 360
One of Marketing 462, 464, 466, 468, or 469

Business Analytics	
Concentration Option: Third and Fourth Years	
(see page 11 for Haslam First- and Second-Year Showcase)	
Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
Ethics	3
Business Administration 300	1
Supply Chain Management 311	3
Supply Chain Management 312	3
Business Analytics and Statistics 320	3
Electives	5
Fourth Year	
Business Law 301	2
*Supply Chain Management Electives	9
Business Analytics and Statistics 471	3
Business Administration 453	4
Business Analytics and Statistics 340	3
Business Analytics and Statistics 474	3
Business Administration 405	1
Electives	5
TOTAL HOURS FOR GRADUATION	120

*Choose three from: Supply Chain Management 411, 412, 413, 421, or 422

Business Analytics Concentration Milestones	
<i>Courses to be completed no later than the end of:</i>	
(see page 11 for Haslam First- and Second-Year Milestones)	
Term 5 (first term of the third year)	Credit Hours
Business Administration 242	2
Term 6	
2.50 cumulative GPA	
Supply Chain Management 311 & 312	6
Business Analytics and Statistics 320	3

Information Management	
Concentration Option: Third and Fourth Years	
(see page 11 for Haslam First- and Second-Year Showcase)	
Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
Information Management 341	3
Business Administration 300	1
Supply Chain Management 311	3
Supply Chain Management 312	3
Information Management 342	3
Electives	5
Fourth Year	
Business Law 301	2
*Supply Chain Management Electives	9
Information Management 442	3
Ethics	3
Business Administration 453	4
Information Management 443	3
Business Administration 405	1
Electives	5
TOTAL HOURS FOR GRADUATION	120

*Choose three from: Supply Chain Management 411, 412, 413, 421, or 422

Information Management Concentration Milestones	
<i>Courses to be completed no later than the end of:</i>	
(see page 11 for Haslam First- and Second-Year Milestones)	
Term 5 (first term of the third year)	Credit Hours
Business Administration 242	2
Term 6	
2.50 cumulative GPA	
Supply Chain Management 311 & 312	6
Information Management 341	3

OPPORTUNITIES FOR SUPPLY CHAIN MANAGEMENT MAJORS

INTERNSHIPS—SUPPLY CHAIN MANAGEMENT 492

Contact: Dianne Marshall—dkmarsh@utk.edu

Supply Chain Management 492 (1-6 hours) offers 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 departmental coordinator with the employer’s evaluation form.

COUNCIL OF SUPPLY CHAIN MANAGEMENT PROFESSIONALS, UNIVERSITY OF TENNESSEE CHAPTER

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 SCM 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.

International Business Concentration Option: Third and Fourth Years (see page 11 for Haslam First- and Second-Year Showcase)	
Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
Ethics	3
Business Administration 300	1
Business Law 301	2
Supply Chain Management 311	3
Supply Chain Management 312	3
Electives	2
Fourth Year	
¹ International Business Coursework	12
International Business 489	0
² Supply Chain Management Electives	9
Business Administration 453	4
Business Administration 405	1
Electives	8
TOTAL HOURS FOR GRADUATION	120
¹ Twelve hours chosen from International Business 409, 429, 439, 449, 459, 469, 492, Business Administration 400, or Management 472	
² Choose three from: Supply Chain Management 411, 412, 413, 421, or 422	
International Business Concentration Milestones <i>Courses to be completed no later than the end of:</i> (see page 11 for Haslam First- and Second-Year Milestones)	
Term 5 (first term of the third year)	Credit Hours
Business Administration 242	2
Term 6	
2.50 cumulative GPA	
Supply Chain Management 311 & 312	6

NeXxus

NeXxus—Connecting Women in Supply Chain is sponsored by the Global Supply Chain Institute. The mission of NeXxus is to increase awareness of the supply chain major and career opportunities for female students. To do this, NeXxus 1) creates opportunities for women SCM students to network with SCM professionals; 2) provides mentoring opportunities between students and SCM practitioners; 3) builds confidence in women students, creating future leaders in the SCM profession; and 4) attracts the right talent by educating women students about exciting career opportunities in SCM. Since this organization is focused on creating gender diversity in the SCM major and the profession, both females and males are welcome to join.

Marketing Concentration Option: Third and Fourth Years (see page 11 for Haslam First- and Second-Year Showcase)	
Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
Ethics	3
Business Administration 300	1
Supply Chain Management 311	3
Supply Chain Management 312	3
Marketing 350	3
Marketing 360	3
Electives	3
Fourth Year	
Business Law 301	2
¹ Marketing Elective	3
Business Administration 453	4
Marketing 460	3
² Supply Chain Management Electives	9
Business Administration 405	1
Electives	7
TOTAL HOURS FOR GRADUATION	120
¹ Choose one from: Marketing 462, 464, 466, 468, or 469	
² Choose three from: Supply Chain Management 411, 412, 413, 421, or 422	
Marketing Concentration Milestones <i>Courses to be completed no later than the end of:</i> (see page 11 for Haslam First- and Second-Year Milestones)	
Term 5 (first term of the third year)	Credit Hours
Business Administration 242	2
Term 6	
2.50 cumulative GPA	
Term 7	
Supply Chain Management 311 & 312	6

SCM SCHOLARS OF DISTINCTION

SCM Scholars of Distinction is a special initiative of the Department of Marketing and Supply Chain Management to identify rising sophomores, juniors, and seniors (both rising and graduating) who have distinguished themselves by their strong academic record, campus leadership, community service, and work experience. Students selected will have the opportunity to connect and network with SCM executives from leading global companies. Qualified students will receive an invitation to apply the first day of classes each semester. Students must be a declared supply chain management major at the time of application.

ENTREPRENEURSHIP MINOR

An interdisciplinary minor in entrepreneurship is available to students from all academic programs of study. The minor consists of 15 credit hours from entrepreneurship courses taught by faculty across six different colleges—the Haslam College of Business, the College of Architecture and Design, the College of Engineering, the College of Education, Health

and Human Sciences, the College of Arts and Sciences, and the College of Agricultural Sciences and Natural Resources.

The entrepreneurship minor is coordinated by the Anderson Center for Entrepreneurship and Innovation. For more information, students should contact their academic advisor.

REQUIRED COURSE

ENTREPRENEURSHIP 350
Introduction to Entrepreneurship

PICK 3 HOURS

RETAIL & CONSUMER SCIENCE 411*
Entrepreneurship & Small Business Management

ENTREPRENEURSHIP 451*
New Venture Planning

INDUSTRIAL ENGINEERING 457
Engineering Entrepreneurship

PICK 9 HOURS

ALEC 240—Presentation & Sales Strategies for Agricultural Audiences

ALEC 340—Marketing & Public Strategies for Global Sectors

AREC 212—The Agribusiness Firm

AREC 342*—Farm Business Management

AREC 442*—Agribusiness Management

ARTD 451*—Advanced Graphic Design

ARTD 452*—Graphic Design Capstone

DSGN 430—Design Thinking & Innovation

ECON 331*—Government & Business

EF 400—Technology Commercialization

ENT 410—Leadership in Non-profits & Social Entrepreneurship

ENT 415— Start-Overs as Startups

ENT 420— Entrepreneurial Finance

ENT 425—Entrepreneurial Marketing

ENT 460*—Leading Innovation & Change

ENT 492—Entrepreneurship Internship

ENT 499—Special Topics in Entrepreneurship

IE 405—Engineering Economic Analysis

IE 451—Creative Technical Problem Solving

INSC 461—Information Architecture and the User Experience

MARK 462*—Innovation & New Product Development

MUSC 305—The Business of Music

RCS 412*—e-Retailing

GRADUATION REQUIREMENTS

ALL BUSINESS STUDENTS MUST MEET THE FOLLOWING REQUIREMENTS:

- 120 semester hours
- 60 semester hours at a four-year institution
- Last 30 hours at UT
- Cumulative UT GPA of 2.50
- 75 percent of major, collateral, or concentration hours at UT
- A minimum grade of C in every course counted towards the major, including collateral and concentration courses

HONORS DESIGNATIONS:

*Honors categories are determined by cumulative GPA earned the semester prior to graduation.

- **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

APPLICATION FOR GRADUATION:

Students will complete the application online through their myUTK account, but only once they have completed at least 90 semester hours. Prior to filling out the application, students must first confirm their academic profile in myUTK is accurate. This includes the degree, major(s), collateral/concentration, catalog year, and, if applicable, minor(s) being pursued.

COMMENCEMENT CEREMONIES:

In the spring, the Haslam College of Business hosts a commencement ceremony. Spring and summer graduates attend the spring ceremony.

RSVP at undergrad.haslam.utk.edu.

SCHEDULING AN ADVISING APPOINTMENT

GRADESFIRST

Understanding and utilizing GradesFirst be a critical component of your success at the University of Tennessee. First and foremost, as a student in the Haslam College of Business you are required to be advised once per semester. It is your responsibility to make an advising appointment, and you can do this by accessing GradesFirst through myUTK. After your advising appointment, it will be important to remember what you and your advisor discussed. If you need a refresher, you can access through GradesFirst the advising report and any documents filled out and signed by you and your advisor, including your academic and degree plans.

There are various other offices that also use GradesFirst. If you ever need to make an advising appointment with another college, you can make your appointment through GradesFirst. All tutoring services on campus, the Chancellor's Honors Program, the Student Success Center, and VolsTeach also use GradesFirst as their primary appointment system. Finally, many of these centers, including the Haslam College of Business, will routinely use GradesFirst to email students. Messages will go to your UTK email account, but you can also access these emails through GradesFirst. GradesFirst is also an excellent way for you to send emails to instructors and advisors if you have any questions or concerns.

SCHEDULING AN ADVISING APPOINTMENT

To make an advising appointment with an advisor in Undergraduate Programs, follow the steps below:

1. Log into myUTK at **myUTK.utk.edu** using your NetID and password.
2. Under **Academic Resources**, select the link for GradesFirst.
3. Once in GradesFirst, click on **Appointments for Advising or Other Academic Help**.
4. You will be prompted to select a reason for your appointment; choose **Business Advising**.
5. From the next set of options, you will select **Business Major Advising**.
*Note: If the location does not automatically appear, you will need to select **To Business** instead of **Business Major Advising**.*
6. Choose from the advisors (if you have a preferred advisor) in the dropdown menu.
7. On the next page, the advisor's availability will appear. If no availability appears, you will want to select the **Next Week** arrow.
Note: Appointments are opened 1 to 2 weeks in advance on a daily basis. If no appointments show available, check back the following day.
8. Select one of the available appointments from the options given and click the Next button.
9. Details of your appointment will appear. Verify that it is the correct appointment. You can receive an email (UTK email account) and/or text reminder. We would recommend selecting at least one of the two options and writing it down in your calendar.
10. Finally, click on **Confirm Appointment** to schedule your appointment.
Note: Check your UTK email for an appointment confirmation.

GRADE POINT AVERAGE

Your grade point average (GPA) is a measure of your academic performance for a semester and/or cumulatively during your career at the university. At the end of each semester, your instructor will assign you a grade based upon your mastery of the course material.

Your GPA is calculated by dividing your grade quality points you earned by the total number of hours you attempted (for the semester or cumulatively). The result, rounded off to two decimal points, is your GPA.

GRADES CALCULATED INTO YOUR GPA

Below are the numeric values for grades earned.

SATISFACTORY GRADES		UNSATISFACTORY GRADES	
A	4.00	C-	1.70
A-	3.70	D+	1.30
B+	3.30	D	1.00
B	3.00	D-	0.70
B-	2.70	F	0.00
C+	2.30		
C	2.00		

GRADES THAT DO NOT FACTOR INTO YOUR GPA

The following grades are not calculated into your GPA; however, some might satisfy hours toward your total hours earned.

- W, WP, WF, NR, P, S, and NC
- I, IW, IC, IS, and SI
- Grades transferred to the university after Fall 1985 or later

CALCULATING YOUR MAJOR GPA

In some cases, you might want to list your major GPA instead of your cumulative GPA—it might be higher than your cumulative GPA or a company might ask for it—or you might want to list both to recognize your academic achievement.

Similar to the example below, you would take the courses specific to your major, not including collateral or concentration courses, and calculate the quality points dividing by the total number of hours attempted in your major coursework.

When including your major GPA on your resume, make sure to label it as your major GPA. Normally, GPA is only included if it is above a 3.00. Here is what it might look like on your resume.

Major/Cumulative GPA: ###/4.00

GPA CALCULATION EXAMPLE

Below is a typical first semester schedule for a business student, including courses, credit hours, grades, quality points, and GPA calculation.

COURSE	CREDIT HOURS	LETTER GRADE	NUMERIC GRADE	QUALITY POINTS (Credit Hours * Numeric Grade)
Business Administration 100	1.0	A	4.00	4.00
English 101	3.0	B+	3.30	9.90
English 103	1.0	S	0.00	0.00
Biology 101	4.0	B	3.00	12.00
Spanish 150	3.0	B+	3.30	9.90
Communication Studies 240	3.0	A-	3.70	11.10
Totals	15.0			46.90
Total Hours in GPA	14.0	(A grade of S in English 103 does not carry GPA weight but does factor toward earned hours)		
GPA Calculation	46.9 Quality Points ÷ 14.0 GPA Hours = 3.35 Term GPA			

TECHNOLOGY AND SCHOLARSHIPS

LAPTOPS

By the second semester of your second year, 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 Haslam College of Business has integrated technology into its curriculum in a number of ways, including the use of the university's campus-wide wireless network and course-management systems. You will use your **NetID** to access these systems.

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 Haslam College of Business's courses on the web. A student's e-mail address is "NetID"@vols.utk.edu (i.e., jsmith15@vols.utk.edu).

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

You have two sources for technology support on campus:

Office of Information Technology (OIT)

Walk-in consulting, The Commons
(865) 974-9900; oit.utk.edu

VolTech

University Center, Second Floor
(865) 946-7467; shop.utk.edu/t-aboutus.aspx

Students receiving financial aid may be eligible to request a one-time budget increase for the purchase of a laptop. Contact One Stop, located on the ground floor in Hodges Library, to explore options based on individual financial aid status. The University of Tennessee has negotiated products and special pricing through a number of vendors. These products are available at VolTech in the University Center.

For current Haslam College of Business laptop specifications, please visit **tis.haslam.utk.edu** and select the menu option "Getting Started".

COLLEGE & DEPARTMENTAL 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, departmental, and study abroad.

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 Haslam College of Business 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 Haslam College of Business scholarship application on the Undergraduate Programs website at **undergrad.haslam.utk.edu**. The application is available December 1, with an application deadline of February 1.

STUDY ABROAD SCHOLARSHIPS

- Stipend to help defray travel expenses.
- Applications are accepted the semester prior to the study abroad experience.

Spring study abroad: Applications are due October 2.

Mini-term and summer study abroad: Applications are due January 13.

Fall study abroad: Applications are due April 14.

- Applications are available on the Undergraduate Programs website (separate from other college and departmental applications) at **undergrad.haslam.utk.edu**.

ADVANCED PLACEMENT CREDIT

TEST	SCORE	CREDIT
American History	4 or 5	History 221–222
Biology	3 4 5	Biology 101 Biology 101–102 Biology 101–102 and 160
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
Chinese Language and Culture	4 or 5	Chinese 131–132
Computer Science A	5	Computer Science 102
Economics—Micro ¹	3, 4, or 5	Economics 211
Economics—Macro ¹	3, 4, or 5	Economics 213
English Language & Composition	4 or 5	English 101
English Literature & Composition ²	4 or 5	English 101
Environmental Science	3 4 or 5	Geology 201 Geology 201–202
European History	4 or 5	History LD–242
French Language and Culture	3 4 or 5	French 211–212 French 212–333
German Language	3 4 or 5	German 211–212 German 211–212 or 311–312
Government and Politics—Comparative Exam ³	4 or 5	Political Science 102
Government and Politics—US Exam ³	4 or 5	Political Science 101
Human Geography	4 or 5	Geography 121
Latin	3, 4, or 5	Latin 251–252
Music Theory—Nonaural (written) Subscore	4 5	Music Theory 110 Music Theory 110–120
Physics I	4 or 5	Physics 221
Physics II	4 or 5	Physics 222
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
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
World History	4 or 5	History 261–262

¹For business minors, a 3 or better on both the Micro and Macro Economics AP exams satisfies the Economics 201 requirement.

²Students admitted Fall 2016 and forward, credit for English 101. Students admitted prior to Fall 2016, credit for English 101–102

³2014 exams and prior—3, 4, 5. Exams taken in 2015 or later, a score of 4 or 5 is required.

RESOURCES

ACADEMIC SUPPORT

One Stop Express Student Services
Hodges Library Ground Floor
(865) 974-1111; onestop.utk.edu

Student Success Center

Main Office: 324 Greve Hall
Tutoring: Greve Hall (Room 330)
Hodges Library North Commons (Room 220K)
South Carrick Hall Tennessee Room
(865) 974-6641; studentsuccess.utk.edu

CAREER AND PERSONAL DEVELOPMENT

Center for Career Development
Student Union Level 2
(865) 974-5435; career.utk.edu

Center for International Education

1620 Melrose Avenue
(865) 974-3177; cie.utk.edu

Center for Leadership and Service

2238 Dunford Hall
(865) 974-1039; leadershipandservice.utk.edu

TUTORING

The Writing Center

212 Humanities and Social Sciences Building
Hodges Library North Commons (Room 220G)
Pendergrass Library Study Room E (Ag Campus)
(865) 974-2611; writingcenter.utk.edu

Disability Services

100 Dunford Hall
(865) 974-6087; ods.utk.edu

Educational Advancement Program

302 Greve Hall
(865) 974-7900; eap.utk.edu

Math Tutorial Center

Ayres G012 (East Basement)
Hodges Library North Commons Lab
(865) 974-4266 or 974-2461; www.math.utk.edu/MTC/

Office of Multicultural Student Life

1800 Melrose Avenue
(865) 974-6861; multicultural.utk.edu

ADDITIONAL RESOURCES

Dean of Students

413 Student Services Building
(865) 974-3179; dos.utk.edu

Financial Aid and Scholarships (One Stop)

Hodges Library Ground Floor
(865) 974-1111; onestop.utk.edu/your-money/

International House

1623 Melrose Avenue
(865) 974-4453; ihouse.utk.edu

Parking & Transit Services

2121 Stephenson Drive
(865) 974-6031; parking.utk.edu

Office of the University Registrar

209 Student Services Building
(865) 974-1111 (One Stop); registrar.utk.edu

Student Government Association

2211 Dunford Hall
(865) 974-2377; sga.utk.edu

Student Conduct & Community Standards

409 Student Services Building
(865) 974-3171; studentconduct.utk.edu

University Housing

405 Student Services Building
(865) 974-2571 (main office) or (865) 974-3411 (assignments)
housing.utk.edu

Office of Veterans Affairs

209 Student Services Building
(865) 974-1500; veterans.utk.edu

VolCard (UT ID) Office

472 South Stadium Hall
(865) 974-3430; volcard.utk.edu

STUDENT HEALTH SERVICES

Student Health Center

Student Health Building
(865) 974-3135; studenthealth.utk.edu

Counseling Center

Student Health Building, Second Floor
(865) 974-2196; counselingcenter.utk.edu

Center for Health Education & Wellness

Student Health Building, Suite 201
(865) 974-5725; wellness.utk.edu

2016-2017 ACADEMIC CALENDAR

FALL SEMESTER 2016

Spring 2017 Graduation Application Deadline.....	August 9
Classes Begin	August 17
Last Day to Add, Change Grading Options or Drop without a "W" (1st-session courses)	August 22
Last Day to Final Register, Add, Change Grading Options or Drop without a "W" (full-term courses)	August 26
Last Day to Adjust Hours for Financial Aid Awarding	September 1
Labor Day (No Classes)	September 5
Last Day to Drop with a "W" (1st-session courses)	September 23
1st Session Classes End.....	October 5
Fall Break (No Classes)	October 6-7
2nd Session Classes Begins.....	October 10
Last Day to Add, Change Grading Options or Drop without a "W" (2nd-session courses)	October 14
Last Day to Drop with a "W" (full-term courses).....	November 8
Last Day to Drop with a "W" (2nd-session courses).....	November 16
Thanksgiving Holiday	November 24-25
Total Withdrawal from the University Deadline	November 29
Classes End	November 29
Fall 2017 Graduation Application Deadline	November 29
Study Day	November 30
Exam Period	Dec. 1, 2, 5, 6, 7, 8
Commencement.....	December 9

SPRING SEMESTER 2017

Classes Begin	January 11
MLK Holiday (No Classes).....	January 16
1st Session Ends	March 1
2nd Session Begins	March 2
Spring Break	March 13-17
Spring Recess (No Classes).....	April 14
Classes End	April 28
Study Day	May 1
Exam Period	May 2, 3, 4, 5, 8, 9
Graduate Hooding	May 11
Commencement.....	May 10-12

SUMMER SEMESTER 2017

Mini Session Begins	May 10
Memorial Day (No Classes)	May 29
Mini Session Ends	May 31
Full and 1st Sessions Begin.....	June 1
Independence Day (No Classes)	July 4
1st Session Ends	July 6
2nd Session Begins	July 10
Full and 2nd Sessions End	August 11
Summer Graduation Date*.....	August 12

*There is no commencement ceremony in the summer. This is the official graduate date that will appear on the transcript.



UNDERGRADUATE PROGRAMS

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