



## 2022-2023 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.

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# HASLAM VOLUNTEER IMPACT

The Volunteer Creed states, *“One that beareth a torch shadoweth oneself to give light to other.”* In the Haslam College, impact is one of our core values and says, *“We want to make a positive difference through our ideas and actions.”*

As a Haslam Volunteer, we want to invite all members of the college's community to take part in our **Haslam Volunteer Impact** initiative.

### WHAT IS HASLAM VOLUNTEER IMPACT?

Haslam Volunteer Impact is the service initiative of the college. Students, faculty and staff that complete 160 hours of service during their tenure at the university will receive the Haslam Volunteer Impact Service Medallion at a college ceremony during the spring semester each academic year. Awards are also granted for every 40 hours of service tracked leading up to the 160, including an exclusive Haslam Volunteer Impact shirt for completing your first 40 hours.

### SERVICE OPPORTUNITIES

Opportunities to serve the local community will be advertised weekly in Haslam Headlines. The Jones Center for Leadership & Service (JCLS) offers Alternative Break programs, the “Sign Up to Serve” service calendar and numerous VOLServe Days of Service. Visit [leadserve.utk.edu](http://leadserve.utk.edu) for more volunteer opportunities.

### TRACKING HOURS

Students can login to the JCLS's “Service Tracking Database” at [trackyourhours.utk.edu](http://trackyourhours.utk.edu) to log hours. Hours should be logged within one month of service and by November 15, April 15 or August 15 for hours to be considered for the given semester.

Questions: Email [haslamengaged@utk.edu](mailto:haslamengaged@utk.edu)

## HASLAM READY: PREPARING TO DO BUSINESS

According to the 2019 Job Outlook report published by the National Association of Colleges and Employers (NACE), business is the second-most in-demand degree. 73% of employers surveyed by NACE plan to screen students by their GPA using a 3.0 as a cutoff. Employers will also review candidates for critical skills and attributes, including the eight career readiness competencies:

- Critical Thinking/Problem Solving
- Oral/Written Communication
- Teamwork/Collaboration
- Digital Technology
- Leadership
- Professionalism/Work Ethic
- Career Management
- Global/Intercultural Fluency

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 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

All Haslam College of Business students will complete a series of four one-hour courses to produce better prepared 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 HCB 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 and communication in team settings. Areas of content include ethical, effective and engaged communication and personal/team branding.

### **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 self-assessment, resumes and cover letters, and interviewing.

### **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.

# INTERCOLLEGIATE PROGRAM

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## HEATH INTEGRATED BUSINESS & ENGINEERING PROGRAM

Are you interested in learning how business and engineering roles work together in industry? Maybe consumer goods or tech industries appeal to you. Do you want to be part of a program that blends business and engineering concepts? The **Heath Integrated Business & Engineering Program (IBEP)** combines the knowledge and reputations of two of the University of Tennessee, Knoxville's outstanding academic colleges - the *Haslam College of Business* and the *Tickle College of Engineering*.

Interested Haslam students apply in the spring of the freshman year to start Heath IBEP with Tickle students in the fall of the sophomore year. These students take business and special engineering courses as a cohort to understand how to be successful in each other's environment.

### PROGRAM HIGHLIGHTS

Haslam students participating in **Heath IBEP** will:

- Major in one of eight business majors and have a concentration in the Heath Integrated Business & Engineering Program
- Receive a Heath IBEP program scholarship package
- Attend distinguished alumni and leadership seminars
- Combine in-depth strategy and decision making processes
- Tour manufacturing facilities
- Apply learning with joint business and engineering real world and CAPSTONE projects
- Receive individual mentorship with executives

### WHAT YOU WILL LEARN

- Effective problem solving skills for a variety of systems, emphasizing the impact on key organizational metrics
- Communication skills that will allow these new professionals to lead others on implementing effective solutions
- Big picture perspective generated from collaborative experiences, one-on-one mentoring opportunities with executives, and industry exposure

### ADMISSIONS CRITERIA

An admissions committee, made up of members from both the Haslam College of Business and the Tickle College of Engineering, will evaluate students during the spring of their first-year.

### ADMISSIONS CONSIDERATIONS

- Info sessions will be held during the fall and spring semesters
- No special math or science coursework is required

Be on the look out for information regarding the IBEP program.

### LEARN MORE

**Heath Integrated Business and Engineering Program**

**website:** <http://integrate.utk.edu>

**e-mail:** [integrate@utk.edu](mailto:integrate@utk.edu)



## GREG AND LISA SMITH GLOBAL LEADERSHIP SCHOLARS

**Greg and Lisa Smith Global Leadership Scholars (Smith GLS)** is a three-year honors program that 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, **Smith 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 January 9. Applications are available at: <http://haslam.utk.edu/student-organizations>.

### PROGRAM HIGHLIGHTS

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

- Pick one of the nine majors in the college with a collateral or concentration in international business.
- Participate in a residential experience in London, England, in the spring semester of the sophomore year, and complete international business internship.
- Add cohort honors courses 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 **Smith GLS** scholarship package, including a study abroad stipend.

### 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 formatted using the HCB résumé template



SMITH GLOBAL LEADERSHIP  
SCHOLARS

## BUSINESS FELLOWS

**The Business Fellows Honors Program** is a premier business honors program designed to provide intellectual challenge for high-achieving, academically minded students during their four years enrolled in the Haslam College of Business. The program supports and enhances the college's pillars of inclusion, integrity, insight and impact by providing both curricular and co-curricular activities for student engagement.

### PROGRAM HIGHLIGHTS

The **Business Fellows** program prepares students to be innovative leaders in the competitive business climate by blending classroom learning and real-world experience. In addition to co-curricular opportunities such as guest speakers and site visits, students:

- Engage in a strategically designed four-year academic and career development plan with opportunities to take smaller pre-business and business core honors courses
- Develop and complete a leadership capstone or research project.

### ADMISSIONS CRITERIA

Students are automatically admitted to the Business Fellows program upon admission to one of UT's honors programs in their first year. The program is designed to align with the University Honors and Scholars requirements while supporting students in their business disciplines of choice. To remain in the program, students must be in good standing with their University Honors Program and Haslam College of Business.

### CONTACT US

Dr. Jennifer Rittenhouse  
**Director of Smith GLS and Business Fellows**

Karson Marsh  
**Haslam Honors Coordinator**

**Email**  
**Smith GLS:** [gls@utk.edu](mailto:gls@utk.edu)

**Business Fellows:** [businessfellows@utk.edu](mailto:businessfellows@utk.edu)



BUSINESS FELLOWS

# INTERNATIONAL EXPERIENCE

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## The College's Mission

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, both abroad and on-campus. To assist students in their international endeavors, the Haslam College of Business has an Office of International Programs and Study Abroad (IPSA) as part of its Student Engagement and Success Unit. This office is available to help students with their program search and connect the experience with their degree and career goals.

## International Business Collateral/Concentrations

International Business (IB) refers to the buying and selling of goods, services, technology, etc. across transnational borders. Students in the IB collateral or concentration will learn about the strategic implications of conducting business in an international context including cultural, socio-political, economic, and legal characteristics. **All students pursuing an international business collateral or concentration must have an educational experience abroad.** This educa-

## STUDY ABROAD

### HCB Faculty-Directed International Programs

Each year, the Haslam College of Business offers a number of faculty-directed programs in a variety of business topics all over the world. These courses offer either three, four, or six upper-division business credit hours, in addition to receiving credit for IB 489, which satisfies the IB concentration or collateral international experience requirement. These programs are all taught in English and use the country location as the lab for business concepts – exploring the intersection of culture, government and business; visiting a range of businesses that work both locally and internationally; and utilizing the faculty's expertise in their functional business area.

### Semester and Summer Programs

Students may also choose to participate in summer or semester-length programs where they participate in coursework at some of the top institutions around the globe. Whether through an affiliate partner or as an exchange, these programs are highly immersive experiences that connect students to a worldwide network and are not limited by a student's foreign language proficiency.

tional abroad experience can be in the form of an internship abroad or study abroad experience.

In addition to coursework offered on UTK's campus, 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.

*\*\*Please note that students do not need to be an IB collateral / concentration in order to study abroad. All students are welcomed and encouraged to have an education abroad experience.*

## International Business Club

The International Business Club (IBC) provides a venue for social and professional networking and communication between students and IB professionals. 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.

## Intern Abroad & IB 492

International internships allow students to develop international competencies while gaining valuable industry experience. International Business 492 allows students completing an internship abroad the opportunity to earn course credit.

## HCB No Passport Programs

In addition to in-person study abroad, Haslam College of Business offers on-campus international programs to help support the internationalization of students' education. Students can choose from an international business research project, consulting project, or case competition team. Students who successfully complete a HCB No Passport Program will be awarded a scholarship towards a future study abroad program! Visit the Haslam Abroad website for details.

[International Programs & Study Abroad](#)

Center for Student Engagement & Success

261 Haslam Business Building (Mezzanine Level)

Phone: (865) 974-5930

haslamabroad@utk.edu



INTERNSHIPS

GENERAL REQUIREMENTS

You should report your internships at <https://utk.12twenty.com>.

If you wish to receive academic credit for an internship, you must be enrolled in the 492 course associated with your major department or the college. Consult your academic advisor, your departmental coordinator, or the Center for Career Development for more information.

Students completing a co-op must register with the Center for Career Development (CCD).

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 should consult with your academic advisor and Jeannine Berge (Haslam Business Building 260), director of Career and Professional Development for the college.

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

Accounting	23
Business Analytics	26
Economics	28
Finance	31
Human Resource Management	33
International Business	6
Management	35
Marketing	38
Public Administration	39
Supply Chain Management	41
Entrepreneurship	35

To start your professional development journey, contact:

[Professional & Career Development](#)

Center for Student Engagement & Success

260 Haslam Business Building (Mezzanine Level)

Phone: (865) 974-5930

[haslamprepared@utk.edu](mailto:haslamprepared@utk.edu)

NETWORKING

Building and maintaining strong relationships throughout your career will help you stay informed and connected in your field. Start developing your professional network today.

EMPLOYER OF THE DAY

Learn about opportunities and companies without leaving the Haslam Business Building. A variety of employers and industries participate throughout the year.

HANDSHAKE

Online job and internship database for UT students and alumni supported by the Center for Career Development. Create your profile at [career.utk.edu](https://career.utk.edu).

JOB FAIRS

Connect with employers seeking part-time, internship, and full-time opportunities in one location. Multiple fairs are held annually. For more information go to [career.utk.edu](https://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](https://www.linkedin.com). This platform can help you showcase your personal brand while helping you make and keep professional connections.*

# STUDENT ENGAGEMENT

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## STUDENT ORGANIZATIONS

UT offers over 500 different organizations for students to get involved. 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/volink](http://go.utk.edu/volink). Below is a list of some of the ways to get involved with business student organizations.

### ALPHA KAPPA PSI

As a professional business fraternity, the mission of Alpha Kappa Psi (AKPsi) is "developing well-trained, ethical, skilled, resourceful, and experienced business leaders." The men and women of AKPsi 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.

### 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.

### BIG ORANGE FAMILY BUSINESS CLUB

At UTK, we are all part of the Big Orange Family! With around 90 percent of all North American business being family owned and operated, chances are you will experience a family business at some point in your career. Whether you are already part of a family business, aspire to start your own, or simply want to work for a family-owned business, contact UT's family business organization where you will have the opportunity to explore the world of family business and meet other like-minded Vols!

### 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 have opportunities to present their business ideas to their peers and receive feedback.

### CRYPTO ANALYTICS GROUP

Crypto Analytics Group (CAG) is a group devoted to forward thinkers and innovators interested in learning more about all things cryptocurrency, blockchain tech, and metaverse speculation. Zero fees and zero previous experience needed for this group.

### DELTA SIGMA PI

Delta Sigma Pi (DSP) is a professional business fraternity founded in 1907. The Alpha Zeta Chapter was founded in 1924 and is the oldest business fraternity on UT's 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.

### 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 HCB. DOBS provides resources to members through business and professional speakers, thereby enhancing students' knowledge and understanding of diversity in the business world.

### 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 HCB students.

### LGBTQIA+ BUSINESS SCHOLARS ASSOCIATION

LGBTQIA+ Business Scholars Association is an organization dedicated to bringing LGBTQ+ undergrad and graduate students together in a safe and welcoming community. The group also invites companies and guest speakers to expand the network of its members. This organization is open to all students who support LGBTQIA+ initiatives.

### SUPPLY CHAIN AUTOMATION & ROBOTICS

Supply Chain Automation & Robotics is an organization dedicated to building scaled components of a supply chain. Members will gain experience in robotics/automation, coding, applying/demonstrating supply chain principles, collaboration, and data collection for process improvements. Examples include robotic arms, sortation mechanisms, and measurement devices.

### WOMEN OF HASLAM

The mission of Women of Haslam is to provide educational and business networking connections that support, enrich and inspire women to develop professionally and personally. We bring collegiate, academic and community business women together in a variety of networking venues to strengthen the member's knowledge, experiences and resources. Our goal is to introduce women in all professions to the applicable principles of business, entrepreneurship, and leadership.

MAJOR-SPECIFIC STUDENT ORGANIZATIONS

AIM Accounting Alliance	23
American Marketing Association Student Chapter	38
Beta Alpha Psi	23
Business Analytics Society at The University of Tennessee	26
Council of Supply Chain Management Professionals	41
Economics Club	28
Financial Management Association	31
International Business Club	6
Kappa Alpha Pi	39
Management Society at The University of Tennessee	35
National Association of Black Accountants	23
NeXxus	42
Omicron Delta Epsilon	28
Public Administration Student Association	39
Society for Human Resource Management	33
Tennessee Capital Market Society	31
UT Investment Group	31

COLLEGE LEADERSHIP OPPORTUNITIES

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 HCB 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 a role models, peer advisors, and contact persons for BUAD 100 students. Additionally, they serve as valuable resources for campus services and activities.

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 HCB. 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 HCB serves.

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.

To look at ways to engage with the Haslam College of Business, contact:

Student Engagement

Center for Student Engagement & Success

259 Haslam Business Building (Mezzanine Level)

Phone: (865) 974-5930

haslamengaged@utk.edu

Office of Diversity & Community Relations

332 Haslam Business Building

Phone: (865) 974-3646

HCB STUDENT ADVISORY COUNCIL

The Haslam Student Advisory Council (HSAC) represents the undergraduate population of the college and serves as a voice for student opinions on matters affecting the student experience and enhancing the college's culture. This feedback and involvement is critical to develop and direct the college's efforts as HCB looks to continually enhance student opportunities and insight. Selection for HSAC occurs in the fall semester each year. Members serve a two-year term.

HCB HONORS STUDENT ADVISORY BOARD

The HCB Honors Student Advisory Board (HSAB) is dedicated to enhancing the academic, professional, philanthropic, and social endeavors of honors students in HCB. HSAB establishes and maintains an inclusive honors student community for all HCB honors students and provides feedback to faculty, staff, and alumni regarding curriculum and programming needs. In addition, members assist with recruiting events, advocate for honors and scholars programs, and host social and academic events. HSAB members are selected every fall through an application process.

HCB PRESIDENTS' COUNCIL

The HCB Presidents' Council is comprised of presidents from all business-focused student organizations at the university and featured within this handbook. The council is charged with building a culture of student engagement, career readiness, and professional development; and encouraging student engagement both within student organizations and the larger college community. Members are invited to serve during the duration of their leadership position within one of the business-focused student organizations.

# ADVISING

## ACADEMIC ADVISING

### UT MISSION

The University of Tennessee, Knoxville, places academic advising within the teaching/learning mission of the institution and recognizes it to be a critical component of students' educational experience and undergraduate success. Faculty, professional academic advisors, and administrators 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 aspirations, interests, strengths, and values—preparing them for a life of learning in a diverse and 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.

### UNIVERSITY ACADEMIC ADVISING GOALS

- to foster a campus culture that supports academic advising as a shared responsibility essential to the educational experience and student success
- to assist students in self-exploration
- to assist in the development of educational plans that are consistent with students' aspirations, interests, strengths, and values
- to encourage holistic engagement with the college experience (academically, socially, culturally, and professionally) preparing students for a life of learning in a diverse and global society

### 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

### UNDERGRADUATE PROGRAMS

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

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

**To schedule an advising appointment, visit:**  
**[haslam.utk.edu/undergraduate](https://haslam.utk.edu/undergraduate)**

## 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 each semester online at the appropriate time (**instructions can be found on page 45**)
- review your curriculum online at **haslam.utk.edu/undergraduate**, 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>.

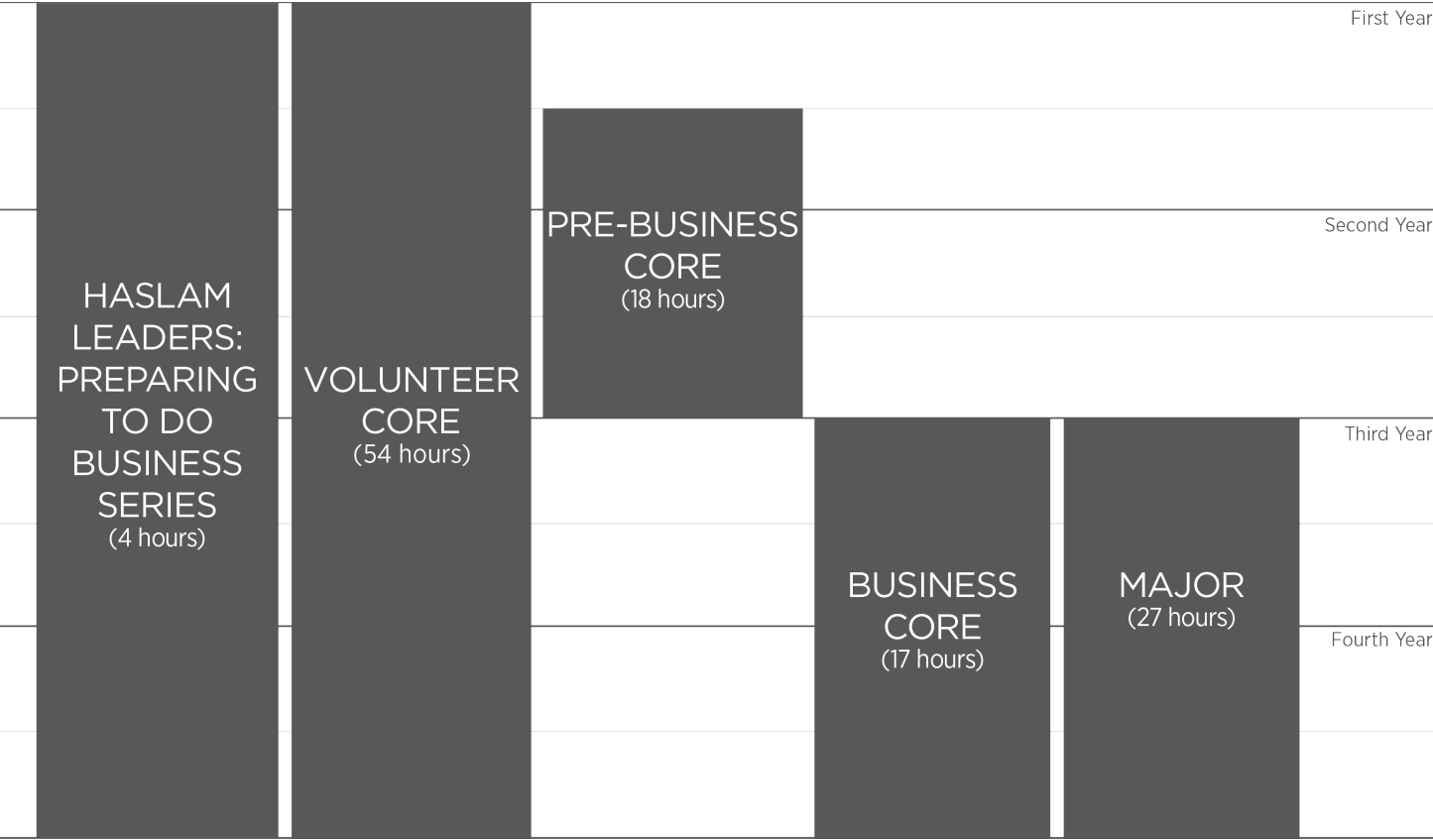
# CURRICULUM

## 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
Global Citizenship - International Focus	3
Natural Science	7 or 8
Oral Communication: Communication Studies 210 or 240	3
Management 202	3
General electives	3
Second Year	
Accounting 200 or 203	3
Social Science: Economics 211	3
Expanded Perspectives Elective: Economics 213	3
Written Communication: English 255 or 295	3
Statistics 201	3
Information Management 242	3
Business Administration 200	1
Arts and Humanities	6
Expanded Perspective Elective	3
Global Citizenship - US Focus	3

<sup>\*</sup>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	
2.50 cumulative GPA	
Fourth Term	
2.50 cumulative GPA	
<sup>1</sup> Accounting 200 or 203	3
Communication Studies 210 or 240	3
Economics 211 & 213	6
English 255 or 295	3
Management 202	3
Math 125 or 141	3 or 4
Math 123 or 142	3 or 4
Statistics 201	3

<sup>1</sup>Accounting 203 is required for Accounting majors and collaterals.

# CURRICULUM

## GENERAL EDUCATION - VOL CORE

General education provides students with the foundation for successful academic study, lifelong learning, and actively engaging in the duties of local, national, and global citizenship. The university's general education curriculum is designed to help students better understand themselves, human cultures and societies, the natural world, as well as contribute to their personal enrichment.

The Volunteer Core general education program focuses:

**Effective Communication:** Students must practice the ability to acquire, evaluate, and use information to express themselves effectively orally and in writing to a variety of audiences.

### EFFECTIVE COMMUNICATION

#### 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)

### EXPANDED PERSPECTIVES

#### 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.

**Expanded Perspectives:** General education should foster a commitment to respecting the diversity of personal, cultural, and scientific values. Students should be able to explain their own values and beliefs, as well as to understand the histories and cultures behind those values.

**Engaged Inquiries:** Students should develop habits of self-examination, strengthen their sensitivity to the dynamic nature of a multicultural world through interdisciplinary perspectives, and collaborate with others to apply what they know.

### EXPANDED PERSPECTIVES (CONT.)

#### SOCIAL SCIENCES<sup>1</sup> (3 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)

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

#### EXPANDED PERSPECTIVES ELECTIVES<sup>1</sup> (6 hours)

Students satisfy this requirement by taking six additional credits from any courses on the approved AH, SS, GCI, or GCUS lists (shown above). In addition, elective courses may be from the Applied Arts & Humanities (AAH) area

Economics 213 (218)

One Additional course from: [Arts and Humanities](#), [GCI](#), [GCUS](#), [Social Science](#) or [Applied Arts and Humanities](#)

### UNRESTRICTED ELECTIVES

(hours depend on your major)

Students must earn a minimum of 120 hours to earn a Bachelor of Science in Business Administration. Unrestricted electives are any courses not required for a degree which help students reach 120 credit hours.

## EXPANDED PERSPECTIVES (CONT.)

ARTS AND HUMANITIES (3 hours)

What does it mean to be human? In attempting to answer this question, people have produced—and continue to produce—culturally and historically significant works. The study and critical interpretation of such works and their creators enriches students' lives and helps students understand the human condition, which is essential to our flourishing in an increasingly global community.

Courses in this area are expected to produce the following learning outcomes for students:

- Students will demonstrate the ability to identify and describe prominent works, figures, and/or schools of thought in the arts and humanities.
- Students will demonstrate the ability to describe the cultural and historical significance of prominent works, figures, and/or schools of thought in the arts and humanities.
- Students will demonstrate the ability to critically interpret prominent works or accomplishments in artistic and humanistic fields.

This requirement is satisfied by taking one course from the approved AH list.

Link to approved courses: [Arts and Humanities](#)

NATURAL SCIENCES (6–8 hours)

Over time, advances in science and technology have shaped our understanding of the world and our place in it. All students should be familiar with the fundamental principles and chief discoveries of one or more scientific disciplines, should understand the role and relevance of science in contemporary society, and should be able to use scientific knowledge and methods to answer questions about natural phenomena and analyze contemporary issues.

Courses in this area are expected to produce the following learning outcomes for students:

- Students will demonstrate the ability to describe fundamental principles and chief discoveries through appropriate use of the basic vocabulary of a course's discipline.
- Students will demonstrate the ability to identify the scientific dimensions of contemporary issues.

Courses with a lab should also meet the following learning outcome:

- Students will demonstrate the ability to use experimental techniques to answer questions and test hypotheses.

This requirement is satisfied by taking two courses from the approved NS list. At least one of the courses must have a laboratory.

Link to approved courses: [Natural Sciences](#)

## GLOBAL CITIZENSHIP (6 hours)

Students satisfy this requirement by taking 1 Global Citizenship-International Focus (GSI) course and 1 Global Citizenship-United States (GCUS) course.

Deepening understanding of one's own cultures and traditions requires stepping back to see how and why individuals and societies are both similar and different. Contextualizing beliefs about global events, ideas, and social practices provides students with the tools they need to understand historical, social, linguistic, and/or cultural similarities and differences.

Courses in the International Focus area of the Global Citizenship category develop students' knowledge of international cultures and help students develop an understanding of historical influences and contemporary dynamics that shape the experiences of those living outside the United States. Courses in this area are expected to produce the following learning outcomes for students:

- Students will exhibit knowledge of the histories, experiences, religions, and/or languages of social, ethnic, and cultural groups outside of the United States.
- Students will demonstrate understanding of appropriate thematic and course-related vocabulary, or intermediate-level competency in a language other than English.
- Students will demonstrate an ability to critically compare and reflect on different social and cultural perspectives.

This requirement is satisfied by taking one course from the approved GCI list.

Link to approved courses: [Global Citizenship - International](#)

Courses in the U.S. Focus area of the Global Citizenship category develop students' appreciation of the variety and realities of the "American experience," taking into consideration categories of difference, such as social class, disability, ethnicity, gender, human geography, language, race, religion, and sexual orientation. Courses in this area are expected to produce the following learning outcomes for students:

- Students will critically reflect on and exhibit knowledge of the histories, experiences, and/or contributions of different social and cultural groups in the United States, including those based on categories of difference.
- Students will demonstrate an understanding of the ways that categories of difference have been socially constructed and affect the socioeconomic and cultural status of and opportunities for individuals and groups in the United States, including their own.
- Students will identify historical and/or contemporary relationships between the United States (including the indigenous peoples) and other global societies and cultures.

This requirement is satisfied by taking one course from the approved GCUS list.

Link to approved courses: [Global Citizenship - US](#)

PRE-BUSINESS CORE

The pre-business core courses (18 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.



<sup>1</sup> Economics 211 & 213 satisfy the university's volunteer core social science requirement

<sup>2</sup> Accounting and finance majors and collaterals are required to take ACCT 203

<sup>3</sup> INMT 242 is only for business majors

<sup>4</sup> Internal and external transfer students will complete BUAD 210 in place of BUAD 100

All pre-business core classes must be completed with a C or higher

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 or 203** (3 hours)

**Economics 211 & 213** (6 hours)

**Management 202** (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. 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](http://catalog.utk.edu). Information on the entrepreneurship minor can be found on page 43.

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.

# 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.

### THIRD YEAR

FIRST SEMESTER	SECOND SEMESTER
BUAD 331 <sup>1</sup> CBM I: Supply Chain Management	BUAD 453 Global Strategic Management: Integrating Concepts and Applications
BUAD 332 <sup>2</sup> CBM I: Demand Management	
BUAD 341 CBM II: Lean Operations	BULW 301 Legal Environment of Business
BUAD 342 CBM II: Information Management	
FINC 301 Intro to Financial Management or FINC 306 <sup>3</sup> Financial Management	

### FOURTH YEAR

FIRST SEMESTER	SECOND SEMESTER

### HASLAM LEADERS: PREPARING TO DO BUSINESS SERIES

BUAD 300: INSIGHT Becoming Personally & Professionally Aware as a Leader	BUAD 405: IMPACT Becoming a Leader that Makes a Positive Difference in Our World
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<sup>1</sup>Supply chain management majors and collaterals must earn a C or higher in BUAD 331  
<sup>2</sup>Marketing majors and collaterals must earn a C or higher in BUAD 332  
<sup>3</sup>Finance majors and collaterals are required to take FINC 306



## 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 27 hours of major coursework combine 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 20 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 18 additional hours of primary emphasis (major) outlined by each department. These hours must be distinct from the 27 hours required by your first major. If you choose a second business major in public administration or economics, you must complete an additional 27 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 47 for details about calculating your cumulative/major GPA)

May 2025

# CURRICULUM

## 2022 MAJORS WITH COLLATERALS AND DUAL CONCENTRATIONS

MAJORS	COLLATERALS															CONCENTRATIONS					
	ACCOUNTING	ADVANCED FOREIGN LANGUAGE <sup>7</sup>	BUSINESS ANALYTICS	ECONOMICS	ENTREPRENEURSHIP	FINANCE	HUMAN RESOURCE MANAGEMENT	INFORMATION MANAGEMENT	INTERNATIONAL BUSINESS <sup>4</sup>	LEADERSHIP	MARKETING	QUANTITATIVE ECON & MATH	SALES	SUPPLY CHAIN MANAGEMENT	WORKFORCE ANALYTICS	BUSINESS ANALYTICS	HEATH INTEGRATED BUSINESS <sup>5</sup>	INFORMATION MANAGEMENT	INTERNATIONAL BUSINESS <sup>4</sup>	MARKETING	SUPPLY CHAIN MANAGEMENT
ACCOUNTING		●	●			●		●	●								●		●		
BUSINESS ANALYTICS		●		●		●		●	●		●			●	●		●	●	●	●	●
ECONOMICS <sup>1</sup>	●	●	●			●						●				●	●		●		
FINANCE	●	●	●	●	●			●	●	●	●		●	●		●	●		●		
HUMAN RESOURCE MANAGEMENT		●			●			●	●		●		●				●		●		
INTERNATIONAL BUSINESS		●																			
MANAGEMENT <sup>2</sup>																	●		●		
• LEADERSHIP & ORGANIZATIONAL EFFECTIVENESS		●		●	●	●		●	●		●		●	●							
• ENTREPRENEURSHIP & EMERGING ENTERPRISES		●		●		●		●	●		●		●	●							
WORKFORCE ANALYTICS			●																		
MARKETING		●	●	●	●		●	●	●	●				●		●	●	●	●		●
PUBLIC ADMINISTRATION <sup>3</sup>																					
SUPPLY CHAIN MANAGEMENT <sup>6</sup>		●	●			●		●	●				●			●	●	●	●		

<sup>1</sup> 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, and quantitative economics.

<sup>2</sup> Students majoring in management will choose one of three major tracks: Leadership and Organizational Effectiveness, Entrepreneurship and Emerging Enterprises, Workforce Analytics. The track students choose will determine eligible collaterals

<sup>3</sup> Interested public administration majors may design their own area of focus by strategically selecting electives from upper-level offerings in economics and political science.

<sup>4</sup> Students pursuing international business collateral/concentration or major are required to have an international educational experience.

<sup>5</sup> Only for students admitted to Heath IBEP

<sup>6</sup> Students pursuing the Bachelor of Science in Business Administration degree with a major in international business must have a primary major elsewhere within the Haslam College of Business

<sup>7</sup> The Advanced Foreign Language collateral may only be chosen by students approved to pursue a secondary major in International Business

## 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 _____	22
Business Analytics _____	24
Economics _____	27
Finance _____	29
Human Resource Management _____	32
Management _____	34
Marketing _____	36
Supply Chain Management _____	40

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 6.

### 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.

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.<sup>1</sup>

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.

<sup>1</sup>U.S. Bureau of Labor Statistics. (2010). Occupational Outlook Handbook.

Collateral Option: Third and Fourth Years  
(see page 13 for Haslam First- and Second-Year Showcase)

<b>Second Year (Term 4)</b>	
<b>Accounting 204</b>	3
<b>Third Year</b>	
<b>Credit Hours</b>	
Business Administration 331-332	4
Business Administration 341-342	4
<b>Information Management 341</b>	3
Business Administration 300	1
<b>Accounting 311</b>	3
<sup>1</sup> Finance 301 or 306	3
<b>Accounting 431</b>	3
<b>Collateral</b>	3
Elective	2
<b>Accounting 414</b>	3
<b>Fourth Year</b>	
Ethics	3
Business Law 301	2
Business Administration 453	4
<b>Accounting 411</b>	3
<b>Collateral</b>	6
Business Administration 405	1
<sup>2</sup> Electives	9
<b>TOTAL HOURS FOR GRADUATION</b>	<b>120</b>

<sup>1</sup> Finance collateral must take Finance 306

<sup>2</sup>See Master of Accountancy box

Accounting Collateral Option Milestones  
*Courses to be completed no later than the end of:*  
(see page 13 for Haslam First- and Second-Year Milestones)

<b>Term 5 (first term of the third year)</b>	
<b>Credit Hours</b>	
Information Management 242	3
<b>Term 6</b>	
2.50 cumulative GPA	
Accounting 311	3
<b>Term 7</b>	
Accounting 414	3
Information Management 341	3

ACCOUNTING COLLATERALS (9 hours each)

**BUSINESS ANALYTICS**  
Business Analytics and Statistics 320 & 474  
Information Management 342

**FINANCE**  
Finance 420, 425 & 450

**INFORMATION MANAGEMENT**  
Information Management 342, and two of: 441, 442, 443, 499

**INTERNATIONAL BUSINESS**  
International Business 489 and  
Nine hours from: International Business 407, 409, 429, 439, 449, 492, 499, Business Administration 400, or Management 472

**\*MASTER OF ACCOUNTANCY (MAcc OPTION)**  
Students who plan to enter the Master of Accountancy program will need to take Accounting 481 to fulfill three hours of electives. ACCT 481 is a prerequisite to the MAcc program.

ACCOUNTING INTERNSHIPS

**ACCOUNTING 492**  
**Contact: Rachel Flom-rachelflom@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.

**International Business**  
**Concentration Option: Third and Fourth Years**  
(see page 13 for Haslam First- and Second-Year Showcase)

Second Year (Term 4)	Credit Hours
Accounting 204	3
<b>Third Year</b>	
Business Administration 331-332	4
Business Administration 341-342	4
Information Management 341	3
Business Administration 300	1
Accounting 311	3
Accounting 414	3
Finance 301 or 306	3
Accounting 431	3
International Business Coursework	3
Electives	3
<b>Fourth Year</b>	
Ethics	3
Business Law 301	2
Business Administration 453	4
International Business 489	0
International Business Coursework	9
Business Administration 405	1
Electives	8
<b>TOTAL HOURS FOR GRADUATION</b>	<b>120</b>

<sup>†</sup>Twelve hours chosen from International Business 407, 409, 429, 439, 449, 492, 499, Business Administration 400, or Management 472

**International Business Concentration Milestones**  
*Courses to be completed no later than the end of:*  
(see page 13 for Haslam First- and Second-Year Milestones)

Term 5 (first term of the third year)	Credit Hours
Information Management 242	3
<b>Term 6</b>	
2.50 cumulative GPA	
Accounting 311	3
Business Administration 331 and 332	4
<b>Term 7</b>	
Accounting 414	3
Information Management 341	3

**OPPORTUNITIES FOR ACCOUNTING MAJORS**

**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 an organization for students in Haslam 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  
(9 hours each)

ECONOMICS  
Economics 311  
Economics 381  
One 400-Level Economics course

FINANCE  
Finance 420  
Finance 425  
Finance 450

INFORMATION MANAGEMENT  
Information Management 341  
Two 400-Level Information Management courses

INTERNATIONAL BUSINESS  
IB 489  
Nine hours from International Business 407, 409, 429, 439, 449, 492, BUAD 400, or MGT 472

MARKETING  
Marketing 350  
Two of MARK 462, 464, 465, 466, 469, 470, 471

SUPPLY CHAIN MANAGEMENT  
Supply Chain Management 309  
Two of Supply Chain Management 413, 414, 421

WORKFORCE ANALYTICS  
Human Resource Management 360  
Management 465  
One of Human Resource Management 481 or 485

Collateral Option: Third and Fourth Years (see page 13 for Haslam First- and Second-Year Showcase)	
Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
<sup>1</sup> Finance 301 or 306	3
Business Analytics and Statistics 320	3
Business Administration 300	1
<sup>2</sup> Business Analytics and Statistics Electives	3
Collateral	3
Information Management 342	3
Electives	5
Fourth Year	
Ethics	3
Business Law 301	2
Business Analytics and Statistics 474	3
Business Administration 453	4
<sup>2</sup> Business Analytics and Statistics Elective	3
Business Analytics and Statistics 479	3
Collateral	6
Business Administration 405	1
Electives	5
TOTAL HOURS FOR GRADUATION	120

<sup>1</sup>Finance collaterals must take Finance 301

<sup>2</sup>Select **one** course from BAS 310 (not available for Supply Chain Management Collaterals, BAS 340 and BAS 370; and **two** courses from BAS 454, BAS 471, or BAS 475, BAS 476, BAS 494R (Melton Scholars only).

Students admitted to Melton Scholars program will enroll in BAS 494R; select one course from BAS 310, BAS 340, BAS 370, and one course from BAS 471, BAS 475, BAS 476.

Business Analytics Collateral Option Milestones <i>Courses to be completed no later than the end of:</i> (see page 13 for Haslam First- and Second-Year Milestones)	
Term 5 (first term of the third year)	Credit Hours
Information Management 242	3
Term 6	
2.50 cumulative GPA	
Business Analytics and Statistics 320	3



Information Management Concentration Option: Third and Fourth Years (see page 13 for Haslam First- and Second-Year Showcase)	
Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301 or 306	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
*Business Analytics and Statistics Elective	6
Business Administration 453	4
Business Analytics and Statistics 479	3
Any 400-level Information Management Courses	9
Business Administration 405	1
Electives	5
TOTAL HOURS FOR GRADUATION	120

\*Choose two of the following: BAS 310, BAS 340, BAS 454, BAS 471, BAS 475, or BAS 476

Information Management Concentration Milestones <i>Courses to be completed no later than the end of:</i> (see page 13 for Haslam First- and Second-Year Milestones)	
Term 5 (first term of the third year)	Credit Hours
Information Management 242	3
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 13 for Haslam First- and Second-Year Showcase)	
Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301 or 306	3
Business Analytics and Statistics 320	3
Business Administration 300	1
<sup>1</sup> Business Analytics and Statistics Elective	3
Information Management 342	3
Business Law 301	2
Ethics	3
Electives	3
Fourth Year	
<sup>2</sup> International Business Coursework	12
International Business 489	0
Business Administration 453	4
Business Analytics and Statistics 474	3
Business Analytics and Statistics 479	3
Business Administration 405	1
Electives	7
TOTAL HOURS FOR GRADUATION	120

<sup>1</sup>Take one course from BAS 310, BAS 340, BAS 454, BAS 471, BAS 475, or BAS 476

<sup>2</sup>Twelve hours chosen from International Business 409, 429, 439, 449, 492, 499, Business Administration 400, or Management 472

International Business Concentration Milestones <i>Courses to be completed no later than the end of:</i> (see page 13 for Haslam First- and Second-Year Milestones)	
Term 5 (first term of the third year)	Credit Hours
Information Management 242	3
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 13 for Haslam First- and Second-Year Showcase)

Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301 or 306	3
<b>Business Analytics and Statistics 320</b>	3
Business Administration 300	1
Ethics	3
<b>Marketing 350</b>	3
Business Law 301	2
<b>Information Management 342</b>	3
Electives	3

Fourth Year	
<sup>1</sup> Marketing Elective	6
<b>Business Analytics and Statistics 474</b>	3
Business Administration 453	4
<b>Marketing 460</b>	3
<sup>2</sup> Business Analytics and Statistics Elective	3
<b>Business Analytics and Statistics 479</b>	3
Business Administration 405	1
Electives	7

<b>TOTAL HOURS FOR GRADUATION</b>	<b>120</b>
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<sup>1</sup>Choose two from: Marketing 462, 464, 466, 469, 470, or 471

<sup>2</sup>Choose one from: BAS 310, BAS 340, BAS 370, BAS 454, BAS 471, BAS 475, or BAS 476

**Marketing Concentration Milestones**  
*Courses to be completed no later than the end of:*  
 (see page 13 for Haslam First- and Second-Year Milestones)

Term 5 (first term of the third year)	Credit Hours
Information Management 242	3
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 13 for Haslam First- and Second-Year Showcase)

Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301 or 306	3
<b>Business Analytics and Statistics 320</b>	3
Business Administration 300	1
<sup>1</sup> Business Analytics and Statistics Elective	3
<b>Information Management 342</b>	3
<b>Supply Chain Management 309</b>	3
Ethics	3
Electives	3

Fourth Year	
Business Law 301	2
<b>Business Analytics and Statistics 474</b>	3
Business Administration 453	4
<sup>2</sup> Supply Chain Management Electives	6
<b>Business Analytics and Statistics 479</b>	3
<b>Supply Chain Management 460</b>	3
Business Administration 405	1
Electives	7

<b>TOTAL HOURS FOR GRADUATION</b>	<b>120</b>
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<sup>1</sup>Choose one of the following courses: BAS 340, BAS 454, BAS 471, BAS 475, or BAS 476

<sup>2</sup>Choose two of the following courses: SCM 413, 414, or 421

**Supply Chain Management Concentration Milestones**  
*Courses to be completed no later than the end of:*  
 (see page 13 for Haslam First- and Second-Year Milestones)

Term 5 (first term of the third year)	Credit Hours
Information Management 242	3
Term 6	
2.50 cumulative GPA	
Business Analytics and Statistics 320	3

## OPPORTUNITIES FOR BUSINESS ANALYTICS MAJORS

### INTERNSHIPS—BUSINESS ANALYTICS AND STATISTICS 492

**Contact: Charles Cwiek—ccwiek@utk.edu**

Business analytics majors are prepared to help organizations with a wide variety of business problems after they complete their junior year (although some students have obtained internships prior to that). Students are encouraged to establish a “Hire-A-Vol” account early and explore internship opportunities posted. Go to <http://career.utk.edu/hire-a-vol/> for more details.

### BUSINESS ANALYTICS SOCIETY AT THE UNIVERSITY OF TENNESSEE

The Business Analytics Society (BAS) at UT 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 uses a unified framework to study a wide variety of business-relevant, and society-relevant, issues. Economists analyze decision-making by consumers, workers, and employers; market outcomes like prices, international trade flows, energy and resource utilization, wages, and foreign exchange rates; and policy for the national and international economy but also for local or even individual matters like tax rates, pollution regulations, and health care. The economist’s toolkit contains not just this unified framework, but also statistical tools special to economic analysis and

methodologies for evaluating new programs, assessing economic impact, and performing cost-benefit studies.

An economics degree provides a strong foundation in critical thinking, analytical techniques, and problem-solving. Majors pursue careers in business, consulting, all levels of government, and a variety of other fields. Students also go on for law or MBA degrees or advanced degrees in economics, business analytics, or other fields.

ECONOMICS COLLATERALS (6 hours each)

ACCOUNTING  
Accounting 311  
Two of: Accounting 414, 431, 481, or Information Management 341

BUSINESS ANALYTICS  
Business Analytics and Statistics 474  
Two of: Business analytics and Statistics 320, BAS 454, 471, or 476 (students who do not take BAS 320 must have proficiency in R programming language to take other indicated BAS courses)

FINANCE  
Finance 420  
Finance 425  
One of: Finance 435, 450, 475, or 481

QUANTITATIVE ECONOMICS AND MATHEMATICS  
Math 142  
Math 241  
Math 251

Collateral Option: Third and Fourth Years	
(see page 13 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) <sup>1</sup>	3
Business Administration 300	1
Finance 301 or 306	3
Economics 313	3
Collateral	3
Electives	5
Fourth Year	
Ethics	3
Business Law 301	2
Economics Electives <sup>1</sup> (three additional Economics courses with at least one at the 400-level)	6
Business Administration 453	4
Economics 381 (or 400-level Economics Elective)	3
Collateral	6
Business Administration 405	1
Electives	8
TOTAL HOURS FOR GRADUATION	120

<sup>1</sup>Students completing the collateral in Quantitative Economics and Math will complete ECON 381 and ECON 482 as two of the required four economics electives.

Collateral Option Milestones	
<i>Courses to be completed no later than the end of:</i> (see page 13 for Haslam First- and Second-Year Milestones)	
Term 5 (first term of the third year)	Credit Hours
Information Management 242	3
Term 6	
2.50 cumulative GPA	
Business Administration 331 and 332	4
Economics 311	3
Term 7	
Economics 313	3

# MAJORS

# economics (continued)

Traditional Option: Third and Fourth Years (see page 13 for Haslam First- and Second-Year Showcase)		International Business Concentration Option: Third and Fourth Years (see page 13 for Haslam First- and Second-Year Showcase)		Business Analytics Concentration Option: Third and Fourth Years (see page 13 for Haslam First- and Second-Year Showcase)	
<b>Third Year</b>	<b>Credit Hours</b>	<b>Third Year</b>	<b>Credit Hours</b>	<b>Third Year</b>	<b>Credit Hours</b>
Business Administration 331-332	4	Business Administration 331-332	4	Business Administration 331-332	4
Business Administration 341-342	4	Business Administration 341-342	4	Business Administration 341-342	4
<b>Economics 311</b>	3	Finance 301 or 306	3	Finance 301 or 306	3
<b>Economics Elective (300-level)</b>	3	<b>Economics 311</b>	3	<b>Economics 311</b>	3
Business Administration 300	1	Business Administration 300	1	Business Administration 300	1
<b>Economics 313</b>	3	<b>Economics 313</b>	3	<b>Economics 313</b>	3
<b>*Economics Major Coursework</b>	3	Business Law 301	2	Business Law 301	2
Finance 301 or 306	3	Ethics	3	<b>Business Analytics and Statistics 320</b>	3
Electives	5	Electives	7	Electives	4
<b>Fourth Year</b>		<b>Fourth Year</b>		<b>Business Administration 453</b>	4
Ethics	3	<b>*International Business Coursework</b>	12	<b>Fourth Year</b>	
Business Law 301	2	<b>International Business 489</b>	0	<b>*Business Analytics and Statistic Electives</b>	6
<b>*Economics Major Coursework</b>	3	<b>Economics Electives</b>	6	<b>Business Analytics and Statistics 474</b>	3
<b>Economics Electives</b>	9	(two additional Economics courses with at least one at the 400-level)		<b>Economics Electives</b>	6
(three additional Economics courses with at least two at the 400-level)		<b>Economics 381</b>	3	(two additional Economics courses with at least one at the 400-level)	
Business Administration 453	4	(or 400-level Economics Elective)		<b>Economics 381</b>	3
<b>Economics 381</b>	3	Business Administration 453	4	(or 400-level Economics Elective)	
(or 400-level Economics Elective)		Business Administration 405	1	Business Administration 405	1
Business Administration 405	1	Electives	3	Electives	6
Electives	5	<b>TOTAL HOURS FOR GRADUATION</b>	120	<b>TOTAL HOURS FOR GRADUATION</b>	120
<b>Traditional Option Milestones</b>		*Twelve hours chosen from International Business 409, 429, 439, 449, 492, 499 Business Administration 400, or Management 472		*Two courses from the following: BAS 310, 340, 454, 464, 471, 476	
<i>Courses to be completed no later than the end of:</i> (see page 13 for Haslam First- and Second-Year Milestones)		<b>International Business Concentration Milestones</b>		<b>International Business Concentration Milestones</b>	
<b>Term 5 (first term of the third year)</b>	<b>Credit Hours</b>	<i>Courses to be completed no later than the end of:</i> (see page 13 for Haslam First- and Second-Year Milestones)		<i>Courses to be completed no later than the end of:</i> (see page 13 for Haslam First- and Second-Year Milestones)	
Information Management 242	3	<b>Term 5 (first term of the third year)</b>	<b>Credit Hours</b>	<b>Term 5 (first term of the third year)</b>	<b>Credit Hours</b>
<b>Term 6</b>		Information Management 242	3	Information Management 242	3
2.50 cumulative GPA		<b>Term 6</b>		<b>Term 6</b>	
Business Administration 331 and 332	4	2.50 cumulative GPA		2.50 cumulative GPA	
Economics 311	3	Business Administration 331 and 332	4	Business Administration 331 and 332	4
<b>Term 7</b>		Economics 311	3	Economics 311	3
Economics 313	3	<b>Term 7</b>		<b>Term 7</b>	
<b>*Economics Major Coursework (choose one area of focus—6 hours)</b>		Economics 313	3	Economics 313	3
<b>Industrial Organization</b> Econ 331 Econ 435	<b>International Economics</b> Econ 322 Econ 421	<b>Labor Economics</b> Econ 441 Mgmt 472	<b>Public Economics</b> Econ 471 Econ 472	<b>Quantitative Economics</b> Econ 381 Econ 482	
<b>Environ-mental Economics</b> Econ 362 Econ 463	<b>Health Economics</b> Econ 436 Public Health 350, 401, or 420	<b>Money/Macro-economics</b> Econ 351 Econ 413			

## OPPORTUNITIES FOR ECONOMICS MAJORS

### 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 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.

### OFF-CAMPUS STUDY—ECONOMICS 492

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 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.

FINANCE

Finance is the study of the skills, techniques, and decision-making process essential to managing money. Broad areas of study are how to fund, manage and evaluate projects, how to manage wealth, and how financial markets price risky assets. Finance coursework covers topics relevant to both organizations and individuals and prepares students for a variety of career paths, including financial advisor, financial risk manager, consultant, commercial real estate agent, credit analyst, treasurer, banking professional, insurance analyst, and budget analyst. Many of these professions are included in the top 15 best business jobs according to *U.S. News & World Report's* "Best Business Jobs" for 2017.

Collateral Option: Third and Fourth Years  
(see page 13 for Haslam First- and Second-Year Showcase)

Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
<b>Finance 306</b>	3
<b>Finance 420</b>	3
Business Administration 300	1
<b>Finance 425</b>	3
<b>Collateral</b>	3
<sup>1</sup> <b>Finance Elective</b>	6
Electives	2
<hr/>	
Fourth Year	
Ethics	3
Business Law 301	2
<sup>1</sup> <b>Finance Elective</b>	3
<b>Collateral</b>	6
Business Administration 453	4
<b>Finance 455</b>	3
Business Administration 405	1
Electives	7
<b>TOTAL HOURS FOR GRADUATION</b>	<b>120</b>

<sup>1</sup>Complete 9 hours from: Finance 402, 435, 440, 445, 463, 475, 481, 493, 494, 495, or IB 449

Finance Collateral Option Milestones  
*Courses to be completed no later than the end of:*  
(see page 13 for Haslam First- and Second-Year Milestones)

Term 5 (first term of the third year)	Credit Hours
Information Management 242	3
<hr/>	
Term 6	
2.50 cumulative GPA	
Finance 306	3
<hr/>	
Term 7	
Finance 420	3
Finance 425	3

FINANCE COLLATERALS (9 hours each)

ACCOUNTING

Accounting 311  
Two of: Accounting 414, 431, or Information Management 341

BUSINESS ANALYTICS

Business Analytics and Statistics 320 & 474  
One of Business Analytics and Statistics 310, 471, 475, or 476

ECONOMICS

Economics 311 & 313  
One of: Economics 421 or 482

ENTREPRENEURSHIP

Entrepreneurship 350 & 451  
One of: Entrepreneurship 410, 415, 420, 425, 460, 462, 470, 480, or 485

INFORMATION MANAGEMENT

Information Management 341 & 342  
One of: Information Management 441, 442, 443, or 499

INTERNATIONAL BUSINESS

International Business 489 and  
Nine hours from: International Business 409, 429, 439, 449, 492, 499, Business Administration 400, or Management 472

LEADERSHIP

Management 331 & 336  
One of: Entrepreneurship 410 or 460

MARKETING

Marketing 350  
Two of Marketing 462, 464, 465, 466, or 469, 475, or 485 or Business Analytics and Statistics 370S

SALES

Marketing 350 & 469  
One of: Marketing 470 or 471

SUPPLY CHAIN MANAGEMENT

Supply Chain Management 309  
Two of: Supply Chain Management 413, 414, or 421

**Business Analytics**  
**Concentration Option: Third and Fourth Years**  
(see page 13 for Haslam First- and Second-Year Showcase)

Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
<b>Finance 306</b>	3
<b>Finance 420</b>	3
Business Administration 300	1
<b>Finance 425</b>	3
<b>Business Analytics and Statistics 320</b>	3
Ethics	3
Elective	5
<hr/>	
Fourth Year	
<sup>1</sup> <b>Finance Electives</b>	6
Business Law 301	2
<sup>2</sup> <b>Business Analytics and Statistics Elective</b>	6
<b>Business Analytics and Statistics 474</b>	3
Business Administration 453	4
Business Administration 405	1
<b>Finance 455</b>	3
Electives	8
<hr/>	
<b>TOTAL HOURS FOR GRADUATION</b>	<b>120</b>

<sup>1</sup> Choose two from: Finance 402, 435, 440, 445, 463, 475, 481, 493, 495, or IB 449  
<sup>2</sup> Select courses from BAS 310, 340, 454, 471, 475, 476 or INMT 342

**Business Analytics Concentration Milestones**  
*Courses to be completed no later than the end of:*  
(see page 13 for Haslam First- and Second-Year Milestones)

Term 5 (first term of the third year)	Credit Hours
Information Management 242	3
<hr/>	
Term 6	
2.50 cumulative GPA	
Business Administration 331 and 332	4
Finance 301	3
<hr/>	
Term 7	
Finance 420	3
Finance 425	3

**International Business**  
**Concentration Option: Third and Fourth Years**  
(see page 13 for Haslam First- and Second-Year Showcase)

Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
<b>Finance 306</b>	3
<b>Finance 420</b>	3
Business Administration 300	1
Ethics	3
<b>Finance 425</b>	3
<sup>3</sup> <b>International Business Coursework</b>	3
Electives	5
<hr/>	
Fourth Year	
Business Law 301	2
<sup>2</sup> <b>Finance Elective</b>	6
<sup>3</sup> <b>International Business Coursework</b>	9
<b>International Business 489</b>	0
Business Administration 453	4
<b>Finance 455</b>	3
Business Administration 405	1
Electives	5
<hr/>	
<b>TOTAL HOURS FOR GRADUATION</b>	<b>120</b>

<sup>1</sup> Choose two from: Finance 402, 435, 440, 445, 463, 475, 481, 493, 495, or IB 449  
<sup>2</sup> Twelve hours chosen from International Business 407, 409, 429, 439, 449, 492, 499  
Business Administration 400, or Management 472

**International Business Concentration Milestones**  
*Courses to be completed no later than the end of:*  
(see page 13 for Haslam First- and Second-Year Milestones)

Term 5 (first term of the third year)	Credit Hours
Information Management 242	3
<hr/>	
Term 6	
2.50 cumulative GPA	
Business Administration 331 and 332	4
Finance 301	3
<hr/>	
Term 7	
Finance 420	3
Finance 425	3

OPPORTUNITIES FOR FINANCE MAJORS

**BLOOMBERG TRAINING—FINANCE 494**

Contact: Dr. Laura Cole—lscole@utk.edu

Finance 494 (1 hour of general elective credit) is a proprietary training program created by the Masters Investment Center (MILC) for students who want to learn how to navigate the Bloomberg terminal and analyze data in four market sectors: Equities, Fixed Income, Forex, and Commodities. The course is both completed online and on campus in the investment center. Bloomberg Market Concepts (BMC) is a suggested prerequisite. Bloomberg training provides all business students, especially those interested in pursuing a finance-related career, a competitive edge. *Suggested Prerequisite: Finance 306 or 308*

**BLOOMBERG ADVANCED TRAINING—FINANCE 496**

Contact: Dr. Laura Cole—lscole@utk.edu

Finance 496 (2 hours of finance elective credit) is designed for undergraduate business students to gather, describe, and analyze data on a Bloomberg terminal, with a focus on experiential learning. Bloomberg terminals and Excel API will be utilized to illustrate how data analytics can improve financial decision-making. Students submit weekly case write-ups and spreadsheet analyses on a variety of financial topics. The purpose is to be able to apply the skills learned in this course to future coursework and/or on the job site. This course is completed in the investment center in person. Students have flexibility in selecting Bloomberg reservation times during the MILC's operating hours. Bloomberg training provides all business students, especially those interested in pursuing a finance-related career, a competitive edge. *Mandatory Prerequisite: Finance 494*

## OPPORTUNITIES FOR FINANCE MAJORS

### INTERNSHIPS—FINANCE 492

**Contact:** Phillip Daves—[pdaves@utk.edu](mailto:pdaves@utk.edu)

Finance 492 (1–3 hours of general elective credit) offers finance majors an 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.

### SIE EXAM PREPARATION—FINANCE 493

**Contact:** Scott Roark – [rroark4@utk.edu](mailto:rroark4@utk.edu)

The SIE Exam Preparation course is a one-credit hour, asynchronous, online course that helps prepare students for the Securities Industry Essentials exam. This exam is the entry point for other examinations frequently required to work in the securities industry. The online training course includes written content, lecture videos, audio recordings, study flashcards and practice exams on the following topical areas: equities, debt, packaged products, trading markets, options, customer accounts, retirement plans, regulations, and analysis of securities.

### INVESTMENT FUND MANAGEMENT—FINANCE 495

**Contact:** Dr. Ryan Farley - [rfarley1@utk.edu](mailto:rfarley1@utk.edu)

Finance 495 (1–3 hours of finance elective credit) affords students an exciting opportunity to learn investments and portfolio management by managing real dollar portfolios of financial assets. Students selected not only learn the analytical and decision making tools needed in evaluating sound investment decisions but also see the results of their decisions compared to a designated benchmark like the S&P500. Communication and fiduciary reporting skills are developed via the preparation of performance reports and interactions with working investment professionals. For more information visit: <https://haslam.utk.edu/finance>

### FINANCIAL MANAGEMENT ASSOCIATION

**Contact:** Suzan Pavlis—[smurphy@utk.edu](mailto:smurphy@utk.edu)

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 FMA are to: 1) foster education advancement in the study of finance, 2) encourage active participation in financial study and community relations, and 3) enhance career opportunities in the financial arena. FMA hosts monthly speakers who are leaders in their fields. FMA also takes annual trips. Annual trips have included trips to New York to visit Wall Street and financial institutions and trips to Omaha to visit famed investor Warren Buffett. Membership is open to all business majors. Finance majors receive priority for events with limited participation, such as annual trips, and are eligible to receive departmental support to help offset the cost of participation.

### UT INVESTMENT GROUP

**Contact:** Dr. Laura Cole—[lscole@utk.edu](mailto:lscole@utk.edu)

The University of Tennessee Investment Group (UTIG) is a student-led organization that focuses on financial literacy, which is achieved through trading in a stock competition and a series of personal finance seminars hosted by industry professionals. In fall and spring semesters, members may attend monthly personal finance meetings where they can enjoy catered food while learning the basics of trading stocks, ETFs, and options, as well as how to build their own personal wealth. The “Wolf of Vol Street” trading competition offers cash prizes to top traders, and boasts participation of hundreds of students across campus. Membership is open to all academic levels and all majors from all colleges.

### TENNESSEE CAPITAL MARKETS SOCIETY

**Contact:** Dr. Phillip Daves—[pdaves@utk.edu](mailto:pdaves@utk.edu)

The Tennessee Capital Markets Society is a selective student-managed organization that focuses on moving students into high-profile finance 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.

### UT REAL ESTATE CLUB

**Contact:** Scott Roark – [rroark4@utk.edu](mailto:rroark4@utk.edu)

The UT Real Estate Club is a student run organization whose mission is to educate students about future careers in the fields of commercial and residential real estate. Through organized meetings as well as site visits and field trips, students will have the opportunity to learn about the industry while creating a network in the local community. The club is open to any and all UT students, but may be of particular interest to students in Finance, Architecture and Design or Construction Science.



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 13 for Haslam First- and Second-Year Showcase)	
Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301 or 306	3
Management 331	3
Business Administration 300	1
Human Resource Management 360	3
Collateral	3
Ethics	3
Electives	2
<sup>1</sup> Human Resource Management 492	3
Fourth Year	
Business Law 301	2
Human Resource Management 482	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

<sup>1</sup> All HRM majors are required to complete at least one internship.

HRM Collateral Option Milestones <i>Courses to be completed no later than the end of:</i> (see page 13 for Haslam First- and Second-Year Milestones)	
Term 5 (first term of the third year)	Credit Hours
Information Management 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. The internship is an important part of the HRM major. It gives each student an opportunity to apply HR knowledge, gain experience, and obtain possible job placement. 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 410S, 415, 425, 460, 462, 470, 480, 485, 492, or 499

INFORMATION MANAGEMENT  
Information Management 341  
Information Management 342  
One of: Information Management 441, 442, 443, or 499

INTERNATIONAL BUSINESS  
International Business 489 and  
Nine hours from: International Business 409, 429, 439, 449, 492, 499, Business Administration 400, or Management 472

MARKETING  
Marketing 350  
Two of: Marketing 462, 464, 465, 466, 469, 475, or 485

SALES  
Marketing 350  
Marketing 469  
One of: Marketing 470 or 471

**International Business**  
**Concentration Option: Third and Fourth Years**  
(see page 13 for Haslam First- and Second-Year Showcase)

Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301 or 306	3
Ethics	3
Business Administration 300	1
Business Law 301	2
<b>Human Resource Management 360</b>	3
<sup>1</sup> International Business Coursework	6
<sup>2</sup> Human Resource Management 492	3
<hr/>	
Fourth Year	
<b>Human Resource Management 482</b>	3
<sup>1</sup> International Business Coursework	6
<b>International Business 489</b>	0
Business Administration 453	4
<b>Human Resource Management 481</b>	3
<b>Human Resource Management 485</b>	3
Business Administration 405	1
Electives	10
<b>TOTAL HOURS FOR GRADUATION</b>	<b>120</b>

<sup>1</sup> Twelve hours chosen from International Business 409, 429, 439, 449, 492, 499  
Business Administration 400, or Management 472  
<sup>2</sup> All HRM majors are required to complete at least one internship.

**International Business Concentration Milestones**  
*Courses to be completed no later than the end of:*  
(see page 13 for Haslam First- and Second-Year Milestones)

Term 5 (first term of the third year)	Credit Hours
Information Management 242	3
<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](mailto: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**

**Contact: Dr. Debbie Mackey—[dmackey@utk.edu](mailto:dmackey@utk.edu)**

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 HCB 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.

Collateral Option: Third and Fourth Years  
(see page 13 for Haslam First- and Second-Year Showcase)

Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301 or 306	3
Management 331	3
Business Administration 300	1
Management 336	3
Collateral	3
Management 462	3
Track Elective	3
Electives	2
<hr/>	
Fourth Year	
Ethics	3
Business Law 301	2
Collateral	6
Business Administration 453	4
Track Elective	6
Business Administration 405	1
Electives	5
TOTAL HOURS FOR GRADUATION	120

<sup>1</sup> Management Majors will choose from three tracks with distinctive career outcomes. Options are: Leadership and Organizational Effectiveness, Entrepreneurship and Emerging Enterprises, and Workforce Analytics.

Management Collateral Option Milestones  
Courses to be completed no later than the end of:  
(see page 13 for Haslam First- and Second-Year Milestones)

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

MANAGEMENT COLLATERALS (9 HOURS EACH)  
*The track students choose will determine eligible collateral options.*

**BUSINESS ANALYTICS**  
*(Tracks: Workforce Analytics)*  
Business Analytics and Statistics 320 & 474  
One of Business Analytics and Statistics 340, 454, 471, 475, or Information Management 342

**ECONOMICS**  
*(Tracks: Entrepreneurship and Emerging Enterprises & Leadership and Organizational Effectiveness)*  
Economics 311 & 381  
One of Economics 421, 435, 471, or 472

**ENTREPRENEURSHIP**  
*(Tracks: Leadership and Organizational Effectiveness)*  
Entrepreneurship 350 & 451  
One of Entrepreneurship 410, 415, 420, 425, 460, 462, 470, 485, 492, or 499

**FINANCE**  
*(Tracks: Entrepreneurship and Emerging Enterprises & Leadership and Organizational Effectiveness)*  
Finance 420 & 450  
One of Finance 425 or 435

**INFORMATION MANAGEMENT**  
*(Tracks: Entrepreneurship and Emerging Enterprises & Leadership and Organizational Effectiveness)*  
Information Management 341 & 342  
One of Information Management 441, 442, 443, or 499

**INTERNATIONAL BUSINESS**  
*(Tracks: Entrepreneurship and Emerging Enterprises & Leadership and Organizational Effectiveness)*  
International Business 489 and  
Nine hours from: International Business 409, 429, 439, 449, 492, 499, Business Administration 400, or Management 472

**MARKETING**  
*(Tracks: Entrepreneurship and Emerging Enterprises & Leadership and Organizational Effectiveness)*  
Marketing 350  
Two of Marketing 462, 464, 465, 466, 469, 475, or 485

**SALES**  
*(Tracks: Entrepreneurship and Emerging Enterprises & Leadership and Organizational Effectiveness)*  
Marketing 350 & 469  
One of Marketing 470 or 471

**SUPPLY CHAIN MANAGEMENT**  
*(Tracks: Entrepreneurship and Emerging Enterprises & Leadership and Organizational Effectiveness)*  
Supply Chain Management 309  
Two of SCM 413, 414, 421

**International Business**  
**Concentration Option: Third and Fourth Years**  
(see page 13 for Haslam First- and Second-Year Showcase)

Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301 or 306	3
<b>Management 331</b>	3
Business Administration 300	1
<b>Human Resource Management 360</b>	3
<b>Management 336</b>	3
<sup>1</sup> <b>International Business Coursework</b>	3
<b>Management 490, 492, or 499</b>	3
Electives	2
<hr/>	
<b>Fourth Year</b>	
Ethics	3
Business Law 301	2
<sup>1</sup> <b>International Business Coursework</b>	9
<b>International Business 489</b>	0
Business Administration 453	4
<b>Management 462 or 463</b>	3
Business Administration 405	1
Electives	8
<b>TOTAL HOURS FOR GRADUATION</b>	<b>120</b>

<sup>1</sup> Twelve hours chosen from International Business 409, 429, 439, 449, 492, 499, Business Administration 400, or Management 472

**International Business Concentration Milestones**  
*Courses to be completed no later than the end of:*  
(see page 13 for Haslam First- and Second-Year Milestones)

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

**MANAGEMENT MAJOR TRACKS**

The Management Major can be earned through three different tracks of study with distinct career outcomes.

**1. Entrepreneurship and Emerging Enterprises Track (EEE)** gives students the content and skills for creating and managing new, early-stage, and high-growth organizations. This track prepares students for opportunities in start-ups and growth businesses, and family-owned firms—including for-profit and not-for-profit organizations.

*Track Electives: E*

**2. Leadership and Organizational Effectiveness (LOE)** prepares students to create value within existing organizations by managing business opportunities that foster new revenue growth. LOE career outcomes include corporate management trainee programs, project-based work, consulting, and general management.

**3. Workforce Analytics (WA)** combines data analytics and evidence-based practice to help managers effectively leverage the workforce. Career options in this track include business analyst, workforce consultant, survey analyst, and assessment analyst.

A common thread throughout the Management Major is the development of important professional skills including: data-driven decision making, problem-solving, critical thinking, leadership, and communication. All students in each track are strongly encouraged to complete an internship.

**OPPORTUNITIES FOR MANAGEMENT MAJORS**

**INTERNSHIPS—MANAGEMENT 492**  
**Contact: Dr. Eva Cowell—ecowell@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**

**Contact: Dr. Jackie Jacobs—jjacobs1@utk.edu**

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.

MARKETING COLLATERALS (9 hours each)

**BUSINESS ANALYTICS**  
*(Tracks: Customer and Brand Strategy, Digital and Visual Marketing, Professional Sales)*  
Business Analytics 320 & 474  
One of Business Analytics 340, 370S, 454, 471, 475, 476 or Information Management 342

**ECONOMICS**  
*(Tracks: Customer and Brand Strategy, Digital and Visual Marketing, Professional Sales)*  
Economics 311 & 435  
One 400-level economics elective

**ENTREPRENEURSHIP**  
*(Tracks: Customer and Brand Strategy, Digital and Visual Marketing, Professional Sales)*  
Entrepreneurship 350 & 451  
One of Entrepreneurship 410, 415, 420, 460, 462, 492, or 499

**HUMAN RESOURCE MANAGEMENT**  
*(Tracks: Customer and Brand Strategy, Digital and Visual Marketing, Professional Sales)*  
Management 331  
Human Resource Management 360 & 481

**INFORMATION MANAGEMENT**  
*(Tracks: Customer and Brand Strategy, Digital and Visual Marketing, Professional Sales)*  
Information Management 341  
Information Management 342  
One of: Information Management 441, 442, 443, or 499

**INTERNATIONAL BUSINESS**  
*(Tracks: Customer and Brand Strategy, Digital and Visual Marketing, Professional Sales)*  
International Business 489 and  
Nine hours from: International Business 409, 429, 439, 449, 492, 499, Business Administration 400, or Management 472

**LEADERSHIP**  
*(Tracks: Customer and Brand Strategy, Digital and Visual Marketing, Professional Sales)*  
Management 331 & 336  
One of Entrepreneurship 410 or 460

**SALES**  
*(Tracks: Customer and Brand Strategy)*  
Marketing 469, 470, & 471

**SUPPLY CHAIN MANAGEMENT**  
*(Tracks: Customer and Brand Strategy, Digital and Visual Marketing, Professional Sales)*  
Supply Chain Management 309  
Two of Supply Chain Management 413, 414, or 421

Collateral Option: Third and Fourth Years  
(see page 13 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	9
Business Administration 453	4
Marketing 460	3
Collateral	3
Business Administration 405	1
Electives	8
TOTAL HOURS FOR GRADUATION	120

\*Choose three from Marketing 462, 464, 465, 466, 469, 470, or 471

Marketing Collateral Option Milestones  
Courses to be completed no later than the end of:  
(see page 13 for Haslam First- and Second-Year Milestones)

Term 5 (first term of the third year)	Credit Hours
Information Management 242	3
Term 6	
2.50 cumulative GPA	
Business Administration 331 and 332	4
Term 7	
Marketing 350 and 360	6

Business Analytics	
Concentration Option: Third and Fourth Years	
(see page 13 for Haslam First- and Second-Year Showcase)	
Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301 or 306	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
<sup>1</sup> Marketing Electives	6
Business Administration 453	4
Marketing 460	3
Business Analytics and Statistics 474	3
<sup>2</sup> Business Analytics and Statistics Elective	6
Business Administration 405	1
Electives	5
TOTAL HOURS FOR GRADUATION	120

<sup>1</sup>Choose two from Marketing 462, 464, 465, 466, 469, 470, or 471  
<sup>2</sup>Choose two from BAS 340, 370, 454, 471, 475, 476, 479, or INMT 342

Information Management	
Concentration Option: Third and Fourth Years	
(see page 13 for Haslam First- and Second-Year Showcase)	
Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301 or 306	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
<sup>1</sup> Marketing Electives	6
<sup>2</sup> Information Management Electives	6
Business Administration 453	4
Marketing 460	3
Business Administration 405	1
Electives	8
TOTAL HOURS FOR GRADUATION	120

<sup>1</sup>Choose two from: Marketing 462, 464, 465, 466, 469, 470, or 471  
<sup>2</sup>Choose two from: Information Management 441, 442, 443, or 499

Business Analytics Concentration Milestones	
<i>Courses to be completed no later than the end of:</i>	
(see page 13 for Haslam First- and Second-Year Milestones)	
Term 5 (first term of the third year)	Credit Hours
Information Management 242	3
Term 6	
2.50 cumulative GPA	
Business Administration 331 and 332	4
Business Analytics and Statistics 320	3

Information Management Concentration Milestones	
<i>Courses to be completed no later than the end of:</i>	
(see page 13 for Haslam First- and Second-Year Milestones)	
Term 5 (first term of the third year)	Credit Hours
Information Management 242	3
Term 6	
2.50 cumulative GPA	
Business Administration 331 and 332	4
Information Management 341	3

<b>International Business</b> <b>Concentration Option: Third and Fourth Years</b> (see page 13 for Haslam First- and Second-Year Showcase)		<b>Supply Chain Management</b> <b>Concentration Option: Third and Fourth Years</b> (see page 13 for Haslam First- and Second-Year Showcase)	
<b>Third Year</b>	<b>Credit Hours</b>	<b>Third Year</b>	<b>Credit Hours</b>
Business Administration 331-332	4	Business Administration 331-332	4
Business Administration 341-342	4	Business Administration 341-342	4
Ethics	3	Ethics	3
Finance 301 or 306	3	Finance 301 or 306	3
Business Administration 300	1	Business Administration 300	1
Marketing 350	3	Marketing 350	3
Marketing 360	3	Marketing 360	3
<sup>2</sup> International Business Coursework	3	Supply Chain Management 309	3
Electives	5	Business Law 301	2
		Electives	2
<b>Fourth Year</b>		<b>Fourth Year</b>	
Business Law 301	2	<sup>2</sup> Supply Chain Management Electives	6
<sup>1</sup> Marketing Electives	6	<sup>1</sup> Marketing Electives	6
<sup>2</sup> International Business Coursework	9	Business Administration 453	4
International Business 489	0	Supply Chain Management 460	3
Business Administration 453	4	Marketing 460	3
Marketing 460	3	Business Administration 405	1
Business Administration 405	1	Electives	8
Electives	5		
<b>TOTAL HOURS FOR GRADUATION</b>	<b>120</b>	<b>TOTAL HOURS FOR GRADUATION</b>	<b>120</b>
<sup>1</sup> Choose two from Marketing 462, 464, 465, 466, 469, 470, or 471		<sup>1</sup> Choose two from Marketing 462, 464, 465, 466, 469, 470, or 471	
<sup>2</sup> Twelve hours chosen from International Business 409, 429, 439, 449, 492, 499, Business Administration 400, or Management 472		<sup>2</sup> Choose two of the following courses: SCM 413, 414, or 421	
<b>International Business Concentration Milestones</b> <i>Courses to be completed no later than the end of:</i> (see page 13 for Haslam First- and Second-Year Milestones)		<b>Supply Chain Management Concentration Milestones</b> <i>Courses to be completed no later than the end of:</i> (see page 13 for Haslam First- and Second-Year Milestones)	
<b>Term 5 (first term of the third year)</b>	<b>Credit Hours</b>	<b>Term 5 (first term of the third year)</b>	<b>Credit Hours</b>
Information Management 242	3	Information Management 242	3
		Business Administration 331 and 332	4
<b>Term 6</b>		<b>Term 6</b>	
2.50 cumulative GPA		2.50 cumulative GPA	
Business Administration 331 and 332	4		

MARKETING MAJOR TRACKS

- The Marketing Major can be earned through three different tracks of study with distinct career outcomes.
- 1. Customer and Brand Strategy** - Acquire the skillsets necessary to effectively develop, launch, market and manage brands that profitably satisfy target customers' needs

**2. Digital and Visual Marketing** - Develop state-of-the-art expertise in the use of digital channels and tools to understand, engage with, and sell to chosen customers

**3. Professional Sales** Learn how to leverage consultative selling techniques and digital sales tools to build, grow, and maintain profitable business relationships.

OPPORTUNITIES FOR MARKETING MAJORS

INTERNSHIPS—MARKETING 492

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. At the end of the internship, you must provide the departmental coordinator with the employer’s evaluation form. Credit will not be given for part-time work or jobs during the summer session.

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 college, the local community, and the Knoxville professional chapter. AMA provides professional growth opportunities through networking, speaker seminars, on-site visits, job search support, unique career opportunities, and case competitions.



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 13 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 or 306	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 13 for Haslam First- and Second-Year Milestones)	
Term 5 (first term of the third year)	
Information Management 242	3
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

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 and 313.

KAPPA ALPHA PHI

The vision of Kappa Alpha Pi Pre-Law and Government Fraternity at the University of Tennessee is to foster a community of individuals interested in pursuing careers within the legal and government fields. We are committed to providing our brothers with the tools necessary to succeed academically, professionally, and socially and in doing so create leaders for the future.

PUBLIC ADMINISTRATION STUDENT ASSOCIATION

The mission of PASA is to cultivate academic, personal, social, and professional relationships among students and faculty members in the realm of public administration through guest lectures and personal world experiences.

We hope to do many of our work under our three pillars:

- Professional Development
- Community & Civic Engagement
- Governmental and Economic Relations

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.

SUPPLY CHAIN MANAGEMENT COLLATERALS  
(9 hours each)

**BUSINESS ANALYTICS**  
Business Analytics 320 & 474  
One of: Business Analytics 340, 454, 471, 475, 476, or  
Information Management 342

**FINANCE**  
Finance 420 & 450  
International Business 449

**INFORMATION MANAGEMENT**  
Information Management 341 & 342  
One of: Information Management 441, 442, 443, or 499

**INTERNATIONAL BUSINESS**  
International Business 489 and  
Nine hours from: International Business 409, 429, 439, 449,  
492, 499

**SALES**  
Marketing 350 & 469  
One of: Marketing 470 or 471

Collateral Option: Third and Fourth Years (see page 13 for Haslam First- and Second-Year Showcase)	
Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301 or 306	3
Ethics	3
Business Administration 300	1
Supply Chain Management 309	3
Business Law 301	2
Collateral	6
Electives	2
Fourth Year	
Supply Chain Management 413	3
Supply Chain Management 414	3
Supply Chain Management 421	3
Supply Chain Management Electives	3
Business Administration 453	4
Supply Chain Management 460	3
Collateral	3
Business Administration 405	1
Electives	8
TOTAL HOURS FOR GRADUATION	120
Choose one from: Supply Chain Management 411, 412, 422, or 430, 440	

SCM Collateral Option Milestones <i>Courses to be completed no later than the end of:</i> (see page 13 for Haslam First- and Second-Year Milestones)	
Term 5 (first term of the third year)	Credit Hours
Information Management 242	3
Term 6	
2.50 cumulative GPA	
Supply Chain Management 309	6

Business Analytics Concentration Option: Third and Fourth Years (see page 13 for Haslam First- and Second-Year Showcase)	
Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301 or 306	3
Ethics	3
Business Administration 300	1
Supply Chain Management 309	3
Business Law 301	2
Business Analytics and Statistics 320	3
Electives	7
Fourth Year	
Supply Chain Management 413	3
Supply Chain Management 414	3
Supply Chain Management 421	3
Supply Chain Management 460	3
<sup>1</sup> Business Analytics and Statistics Elective	3
Business Administration 453	4
Business Analytics and Statistics 340	3
Business Analytics and Statistics 474	3
Business Administration 405	1
Electives	4
TOTAL HOURS FOR GRADUATION	120

<sup>1</sup>Choose one from BAS 454, 471, 475, 476 or INMT 342

Business Analytics Concentration Milestones <i>Courses to be completed no later than the end of:</i> (see page 13 for Haslam First- and Second-Year Milestones)	
Term 5 (first term of the third year)	Credit Hours
Information Management 242	3
Term 6	
2.50 cumulative GPA	
Business Analytics and Statistics 320	3

Information Management Concentration Option: Third and Fourth Years (see page 13 for Haslam First- and Second-Year Showcase)	
Third Year	Credit Hours
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301 or 306	3
Information Management 341	3
Business Administration 300	1
Supply Chain Management 309	3
Business Law 301	2
Information Management 342	3
Electives	5
Fourth Year	
Supply Chain Management 413	3
Supply Chain Management 414	3
Supply Chain Management 421	3
Supply Chain Management 460	3
<sup>1</sup> Information Management Electives	6
Ethics	3
Business Administration 453	4
Business Administration 405	1
Electives	5
TOTAL HOURS FOR GRADUATION	120

<sup>1</sup>Choose two from: Information Management 441, 442, 443, or 499

Information Management Concentration Milestones <i>Courses to be completed no later than the end of:</i> (see page 13 for Haslam First- and Second-Year Milestones)	
Term 5 (first term of the third year)	Credit Hours
Information Management 242	3
Term 6	
2.50 cumulative GPA	
Information Management 341	3

OPPORTUNITIES FOR SUPPLY CHAIN MANAGEMENT MAJORS

INTERNSHIPS—SUPPLY CHAIN MANAGEMENT 492

Contact: Cole Burns—cburns12@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. At the end of the internship, you must provide the departmental coordinator with the employer’s evaluation form. Credit will not be given for part-time work or jobs during the summer session.

COUNCIL OF SUPPLY CHAIN MANAGEMENT PROFESSIONALS, UNIVERSITY OF TENNESSEE

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 UT 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.

<b>International Business</b>	
<b>Concentration Option: Third and Fourth Years</b>	
(see page 13 for Haslam First- and Second-Year Showcase)	
<b>Third Year</b>	<b>Credit Hours</b>
Business Administration 331-332	4
Business Administration 341-342	4
Finance 301 or 306	3
Ethics	3
Business Administration 300	1
Business Law 301	2
Supply Chain Management 309	3
<sup>1</sup> International Business Coursework	6
Electives	4
<b>Fourth Year</b>	
Supply Chain Management 413	3
Supply Chain Management 414	3
Supply Chain Management 421	3
Supply Chain Management 460	3
<sup>1</sup> International Business Coursework	6
International Business 489	0
Business Administration 453	4
Business Administration 405	1
Electives	6
<b>TOTAL HOURS FOR GRADUATION</b>	<b>120</b>
<sup>1</sup> Twelve hours chosen from International Business 409, 429, 439, 449, 492, 499, Business Administration 400, or Management 472	
<b>International Business Concentration Milestones</b>	
<i>Courses to be completed no later than the end of:</i>	
(see page 13 for Haslam First- and Second-Year Milestones)	
<b>Term 5 (first term of the third year)</b>	<b>Credit Hours</b>
Information Management 242	3
<b>Term 6</b>	
2.50 cumulative GPA	

NeXxus

NeXxus – Connecting Women in Supply Chain is an initiative sponsored by the Global Supply Chain Institute. The NeXxus mission is to increase awareness of the supply chain major and career opportunities for female students. To do this, the student organization 1) creates opportunities for female SCM students to network with SCM professionals; 2) provides mentoring opportunities between students and SCM practitioners; 3) builds confidence in female students, creating future leaders in the SCM profession; and 4) educates female 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 encouraged to participate in the student club activities.

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.

## INTERNATIONAL BUSINESS

Global trade affects all businesses, even those focused on the domestic market. For students to succeed in this environment, they must have an understanding of cross-border political, legal, economic, social and financial issues. A worldwide perspective is necessary to meet the challenges of our current and developing global workplace, and a requisite knowledge and specialized skills are necessary to prosper in today's global business environment.

### REQUIRED COURSES

INTERNATIONAL BUSINESS 460  
Global Capstone in International Business

INTERNATIONAL BUSINESS 489  
Study Abroad (full semester abroad required)

### CHOOSE 12 HOURS

INTERNATIONAL BUSINESS 409  
International Business

INTERNATIONAL BUSINESS 429  
International Economics for Business

INTERNATIONAL BUSINESS 439  
Global Supply Chain Management

INTERNATIONAL BUSINESS 449  
International Finance

INTERNATIONAL BUSINESS 492  
Off-Campus Study

INTERNATIONAL BUSINESS 499  
Special Topics in International Business

MANAGEMENT 472  
Managing People in the Global Environment

BUSINESS ADMINISTRATION 400  
Special Topics

A degree in International Business is designed to prepare students for an international career in variety of business fields. Haslam's International Business degree is designed to accompany a second major within the Haslam College of Business, which equips them with specific functional skills that enhance their effectiveness as business professionals, while incorporating advanced foreign language requirements and a mandatory semester study abroad experience. Students will develop their international business knowledge, their intercultural fluencies, their technical functional skills, and their communication skills in both English and their chosen second language.

### COLLATERAL

NINE HOURS OF ADVANCED FOREIGN LANGUAGE  
Three courses at the 300+ Level of a foreign language

Proficiency in a foreign language is integral to understanding social and historical nuances for foreign cultures. It also positions students to better integrate into their host countries and build meaningful working relationships and successful trans-continental careers.

The advanced foreign language collateral can be shared with the primary major.

### ADMISSION TO THE MAJOR

Students must apply for and gain acceptance into the major to ensure appropriate and on-time progression through the coursework. Interested applicants should have a minimum GPA of 3.0 to ensure semester abroad viability.

A typical application and selection process will occur in the spring semester of the sophomore year, for full integration into the major beginning in the beginning of the junior year.

**Students pursuing the Bachelor of Science in Business Administration degree with a major in International Business must have a second major elsewhere within the Haslam College of Business.**

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 seven different colleges—the Haslam College of Business, the College of Architecture and Design, the College of Communication & Information, the Tickle 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

- ADVT 310\* —Advertising Design
- ALEC 240—Presentation & Sales Strategies for Agricultural Audiences
- ALEC 340—Marketing & Public Strategies for Global Sectors
- AREC 212—Introduction to Agribusiness Management
- AREC 342\*—Farm Business Management
- AREC 442\*—Advanced 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 462\*—Innovation and Creativity
- ENT 470\*—Managing an Entrepreneurial Start-Up
- ENT 485\*—Funding Strategies for Entrepreneurs
- ENT 492—Entrepreneurship Internship
- ENT 499—Special Topics in Entrepreneurship
- IE 405—Engineering Economic Analysis
- IE 451—Creative Technical Problem Solving
- JREM 441—Entrepreneurship in Journalism & Media
- MARK 462\*—Innovation & New Product Development
- MUSC 305—The Business of Music
- RCS 412\*—Digital Retailing

# ADVANCED PLACEMENT CREDIT

TEST	SCORE	CREDIT
American History	4 or 5	History 221-222
Biology	3	Biology 101
	4	Biology 101-102
	5	Biology 101-102 and 160
Calculus AB	3	Math 125
	4	Math 141
	5	Math 147
Calculus BC	3	Math 141
	4	Math 141-142
	5	Math 147-148
Chemistry	4 or 5	Chemistry 122-123 & 132-133
Chinese Language and Culture	4 or 5	Chinese 131-132
Computer Science A	5	Computer Science 101
Computer Science Principles	4 or 5	Computer Science 100
Economics—Micro <sup>1</sup>	3, 4, or 5	Economics 211
Economics—Macro	3, 4, or 5	Economics 213
English Language & Composition	4 or 5	English 101
English Literature & Composition <sup>2</sup>	4 or 5	English 101
Environmental Science	3	Geology 201
	4 or 5	Geology 201-202
European History	4 or 5	History-Europe 242
French Language and Culture	3	French 211-212
	4 or 5	French 212-333
German Language	3	German 211-212
	4 or 5	German 311-312
Government and Politics—Comparative Exam <sup>3</sup>	4 or 5	Political Science 102
Government and Politics—US Exam <sup>3</sup>	4 or 5	Political Science 101
Human Geography	4 or 5	Geography 121
Japanese Language and Culture	3 or 4	Japanese 251-252
	5	Japanese 351-352
Latin	3, 4, or 5	Latin 251-252
Music Theory—Aural Subscore	4	Music Theory 130
	5	Music Theory 130-140
Music Theory—Nonaural (written) Subscore	4	Music Theory 110
	5	Music Theory 110-120
Physics I	4 or 5	Physics 221
Physics II	4 or 5	Physics 222
Physics C—E & M	4	Physics 102 or 222 or 231
	5	Physics 136
Physics C—Mechanics	4	Physics 101 or 161 or 221
	5	Physics 135
Psychology	3, 4, or 5	Psychology 110
Spanish Language or Literature	3	Spanish 211-212
	4 or 5	Spanish 212 and 311
Studio Art: Drawing	4 or 5	Art LD
Studio Art: 2D Design	4 or 5	Art LD
Studio Art: 3D Design	4 or 5	Art LD
Statistics	4 or 5	Statistics 201

<sup>1</sup>For business minors, a 3 or better on the Micro AP exams satisfies the Economics 201 requirement.

<sup>2</sup>Students admitted Fall 2016 and forward, credit for English 101. Students admitted prior to Fall 2016, credit for English 101-102

<sup>3</sup>2014 exams and prior-3, 4, 5. Exams taken in 2015 or later, a score of 4 or 5 is required

For additional AP, IB and CLEP information visit: [admissions.utk.edu](http://admissions.utk.edu)



## RESOURCES AND USEFUL INFORMATION

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### 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:

- **Cum laude**—GPA between 3.50 and 3.69
- **Magna cum laude**—GPA between 3.7 and 3.89
- **Summa cum laude**—GPA between 3.90 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](http://undergrad.haslam.utk.edu).

## 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		

## 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			

### 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 (you can include 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

## ACADEMIC ADVISING AND NAVIGATE

Navigate, also referred to as Vol Academic Connect, can be a critical component of your success. After your advising appointment, it will be important to remember what you and your advisor discussed. Advising reports and documents can be viewed in Navigate.

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

You will receive an email from the Business Advising Office when it is time to schedule your advising appointment. These emails are sent based on student's registration dates and are always sent on Thursdays. In the email there is a link that you will click and then you will follow the instructions detailed in the email. Appointments are only opened one week at a time. You will continue to receive emails on Thursdays until you have scheduled your appointment.

## ACCESSING NAVIGATE

1. Log into MyUTK at [myutk.utk.edu](http://myutk.utk.edu) using your netID and password.
2. Under **Academic Resources** select the link for Navigate.
3. On your Navigate **Student Home** page you will see the following tabs:

**Class Information:** this contains your current schedule.

**Reports:** this contains the reports and documents from your advising appointments.

**Calendar:** shows your upcoming courses and appointments for the month. You can cancel an appointment by clicking on the appointment and following the instructions.

**Send a Message:** This contains a list of your current professors as well as your advisors and can be used to email one more of them.

4. You can also use the **Appointments** button to schedule a tutoring appointment.

## OFFICE OF DIVERSITY AND COMMUNITY RELATIONS

### *Building Excellence Through Inclusion*

The Office of Diversity & Community Relations (ODCR) leads the college's efforts to build a diverse collegiate community by fostering a climate that supports respect, social justice, and broad participation. The executive director and staff work to promote the development of a culturally diverse college and community, and to recruit and retain faculty, students, and staff from historically underrepresented groups. ODCR also provides strategic planning and leadership for college and university diversity programs and initiatives.

As a community of scholars, HCB is inclusive of people of all racial, ethnic, cultural, socioeconomic, and international backgrounds. We welcome and support diversity of thought, religion, sexual orientation, gender identity/expression, political affiliation, and ability. We believe in a culture of inclusion and stand firm in the belief that an appreciation of individuals from a multitude of backgrounds and experiences is a necessity in the global workforce.

## PROGRAMS AND INITIATIVES

ODCR is committed to offering personalized academic support along with co-curricular opportunities for students. Our objective is to help students stay focused, directed, and connected with regard to their future goals and to foster the HCB stated vision to inspire our students, colleagues, business, and society.

*Customized Academic Support Services*  
*Biannual Professional Development Trips*  
*Women in Business, Entrepreneurship and Leadership Summit*  
*Veteran's Appreciation Salute*  
*Diversity Leadership Development Program*  
*National Diversity Case Competition*  
*Corporate Partner Education Initiatives*  
*Advise the following: DOBS, DAP, NABA*

## RESOURCES AND USEFUL INFORMATION

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### 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

**VolShop**

Student Union  
(865) 946-7467; <https://utvolshop.com/shop-voltech>

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 Student Union.

For current Haslam College of Business laptop specifications, please visit <https://haslam.utk.edu/undergraduate/laptop-specifications>.

### 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 university's Continuing Student Undergraduate Scholarship Application located on OneStop's website (<http://onestop.utk.edu/scholarships/continuing/>). The application becomes available online in December with a deadline of February 1.

### STUDY ABROAD SCHOLARSHIPS

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

**Spring study abroad: Applications are due early October.**

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

**Fall study abroad: Applications are due mid-April.**

- Applications are available on the Undergraduate Programs website (separate from other college and departmental applications) at [haslam.utk.edu/financial-aid](https://haslam.utk.edu/financial-aid).

## CAMPUS RESOURCES

### ACADEMIC SUPPORT

#### One Stop Express Student Services

Hodges Library Ground Floor  
(865) 974-1111; [onestop.utk.edu](http://onestop.utk.edu)

#### Academic Success Center

Main Office: 324 Greve Hall  
Tutoring: North Commons (Hodges Library)  
Tennessee Room (South Carrick Hall)  
(865) 974-6641; [studentsuccess.utk.edu](http://studentsuccess.utk.edu)

### CAREER & PERSONAL DEVELOPMENT

#### Center for Career Development & Academic Exploration

Student Union Level 2  
(865) 974-5435; [career.utk.edu](http://career.utk.edu)

#### Center for Global Engagement

1620 Melrose Avenue  
(865) 974-3177; [cie.utk.edu](http://cie.utk.edu)

#### Jones Center for Leadership & Service

Student Union, Suite 193  
(865) 974-1039; [leadershipandservice.utk.edu](http://leadershipandservice.utk.edu)

### TUTORING

#### The Writing Center

212 Humanities and Social Sciences Building  
220 G North Commons (Hodges Library)  
(865) 974-2611; [writingcenter.utk.edu](http://writingcenter.utk.edu)

#### Student Disability Services

100 Dunford Hall  
(865) 974-6087; [sds.utk.edu](http://sds.utk.edu)

#### Student Support Services

302 Greve Hall  
(865) 974-7900; [studentsupport.utk.edu](http://studentsupport.utk.edu)

#### The Math Place

Ayres G012  
North Commons Lab (Hodges Library)  
(865) 974-4266 or 974-2461;  
<http://www.math.utk.edu/info/the-math-place/>

#### Office of Multicultural Student Life

1800 Melrose Avenue  
(865) 974-6861; [multicultural.utk.edu](http://multicultural.utk.edu)

### ADDITIONAL RESOURCES

#### Dean of Students

Student Union, Suite 384  
(865) 974-3179; [dos.utk.edu](http://dos.utk.edu)

#### Financial Aid & Scholarships (One Stop)

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

#### International House

1623 Melrose Avenue  
(865) 974-4453; [ihouse.utk.edu](http://ihouse.utk.edu)

#### Parking & Transit Services

2121 Stephenson Drive  
(865) 974-6031; [parking.utk.edu](http://parking.utk.edu)

#### Office of the University Registrar

209 Student Services Building  
(865) 974-1111; [registrar.utk.edu](http://registrar.utk.edu)

#### Student Government Association

Student Union, Suite 174  
(865) 974-2377; [sga.utk.edu](http://sga.utk.edu)

#### Student Conduct & Community Standards

405 Student Services Building  
(865) 974-3171; [studentconduct.utk.edu](http://studentconduct.utk.edu)

#### University Housing

2107 Andy Holt Ave  
(865) 974-2571 (main office) or (865) 974-3411  
[housing.utk.edu](http://housing.utk.edu)

#### Veteran Student Services

G020 Hodges Library  
(865) 974-1500; [veterans.utk.edu](http://veterans.utk.edu)

#### VolCard (UT ID) Office

408 Student Services Building  
(865) 974-3430; [volcard.utk.edu](http://volcard.utk.edu)

### STUDENT HEALTH SERVICES

#### Student Health Center

1800 Volunteer Boulevard  
(865) 974-3135; [studenthealth.utk.edu](http://studenthealth.utk.edu)

#### Counseling Center

(865) 974-2196; [counselingcenter.utk.edu](http://counselingcenter.utk.edu)

#### Center for Health Education & Wellness

(865) 974-5725; [wellness.utk.edu](http://wellness.utk.edu)



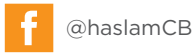
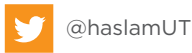




# UNDERGRADUATE PROGRAMS

342 Haslam Business Building  
Knoxville, TN 37996  
(865) 974-5096  
busad@utk.edu

## UNDERGRAD.HASLAM.UTK.EDU



All qualified applicants will receive equal consideration for employment and admissions without regard to race, color, national origin, religion, sex, pregnancy, marital status, sexual orientation, gender identity, age, physical or mental disability, or covered veteran status. Eligibility and other terms and conditions of employment benefits at The University of Tennessee are governed by laws and regulations of the State of Tennessee, and this non-discrimination statement is intended to be consistent with those laws and regulations. In accordance with the requirements of Title VI of the Civil Rights Act of 1964, Title IX of the Education Amendments of 1972, Section 504 of the Rehabilitation Act of 1973, and the Americans with Disabilities Act of 1990, The University of Tennessee affirmatively states that it does not discriminate on the basis of race, sex, or disability in its education programs and activities, and this policy extends to employment by the University. Inquiries and charges of violation of Title VI (race, color, and national origin), Title IX (sex), Section 504 (disability), ADA (disability), Age Discrimination in Employment Act (age), sexual orientation, or veteran status should be directed to the Office of Equity and Diversity (OED), 1840 Melrose Avenue, Knoxville, TN 37996-3560, telephone (865) 974-2498. Requests for accommodation of a disability should be directed to the ADA Coordinator at the Office of Equity and Diversity.