

recruiting Guide

RECRUITING OPPORTUNITIES FOR EMPLOYERS UNDERGRADUATE PROFESSIONAL & CAREER DEVELOPMENT



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why Haslam

WHY RECRUIT HASLAM UNDERGRADUATES?

The Haslam College of Business values **INTEGRITY, INCLUSION, INSIGHT,** and **IMPACT,** and we foster a culture based on **HARD WORK** and building **STRONG CHARACTER**. Haslam's elite faculty apply teaching approaches that mix coursework with teamwork and experiential learning to prepare students to effectively problem-solve in the business world. In addition, students are required to complete four one-credit hour professional development courses. Through this combination, students graduate as well-rounded team players with the necessary skills to handle serious workplace challenges and successfully transition from classroom to boardroom. By recruiting from Haslam, you have immediate access to high-caliber candidates who are ready to make an impact on the business world.

If you are a new employer interested in development opportunities, contact **Megan Flora.** If you have questions about how to connect with undergraduate business students, contact **Megan Butler.**

MEGAN FLORA Employer Development Manager, Haslam College of Business mflora@utk.edu | 865-974-5158 MEGAN BUTLER Employer Development Coordinator, Haslam College of Business mbutler@utk.edu | 865-974-3769

If you want to recruit students outside of the college of business, contact Andrew Hart. If you have questions about campus-wide job fairs or Handshake, contact Katie Wiley.

ANDREW HART Associate Director of Employer Development, Center for Career Development <u>ahart2@utk.edu</u> | 865-974-5435 KATIE WILEY Assistant Director, Center for Career Development kwiley@utk.edu | 865-974-5435

ABOUT THE COLLEGE

AMONG PUBLIC INSTITUTIONS

2025 U.S. NEWS & WORLD REPORT

The Haslam College of Business is the second-largest academic college on campus with **8,000+ STUDENTS.*** Haslam is consistently ranked as a **TOP-40 BUSINESS PROGRAM** by *U.S. News & World Report, Bloomberg BusinessWeek,* and *Poets & Quants.* In addition, Haslam is ranked No. 25 and No. 14 among public institutions by *U.S. News & World Report* (2025) and *Poets & Quants* respectively (2024).



#14 AMONG PUBLIC INSTITUTIONS 2024 POETS & QUANTS

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our Curriculum

HASLAM CURRICULUM

Every Haslam undergraduate student earns a **BACHELOR OF SCIENCE**

IN BUSINESS ADMINISTRATION degree in one of the following majors:

Accounting

Management

• Finance

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- Human Resource Management
- Business Analytics Marketing
- Economics
 - Public Administration
 - Supply Chain Management

Within the 27 hours of their major, students may study two areas of emphasis—their major with a collateral or their major with a concentration. With a collateral, students complete 18 hours in their major and 9 hours in their collateral area.* With a concentration, students complete 15 hours in their major and 12 hours in their concentration area.

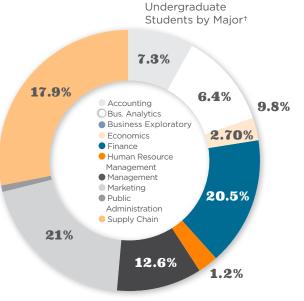
* With the exception of economics and business analytics majors, which complete 21 hours in their major and 6 hours in their collateral area.

† Percentages as of fall 2023.

Haslam offers the following **MASTER'S DEGREE** programs (Contact:

Taylor Ward, Employer Relations Manager, 865-974-5542):

- Haslam MBA (full-time)
- Global Supply Chain
- Professional MBA
- Supply Chain Management Online
- AccountancyBusiness Analytics
- Online MBA
- Management & Human Resources
- Marketing
- Statistics



our Curriculum

2024 MAJORS WITH COLLATERALS AND CONCENTRATIONS

COLLATERALS

CONCENTRATIONS

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MAJORS	ACCOUNTING	ADVANCED FOREIGN LANGUAGE 5	BUSINESS ANALYTICS	ECONOMICS	ENTREPRENEURSHIP	FINANCE	HUMAN RESOURCE MANAGEMENT	INFORMATION MANAGEMENT	INTERNATIONAL BUSINESS ⁶	LEADERSHIP	MARKETING	DPERATIONS ANALYTICS	QUANTITATIVE ECON & MATH	REAL ESTATE	SALES	SUPPLY CHAIN MANAGEMENT	MULTIDISCIPLINARY SUSTAINABILITY	BUSINESS ANALYTICS	HEATH INTEGRATED BUSINESS ⁷	NFORMATION MANAGEMENT	INTERNATIONAL BUSINESS ⁶	MARKETING	SUPPLY CHAIN MANAGEMENT
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ACCOUNTING																							
BUSINESS ANALYTICS																							
ECONOMICS ¹																							
FINANCE																							
HUMAN RESOURCE MANAGEMENT																							
INTERNATIONAL BUSINESS ²																							
MANAGEMENT ³																							
LEADERSHIP & ORGANIZATIONAL EFFECTIVENESS																							
ENTREPRENEURSHIP & EMERGING ENTERPRISES																							
MARKETING ⁴																							
CUSTOMER AND BRAND STRATEGY																							
• DIGITAL AND VISUAL MARKETING																							
• PROFESSIONAL SALES																							
SUPPLY CHAIN MANAGEMENT																							

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

² 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.
³ Students majoring in management will choose one of two major tracks: Leadership and Organizational Effectiveness or Entrepreneurship and Emerging Enterprises. The track students choose will determine eligible collaterals.

⁴ Students majoring in marketing will choose one of three major tracks: Customer and Brand Strategy, Digital and Visual Marketing, Professional Sales. The track students choose will determine eligible collaterals.

⁵ The Advanced Foreign Language collateral may only be chosen by students approved to pursue a secondary major in International Business.

⁶ Students pursuing international business collateral/concentration or major are required to have an international educational experience.

⁷ Only for students admitted to Heath IBEP.

our Students



Name: Shina Adeleke Hometown: Memphis Year: Junior Major: Finance

> student Profile

What are your favorite campus activities?

I enjoy going to football games, basketball games, and the student recreational center. Being a Haslam student also enables me to participate and engage in different clubs, including the International Business Club, UT Entrepreneurship Club, and Business Analytics Society. I also enjoy different networking events at the Student Union.

What do you love most about being a student at Haslam?

Even before classes started, my mom and I were able to meet some of my professors and learn about different opportunities at Haslam. It feels like a family environment, especially the Office of Access and Community Connections—

they've taken me under their wing as a student. I also like the environment and the many different paths you can take as a Haslam student.

What makes Haslam students stand out to employers?

Haslam students are encouraged to take advantage of their opportunities at Haslam early, so by the time they are seniors they will be ahead of other people in their majors. Haslam has many tools to direct students to a successful college career and get a head start in the field they want to be in someday. That's why Haslam students stand out, because they come out experienced and mature, with a great resume at a young age.

What are your future career goals?

I plan to graduate with a bachelor's degree in finance, but I'm also interested in business analytics. I haven't chosen a career path yet, but I do know I want to be a business owner or franchisee. I'm great with computers, which is why I'm interested in business analytics, and I'm talented in several other areas. I will combine all m y talents and interests to be the best I can be. I'm excited to see where I'll be come graduation.

That's why Haslam students stand out, because they come out experienced and mature, with a great resume at a young age.

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our Students

HASLAM UNDERGRADS BY THE NUMBERS*

In-State 54.3% Out-of-State 44.9% International .8%

Internships Completed by Haslam Undergraduates

Accounting 83% Business Analytics 70% Economics 77% Finance 79% Human Resource Management 100% Management 80% Marketing 73% Public Administration 40% Supply Chain Management 81%

Racial Breakdown as of Fall 2023

	RACE	#	%*
American	Indian or Alaska Native	10	0.1%
	Asian	237	2.9%
Bla	ck or African American	177	2.1%
	Hispanic	457	5.5%
Native Haw	aiian or Pacific Islander	4	0.04%
	International	65	0.8%
Native Haw	aiian or Pacific Islander	4	0.06%
	Two or More Races	376	4.6%
	White	6,848	82.9%
	Unknown	89	1.1%

*% enrollment as of fall 2023

Female: 41.2% Male: 58.8%

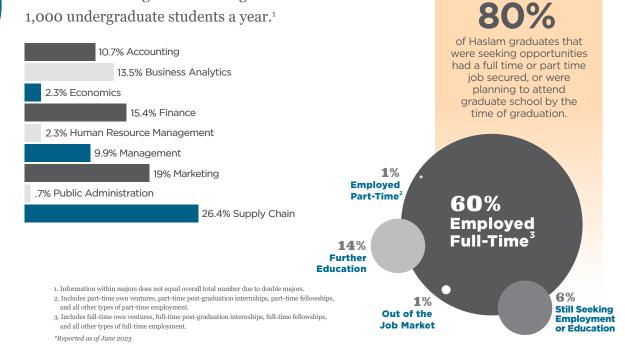
78% of Haslam undergrads completed an internship by graduation.

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Graduatio

FINAL DESTINATION POST-GRADUATION REPORT*

The Haslam College of Business graduates more than 1,000 undergraduate students a year.¹



Contact Megan Butler if you are interested in seeing individual reports that include salary information, top employers, top destinations, and internship information for each major. mbutler@utk.edu | 865-974-3769

ВАСК ТО Menu

post-Graduation

AVERAGE SALARY FOR HASLAM UNDERGRADUATES

Accounting: **\$62,515** Business Analytics: **\$66,068** Economics: **\$60,500** Finance: **\$65,793** Human Resource Management: **\$61,519** Management: **\$57,785** Marketing: **\$52,782** Public Administration: **\$54,600** Supply Chain Management: **\$63,216**



TOP HIRING EMPLOYERS

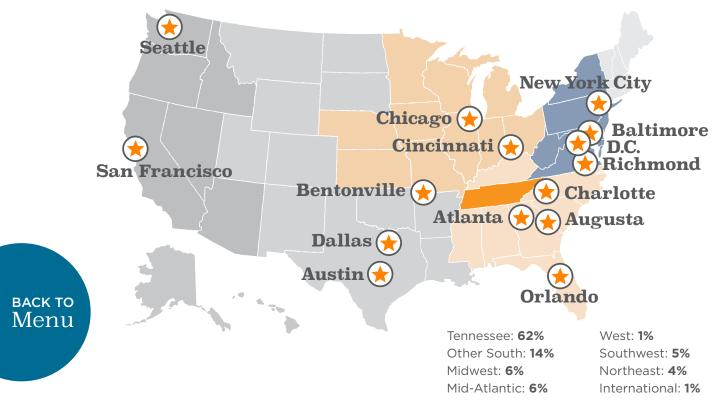
Axle Logistics HCA Healthcare PepsiCo/Frito Lay, Inc **Insight Global** 21st Mortgage Corporation **International Paper Dell Technologies** Oracle Amazon.com, Inc. **RHM Staffing Solutions Techtronic Industries (TTI)** WestRock Company J.B. Hunt Transport, Inc. ADP AIG **The Pilot Company Alliance Bernstein Bank of America Clayton Homes** Cintas **JPMorgan Chase & Co** Deloitte **Total Quality Logistics** Leidos Caterpillar **Mars Petcare** EY **Morgan Stanley**

Contact Megan Butler if you are interested in seeing individual reports that include salary information, top employers, top destinations, and internship information for each major. <u>mbutler@utk.edu</u> | 865-974-3769

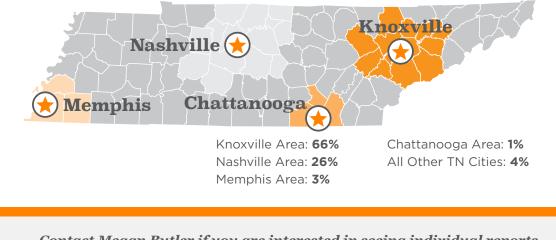
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post-Graduation

TOP DESTINATION CITIES FOR GRADUATES BY CITY AND REGION



TOP IN-STATE DESTINATIONS



Contact Megan Butler if you are interested in seeing individual reports that include salary information, top employers, top destinations, and internship information for each major. <u>mbutler@utk.edu</u> | 865-974-3769

recruiter Tips

In order to be as successful as possible while recruiting undergraduate talent from the Haslam College of Business, we recommend that employers follow these simple tips:

- **Connect Early & Often** Employers who have the most success with recruiting strong candidates connect with students early (during the freshmen/sophomore year), connect multiple times each year, and do so in various settings (i.e., not only at career fairs). We can team with you to find the strategy that works best for the unique needs of your company.
- **Reach Out to Our Team** When you are ready to connect with students who are the best fit for your company and corresponding job and internship opportunities, the Haslam Professional and Career Development team is here to help. Prior to the fall and spring semester, contact us to discuss upcoming events and registration deadlines as well as to make any necessary tweaks to your recruiting plan for the upcoming year.
- Use Handshake Handshake is UT's online job and internship board. If you do not currently have an account, you can create one at <u>career.utk.edu/handshake</u>. If you already have an account, be sure to update your company and contact information every semester. We use Handshake to communicate with employers about upcoming events and deadlines.
- **Increase Brand Recognition** Many employers struggle with brand recognition when students are not familiar with their company name. To ensure students become more aware of your company and the opportunities you have to offer, we can provide several strategies that can help you solve this challenge.



Interested in making plans or want to talk more? Contact MEGAN BUTLER at mbutler@utk.edu or 865-974-3769

- Register For Events Registration for many of our programs and events such as Employer of the Day open prior to or early in the semester. If you are interested in participating, contact us as soon as possible because these events are open to employers on a first-come, first-served basis.
- **Prepare Recruiters** Be strategic when selecting the recruiters you send to campus to interact with our students. Haslam students enjoy connecting with alumni, in particular, and resonate with recruiters who are enthusiastic, engaging, and passionate about their company. Remember, students are sizing up your organization just as much as you are assessing them, so make sure your company is well represented and makes a strong first impression with our students.

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offer Guidelines

HASLAM OFFER GUIDELINES

The Haslam College of Business expects employers to abide by the National Association of Colleges and Employers (NACE) **Principles for Professional Practice** and all applicable federal, state, and local rules and regulations in their hiring processes. In addition, in an effort to create consistency across companies that recruit at Haslam as well as to support undergraduate students in making informed employment decisions, we implemented the following offer guidelines to designate the appropriate amount of time that students should have when considering offers before being asked to make their final decision:

FOR FULL-TIME OR INTERNSHIP OFFERS RESULTING FROM ON-CAMPUS RECRUITING

 FALL: November 1st or two weeks after written offer is made (whichever is later)
 SPRING: April 1st or two weeks after written offer is made (whichever is later) FOR FULL-TIME OFFERS RESULTING FROM INTERNSHIPS/CO-OPS/ SUMMER PROGRAMS

FALL: October 15th or two weeks after written offer is made (whichever is later) SPRING: February 15th or two weeks after written offer is made (whichever is later)

EXPLODING OFFERS

Employers should avoid putting undue pressure on a student to accept a job or internship offer. Anything under two weeks is considered an exploding offer and does not give the student adequate time for careful consideration. While incentives can be provided to entice students to make an earlier decision, the base offer (salary and signing bonus) must remain open until the dates in the above policies.

RESCINDING OFFERS

Should an organization, under an extreme circumstance, need to revoke an offer to a student, we encourage employers to follow the recommended steps to mitigate the consequences as outlined in the NACE statement on **Rescinded and Deferred Employment Offers.**

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employer Profile

What has been your experience with recruiting Haslam students?

So fun! When AllianceBernstein moved to the south in 2018, UT immediately become one of our most prominent partners. We have a very special connection with faculty and students. UT students bring a different charm. They are prepared, professional and one of a kind. It is a pleasure being able to recruit their students.

What are your favorite campus recruiting events to attend?

I am a huge fan of Employer of the Day! We have been participating in this event since the beginning. It is an intentional way for us to meet students who are interested in the finance industry and a great way [for students] to get face time with an actual recruiter. I enjoy meeting students, hearing their stories and helping them find the best opportunity within AllianceBernstein.

If you could share one piece of advice with employers who are just beginning to recruit on campus, what would it be?

Never give up. Expand your reach to all different majors and colleges. Build relationships with the career coaches and partner every chance you get with career services. When we started recruiting on campus in 2018, students would ask us, "What is A over B squared?" (referring to our logo), and I remember looking at my colleague and saying, "We will never get there." Looking to five years later, we attend almost every event that the university offers and also speak to the Torch Fund, have a seat on the Advisory Council and ultimately get to do a lot of cool things.

What else would you tell other employers?

Find what makes you unique and use it to further your brand on campus. Once you say something that separates you from the rest, that is what students remember. Be memorable. Get into classrooms, do an information session, partake in a student club event. The only additional thing I can say is to always stay consistent.



Name: Regan Bragg Company: AllianceBernstein Title: Assistant Vice President, Talent Acquisition Partner Major: Bachelor of Science in Business Management and HR

Alma Mater:

Jacksonville State University 2015

Haslam students quickly became my benchmark by which I measure other students.

Haslam Employer Recruiting Guide

MAIN CHANNELS FOR RECRUITING HASLAM UNDERGRADUATE TALENT

We offer a variety of options for engaging with our undergraduate student population. In the following pages you'll find general access points (directly below), career fair opportunities, and class and student organization presentation opportunities. Each page has a button that will link you to our Employer Development Manager, who will facilitate your recruitment plan, and address any questions you may have.

- Handshake Handshake is UT's online job and internship board where employers can post internship and job opportunities for free. You also can search student resumes, post events, and request on-campus interview dates through the system. The <u>account</u> registration process is quick and easy. Scroll down and click "Handshake Employer Portal." Once you submit your registration, please allow three to five business days for approval. For Handshake-related questions, contact Katie Wiley (kwiley@utk.edu), Assistant Director, UT Center for Career Development.
- Internships Internships provide students with valuable work experience where they can incorporate classroom learning into a business setting. They also give students real world experience in their targeted professional field, and provide a chance for them to network in that field. Taking on interns also gives you the opportunity to evaluate potential employee prospects and groom talent to your organization's culture. If you have internship opportunities, we encourage you to post those on Handshake. If you are interested in starting an internship program at your company, contact Megan Butler for additional resources and assistance in the process. Haslam abides by the NACE practices and policies regarding internships as well as their guidelines for internships.
- **Micro-Internships** The UT Center for Career Development recently connected with Parker Dewey, a company that coordinates micro-internships or projects at a company that are typically between 5-40 hours. If you are interested in connecting with students in this new way and finding additional talent to bring in to your company, click **here** for more information and to create your account.
- **Employer of the Day** Employer of the Day (EOD) is a casual tabling opportunity offered to employers during the fall and spring semesters. This is a great way to connect with business students and build your brand on campus. You may bring company flyers, giveaways, promotional information, food, etc. to share with students. If you are interested, be sure to register early as spots are limited and assigned on a first come, first served basis. Registration typically opens in July for the upcoming fall semester, and November for the upcoming spring semester. Contact <u>Megan Butler</u> for the online registration link.

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On-Campus Interviews Employers can easily reserve space for conducting on-campus interviews by logging into Handshake. Once you log in, select "Home" on the left side and then select "Request an Interview." This will walk you through the process. It is free to reserve a room, and all on-campus interviews are coordinated through the UT Center for Career Development. For questions, contact Miciah Burns (mburns26@utk.edu, 865-974-5435), Employer Relations Assistant, UT Center for Career Development.

CAREER FAIRS

Career Fairs are for organizations seeking students/alumni for full-time positions and internships. Registration and cost information can be found on <u>Handshake</u>. Any questions should be directed to **Megan Butler** at <u>mbutler@utk.edu</u>.

• Haslam Prepared Career Fair

Dates: This fair falls in September and February The Haslam Prepared Career Fair is for sophomore and junior business students who are enrolled in the Haslam professional development courses, and students are required to attend in order to practice their networking skills. Employers will interact with students just like they would at a typical career fair, but they will also be asked to provide feedback to students during their conversations. Additionally, the fair does serve as a recruiting event and a great way for employers to connect with early business talent for internship and/or job opportunities.

Fall Job & Internship Fair Week Dates: September

The fall fairs are typically divided into three separate days, Engineering & STEM, Supply Chain, and Business/Government/Retail. All of the fairs are open to all UT students (all years and all majors) and serve as an opportunity for companies to recruit for full time and internship opportunities. For registration and cost information, login to <u>Handshake</u>.

• Spring Job & Internship Fair

Dates: February

The Spring Job and Internship Fair is a great way for companies to connect with students for both internship and full-time hiring opportunities. The fair is open to all UT majors and degree levels and is ideal for organizations to recruit recent and upcoming graduates. For registration and cost information, login to Handshake.

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recruiter Access

Ready to Make Your Plan? CLICK HERE

CLASS & STUDENT ORGANIZATION PRESENTATIONS

As part of the Haslam Prepared series, all business students are required to complete four career/professional development courses during their time at UT. Two of these courses, BUAD 300 and BUAD 405, incorporate employer speakers into the classes, so we often need employer volunteers to present to students on various topics. Those topics and courses are outlined below along with additional opportunities for you to interact with students.

- **BUAD 300: Case Studies** This class is designed for junior business students. During the semester, students work on a problem-based learning/case study project where they create solutions for a real world problem a company is facing and then present those solutions at the end of the semester. We look for employer presenters to help introduce the case study prompts to each class section as well as help critique the final presentations at the conclusion of the semester. You are welcome to present your own, company-specific case study, or our professional development coordinator can provide a case study for you to present.
- BUAD 405: Impact: Becoming a Leader Who Makes a Positive Difference This is the fourth and final course in the career/professional development series and is designed for our senior business students. The course focuses on enhancing community engagement and utilizing strengths and skills outside the workplace for the betterment of others. Students participate in community service and reflection, explore ways of utilizing their skills to be civically engaged, and practice servant leadership with the goal of having a positive impact on the world after they graduate. The course also looks at various businesses and how those companies engage within the community and support their employees with opportunities to do the same. We look for employers to present to this class from companies that are involved in community. Each presenter will talk about the community service values and initiatives of their company and also answer questions from students. If your company is a good fit for this topic, contact <u>Megan Butler</u>.

- Student Organization Presentations Another avenue for engaging with business students is speaking to one of Haslam's student organizations. The employers who have the most success are those who speak about an industry or career-related topic, rather than just sharing a standard company pitch that students would hear at an information session. Students enjoy learning about the real world and what it truly means to work in a certain industry, how to transition to the professional world, how to stand out in an interview, etc. Bringing food is also always an added bonus for students.
- **Peer Consultant Training** Haslam peer consultants are undergraduate junior and senior business majors who have demonstrated outstanding interpersonal skills along with a willingness to learn in their classes and extracurriculars. They are trained to assist other students with communication skills and critical thinking, and hold more than 4,000 one-on-one meetings with Haslam students each year as well as assist with workshops and professional development events. We invite employers to come to campus and present to our consultants on topics such as workplace communication, writing skills, coaching, and working with peers. If this is one of your specialties, we are happy to discuss presentation options.

ADDITIONAL WAYS TO CONNECT

- Office Hours/Drop-In Hours Employers may reserve small team rooms or conference rooms in the Haslam Business Building to host these informal events. Students can stop to speak with you about full-time and internship opportunities, your office/workplace culture, etc., giving you openings to follow up with them after career fairs or other occasions. Book a space through Megan Butler at mbutler@utk.edu.
- Employer Panels, Resume Reviews, and Practice Interviews The UT Center for Career Development works closely with the Haslam Professional & Career Development team to offer additional ways for employers to engage with students on campus, including employer panels, boutique career fairs, workshops, Vol Treks (company site visits with students), office hours, meet and greets, resume critiques, practice interviews, and more. Our two career consultants (Brett Benigno at brett@utk.edu), Courtney Pelzer at cpelzer@utk.edu) work specifically with Haslam students. They can help you connect with specific departments and market your events through Handshake and college-wide newsletters.

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- **Staff Site Visits** Our team is always looking for opportunities to connect with employers at their locations. Our team comes to your office to not only learn more about your company and your job/internship opportunities, but also to discuss ways we can better partner to help accomplish your recruiting goals.
- **Business Communication Studio** Employers can schedule time in this Haslam Business Building amenity to meet with students in small group settings to speak on various professional and career-related topics such as resume writing, interview skills, non-verbal communication, intercultural communication, etc. If this is one of your specialties, we are happy to discuss presentation options.
- Diverse Talent The Haslam Office of Diversity and Community Relations works with our student organizations and employers who want to connect with and recruit diverse talent. To learn more, contact Nayasha Farrior at <u>nfarrior@utk.edu</u>, assistant director for academic support and partnerships. If you would like to discuss strategies for improving your diversity hiring practices, contact <u>Megan Butler.</u>
- Haslam Career Weekly All business students receive this newsletter. Contact
 <u>Megan Butler</u> to receive the link to submit your content.
- **Community Service** If your company hosts public community service events, why not include those in Haslam Career Weekly or post them on Handshake and invite students to attend? Such unique events offer a more casual setting for networking opportunities with students.

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our Calendars

RECRUITING CALENDAR

Fall 2024	
Part Time Job Fair	August 27, 2024
Meet the Firms	September 3, 2024
Haslam Prepared Career Fair	September 10, 2024
Eall Caroor Eair	Week

Fall Career Fair Week

Engineering and STEM Fair	September 16, 2024
Supply Chain Management Fair	September 17, 2024
Business/Government/Retail Fair	September 18, 2024

Spring 2025

Meet The Firms	February 5, 2025
Haslam Prepared Career Fair	February 12, 2025
Spring Job & Internship Fair Week	TBD
Summer Experiences Fair	TBD

ACADEMIC CALENDAR

Fall 2024	
Classes Begin	August 19 2024
Labor Day	September 2, 2024
Fall Break	October 7-8, 2024
Election Day	November 5, 2024
No Class Day	November 22, 2024
Thanksgiving Holiday	November 27-29, 2024
Classes End	December 3, 2024
Exams	December 5-11, 2024
Commencement Ceremony	TBD

Winter Mini-Term 2025

Classes Denin	1
Classes Begin	January 6, 2025
Classes End	January 17, 2025
Spring 2025	
Classes Begin	January 21 2025
Spring Break	March 17-21, 2025
No Class Day	March 28, 2025
Spring Recess	April 17-18 2025
Classes End	May 7, 2025
Exams	May 9–15, 2025
University and College Commencement	TBD

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Haslam Employer Recruiting Guide



OUR TEAM & MISSION

Thank you for your interest in recruiting Haslam College of Business undergraduate students! Whether you are a new employer looking to connect with Haslam for the first time, or you are a more seasoned employer looking to update or refresh your recruiting strategy, connect with us today to get the process started. Our **Undergraduate**

Professional & Career Development

Team is ready to help you connect with world-class talent and to make your campus recruiting experience as easy and effective as possible.



