COLLEGE OF BUSINESS ADMINISTRATION

In 1914, Theodore W. Glocker founded the “School of Commerce”—known today as the College of Business Administration—with classes focused on money, banking, and corporate finance. One hundred years later, the College of Business Administration offers nine undergraduate majors, opportunities in entrepreneurship, analytics, management, and numerous other areas where new knowledge could make a bottom-line impact. Today, the college is stronger than at any other time in history, and it continues to trend upward. The undergraduate program is ranked #27 among public institutions by the 2013 U.S. News & World Report.

To learn more about the College of Business Administration, visit http://bus.utk.edu.

ACADEMIC ADVISING

UNDERGRADUATE PROGRAMS

Academic advising is an integral part of each student’s university experience. Our centralized advising delivery allows students to choose an academic advisor with whom they can continue to consult throughout their academic career. During advising sessions every semester, students and advisors work together to develop and evaluate the students’ academic plans that will help them reach their educational goals. Once students enter their major, academic advising is supplemented with career and professional advising from faculty members in their major department.

To schedule academic advising appointments, visit http://undergrad.bus.utk.edu.

FRESHMAN ADMISSION

Freshmen are admitted directly to the College of Business Administration at the point of admission into the University of Tennessee. Admission 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 College of Business Administration must maintain a minimum 2.50 cumulative GPA and earn a grade of C or better in the following tracking courses (or honors equivalents) prior to the completion of 75 hours:

- Math 123-125 or 141-142 (6 or 8 hours)
- Oral Communication (3 hours from Communication Studies 210 or 240)
- Written Communication (3 hours from English 255 or 295)
- Accounting 200 (3 hours)
- Economics 201 (4 hours)
- Management 201 (3 hours)
- Statistics 201 (3 hours)

INTERNAL AND EXTERNAL TRANSFER ADMISSION

Students who are not directly admitted to the College of Business Administration 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.
UNDERGRADUATE CURRICULUM STRUCTURE

FIRST YEAR
(between 0 and 29.9 hours)

GENERAL EDUCATION
(59 hours)

SECOND YEAR
(between 30 and 59.9 hours)

PRE-BUSINESS CORE
(15 hours)

THIRD YEAR
(between 60 and 89.9 hours)

BUSINESS CORE
(22 hours)

FOURTH YEAR
(90 hours or more)

MAJOR
(24 hours)

BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION
(120 hours)
**GENERAL EDUCATION** (59 hours)

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

<table>
<thead>
<tr>
<th>BUILDING BASIC SKILLS</th>
<th>DEVELOPING BROADENED PERSPECTIVES</th>
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</thead>
<tbody>
<tr>
<td>(21-23 hours)</td>
<td>(25-27 hours)</td>
</tr>
<tr>
<td><strong>WRITTEN COMMUNICATION</strong></td>
<td><strong>NATURAL SCIENCES</strong></td>
</tr>
<tr>
<td>9 hours</td>
<td>6-8 hours</td>
</tr>
<tr>
<td><strong>ORAL COMMUNICATION</strong></td>
<td><strong>ARTS AND HUMANITIES</strong></td>
</tr>
<tr>
<td>3 hours</td>
<td>6 hours</td>
</tr>
<tr>
<td><strong>QUANTITATIVE REASONING</strong></td>
<td><strong>SOCIAL SCIENCES</strong></td>
</tr>
<tr>
<td>6 or 8 hours</td>
<td>3 hours plus Economics 201 (4 hours)</td>
</tr>
<tr>
<td><strong>ETHICS</strong>*</td>
<td><strong>CULTURES AND CIVILIZATIONS</strong></td>
</tr>
<tr>
<td>3 hours</td>
<td>Foreign language requirement</td>
</tr>
<tr>
<td><em>The Ethics requirement is specific to the College of Business Administration.</em></td>
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</table>

**NON-BUSINESS ELECTIVES** (elective hours vary depending on your major)

**PRE-BUSINESS CORE** (15 hours)

Students will take pre-business core courses during the second year. The pre-business core provides students with the fundamentals of business education—introducing the tools, the environment, and the functions of contemporary business practices. The pre-business core courses will also give students the opportunity to explore the functional areas of business, the integrated disciplines, and career opportunities.

**SECOND YEAR**

<table>
<thead>
<tr>
<th>FIRST SEMESTER</th>
<th>SECOND SEMESTER</th>
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<tbody>
<tr>
<td><strong>ACCOUNTING 200</strong> (3 hours)</td>
<td><strong>MANAGEMENT 201</strong> (3 hours)</td>
</tr>
<tr>
<td><strong>ECONOMICS 201</strong>* (4 hours)</td>
<td><strong>STATISTICS 201</strong> (3 hours)</td>
</tr>
<tr>
<td><strong>BUSINESS ADMINISTRATION 242</strong>* (2 hours)</td>
<td>**** Business majors only</td>
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</tbody>
</table>

* also counts as part of the General Education Social Science Requirement
**BUSINESS CORE (22 hours)**

Building on the pre-business core foundation, the business core consists of integrated contemporary business management modules, discipline-specific courses, and coursework on global and legal issues. As business management perspectives change, the topics in the business core will, by design, adapt.

<table>
<thead>
<tr>
<th>FIRST SEMESTER</th>
<th>SECOND SEMESTER</th>
<th>FIRST SEMESTER</th>
<th>SECOND SEMESTER</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>BUAD 331</strong></td>
<td><strong>BUAD 361</strong></td>
<td><strong>BUAD 353</strong></td>
<td><strong>MANAGEMENT 402</strong></td>
</tr>
<tr>
<td>(2 hours)</td>
<td>(3 hours)</td>
<td>(3 hours)</td>
<td>(3 hours)</td>
</tr>
<tr>
<td>CBM I: SUPPLY CHAIN MANAGEMENT</td>
<td>THE FIRM IN A GLOBAL CONTEXT</td>
<td>CBM III: INTEGRATED PROCESS MANAGEMENT</td>
<td>INTERNATIONAL BUSINESS STRATEGY</td>
</tr>
<tr>
<td><strong>BUAD 332</strong></td>
<td><strong>BUSINESS LAW 301</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(2 hours)</td>
<td>(2 hours)</td>
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<tr>
<td>CBM I: DEMAND MANAGEMENT</td>
<td>LEGAL ENVIRONMENT OF BUSINESS</td>
<td></td>
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<tr>
<td><strong>BUAD 341</strong></td>
<td><strong>BUAD 341</strong></td>
<td></td>
<td></td>
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<tr>
<td>(2 hours)</td>
<td>(2 hours)</td>
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<tr>
<td>CBM II: LEAN OPERATIONS MANAGEMENT</td>
<td>CBM II: LEAN OPERATIONS MANAGEMENT</td>
<td></td>
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<tr>
<td><strong>BUAD 342</strong></td>
<td><strong>BUAD 342</strong></td>
<td></td>
<td></td>
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<tr>
<td>(2 hours)</td>
<td>(2 hours)</td>
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<tr>
<td>CBM II: INFORMATION MANAGEMENT</td>
<td>CBM II: INFORMATION MANAGEMENT</td>
<td></td>
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<tr>
<td><strong>FINANCE 301</strong></td>
<td><strong>FINANCE 301</strong></td>
<td></td>
<td></td>
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<tr>
<td>(3 hours)</td>
<td>(3 hours)</td>
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<td></td>
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<tr>
<td>FINANCIAL MANAGEMENT</td>
<td>FINANCIAL MANAGEMENT</td>
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</tbody>
</table>

Develop your entrepreneurial skills with...

**THE MARKETPLACE, IN CONTEMPORARY BUSINESS MODULE III**

a state-of-the-art business simulator
designed by University of Tennessee Marketing professor Ernest R. Cadotte, Ph.D.

- hands-on learning tool originally designed for this university’s MBA program, utilized in executive education, and now an integral piece of every undergraduate student’s educational experience
- students start their own virtual firm, build the organization, experiment with business strategies, and manage their company through several business cycles
MAJOR (24 hours)

The College of Business Administration’s nine majors:

ACCOUNTING  
BUSINESS ANALYTICS  
ECONOMICS  
FINANCE  
HUMAN RESOURCE MANAGEMENT  
MANAGEMENT  
MARKETING  
PUBLIC ADMINISTRATION  
SUPPLY CHAIN MANAGEMENT

Majors in the College of Business Administration are comprised of two areas of emphasis. Students choose a primary emphasis (one of the nine majors) and then add either a collateral (9 hours) or a dual concentration (12 hours each). Eight of these nine majors can be combined with various collaterals or concentrations (see chart on the next page). Depending on the major, exceptions to the distribution of hours between the major and collateral or dual concentration may apply.

CHOOSING A MAJOR

Some students come to college knowing exactly what they want to major in, others are still trying to decide, and some might change their major once admitted. There are many resources at the university to help students learn more about majors offered in the college, as well as in other colleges. Here are some resources to learn more about the majors offered in the College of Business Administration and at the University of Tennessee.

WHAT CAN I DO WITH THIS MAJOR?  
http://whatcanidowiththismajor.com/major/

UT MAJOR GUIDES  
http://www.utk.edu/advising/

CAREER SERVICES

Career Services is the first stop for all things career-related. Providing career counseling, career exploration classes, interest and personality assessments, and resources to help students choose a major and career, Career Services offers students many opportunities for personal and professional development.

The College of Business Administration strongly encourages all students to register with HIRE-A-VOL to gain access to job postings—part-time, internship, and full-time positions—as well as updates about workshops, job fairs, and employer visits.

Students majoring in the College of Business Administration have access to two career consultants dedicated to helping business students clarify their career interests and options, hone their job search skills, and ask individual career-related questions.

For more information about Career Services, please visit their website at http://career.utk.edu.
### MAJORS

<table>
<thead>
<tr>
<th>MAJORS</th>
<th>COLLATERALS 9 hours</th>
<th>DUAL CONCENTRATIONS 12 hours</th>
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<tbody>
<tr>
<td>ACCOUNTING</td>
<td></td>
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<tr>
<td>BUSINESS ANALYTICS</td>
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<td></td>
</tr>
<tr>
<td>ECONOMICS ¹</td>
<td></td>
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<tr>
<td>FINANCE</td>
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<tr>
<td>HUMAN RESOURCE MANAGEMENT</td>
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<tr>
<td>MANAGEMENT</td>
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<td>MARKETING</td>
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<tr>
<td>PUBLIC ADMINISTRATION ²</td>
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<tr>
<td>SUPPLY CHAIN MANAGEMENT</td>
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</table>

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

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

3. Students pursuing international business are required to have an international educational experience.
FIRST-YEAR EXPERIENCE

BUSINESS ADMINISTRATION 100

BUAD 100 is a one-hour seminar designed to help first-year students gain knowledge and experiences that will enhance the transition to the University of Tennessee, provide opportunities to explore academic and career options, and develop strategies for success in college and in life beyond college.

LIVING LEARNING COMMUNITIES

Students who participate in a living learning community are assigned to the same residence hall and are co-enrolled in two or more academic courses throughout the academic year. The College of Business Administration sponsors two living learning communities for first-year students.

Entrepreneurship LLC is open to any first-year student at UT. The community provides an opportunity to learn and interact with other students who are interested in someday starting their own business.

Venture LLC is open to all first-year students in the College of Business Administration. Venture students enroll in common courses throughout the academic year and have unique opportunities to build teamwork skills, interact with business faculty and executives, and connect to the college community.

GLOBAL LEADERSHIP SCHOLARS

Global Leadership Scholars (GLS), the college’s honors program, 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, students work with honors faculty to develop the skills necessary to become future international business leaders. Students in the program pick one of the eight majors in the college with a dual concentration in international business.

Applications are accepted from first-year students in their second semester, starting around February 1. Applications are available at http://undergrad.bus.utk.edu/opportunities/gls.asp.

For additional information, contact GLS at gls@utk.edu.

STUDY ABROAD

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

Every year, hundreds of students venture out to study in another country—as close as Mexico or as far as China. Many program and scholarship opportunities exist for our students. Coursework in the international business collateral or dual concentration may be completed through a study abroad program.

Learn more at http://undergrad.bus.utk.edu or through the Programs Abroad division of the Center for International Education at http://studyabroad.utk.edu.
**PROFESSIONAL DEVELOPMENT CERTIFICATION PROGRAM**

The Professional Development Certification Program is a joint initiative sponsored by the College of Business Administration and Career Services and is targeted at second-year students. Students participating in the program will complete a series of activities aimed at clarifying career goals and improving preparedness for acquiring internships and entering the workforce upon graduation.

Students have a year to complete program requirements, such as participating in résumé critiques and mock interviews, attending a job fair, and researching companies and careers of interest. Upon completion of all required tasks, students are awarded a certification, which they can note on their résumés.

For additional information, contact us at pdc@utk.edu or visit our website at [http://undergrad.bus.utk.edu/opportunities/certification.asp](http://undergrad.bus.utk.edu/opportunities/certification.asp).

**SCHOLARSHIPS**

A limited number of scholarships are available for highly qualified students. Selection criteria considered for scholarships include academic merit, financial need, and leadership. Three types of scholarships are available: college-wide scholarships to majors in the College of Business Administration; departmental scholarships; and study-abroad scholarships to help defray travel expenses.

For more information, including application deadlines, visit our website at [http://undergrad.bus.utk.edu](http://undergrad.bus.utk.edu).

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**STUDENT ORGANIZATIONS AND LEADERSHIP OPPORTUNITIES**

The College of Business Administration offers a variety of programs and experiences that promote the personal and professional growth of students. By creating opportunities to expand the educational experience beyond the classroom and to serve the college and university communities, we strive to develop future leaders and global citizens.

Learn more about these opportunities at [http://undergrad.bus.utk.edu](http://undergrad.bus.utk.edu).

- Alpha Kappa Psi
- American Marketing Association Student Chapter
- BUAD 100 Peer Mentors
- Beta Alpha Psi
- Beta Gamma Sigma
- Business Analytics Society at The University of Tennessee
- CBA Ambassadors
- Collegiate Entrepreneurs Organization
- Council of Supply Chain Management Professionals
- Dean’s Student Advisory Council
- Delta Sigma Pi
- Diverse Organization of Business Students
- Economics Club
- Financial Management Association
- Future Business Leaders of America
- Information Management Society
- International Business Club
- Management Society at The University of Tennessee
- National Association of Black Accountants
- Omicron Delta Epsilon
- Society for Human Resource Management
- UT Investment Group
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, national origin), Title IX (sex), Section 504 (disability), ADA (disability), Age Discrimination in Employment Act (age), sexual orientation, or veteran status should be directed to the Office of Equity and Diversity (OED), 1840 Melrose Avenue, Knoxville, TN 37996-3560, telephone (865) 974-2498 (V/TTY available) or 974-2440. Requests for accommodation of a disability should be directed to the ADA Coordinator at the Office of Equity and Diversity. E01-1415-008-14.