Monique W. Anderson, Director, Center for Business Research and Technology

The UTK College of Business Administration is widely recognized for its leadership role in implementing some of the most innovative and exciting curriculum changes occurring during the last forty years of management education. Recently, the College has been recognized for its rising stock among the nation's business schools, as Business Week's Guide to Business Schools named UTK as a "Best Buy" among all business schools, and cited the College for carving out a niche in Total Quality Management. As of Fall, 1996, the College was ranked number one program in the nation for executive programs. At the graduate level, the College was ranked the number one program in the nation in Total Quality Management and the College of Business Administration was one of the first three in the nation to be accredited at all possible degree levels. The College's logistics and transportation programs was ranked number one program in the nation in Fall 1996.

The College also has a national leader in bringing the concepts of industrial statistics and total quality management methods into the classroom. Many major American firms, including General Motors, Ford, Campbell's Soup, Procter and Gamble, and the Harris Corporation, rely on the College and the Management Development Center for specialization training in these areas. Eighty-five percent of the top Fortune 500 firms have sent employees to the UTK College of Business Administration for specialized and managerial training.

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The College maintains a Student Advising Center staffed with full-time academic advisors to assist students with their programs. The Undergraduate Advising Center is located in McGhee 52. Advisors serve students by answering questions concerning majors, curriculum, and add-drop options. The objective of the Advising Center is to provide students with needed academic information. After being admitted to a major (junior and senior years), students will confer with a faculty advisor regarding career goals and opportunities.

C. Wrenn Neel, Dean
David W. Schuman, Associate Dean for Research and Technology
Jan R. Williams, Associate Dean for Academic Affairs
Gerry N. Dubr, Interim Associate Dean for Graduate Business Programs
William F. Fox, Director, Center for Business Research and Technology
John E. Riblett, Director, Management Development Center
Timothy W. Anderson, Director, Undergraduate Business Programs

THE CURRICULUM The College of Business Administration undergraduate curriculum consists of general education courses, a business "core," and an area specialization. Building on a firm foundation in written and oral communications, mathematical and statistical methods, an appreciation of the humanities and the arts, and an understanding of the methodology and accomplishments of the social, behavioral, and natural sciences, the business core seeks to expose students to the realms of financial and managerial accounting, micro and macro economics, and the functional fields of business. In addition, an international dimension is included in the curriculum to prepare students for the world of international business.

In the first two years, students take the courses to meet the general education requirements of the curriculum. In their junior and senior years, students complete courses from the business core requirements and their major. A Bachelor of Science degree is offered in the following nine majors: accounting, economics, finance, general business, logistics and transportation, management, marketing, public administration, and statistics. These majors and related career opportunities are discussed later in this section of the catalog.

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PROGRESSION STANDARDS

Admission to the College of Business Administration does not guarantee acceptance in the chosen major. Students who enter the College of Business Administration as freshmen or sophomores must apply for a major in the major after attempting 40 hours. The academic record presented for admission will be assessed by the Undergraduate Business Program staff. The following minimum requirements must have been met in order to be considered for admission to the major:

1. The student must have completed a business curriculum.
2. The student must have earned a minimum 2.75 cumulative average (3.0 for accounting), meet the course-specifically required in the lower-division of their curriculum, excluding electives.

Transfer Students From Other UK Programs

Business students in other colleges at UT Knoxville should apply for progression to the College of Business Administration at the earliest possible date—not later than the completion of 75 hours. Only in exceptional cases will application be considered after 75 hours of coursework (at UK or elsewhere) have been attempted. The following minimum requirements must have been met in order to be considered for progression to the major:

1. The student must have earned a minimum 2.75 average, cumulative, over the courses specifically required in the lower-division of the curriculum (3.0 for an accounting major), excluding electives.
2. The overall record will be evaluated for quality and seriousness of purpose. An excessive number of withdrawals, reenrollments, repeated courses, or failures may result in denial of progression.
3. Progression standards are subject to change; current standards are available in the Undergraduate Advising Center, Glocker 52.

TRANSFER STUDENTS FROM OTHER INSTITUTIONS

The following minimum requirements must be met in order to be considered for admission to the College of Business Administration:

OUT-OF-STATE community college or four-year institution:
The student must have completed a cumulative GPA of 3.0 or higher. If this standard is not met, the student shall be denied admission to the College.

IN-STATE community college or four-year institution:
The student must have a cumulative GPA of 3.75 or higher. If this standard is not met, the student shall be denied admission to the College.

It is also required that the student must have an acceptable ACT or SAT score.

The overall record will be evaluated for quality and seriousness of purpose. An excessive number of withdrawals, reenrollments, repeated courses, or failures may result in denial of progression.

3. Progression standards are subject to change; current standards are available in the Undergraduate Advising Center, Glocker 52.

RESIDENCY REQUIREMENT

Students transferring from other institutions must complete at least 9 credit hours in their major at UT Knoxville.

APPEALS

The College has established a Progression Appeals Committee to which those students who have been denied progression may appeal. Information on the appeals process may be obtained by calling the Undergraduate Advising Center, 745-5056, or contacting an advisor in office.

COUSE LOAD

The normal course load for a semester is 15-18 hours. In unusual circumstances, permission to take a course load in excess of this maximum may be given by the Director of the Undergraduate Advising Center in Business Administration.

SATISFACTORY/NO CREDIT

A maximum of 20 credit hours of satisfactory/ no credit (S/NC) may be used toward degree requirements for a Bachelor of Science in Business Administration. Such credit hours may be used to meet only the requirements identified in the curriculum as "electives," plus any business courses specifically designated as being available for S/NC grading.

BUSINESS MINOR FOR NON-BUSINESS STUDENTS

Students pursuing majors in colleges other than the College of Business Administration and who wish to obtain a minor in Business Administration must successfully complete the following requirements:

Accounting 201-202, Economics 201, Statistics 201, Management 301, Marketing 301, and one additional 300 level or above business elective.

All upper division (300 level or above) course work must be taken at UT, Knoxville. Students are responsible for meeting listed prerequisites of any upper division courses taken.

Math 125 or 141 is a prerequisite to Statistics 201. Engineering students may substitute Chemical Engineering 301 for Statistics 201.

All upper division course work must be completed at UT, Knoxville. Students must be admitted to the College of Business Administration to receive the minor.

EXECUTIVE UNDERGRADUATE PROGRAM

Top students are invited into the Executive Undergraduate Program, a professional enrichment experience. Members work with represen- tatives who visit the campus, participate in small group workshops with University professors, and share experiences with students who have similar goals and interests.

Executive in Residence courses for seniors bring distinguished business and industry leaders to campus for lectures and lunch or dinner meetings with small groups of students. In these sessions, students have the opportunity to ask questions of some of the nation's business leaders.

SCHOLARSHIPS

A limited number of scholarships are available for highly qualified students. Students are invited to apply for a College of Business Administration scholarship. Selection criteria are based on a combination of academic achievement, financial need, and leadership. Students must complete the College of Business Administra- tion scholarship application and meet all requirements by the application deadline in mid-February of each year.

In order to be considered for a scholarship, students must meet the following criteria:

1. Unweighted grade point average of 3.0; 2. ACT composite score of 23 or SAT com- bined score of 1050; 3. Transfer or high school senior; 4. A completed Undergraduate Academic College Scholarship Application Form; 5. A complete list of scholarships available to undergraduate students, please see the Honors and Awards section of the catalog.

FOREIGN STUDY

Several opportunities for study abroad are available to students in the college. One avenue is through group programs arranged and supervised by departments of the college on a full semester or summer term. A second is through group programs conducted abroad by the College of Business Administration. Both opportunities include a wide variety of activities and courses, which are designed to provide a comprehensive understanding of the culture and society of the host country.

For information on these programs, students should contact the Office of International Programs, 215 Cemex Building, UT Knoxville, or call 974-2630.

OFF-CAMPUS STUDY

Recognizing that learning is not restricted to formal classroom situations, the college provides opportunities for students to earn credit toward graduation for approved off-campus study. Students may be employed by the college or by a third party to participate in off-campus study programs. Students interested in participating in an off-campus study program should consult with a campus advisor to determine the appropriate course of action.

STUDENT ORGANIZATIONS

Business students at UT Knoxville are encouraged to participate in student organizations. The college offers a wide variety of student organizations, including honor societies, professional organizations, and social clubs.

The college also sponsors several honor societies, including Beta Gamma Sigma and Alpha Kappa Psi - Professional Business Fraternity.

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students in the College of Business Administration with a minimum cumulative GPA of 2.75. Beta Alpha Psi — Accounting students, graduate or undergraduates, registered in advanced accounting and having a minimum B-minus average in 9 hours of accounting, as well as in the cumulative GPA.

Della Sigma Pi — Professional business fraternity for students in the College of Business Administration. A minimum of 30 semester hours of University credit with a scholastic average of at least 2.5 is required for initiation.

Logistics and Transportation Association — Open to all Logistics and Transportation majors and any student with interest in logistics and transportation careers.

Crimson Delta Delta — Honor society in economics for students and faculty. Student members must have a minimum 3.0 overall average.

ADULT STUDENTS

For more information on options and resources available to adult students, contact the Adult Student Services Center, 414 Student Services, at 794-3004.

OTHER AVAILABLE RESOURCES:

Career Services—Located in 100 Dunford Hall, Career Services helps students choose a major, assess career alternatives, find employment, and complete a successful transition from the University to the world of work. For more information on the services provided, please see the front section of the catalog under Career Services.

Undergraduate Advising Center—Complete course plans and syllabi for undergraduates, and business courses can be found in the Undergraduate Advising Center, Blocker 52.

College of Business Administration Undergraduate Student Guide—A complete guide to everything an undergraduate business student needs to know is available in the Undergraduate Advising Center, Blocker 52.

Business Majors and Career Services—The College of Business Administration provides students with an opportunity to work with some of the nation’s best business educators within a demanding yet dynamic field of study. Majors in most areas cover the breadth of the core business curriculum with the flexibility of specialized areas of study. Business students are exposed to the latest developments in business theory and technology, including the use of computers as problem-solving tools. Each degree program emphasizes the oral and written communication skills necessary for success in any field. For up to date information on degree requirements, please see the Undergraduate Advising Center, Blocker 52.

GENERAL EDUCATION — FRESHMAN AND SOPHOMORE YEARS

The following courses are prerequisite to all majors in the College of Business Administration except for the Statistics major which is presented in the department listing.

FRESHMAN AND SOPHOMORE CURRICULA (except Statistics)

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**ECONOMICS**

**Professors:**
- R.J. Balke, Ph.D. Washington (St. Louis), R.L. Brinton (Elmer), Ph.D. Stanford, Ph.D. Harvard, Ph.D. Stanford, Ph.D. Stanford, Ph.D. Stanford.
- P.A. Drennan, Ph.D. Stanford, Ph.D. Stanford, Ph.D. Stanford, Ph.D. Stanford.

**Associate Professors:**
- M.A. Hoff, Ph.D. Stanford, Ph.D. Stanford, Ph.D. Stanford, Ph.D. Stanford, Ph.D. Stanford.

**Assistant Professors:**
- P.A. Drennan, Ph.D. Stanford, Ph.D. Stanford, Ph.D. Stanford, Ph.D. Stanford.

**Economics major thoroughly examines the economic processes of society, focusing on the production, distribution, and consumption of goods and services. Students in economics may select courses from the fields of development, industrial organization, labor.

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**FINANCE**

**Professors:**
- J.W. Sanders, Ph.D. Stanford, Ph.D. Stanford, Ph.D. Stanford, Ph.D. Stanford.
- J.W. Sanders, Ph.D. Stanford, Ph.D. Stanford, Ph.D. Stanford, Ph.D. Stanford.

**Associate Professors:**

**Assistant Professors:**
- J.W. Sanders, Ph.D. Stanford, Ph.D. Stanford, Ph.D. Stanford, Ph.D. Stanford.

**Written Communications**
- Three courses from: English 263, 295, 355, 360, 455.

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**General Business**

The General Business Program offers a broader education that allows students to gain in-depth knowledge of a particular area of business while retaining an overall perspective. After completing the core requirements for a business degree, General Business majors complete twenty-four additional hours in upper-division business courses.

The wide range of business and arts and sciences courses required by this curriculum provides a solid base knowledge well suited for entry-level positions in many management positions. Graduates of the General Business program begin their careers as management trainees in sales, banking, insurance and marketing. The curriculum also is ideal for students interested in pre-law, particularly specialization in corporate law.

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<table>
<thead>
<tr>
<th>Course</th>
<th>Hours Credit</th>
<th>Hours Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Administration</td>
<td>126 hours</td>
<td></td>
</tr>
<tr>
<td>General Business</td>
<td>126 hours</td>
<td></td>
</tr>
</tbody>
</table>
Senior Management 601  3
Finance 301  3
Management Science 311  3
Economics 311  3
Electives 9 or 11

Total: 126 hours

Senior Business Electives (15 hours): courses must be approved after taking other courses.

International Business 501  3
Management 501  3
Electives 12

Total: 126 hours

MANAGEMENT

Professors:

Associate Professors:

Assist. Professors:
J. H. Foggin, Ph.D. Indiana; M. C. Holcomb, Ph.D. Tennessee; D. P. Murnane, Ph.D. Chicago.

Assistant Professor:

The internationally recognized logistics and transportation program at UTK is currently regarded as one of the most comprehensive and contemporary programs in the nation. The program has attained such recognition through its integration of one of the country's most highly regarded faculties, combined with a fundamental and yet innovative curriculum.

Logistics refers to the movement of raw materials and component parts into and within a business firm and to the distribution of finished products and services to customers. Businesses have products and services to customers.

Senior Management 501  3

Total: 126 hours

LOGISTICS AND TRANSPORTATION

Professors:
F. W. Clark, Jr., Ph.D. Michigan State; S. N. Blinder, Ph.D. Harvard (Emmanuel); Ph.D. North Carolina (Chapel Hill); C. J. Stieglitz, Jr., Ph.D. Pennsylvania State; R. A. Mundy, Ph.D. Pennsylvania State.

Associate Professors:
J. H. Foggin, Ph.D. Indiana; M. C. Holcomb, Ph.D. Tennessee.

Assist. Professor:

College of Business Administration

MANAGEMENT SCIENCE PROGRAMS

(Graduate Program only)

Professors:

Associate Professors:
M. H. Bowles, Ph.D. Clemson; C. P. Edgington, Ph.D. British Columbia; C. E. Newman, Ph.D. Pennsylvania.

GRADUATE

Consult the Graduate Catalog for information on graduate programs.

LOGISTICS AND TRANSPORTATION

Graduates

Total: 126 hours

Accounting 201 and Economics 201 are prerequisites for Management 201. Students must have at least a 2.25 GPA for all management coursework in Marketing. In addition, the remaining 10 hours have taken a course listed under the requirements above.

"Ethics" one course from: Philosophy 242, 342, or 444.

"Written Communications - One course from: English 201, 250, or 350.

"Arts Elective - One course from the courses listed below: Art History 172, 173, 183; Classics 232, 233; Music History 100, 110, 120; Music 300, 330; Speech 280, 380; Theatre 100, 201, 280, Women's Studies 330.

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PUBLIC ADMINISTRATION

Public Administration is a joint program sponsored by the Department of Economics and the Department of Political Science. It is designed for students interested in public sector management, the formation of public policy, or the interface between the public and private sectors. The program combines general education in business, social sciences, and the arts with courses in American and International Business.

Elective requirement may be satisfied by taking either Senior Elective or International Business.

Electives

- Economics 301
- Management 301
- Business Law 301
- Statistics 201
- Written Communications

Total: 126 hours

Economics 301 or 313 or Logistics 301

- Marketing 301 or 401
- Finance 301
- Marketing Electives
- Logistics and Transportation Electives

- Ethics
- International Business
- Arts Elective
- Total: 126 hours

- Accounting 201 and Economics 201 are prerequisites for Marketing 301. Marketing 301 is a prerequisite for all subsequent courses in Marketing. In addition, the marketing concentrations have Statistics 201 or 301 as a prerequisite.

- Marketing Electives - Choose from 200, 401, 410, 420, 445, 450, 554. 541 as a prerequisite. In addition, one elective is required.

- Business Administration 311 or 401 is an international course in a concentration area such as Management, Logistics and Transportation.

- Ethics - one course from Philosophy 242, 342, or 344.

- Written Communications - one course from: English 250, 251, 350, 365.

- International Business - The international course requirement may be satisfied by taking either Business Administration 311 or 401 or an international course in a business concentration area such as Management, Logistics, and Transportation.

- Ethics - one course from: Philosophy 242, 342, or 344.

- Written Communications - one course from: English 250, 251, 350, 365.

- International Business - The international course requirement may be satisfied by taking either Business Administration 311 or 401 or an international course in any business concentration area such as Management, Logistics, and Transportation.

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- International Business - The international course requirement may be satisfied by taking either Business Administration 311 or 401 or an international course in any business concentration area such as Management, Logistics, and Transportation.

- Ethics - one course from: Philosophy 242, 342, or 344.

- Written Communications - one course from: English 250, 251, 350, 365.
Written Communications - One course from the courses listed below: English 263, 295, 355, 360, 455. Statistics 310 - Qualified students (with permission from the instructor) may also take Stat 310 and instead take an additional course in the Stat 461, 462, 463, Mathematics 423, 435 set.

Math Elective - To attain at least 126 hours, students who took the six credits of Math 125-122 should take Math 141-142; for others the recommended courses are Math 241 and 261.

International Business - The international course requirement may be satisfied by taking other Business Administration 311 or 491 or an international course in another discipline such as Management 471, Logistics and Transportation 441, Economics 301, Economics 322, or Management 481.


Statistics 461, 462, 463; Mathematics 423, 425 - Any two courses from this set of five will satisfy this requirement.

CENTER FOR BUSINESS AND ECONOMIC RESEARCH

W. F. Fox (Director), Research Professor, Ph.D. Ohio State
K. E. Quindry (Emeritus), Professor, Ph.D. Kentucky
M. E. Norman, Research Associate Professor, Ph.D. Syncozine
M. J. Cornelius, Research Associate, M.S. Tennessee
P. A. Price, Research Associate, B.S. Tennessee
B. B. Vickers, Research Associate, B.A. Mary Washington
V. C. Cunningham, Research Assistant, B.A. Tennessee
J. M. Snoddy, Associate Editor, B.A. Tennessee
M. Boyer, Research Associate, M.B.A. UT Chattanooga