College of Business Administration

C. Warren Neel, Dean
David W. Schumann, Associate Dean for Research and Technology
Jan R. Williams, Associate Dean for Academic Affairs
Sarah F. Gardial, Assistant Dean, MBA Program
Patricia D. Postma, Assistant Dean, Executive MBA Program
Monique W. Anderson, Director, Undergraduate Business Program

BUSINESS—EXCELLENCE FOR TODAY AND TOMORROW

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's undergraduate program was ranked 32nd nationally in a US News and World Report survey. As of Spring 1998, the publication ranked the College's MBA program 43rd overall among the nation's business schools. The MBA program is consistently praised for its "bold innovations" and its "high value-to-cost ratio." Business Week's Guide to the Best Executive Programs has rated the College's Management Development Center as the best in the country in Total Quality Management and 13th overall for its executive programs. At the undergraduate, graduate, and executive education levels, the College of Business Administration continues to pace the nation in restructuring curriculum, in pedagogy, and in providing a healthier balance between academic rigor and managerial relevance.

Students in the College of Business Administration benefit from the 102 outstanding faculty who are recognized for excellence in teaching, research, and public service. The College was one of the first in the South to be accredited by the American Association of Collegiate Schools of Business, and the only one in Tennessee so designated for a period of nearly 30 years. The UTK accounting program, ranked in the top 20 in the nation at the undergraduate level and 13th at the graduate level, 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 the number one program in the nation in Fall 1996.

The College has also been 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 specialized training in these areas. Eighty-five percent of the top Fortune 500 firms have sent managers to the UTK College of Business Administration for advanced management training.

While the College is an integral part of the national scene in education for businesses, it is deeply interested in Tennessee and its students. Through its Center for Business and Economic Research, the College provides the data and analysis which support sound fiscal and management decisions by private businesses and public agencies in Tennessee.

Business students are the ultimate beneficiaries of the College's aggressive involvement in business technology, research, and development of new management methods. In keeping with the College's tradition of excellence, our professors challenge the student's pioneering spirit and encourage their professional growth.

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.

BUSINESS CORE REQUIREMENTS

The following core courses are required in all business curricula: Economics 201, Statistics 201, Accounting 201-202, Marketing 301, Finance 301, Business Law 301, Management 203, 301, 401. Students are advised to consult with the University's degree requirements as stated in the front section of the catalog as well as the requirements for the college or department.

UNDERGRADUATE ADVISING CENTER

The College maintains an Undergraduate Business Center staffed with full-time academic advisors to assist students with educational program planning. The Undergraduate Advising Center is located in Grolick 52. Advisors serve students by answering questions concerning majors, curriculum, and elective options. The objective of the Advising Center is to provide students academic advising information. After being admitted to a major (junior and senior years), students will confer with a departmental advisor regarding career goals and opportunities.

UNDERGRADUATE BUSINESS CENTER

Patricia D. Postma, Assistant Dean, Executive MBA Program
Monique W. Anderson, Director, Undergraduate Business Program
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 semester after attempting 40 hours. The academic record presented will be assessed by the Undergraduate Business Program advising staff. The following minimum requirements must have been met in order to be considered for admission to the major:

1. The student must have followed a business curriculum.
2. The student must have earned a minimum 2.75 cumulative average (3.0 for accounting), over the courses specifically required in the lower-division of that curriculum, excluding electives.

Transfer Students From Other UT Programs

Students in other colleges at UT should apply for progression to the College of Business Administration at the earliest possible date — no later than the completion of 75 hours. Only in exceptional cases will application be considered after 75 hours of coursework (at UT or elsewhere) have been attempted. The following minimum requirements must have been met in order to be considered for admission to a major:

1. The student must have earned a minimum 2.75 cumulative average, over the courses specifically required in the lower-division of that 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, incompletes, 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 major:

OUT-OF-STATE community college or four-year institution: The student must have 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 2.75 or higher. If this standard is not met, the student shall be denied admission to the College.

If denied admission, a transfer student may REAPPLY: After the student receives a 2.75 average (3.0 for an accounting applicant) in his/her first 12 semester hours, OR first semester in residence at UT, whichever is more in hours. The courses must be specifically required in the lower division business curriculum, excluding non-business and non-departmental electives.

The success of the application will be based on the entire student record.

Articulation Agreements

In addition, the College of Business has special transfer articulation agreements with some Tennessee community colleges, leading to admission with junior standing in particular majors at UT. These transfer programs lead to the awarding of the associate degree by the specified community college and the baccalaureate degree by UT, provided the student successfully completes all the courses required in a particular program and meets the grade point average requirements for that agreement. All other academic regulations of the degree-granting institutions must also be satisfied. Details on specific programs and requirements are available from the Office of Undergraduate Admissions at UT or from the specified community college.

RESIDENCY REQUIREMENT

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

APPEALS

Students who have been denied progression to a major in Business may appeal to the Undergraduate Admissions Appeals Committee. Information on the appeals process may be obtained in the Undergraduate Business Advising Center, Glocker 52.

COURSE 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 granted by the Director of the Undergraduate Business Program.

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, Finance 301, 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. 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.

EXECUTIVE UNDERGRADUATE PROGRAM

Top students are invited into the Executive Undergraduate Program, a professional enrichment experience. Members meet with executives who present small group workshops and luncheons and share experiences with students who have similar goals.

Executive in Residence courses for seniors bring distinguished business and industrial leaders to campus for lectures 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 considered for scholarships include: academic merit, financial need, and leadership. Students must complete the University Undergraduate Academic College Scholarship Application Form and submit it by January 1, the application deadline.

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

1. Unweighted grade point average of 3.0;
2. ACT composite score of 23 or SAT combined score of 1050;
3. A completed Undergraduate Academic College Scholarship Application Form.

To apply, students must submit the following:

1. A current high school transcript and a current college transcript, if the student is a transfer student;
2. ACT or SAT scores;
3. A completed Undergraduate Academic College Scholarship Application Form.

For 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. The second is through group programs conducted abroad by another academic institution to which UT students with approval may be obtained through Overseas Study Information Service located in the University's Division of International Education. A third opportunity is through individualized programs. The nature of this work as well as credit for it should be negotiated by students prior to departure with the appropriate department. Students should register for credit under the Foreign Study number BA 491. Credit will be awarded only after completion of all agreed upon requirements.

OFF-CAMPUS STUDY

Recognizing that learning is not restricted to formal class room situations, the college provides for students to earn credit toward graduation for approved off-campus study. Such study may be undertaken only with prior approval of faculty member and the department granting credit. It may include certain types of work experiences, community involvement, etc.

Students should register for credit under the Off-Campus Study number BA 492. Credit will be awarded only after completion of all agreed upon requirements.
SUCCESS IN ANY FIELD. FOR UP TO DATE INFORMATION WRITTEN COMMUNICATION SKILLS ARE NECESSARY FOR EACH DEGREE PROGRAM EMPHASIZES THE ORAL AND USE OF COMPUTERS AS PROBLEM-SOLVING TOOLS. STUDENTS ARE EXPOSED TO THE LATEST DEVELOPMENTS IN SPECIALIZED AREAS OF STUDY. BUSINESS STUDENTS CORE BUSINESS CURRICULUM WITH THE FLEXIBILITY OF NINE MAIN AREAS COUPLE THE BREADTH OF THE DEMANDING YET DYNAMIC FIELD OF STUDY. MAJORS NATION'S BEST BUSINESS EDUCATORS WITHIN A DEPARTMENT OF BUSINESS ADMINISTRATION PROVIDES STUDENTS WITH ACADEMIC ADVISING CENTER, GLOCKER 52.

ADULT STUDENTS
FOR MORE INFORMATION ON OPTIONS AND RESOURCES AVAILABLE TO ADULT STUDENTS, CONTACT THE ADULT STUDENT SERVICES CENTER, 414 STUDENT SERVICES, AT 974-4504.

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 SERVICES PROVIDED, PLEASE SEE THE FRONT SECTION OF THE CATALOG UNDER CAREER SERVICES.

UNDERGRADUATE ADVISING CENTER—COMPLETE COURSE DESCRIPTIONS AND SYLLABI FOR UNDERGRADUATE BUSINESS COURSES CAN BE FOUND IN THE UNDERGRADUATE ADVISING CENTER, GLOCKER 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, GLOCKER 52.

BUSINESS MAJORS AND CAREERS—THE COLLEGE OF BUSINESS ADMINISTRATION PROVIDES STUDENTS WITH AN OPPORTUNITY TO WORK WITH SOME OF THE NATION'S BEST BUSINESS EDUCATORS IN A DEMANDING YET DYNAMIC FIELD OF STUDY. MAJORS IN NINE MAJOR AREAS INCLUDE BUSINESS ADMINISTRATION, FINANCE, ACCOUNTING, MANAGEMENT, AND MORE. BUSINESS STUDENTS ARE EXPOSED TO THE LATEST DEVELOPMENTS IN BUSINESS THEORY AND TECHNOLOGY, INCLUDING THE USE OF COMPUTERS AS PROBLEM-SOLVING TOOLS. EACH PROGRAM EMPHASIZES 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, GLOCKER 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 DEPARTMENTAL LISTING.

CURRICULA
FRESHMAN AND SOPHOMORE CURRICULA
THE FOLLOWING COURSES ARE PREREQUISITE TO ALL MAJORS IN THE COLLEGE OF BUSINESS ADMINISTRATION.

FRESHMAN

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</table>

TOTAL: 64-66 HOURS

1. Mathematics—Entry into Mathematics courses is a function of scores on a placement test taken by all entering students. Students whose placement scores do not qualify them for Mathematics 141-142 may take 123-125 and two additional elective hours. Mathematics 141-142 are preferred because they prepare students better for applying mathematical techniques in business subjects and subsequent graduate studies. Further, Mathematics 141-142 preserve students' choices for study in other departments in the University.

2. Oral Communication—Students must complete the intermediate sequence of a foreign language. Students may either continue the Foreign Language begun in high school or start a new sequence. Courses taken at other than the intermediate level may be treated as electives. Students whose native language is not English may meet this requirement by passing English 123 and 125. American students who have not taken a foreign language course may meet this requirement by passing English 123 and 125. English 123 and 125 may substitute for one of the English 123 and 125 courses taken by students who have completed three or more credits in a foreign language.

3. Statistics—Majors must complete the intermediate sequence of a foreign language. Students may either continue the Foreign Language begun in high school or start a new sequence. Courses taken at other than the intermediate level may be treated as electives. Students whose native language is not English may meet this requirement by passing English 123 and 125. American students who have not taken a foreign language course may meet this requirement by passing English 123 and 125. English 123 and 125 may substitute for one of the English 123 and 125 courses taken by students who have completed three or more credits in a foreign language.

ACCOUNTING AND BUSINESS LAW

ASSOCIATE PROFESSORS:
J.V. Carcello, Ph.D., Georgia State, CPA; M.A. Barr, Ph.D., North Carolina, CPA; A. Posey (Emeritus), M.S., Tennessee, CPA; C.A. Mancini, Ph.D., Virginia Polytechnic Institute, CPA, CMA; J.R. Williams (Emeritus & Young Professor, Ph.D. Arkansas, CPA.

ASSISTANT PROFESSORS:
S. Ayers, Ph.D., Arizona State, CPA; B.K. Behn, Ph.D., Arizona State, CPA; K.B. Norris, Ph.D., Oklahoma; L.C. Letsinger (Emeritus), M.S., Tennessee, CPA.

LECTURERS:
E.B. Anderson, MacC, Tennessee; L.W. Hendrick, M.B.A., Houston, J.D., CPA; H.N. Hughes, B.S. Tennessee; L.M. Reeves, MACC, Tennessee, CPA.

THE ACCOUNTING PROGRAM AT UTK HAS ESTABLISHED ITSELF AS ONE OF THE NATION'S TOP ACCOUNTING SCHOOLS. MODERN SOCIETY DEMANDS MUCH FROM PROFESSIONAL ACCOUNTANTS. THEY ARE RESPONSIBLE FOR PREPARING AND ANALYZING FINANCIAL DATA AND FOR CONSULTING IN MANY SPECIALIZED AREAS SUCH AS TAX PLANNING AND COMPLIANCE, AUDITING (EXAMINING AND VERIFYING FINANCIAL RECORDS), INFORMATION SYSTEMS, AND MANAGEMENT ADVISORY SERVICES.

AFTER COMPLETING THE CORE REQUIREMENTS FOR A BUSINESS EDUCATION (INCLUDING COURSES IN STATISTICS, ECONOMICS, MARKETING, FINANCE, BUSINESS LAW, AND MANAGEMENT), THE ACCOUNTING MAJOR BEGINS AN EXTENSIVE WORK IN FINANCIAL AND MANAGEMENT ACCOUNTING. THE STUDENT THEN Completes advanced work in specialized areas such as tax, auditing, and systems. THE USE OF COMPUTERS IN ACCOUNTING IS ALSO DETERMINED.
The 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 economic development, industrial organization, labor economics, international economics, economic history, regional economics, public finance, and quantitative methods. All students majoring in economics take courses in economic theory. In addition, the student gains a knowledge of our culture and society as well as the world of business by completing courses in arts and sciences and in the functional areas of business. Graduates in economics are in demand in many sectors including industry, labor, government, finance, trade associations, and government offices at all levels.

**FINANCE**

**Professors:**
- J.W. Wansley (Head and Clayton Chair of Excellence), Ph.D. South Carolina; H.A. Black (James F. Smith Professor), Ph.D. Ohio State; T.P. Boehm (Patton Scholar), Ph.D. Washington (St. Louis); R.P. DeGennaro, Ph.D. Ohio State; W.W. Dorrance (Emeritus), Ph.D. Pennsylvania; M.E. Ehrhardt (Voight Scholar), Ph.D. Georgia Tech; G.C. Philippatos (Distinguished Chaired Professor of Banking and Finance), Ph.D. New York; R.E. Shrieve (Sun Trust Professor of Finance), Ph.D. California (Los Angeles); J.M. Wachowicz, Jr., Ph.D. Illinois.

The finance major gives students the flexibility to tailor their programs to fit their particular career goals and to prepare for one (or more) of the following specialty areas:
- Courses in Investments lead to career opportunities in investment analysis, commercial and investment banking, and insurance companies. Courses in Real Estate are designed for students who are interested in real estate brokerage, appraisal, taxation, law, and financial analysis.
- Corporate Finance leads to opportunities in corporate forecasting, planning, and control; cash management; and capital and financial analysis positions.
- Courses in Financial Institutions and Markets prepare students for opportunities in the management of financial institutions, as well as within the government organizations related to the industry.
- Courses in Insurance and Risk Management prepare students for opportunities in insurance, business, and public risk management.

**ECONOMICS**

**Professors:**
- M.N. Murray (Head), Ph.D. Syracuse; R.A. Bohm, Ph.D. Washington (St. Louis); J.R. Bowby (Emeritus), Ph.D. Texas; S.L. Carroll, Ph.D. Harvard; H.S. Chang, Ph.D. Vanderbilt; D.P. Clark, Ph.D. Michigan State; W.E. Cole (Emeritus), Ph.D. Texas; P. Davidson (J. Fred Holly Professor of Political Economy), Ph.D. Pennsylvania; W.F. Fox, Ph.D. Ohio State; G.A. Spiva, Jr. (Emeritus), Ph.D. Texas.
- P.M. Bease, Ph.D. Virginia; D. Stanley, Ph.D. University of Wisconsin; V.O. Stango, Ph.D. University of California; S. Steward, Ph.D. University of New Mexico.

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

Professors:
- R.W. Boling (Emeritus), Ph.D. Stanford; H.D. Dewhirst, Ph.D. Texas; K.C. Gilbert, Ph.D. Tennessee; D.A. Hake, Ph.D. Tennessee; L.R. James, Ph.D. Utah; A.H. Keafly (Emeritus), M.B.A., Pennsylvania; R.T. Ladd, Ph.D. Georgia; J.L. Larsen, Jr. (Emeritus), Ph.D. Purdue; A. Miller (William B. Stokely Professor of Management), Ph.D. Washington; C.W. Neel (Dean), Ph.D. Alabama; C.E. Noone, Ph.D. Michigan; D. Reese (Emeritus), Ph.D. Iowa; M.C. Rush, Ph.D. Akron; M.M. Srinivasan, Ph.D. Northwestern; M.J. Stahl (Distinguished Professor of Management), Ph.D. Rensselaer; S.C. Vance (William B. Stokely Professor of Management, Emeritus), Ph.D. Pennsylvania; G.A. Waggoner (Emeritus), M.S. Indiana; G.H. Whitlock (Emeritus and Alumni Distinguished Service Professor), Ph.D. Tennessee.

Associate Professors:
- O.S. Fowler (Head), Ph.D. Georgia; M.R. Bowero, Ph.D. Clemson; C.P. Edirisinghe, Ph.D. British Columbia; C.V. Haley, Ph.D. New York University; W.Q. Judge, Ph.D. North Carolina; R.C. Maddox, Ph.D. Texas; J.R. Rentisch, Ph.D. Maryland; D.J. Woehr, Ph.D. Georgia Institute of Technology.

Associate Professors:

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GRADUATE

Consult the Graduate Catalog for information on graduate programs.

MANAGEMENT SCIENCE PROGRAMS

(Graduate Program only)

Professor:

Associate Professors:
M.R. Bowero, Ph.D. Clemson; C.P. Edirisinghe, Ph.D. British Columbia.

CAREER OPPORTUNITIES include technical positions in production planning, inventory management, employment, training, and recruiting. In addition, line management positions in all types of industries, such as manufacturing, retailing, banking, transportation, and hospitality are available to management majors.

MARKETING, LOGISTICS, AND TRANSPORTATION

LOGISTICS AND TRANSPORTATION

Professors:

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 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. Because having products and/or services in the right place at the right time is critical for success in any business, logistics is an important element in any firm's comprehensive supply chain. A career in logistics offers students the opportunity to make a significant contribution to corporate effectiveness in this area.

Transportation refers to the physical movement of goods between two geographic points. Students interested in transportation will typically accept employment with a carrier (motor, rail, water, and/or) and/or with the logistics and transportation department of a business that purchases transportation services from carriers.
English 263; Music History 100, 110, 120; Music General 130; Speech 280, 380; Theatre 100, 220, 221, 260; Women’s Studies 330.

*Logistics and Transportation Electives—Business Administration may be satisfied by taking either Business Administration 311 or 491 or an international course in a concentration area such as Management 471, Logistics and Transportation 441, Economics 321, Economics 323, Marketing 440.

**Arts—One course from the courses listed below: Art 191; Art History 172, 173, 183; Classics 292, 233; English 293; Music History 100, 110; 120; Music General 130; Speech 280, 380; Theatre 100, 220, 221, 260; Women’s Studies 330.

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 principles with specific courses in government. Students may choose electives to focus their interest or expertise.

Public administration majors find careers in city management, tax administration, budget analysis, and in the functional areas of government such as education, health, and economic development. Opportunities exist at the federal, state, and local levels of government. Many public administration majors pursue graduate-level education and training. Law schools consider the Masters of Public Administration are two possible options.

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Total: 126 hours

Economics or Political Science Electives—Upper division courses in Economics or Political Science.

*Written Communications—One course from: English 263, 295, 355, 360, 455.

*Ethics—one course from: Philosophy 242, 242, or 344.

*International Business—The international course requirement may be satisfied by taking either Business Administration 311 or 491 or an international course in a concentration area such as Management 471, Logistics and Transportation 441, Economics 321, Economics 323, Marketing 440.

**Arts—One course from the courses listed below: Art 191; Art History 172, 173, 183; Classics 232, 233; English 263; Music History 100, 110, 120; Music General 130; Speech 280, 380; Theatre 100, 220, 221, 260; Women’s Studies 330.

**Arts Elective |

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<tr>
<td>International Business</td>
<td>3</td>
</tr>
<tr>
<td>*Arts Elective</td>
<td>3</td>
</tr>
<tr>
<td>Ethics</td>
<td>3</td>
</tr>
<tr>
<td>Statistics 471</td>
<td>3</td>
</tr>
<tr>
<td>*Two Courses from Statistics 472, 473, 475; Mathematics 423, 424, 425</td>
<td>6</td>
</tr>
<tr>
<td>Mathematics Elective</td>
<td>3 or 4</td>
</tr>
<tr>
<td>Elective</td>
<td>3</td>
</tr>
</tbody>
</table>

Total: 126 hours

*Written Communications—One course from: English 263, 295, 355, 360, 455.
*Math Elective—To attain at least 126 hours, students who took the six credits of Math 123-125 should take Math 241 and 261.
*International Business—The international course requirement may be satisfied by taking either Business Administration 311 or 491 or an International course in a concentration area such as Management 471, Logistics and Transportation 441, Economics 321, 323, or Marketing 440.
*Arts—One course from the courses listed below: Art 172, 173, 183, 191; Classics 232, 233; English 263; Music 100, 110, 120, 130; Speech 280, 380; Theatre 100, 220, 221, 280; Women's Studies 330.
*Ethics—One course from: Philosophy 242, 344, 345 or 346.
*Statistics 472, 473, 475; Mathematics 423, 424, 425—Any two courses from the set of six will satisfy the requirement.

**CENTER FOR BUSINESS AND ECONOMIC RESEARCH**

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V.C. Cunningham, Research Assistant, B.A.
Tennessee

J.M. Snodrly, Research Associate, B.A.
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