



College of Business Administration

Jan R. Williams, Dean
Sarah F. Gardial, Associate Dean for Academic Programs
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<http://bus.utk.edu/>

The Curriculum

The College of Business Administration at the University of Tennessee, Knoxville, is widely recognized for its leadership role in implementing some of the most innovative and exciting curricular changes occurring during the last forty years of management education. In May of 2000, the faculty adopted a new curriculum structure for the undergraduate program, and that new structure is in practice today.

The new curriculum coursework is divided into four components: general education, pre-business core, business core, and major.

The 58 hours of general education focus on all aspects of human endeavor: written and oral communications; mathematics; social, behavioral, and natural sciences; humanities; foreign language; ethics; and the arts. General education courses span the student's entire academic career.

The pre-business core courses (17 hours) are taken during the student's sophomore 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.

Building on the pre-business core foundation, the business core (23 hours) consists of integrated contemporary business management modules in supply chain management, demand management, lean operations, information management, the marketplace, and organizational behavior; discipline-specific courses in financial management and business strategy; and coursework on global and legal issues. As business management perspectives change, the topics in the business core will, by design, adapt.

Simultaneously, students are completing the coursework (24 hours) required by their chosen major. The College of Business Administration offers ten majors: accounting, business studies,

economics, finance, human resource development, logistics, management, marketing, public administration, and statistics. Within the 24 hours of their major, students may study two areas of emphasis: their major with a collateral or their major with a dual concentration. With a collateral, students complete 15 hours in their major and 9 hours in their collateral area (with the exception of economics and statistics majors, who complete 18 hours in their major and 6 hours in their collateral area). With a dual concentration, students complete 12 hours in each area of emphasis. See the chart in this section for details of the collateral and dual concentration options for each major.

Upon the completion of this curriculum, students are awarded a Bachelor of Science in Business Administration.

Residency Requirement for Major Coursework

College of Business Administration students are required to take 18 of the 24 major hours (75 percent) in residence at the University of Tennessee, Knoxville. This 24-hour major requirement includes all major, collateral, and/or dual concentration coursework.

Optional Second Major

College of Business Administration students who wish to pursue optional second majors within the College of Business Administration may do so by completing a minimum of 15 or 18 additional hours of primary emphasis (major) outlined by each department. These hours must be distinct from the 24 hours required by the student's first major. Students who choose a second major in Business Studies or Public Administration must complete an additional 24 hours of major coursework.

College of Business Administration students who wish to pursue optional second majors in the College of Arts and Sciences may do so by completing all curricular requirements for

the College of Business Administration and only the major requirements outlined by the College of Arts and Sciences department.

In either instance, the optional multiple majors (or second major) may be listed on the student's transcript. Students should understand that meeting the requirements of second majors may lengthen their academic programs, and they should consult with advisors in both areas.

Minor in Business Administration

The College of Business Administration also offers a minor for students pursuing majors in colleges other than the College of Business Administration. Those students must successfully complete the following requirements:

- Accounting 201-202
- Economics 201
- Statistics 201
- Business Administration 201
- Finance 301
- Marketing 300
- Management 300

All upper-division (300-level or above) coursework must be taken at the University of Tennessee, Knoxville. Students are responsible for meeting the listed prerequisites of any upper division courses taken. (For instance, Mathematics 125 or 141 is a prerequisite to Statistics 201.) Engineering students may substitute Chemical Engineering 301 for Statistics 201.

Faculty

Students in the College of Business Administration benefit from the countless faculty recognized for excellence in teaching, research, and public service. One of the first in the South to be accredited by the Association to Advance Collegiate Schools of Business International, the University of Tennessee's, Knoxville's, College of Business Administration strives for excellence in all endeavors.

In addition to challenging students in the classroom, faculty also devote their energies to professional growth and commitment to the community by participating in other College of Business Administration programs, like the Global Business Institute, the Center for Executive Education, and the Center for Business and Economic Research.

Technology

Success in today's business environment is largely a function of accessibility to, and interpretation of, information. This information provides the knowledge that allows employees and employers to make smart business decisions. Because today's business world demands that employees be able to effectively use personal computers and diverse software applications, the College of Business Administration intertwines technology with its curriculum at all levels.

In order to take advantage of these unique learning tools, all business students will be required to have their own laptop computers when they start their business core courses, which is typically at the beginning of the junior year. With the new wireless network at the University of Tennessee, Knoxville, students will be able to use their laptop almost anywhere on campus. Additionally, the College of Business Administration maintains two computer labs containing 40 IBM-compatible computers to support freshman and sophomore classroom work and 10 laptop stations.

The Global Initiative

Seeking to instill a global perspective in all of its students, the College of Business Administration challenges undergraduate students to develop the requisite knowledge and skills to prosper in today's global business environment. To help students meet that challenge, the college provides these critical tools: an enhanced core curriculum that covers international business topics in all relevant courses; extraordinary programs for international study and internships; and a unique opportunity to delve into the principles of international business through a collateral or dual concentration in International Business.

| Majors | Collaterals | | | | | | | | | | | | | | | Concentrations | | | | | | | | |
|------------------------------------|-------------|---------------|-------------------|-----------|---------|-------------|--------------------|----------------------------|------------------------|------------------------|-----------|-----------|------|-----------------------|------------------|----------------------|---------------------|------------|------------------------|------------------------|-----------|-----------|-----------------------|------------|
| | 9 hours | | | | | | | | | | | | | | | 12 hours | | | | | | | | |
| | Accounting | Data Analysis | Decision Analysis | Economics | Finance | Forecasting | General Management | Human Resource Development | Information Management | International Business | Logistics | Marketing | Math | Operations Management | Process Thinking | Quantitative Studies | Resource Management | Statistics | Information Management | International Business | Logistics | Marketing | Operations Management | Statistics |
| Accounting | | | | | ● | | | | ● | | ● | | | | | | | | | | | | | |
| Business Studies ¹ | | | | | | | | | | | | | | | | | | | | | | | | |
| Economics ² | | | | ● | | | | | | | | | ● | | | | | | | | | | | ● |
| Finance | ● | | ● | ● | | | ● | ● | ● | ● | ● | | | | | ● | | | | | | | ● | |
| Human Resource Development | | | ● | | | | ● | ● | ● | ● | ● | | ● | | | | ● | | | | | | ● | |
| Logistics | | | ● | | | | ● | ● | ● | ● | ● | | | ● | | | | | ● | ● | ● | ● | ● | |
| Management | | | ● | | | | ● | ● | ● | ● | ● | | | ● | | | | | ● | ● | ● | ● | ● | |
| Marketing | | ● | ● | | | ● | ● | ● | ● | ● | ● | | | | ● | | | | ● | ● | ● | ● | ● | |
| Public Administration ¹ | | | | | | | | | | | | | | | | | | | | | | | | |
| Statistics | | | ● | ● | ● | | | | | | ● | ● | | ● | | | | | | | ● | ● | | |

¹Because Business Studies and Public Administration are interdisciplinary in design, they do not offer any collaterals or concentrations.

²In addition to its Collateral options, Economics also offers areas of focus in international economics, industrial organization, public economics, quantitative economics, money/macroeconomics, regional/urban economics, environmental economics, labor economics, and health economics.

Students who choose a collateral or dual concentration in International Business will gain an understanding of how functional strategies are carried out and how to assess business opportunities in other cultures and countries. With the ability to appreciate different cultural perspectives, political, and economic institutions and to scan the broader environment of world events, students will be prepared to succeed in future international assignments in their careers.

Global Business Institute

The Global Business Institute, located in 9 Glocker, serves as the primary catalyst for international awareness and change in the College of Business Administration. By offering internships and career consultation, speakers and event planning, partnership coordination, and program and curricula facilitation, the Global Business Institute helps students, faculty, managers, and public policy makers meet the challenges of a global marketplace.

Where to Begin

Undergraduate Business Advising and Services Office

The mission of the Undergraduate Business Advising and Services Office is to provide excellent academic and educational program planning services to undergraduate students in the College of Business Administration. The Undergraduate Business Advising and Services Office, 52 Glocker, maintains a full-time staff of academic advisors to answer students' questions concerning majors, curriculum, and elective options. Student advising is achieved through these professional advisors in 52 Glocker and through faculty mentors when students are admitted to a major.

In addition to advising, the Undergraduate Business Advising and Services Office provides individual and group educational program planning, management of student data and enrollment information for the college, undergraduate student recruiting, administration of the undergraduate scholarship program, coordination of progression procedures to business majors, and career counseling.

Progression Standards

Acceptance to the College of Business Administration does not guarantee acceptance to a specific major. Students are admitted to the college as pre-majors and must earn admission to the major prior to the completion of 75 hours of coursework. Application to a major is a one-time only event and occurs as part of the student's advising session in the Undergraduate Business Advising and Services Office the semester a student completes the following coursework:

Mathematics 125, 123, or 141-142 (6 or 8 hours); Written Communications (3 hours from English 255, 295, or 355); Accounting 201-202 (5 hours); Economics 201 (4 hours); Statistics 201 (3 hours); and Business Administration 201 (4 hours).

Students will progress to a major provided they have earned a 2.75 cumulative GPA (3.0 in Accounting) in the coursework listed above.

The Admissions Committee will review applications the week after final grades are posted and students will be notified via mail. If denied progression, the student must pursue a major in a college other than Business Administration at the University of Tennessee, Knoxville.

Only in unusual cases will an application be considered beyond 75 hours of completed coursework. Progression standards are subject to change. Current standards are always available in the Undergraduate Business Advising and Services Office, 52 Glocker.

Appeals

Students who have been denied progression to a major within the College of Business Administration may appeal to the Undergraduate Admissions Appeals Committee. Information on appeal procedures may be obtained in the Undergraduate Business Advising and Services Office, 52 Glocker.

Transfer Students within the University of Tennessee, Knoxville, and from Other Institutions

Students in other colleges at the University of Tennessee, Knoxville, or from other institutions 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 the University of Tennessee, Knoxville, or elsewhere) have been attempted. The following minimum requirements must be met in order to be considered for admission to a major:

The student must have earned a minimum 2.75 cumulative average in the courses required for progression (3.0 for Accounting majors).

Progression standards are subject to change; current standards are available in the Undergraduate Business Advising and Services Office, Glocker 52.

Articulation Agreements

The College of Business Administration has special transfer articulation agreements with some Tennessee community colleges, leading to admission with junior standing in particular majors at the University of Tennessee, Knoxville. Students are awarded an associate's degree by the specified community college and a baccalaureate degree by the University of Tennessee, Knoxville, provided the student successfully completes all the courses required in a particular program and meets the progression standards. 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 the University of Tennessee, Knoxville, or from the specified community college.

Enrichment Opportunities

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 and interests.

Executive in Residence

A senior-level Executive in Residence course brings 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 regarding domestic and international strategic planning and other current business topics.

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.

To be considered for a scholarship, students must meet the following criteria:

- Unweighted grade point average of 3.0;
- ACT composite score of 23 or SAT combined score of 1050.

Students must complete either the Entering Freshman Academic Scholarship Application or the Returning and Transfer Student Undergraduate Scholarship Application, both of which can be obtained from UT's Office of Financial Aid and Scholarships, 115 Student Services Building or online at <http://web.utk.edu/~finaid/>, and submit it by the date printed on the application, with the following information:

- A current high school transcript and a current college transcript, if the student is a transfer student;
- ACT or SAT scores.

Foreign Study

Several opportunities for study abroad are available to College of Business Administration students, such as group programs arranged and supervised by the college's departments on a full semester or summer term, direct exchange, summer study, and semester programs organized by the Programs Abroad division of the Center for International Education, and individualized programs.

Students planning foreign study must first meet with their academic advisor to discuss curricular issues.

Off-Campus Study

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

Department of

ACCOUNTING AND INFORMATION MANAGEMENT

<http://bus.utk.edu/acct>

Daniel P. Murphy, *Head*

Professors

Anderson, K.E. (Pugh and Company Professor), PhD, CPA Indiana
 Fisher, B.D., LL.M. George Washington
 Kiger, J.E. (Warren L. Slagle Professor), PhD, CPA Missouri
 Murphy, D.P. (Deloitte & Touche Professor), PhD, CPA North Carolina
 Reeve, J.M. (Sara Clark Professor of Accounting and Business), PhD, CPA Oklahoma State
 Roth, H.P., PhD, CPA, CMA Virginia Tech
 Stanga, K.G. (Andersen Professor), PhD, CPA Louisiana State
 Williams, J.R. (Ernst & Young Professor), PhD, CPA Arkansas

Associate Professors

Behn, B.K. (William B. Stokely Distinguished Scholar), PhD, CPA Arizona State

Carcello, J.V. (William B. Stokely Distinguished Scholar), PhD, CPA, CMA, CIA Georgia State
 Townsend, R.L. (Accounting Excellence Teaching Scholar), PhD, CPA Texas
 Woodroof, J.B., PhD, CPA Texas Tech

Assistant Professors

DeVries, D.D., PhD, CPA, CISA Arizona State
 Pennington, R.R., PhD, CPA South Carolina

Lecturers

Anderson, E.B., MAcc, CPA Tennessee
 Gilbert, P.S., MS Tennessee
 Hendrick, L.W., MBA, JD, CPA Houston
 Hollander, A.S., PhD Tennessee
 Hughes, H.N., BS Tennessee
 Reeves, L.M., MAcc, CPA Tennessee
 Valades, K.L., MAcc Tennessee

ACCOUNTING MAJOR

The University of Tennessee, Knoxville, accounting program 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 information as well as consulting in many areas such as assurance services, information systems, and taxation. After completing the core requirements for a business education, the accounting major pursues courses in financial and managerial accounting, information management, auditing, and taxation. The accounting program emphasizes the use of computers. The accounting major must select a collateral from one of the following areas: finance, information management, or logistics and transportation.

The University of Tennessee, Knoxville, accounting program is accredited by AACSB International and was among the initial programs in the nation to receive this accreditation.

Since 1993, the State of Tennessee has required anyone wishing to take the Uniform Certified Public Accountant (CPA) Examination to complete 150 semester hours of study. Students who desire to become CPAs are encouraged to continue their formal education in UT Knoxville's one-year Master of Accountancy program, which is described in the *Graduate Catalog*.

Requirements for the Bachelor of Science in Business Administration • Accounting Major • Collateral Option

| Freshman | Hours | Credit |
|---|--------|--------|
| ^{1,2} Written Communication: English 101*, 102* | 6 | 6 |
| ³ Quantitative Reasoning: Mathematics 123*-125* or 141*-142* | 6 or 8 | 6 or 8 |
| ⁴ Cultures and Civilizations: Intermediate Foreign Language* | 6 | 6 |
| ⁵ Natural Sciences* | 8 | 8 |
| ⁶ Social Sciences* | 3 | 3 |
| Oral Communication: Communication Studies 210* or 240* | 3 | 3 |
| Business Administration 101 | 1 | 1 |
| Sophomore | | |
| Accounting 201 (Honors 207), 202 | 5 | 5 |
| Social Sciences: Economics 201* (Honors 207*) | 4 | 4 |
| Written Communication: English 255*, 295*, or 355* | 3 | 3 |
| Ethics: Philosophy 342 or 344 | 3 | 3 |
| Statistics 201 (Honors 207) | 3 | 3 |
| Business Administration 201 | 4 | 4 |
| ^{7,2} Arts and Humanities* | 6 | 6 |
| Junior | | |
| Business Administration 331-332 | 4 | 4 |
| Business Administration 341-342 | 4 | 4 |
| Finance 301 | 3 | 3 |
| Accounting 311 | 3 | 3 |

| | |
|---|------|
| Information Management 341..... | 3 |
| Business Administration 351-352..... | 3 |
| Business Administration 361 | 3 |
| Accounting 321 | 3 |
| Accounting 411 | 3 |
| ⁸ Collateral | 3 |
| Senior | |
| Accounting 414 or 431..... | 3 |
| Business Law 301 | 3 |
| ⁹ Cultures and Civilizations*..... | 3 |
| Management 401..... | 3 |
| ⁸ Collateral..... | 6 |
| Electives..... | 9-11 |
| <hr/> | |
| Total | 122 |

Accounting Collateral Options:

- ⁸Finance: FIN 425; FIN 435; and FIN 455 or ACCT 414
- ⁸Information Management: IM 342; IM 442; IM 443
- ⁸Logistics: LOG 310; LOG 411; LOG 421; LOG 441

*Meets University General Education Requirement.
¹Must be completed by the end of the Freshman Year.
²Students who complete English 118, Honors English Composition, with a grade of A or B will complete their English Composition requirement by choosing English 102 or a sophomore literature course in the English Department. If the sophomore literature course appears on the list for the Arts and Humanities requirement, the course may also be counted toward the Arts and Humanities requirement.
³Mathematics – Mathematics 125 or 141 are prerequisites for Statistics 201, which is taken during the second semester of the Sophomore Year. As a result, either Mathematics 125 or 141 must be completed by the end of the first semester of the Sophomore Year. Students testing into Mathematics 100, 110, 115, or 119 must complete these courses during their Freshman Year to ensure that Mathematics 125 or 141 can be completed during the first semester of the Sophomore Year. Students who have not completed Mathematics 125 by the end of their Freshman Year should take Mathematics 125 in the first semester of their Sophomore Year, prior to taking Mathematics 123.
⁴Cultures and Civilizations: Intermediate Foreign Language – Students may complete this requirement in one of three ways - 1) Complete the intermediate sequence of a foreign language from Arabic (Asian Studies) 221-222; Chinese 231-232; French 211-212 (Honors 217-218); German 201-202; Greek (Classics) 261-264; Hebrew (Asian Studies) 241-242; Italian 211-212; Japanese 251-252; Latin (Classics) 251-252; Persian (Asian Studies) 261-262; Portuguese 211-212; Russian 201-202; Spanish 211-212 (Honors 217-218). Students may either continue the Foreign Language begun in high school or start a new sequence. Courses taken at other than the intermediate level are treated as non-business electives. 2) Demonstrate competency on a departmental placement or proficiency examination or by AP or CLEP credit. 3) Students whose native language is not English meet this requirement by passing English 131 and 132 and by passing two English language literature courses taught by the English Department at the 200-level. Non-native speakers may also use these English Literature classes to satisfy the Arts and Humanities requirement.
⁵Natural Sciences – Two courses from those listed below. At least one of the courses must have a laboratory. NOTE: Certain restrictions may apply to receiving credit in some of these areas. See individual course descriptions or advisor for details. Astronomy 151-152, 161-162 (Honors 217-218); Biology 101, 102, 130-140; Botany 110-120; Chemistry 100-110, 120-130 (Honors 128-138); Entomology and Plant Pathology 201; Forestry, Wildlife and Fisheries 250; Geography 131-132; Geology 101-102 (Honors 107-108), 103, 201, 202, 203; Microbiology 210; Nutrition 100; Physics 101-102, 135-136 (Honors 137-138), 161, 221-222, 231-232.
⁶Social Sciences – One course from: Anthropology 130; Child and Family Studies 210, 220; Political Science 102; Psychology 110 (Honors 117), Sociology 110 (Honors 117), 120 (Honors 127).
⁷Arts and Humanities – Architecture 211, 212; Two courses from: Art History 162 (Honors 167), 172 (Honors 177), 173 (Honors 178), 183 (Honors 187); Classics 232, 253; English 201 (Honors 207), 202 (Honors 208), 221, 222, 231 (Honors 237), 232 (Honors 238), 233, 251, 252, 253, 254; Music History 110, 115, 120, 125, 290; Philosophy 110, 111, 240, 242, 290; Theatre 100.
⁸In the spring of their Junior year, students normally make the decision whether to enter the job market upon graduation or apply to the Master of Accountancy program. Accounting 414 and 431 are both prerequisites to the MAcc program; therefore, students planning to enter the MAcc program should take Accounting 414 or 431 (whichever was not taken to satisfy the Major requirement) instead of Finance 455 in the Finance collateral, instead of Information Management 442 in the Information Management collateral, and instead of Logistics 441 in the Logistics collateral.
⁹Cultures and Civilizations – Any one course from: African and African-American Studies 235, 236; Asian Studies 101, 102; Classics 201; Geography 101, 102; History 241, 242 (Honors 247, 248), 261, 262; Latin American Studies 251, 252; Medieval Studies 201, 202; Religious Studies 101, 102; Sociology 250.

BUSINESS STUDIES MAJOR
(Interdepartmental Program)

The business studies major is an interdepartmentally designed major that delivers a broad educational perspective. Beyond the business core students take specifically selected courses from all college’s disciplines: accounting, information management, economic theory, financial investments or markets, human resources, operations, marketing, and statistics. This comprehensive approach provides the student with a solid base of knowledge well suited for entry-level positions or individuals with an entrepreneurial spirit. Business studies majors are also well prepared for entrance into a variety of professional schools such as law, medicine, or business administration.

Requirements for the Bachelor of Science in Business Administration • Business Studies Major

| Freshman | Hours Credit |
|---|---------------------|
| ^{1,2} Written Communication: English 101*, 102* | 6 |
| ³ Quantitative Reasoning: Mathematics 123*-125* or 141*-142* | 6 or 8 |
| ⁴ Cultures and Civilizations: Intermediate Foreign Language* | 6 |
| ⁵ Natural Sciences* | 8 |
| ⁶ Social Sciences* | 3 |
| Oral Communication: Communication Studies 210* or 240*..... | 3 |
| Business Administration 101 | 1 |
| Sophomore | |
| Accounting 201 (Honors 207), 202 | 5 |
| Social Sciences: Economics 201* (Honors 207*) | 4 |
| Written Communication: English 255*, 295*, or 355* | 3 |
| Ethics: Philosophy 342 or 344 | 3 |
| Statistics 201 (Honors 207)..... | 3 |
| Business Administration 201 | 4 |
| ^{7,2} Arts and Humanities* | 6 |
| Junior | |
| Business Administration 331-332 | 4 |
| Business Administration 341-342 | 4 |
| Finance 301 | 3 |
| ⁸ Cultures and Civilizations* | 3 |
| Economics 311 or 313..... | 3 |
| Business Administration 351-352 | 3 |
| Business Administration 361 | 3 |
| Accounting 311 or 321..... | 3 |
| Human Resource Development 340 | 3 |
| Senior | |
| Finance 425 or 435..... | 3 |
| Information Management 341..... | 3 |
| Logistics 310 or Operations and Management Science 341 | 3 |
| Marketing 340 | 3 |
| Statistics 320 | 3 |
| Business Law 301 | 3 |
| Management 401..... | 3 |
| Electives | 9-11 |
| <hr/> | |
| Total | 122 |

*Meets University General Education Requirement.
¹Must be completed by the end of the Freshman Year.
²Students who complete English 118, Honors English Composition, with a grade of A or B will complete their English Composition requirement by choosing English 102 or a sophomore literature course in the English Department. If the sophomore literature course appears on the list for the Arts and Humanities requirement, the course may also be counted toward the Arts and Humanities requirement.
³Mathematics – Mathematics 125 or 141 are prerequisites for Statistics 201, which is taken during the second semester of the Sophomore Year. As a result, either Mathematics 125 or 141 must be completed by the end of the first semester of the Sophomore Year. Students testing into Mathematics 100, 110, 115, or 119 must complete these courses during their Freshman Year to ensure that Mathematics 125 or 141 can be completed during the first semester of the Sophomore Year. Students who have not completed Mathematics 125 by the end of their Freshman Year should take Mathematics 125

in the first semester of their Sophomore Year, prior to taking Mathematics 123.
²Cultures and Civilizations: Intermediate Foreign Language – Students may complete this requirement in one of three ways - 1) Complete the intermediate sequence of a foreign language from Arabic (Asian Studies) 221-222; Chinese 231-232; French 211-212 (Honors 217-218); German 201-202; Greek (Classics) 261-264; Hebrew (Asian Studies) 241-242; Italian 211-212; Japanese 251-252; Latin (Classics) 251-252; Persian (Asian Studies) 261-262; Portuguese 211-212; Russian 201-202; Spanish 211-212 (Honors 217-218). Students may either continue the Foreign Language begun in high school or start a new sequence. Courses taken at other than the intermediate level are treated as non-business electives. 2) Demonstrate competency on a departmental placement or proficiency examination or by AP or CLEP credit. 3) Students whose native language is not English meet this requirement by passing English 131 and 132 and by passing two English language literature courses taught by the English Department at the 200-level. Non-native speakers may also use these English Literature classes to satisfy the Arts and Humanities requirement.

³Natural Sciences – Two courses from those listed below. At least one of the courses must have a laboratory. NOTE: Certain restrictions may apply to receiving credit in some of these areas. See individual course descriptions or advisor for details. Astronomy 151-152, 161-162 (Honors 217-218); Biology 101, 102, 130-140; Botany 110-120; Chemistry 100-110, 120-130 (Honors 128-138); Entomology and Plant Pathology 201; Forestry, Wildlife and Fisheries 250; Geography 131-132; Geology 101-102 (Honors 107-108), 103, 201, 202, 203; Microbiology 210; Nutrition 100; Physics 101-102, 135-136 (Honors 137-138), 161, 221-222, 231-232.

⁴Social Sciences – One course from: Anthropology 130; Child and Family Studies 210, 220; Political Science 102; Psychology 110 (Honors 117), Sociology 110 (Honors 117), 120 (Honors 127).

⁷Arts and Humanities – Architecture 211, 212; Two courses from: Art History 162 (Honors 167), 172 (Honors 177), 173 (Honors 178), 183 (Honors 187); Classics 232, 253; English 201 (Honors 207), 202 (Honors 208), 221, 222, 231 (Honors 237), 232 (Honors 238), 233, 251, 252, 253, 254; Music History 110, 115, 120, 125, 290; Philosophy 110, 111, 240, 242, 290; Theatre 100.

⁸Cultures and Civilizations – Any one course from: African and African-American Studies 235, 236; Asian Studies 101, 102; Classics 201; Geography 101, 102; History 241, 242 (Honors 247, 248), 261, 262; Latin American Studies 251, 252; Medieval Studies 201, 202; Religious Studies 101, 102; Sociology 250.

Department of
ECONOMICS
<http://econ.bus.utk.edu>

Robert A. Bohm, *Head*

Professors

Bohm, R.A., PhD Washington (St. Louis)
 Chang, H.S., PhD Vanderbilt
 Clark, D.P., PhD Michigan State
 Fox, W.F. (William B. Stokely Distinguished Professor of Business), PhD Ohio State
 Herzog, Jr., H.W. (George A. Spiva Scholar), PhD Maryland
 McKee, M. (J. Fred Holly Chair of Excellence), PhD Carlton (Canada)
 Murray, M.N. (Douglas and Brenda Horne Professor), PhDSyracuse
 Associate Professors
 Gauger, J.A., PhD Iowa State

Assistant Professors

Baker, K. (Visiting Professor), PhD New Mexico
 Bruce, D., PhDSyracuse
 Evans, M., PhD Colorado
 Gilpatric, S., PhD Texas A&M
 Mohsin, M., PhD York (Canada)
 Munkin, M., PhD Indiana
 Santore, R., PhD Ohio State
 Vossler, C., PhD Cornell

Lecturers

Bueckman, D., PhDTennessee
 Schuler, G., PhD Houston

Emeriti Faculty

Davidson, P. (J. Fred Holly Chair of Excellence Emeritus), PhDPennsylvania
 Moore, J.R. (Alumni Distinguished Service Professor Emeritus), PhD Cornell
 Neale, W.C., PhD London School of Economics
 Russell, M., PhD Oklahoma
 Spiva, Jr., G.A., PhDTexas

Adjunct Faculty

Bjornstad, David, PhDSyracuse
 Curlee, T.R., PhDPurdue
 D’Urso, V.T., PhDMassachusetts Institute of Technology
 Schriver, W.R., PhDTennessee
 Shelton, R.B., PhD Southern Illinois
 Vogt, D.P., PhDSyracuse

ECONOMICS MAJOR

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, international economics, labor economics, monetary economics, public finance, quantitative methods, and regional economics. 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, commerce, finance, trade associations, and government offices at all levels.

Requirements for the Bachelor of Science in Business Administration • Economics Major • Traditional Option

| Freshman | Hours | Credit |
|---|--------|------------------|
| ^{1,2} Written Communication: English 101*, 102* | 6 | 6 |
| ³ Quantitative Reasoning: Mathematics 123*-125* or 141*-142* | 6 or 8 | 6 or 8 |
| ⁴ Cultures and Civilizations: Intermediate Foreign Language* | 6 | 6 |
| ⁵ Natural Sciences* | 8 | 8 |
| ⁶ Social Sciences* | 3 | 3 |
| Oral Communication: Communication Studies 210* or 240* | 3 | 3 |
| Business Administration 101 | 1 | 1 |
| Sophomore | | |
| Accounting 201 (Honors 207), 202 | 5 | 5 |
| Social Sciences: Economics 201* (Honors 207*) | 4 | 4 |
| Written Communication: English 255*, 295*, or 355* | 3 | 3 |
| Ethics: Philosophy 342 or 344 | 3 | 3 |
| Statistics 201 (Honors 207) | 3 | 3 |
| Business Administration 201 | 4 | 4 |
| ^{7,2} Arts and Humanities* | 6 | 6 |
| Junior | | |
| Business Administration 331-332 | 4 | 4 |
| Business Administration 341-342 | 4 | 4 |
| Finance 301 | 3 | 3 |
| Economics 311 | 3 | 3 |
| Economics 313 | 3 | 3 |
| Business Administration 351-352 | 3 | 3 |
| Business Administration 361 | 3 | 3 |
| Economics Major Coursework | 6 | 6 |
| Senior | | |
| Business Law 301 | 3 | 3 |
| ⁸ Economics Electives | 12 | 12 |
| ⁹ Cultures and Civilizations* | 3 | 3 |
| Management 401 | 3 | 3 |
| Electives | 9-11 | 9-11 |
| | | Total 122 |

Economics Major Coursework Options (choose one area of focus):
 International Economics – ECON 321; ECON 323
 Industrial Organization – ECON 331; ECON 435
 Public Economics – ECON 471; ECON 472
 Quantitative Economics – ECON 381, ECON 482 (Mathematics 141-142 prerequisites)
 Money/Macroeconomics – ECON 351; ECON 413
 Regional/Urban Economics – ECON 361; FIN 485
 Environmental Economics – ECON 462; Agricultural Economics 470 or Geology 455 (Geology 101 prerequisite)

Labor Economics – ECON 341; MGT 411
 Health Economics – ECON 436; Public Health 300

- *Meets University General Education Requirement.
- ¹Must be completed by the end of the Freshman Year.
- ²Students who complete English 118, Honors English Composition, with a grade of A or B will complete their English Composition requirement by choosing English 102 or a sophomore literature course in the English Department. If the sophomore literature course appears on the list for the Arts and Humanities requirement, the course may also be counted toward the Arts and Humanities requirement.
- ³Mathematics – Mathematics 125 or 141 are prerequisites for Statistics 201, which is taken during the second semester of the Sophomore Year. As a result, either Mathematics 125 or 141 must be completed by the end of the first semester of the Sophomore Year. Students testing into Mathematics 100, 110, 115, or 119 must complete these courses during their Freshman Year to ensure that Mathematics 125 or 141 can be completed during the first semester of the Sophomore Year. Students who have not completed Mathematics 125 by the end of their Freshman Year should take Mathematics 125 in the first semester of their Sophomore Year, prior to taking Mathematics 123.
- ⁴Cultures and Civilizations: Intermediate Foreign Language – Students may complete this requirement in one of three ways - 1) Complete the intermediate sequence of a foreign language from Arabic (Asian Studies) 221-222; Chinese 231-232; French 211-212 (Honors 217-218); German 201-202; Greek (Classics) 261-264; Hebrew (Asian Studies) 241-242; Italian 211-212; Japanese 251-252; Latin (Classics) 251-252; Persian (Asian Studies) 261-262; Portuguese 211-212; Russian 201-202; Spanish 211-212 (Honors 217-218). Students may either continue the Foreign Language begun in high school or start a new sequence. Courses taken at other than the intermediate level are treated as non-business electives. 2) Demonstrate competency on a departmental placement or proficiency examination or by AP or CLEP credit. 3) Students whose native language is not English meet this requirement by passing English 131 and 132 and by passing two English language literature courses taught by the English Department at the 200-level. Non-native speakers may also use these English Literature classes to satisfy the Arts and Humanities requirement.
- ⁵Natural Sciences – Two courses from those listed below. At least one of the courses must have a laboratory. NOTE: Certain restrictions may apply to receiving credit in some of these areas. See individual course descriptions or advisor for details. Astronomy 151-152, 161-162 (Honors 217-218); Biology 101, 102, 130-140; Botany 110-120; Chemistry 100-110, 120-130 (Honors 128-138); Entomology and Plant Pathology 201; Forestry, Wildlife and Fisheries 250; Geography 131-132; Geology 101-102 (Honors 107-108), 103, 201, 202, 203; Microbiology 210; Nutrition 100; Physics 101-102, 135-136 (Honors 137-138), 161, 221-222, 231-232.
- ⁶Social Sciences – One course from: Anthropology 130; Child and Family Studies 210, 220; Political Science 102; Psychology 110 (Honors 117), Sociology 110 (Honors 117), 120 (Honors 127).
- ⁷Arts and Humanities – Architecture 211, 212; Two courses from: Art History 162 (Honors 167), 172 (Honors 177), 173 (Honors 178), 183 (Honors 187); Classics 232, 253; English 201 (Honors 207), 202 (Honors 208), 221, 222, 231 (Honors 237), 232 (Honors 238), 233, 251, 252, 253, 254; Music History 110, 115, 120, 125, 290; Philosophy 110, 111, 240, 242, 290; Theatre 100.
- ⁸Economics Electives – Any four additional Economics courses.
- ⁹Cultures and Civilizations – Any one course from: African and African-American Studies 235, 236; Asian Studies 101, 102; Classics 201; Geography 101, 102; History 241, 242 (Honors 247, 248), 261, 262; Latin American Studies 251, 252; Medieval Studies 201, 202; Religious Studies 101, 102; Sociology 250.

Collateral Option
Requirements for the Bachelor of Science in Business Administration • Economics Major • Collateral Option

| Junior | Hours | Credit |
|--|-------|--------|
| Business Administration 331-332 | 4 | 4 |
| Business Administration 341-342 | 4 | 4 |
| Finance 301 | 3 | 3 |
| Economics 311 | 3 | 3 |
| Economics 313 | 3 | 3 |
| Business Administration 351-352 | 3 | 3 |
| Business Administration 361 | 3 | 3 |
| Collateral | 6 | 6 |
| Senior | | |
| Business Law 301 | 3 | 3 |
| Collateral | 6 | 6 |
| ⁸ Economics Electives | 6 | 6 |
| ⁹ Cultures and Civilizations* | 3 | 3 |
| Management 401 | 3 | 3 |
| Electives | 9-11 | 9-11 |
| Total | | 122 |

Economics Collateral Options:
 Industrial Organization and Finance – ECON 331; ECON 435; FIN 425; FIN 455
 Quantitative Economics and Mathematics – ECON 381; ECON 482 (Mathematics 141-142 prerequisites); MAT 241; MAT 251
 Quantitative Economics and Statistics – ECON 381; ECON 482 (Mathematics 141-142 prerequisites); STAT 472 (Stat 320 prereq); STAT 475 (Stat 320 prerequisite)
 Money/Macroeconomics and Finance – ECON 351; ECON 413; FIN 425; FIN 435

- *Meets University General Education Requirement.
- ⁸Economics Electives – Any two additional Economics courses.
- ⁹Cultures and Civilizations – Any one course from: African and African-American Studies 235, 236; Asian Studies 101, 102; Classics 201; Geography 101, 102; History 241, 242 (Honors 247, 248), 261, 262; Latin American Studies 251, 252; Medieval Studies 201, 202; Religious Studies 101, 102; Sociology 250.

Department of FINANCE
<http://bus.utk.edu/finance>

James W. Wansley, *Head*
 Susan Murphy, *Internship Coordinator*

- Professors**
- Black, H.A. (James F. Smith Professor), PhD Ohio State
 - Boehm, T.P. (AmSouth Scholar), PhD Washington University (St. Louis)
 - DeGennaro, R.P. (SunTrust Professor), PhD Ohio State
 - Ehrhardt, M.C. (Castagna Professor), PhD Georgia Tech
 - Philippatos, G.C. (Distinguished Chaired Professor of Banking and Finance), PhD New York
 - Shrieves, R.E. (Voigt Professor), PhD UCLA
 - Wachowicz, Jr., J.M. (AmSouth Scholar), PhD Illinois
 - Wansley, J.W. (Clayton Homes Chair of Excellence), PhD South Carolina

- Associate Professors**
- Auxier, A.L. (Flaskerud Investments Teaching Scholar), PhD Iowa
 - Collins, M.C. (Home Federal Faculty Fellow), PhD Georgia
 - Daves, P.R., PhD North Carolina
 - Murphy, D.L., PhD Florida

Assistant Professor
 Woidtke, T., PhD Tulane

- Instructors**
- Murphy, S.P., MBA Loyola
 - Sexton, L.S., MBA Tennessee

FINANCE MAJOR

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. The course in real estate is designed for students who are interested in real estate brokerage, appraising, taxation, law, property management, real estate development, mortgage lending and banking, construction, government loan guarantees, and insurance. The course in corporate finance leads to opportunities in corporate forecasting, planning, and control; cash management; and capital and financial analysis positions. The course in financial institutions and markets prepares 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.

Requirements for the Bachelor of Science in Business Administration • Finance Major • Collateral Option

| | Hours | Credit |
|---|------------|------------|
| ^{1,2} Written Communication: English 101*, 102* | 6 | 6 |
| ³ Quantitative Reasoning: Mathematics 123*-125* or 141*-142* | 6 or 8 | 6 or 8 |
| ⁴ Cultures and Civilizations: Intermediate Foreign Language* | 6 | 6 |
| ⁵ Natural Sciences* | 8 | 8 |
| ⁶ Social Sciences* | 3 | 3 |
| Oral Communication: Communication Studies 210* or 240* | 3 | 3 |
| Business Administration 101 | 1 | 1 |
| Sophomore | | |
| Accounting 201 (Honors 207), 202 | 5 | 5 |
| Social Sciences: Economics 201* (Honors 207*) | 4 | 4 |
| Written Communication: English 255*, 295*, or 355* | 3 | 3 |
| Ethics: Philosophy 342 or 344 | 3 | 3 |
| Statistics 201 (Honors 207) | 3 | 3 |
| Business Administration 201 | 4 | 4 |
| ^{7,2} Arts and Humanities* | 6 | 6 |
| Junior | | |
| Business Administration 331-332 | 4 | 4 |
| Business Administration 341-342 | 4 | 4 |
| Finance 301 | 3 | 3 |
| Business Law 301 | 3 | 3 |
| Business Administration 351-352 | 3 | 3 |
| Business Administration 361 | 3 | 3 |
| Finance 425 | 3 | 3 |
| Finance 435 | 3 | 3 |
| Collateral | 6 | 6 |
| Senior | | |
| Collateral | 3 | 3 |
| Finance 455 | 3 | 3 |
| ⁸ Finance Electives | 6 | 6 |
| ⁹ Cultures and Civilizations* | 3 | 3 |
| Management 401 | 3 | 3 |
| Electives | 9-11 | 9-11 |
| Total | 122 | 122 |

Finance Collateral Options:

Accounting - ACC 311; ACC 321; and any one of IM 341 or ACC 414 or ACC 431
 Decision Analysis - IM 341; IM 342; IM 442
 Economics - ECON 311; ECON 313; and choice of either ECON 321 or ECON 482 (Mathematics 141-142 prerequisites)
 General Management - MGT 321; MGT 421; MGT 431
 Information Management - IM 341; IM 342; IM 443
 International Business - ECON 329; BA 371; MGT 471
 Logistics - LOG 310; LOG 411; LOG 421; LOG 441
 Marketing - MKT 340; MKT 460; and any 2 of MKT 452, 454, 456, or 458
 Quantitative Studies - MATH 251 (Mathematics 141-142 prerequisites); MATH 231; MATH 401
 Statistics - STAT 320; STAT 471; and choice of either STAT 472 or STAT 475

*Meets University General Education Requirement.

¹Must be completed by the end of the Freshman Year.

²Students who complete English 118, Honors English Composition, with a grade of A or B will complete their English Composition requirement by choosing English 102 or a sophomore literature course in the English Department. If the sophomore literature course appears on the list for the Arts and Humanities requirement, the course may also be counted toward the Arts and Humanities requirement.

³Mathematics – Mathematics 125 or 141 are prerequisites for Statistics 201, which is taken during the second semester of the Sophomore Year. As a result, either Mathematics 125 or 141 must be completed by the end of the first semester of the Sophomore Year. Students testing into Mathematics 100, 110, 115, or 119 must complete these courses during their Freshman Year to ensure that Mathematics 125 or 141 can be completed during the first semester of the Sophomore Year. Students who have not completed Mathematics 125 by the end of their Freshman Year should take Mathematics 125 in the first semester of their Sophomore Year, prior to taking Mathematics 123.

⁴Cultures and Civilizations: Intermediate Foreign Language – Students may complete this requirement in one of three ways - 1) Complete the intermediate sequence of a foreign language from Arabic (Asian Studies) 221-222; Chinese 231-232; French 211-212 (Honors 217-218); German 201-202; Greek (Classics) 261-264; Hebrew (Asian Studies) 241-242; Italian 211-212; Japanese 251-252; Latin (Classics) 251-252; Persian (Asian Studies) 261-262; Portuguese 211-212; Russian 201-202; Spanish 211-212 (Honors 217-218). Students may either continue the Foreign Language begun in high school or

start a new sequence. Courses taken at other than the intermediate level are treated as non-business electives. 2) Demonstrate competency on a departmental placement or proficiency examination or by AP or CLEP credit. 3) Students whose native language is not English meet this requirement by passing English 131 and 132 and by passing two English language literature courses taught by the English Department at the 200-level. Non-native speakers may also use these English Literature classes to satisfy the Arts and Humanities requirement.

⁵Natural Sciences – Two courses from those listed below. At least one of the courses must have a laboratory. NOTE: Certain restrictions may apply to receiving credit in some of these areas. See individual course descriptions or advisor for details. Astronomy 151-152, 161-162 (Honors 217-218); Biology 101, 102, 130-140; Botany 110-120; Chemistry 100-110, 120-130 (Honors 128-138); Entomology and Plant Pathology 201; Forestry, Wildlife and Fisheries 250; Geography 131-132; Geology 101-102 (Honors 107-108), 103, 201, 202, 203; Microbiology 210; Nutrition 100; Physics 101-102, 135-136 (Honors 137-138), 161, 221-222, 231-232.

⁶Social Sciences – One course from: Anthropology 130; Child and Family Studies 210, 220; Political Science 102; Psychology 110 (Honors 117), Sociology 110 (Honors 117), 120 (Honors 127).

⁷Arts and Humanities – Architecture 211, 212; Two courses from: Art History 162 (Honors 167), 172 (Honors 177), 173 (Honors 178), 183 (Honors 187); Classics 232, 253; English 201 (Honors 207), 202 (Honors 208), 221, 222, 231 (Honors 237), 232 (Honors 238), 233, 251, 252, 253, 254; Music History 110, 115, 120, 125, 290; Philosophy 110, 111, 240, 242, 290; Theatre 100.

⁸Finance Electives – 6 hours from: Finance 402, 475, 485, 493, 495.

⁹Cultures and Civilizations – Any one course from: African and African-American Studies 235, 236; Asian Studies 101, 102; Classics 201; Geography 101, 102; History 241, 242 (Honors 247, 248), 261, 262; Latin American Studies 251, 252; Medieval Studies 201, 202; Religious Studies 101, 102; Sociology 250.

HUMAN RESOURCE DEVELOPMENT PROGRAM

<http://bus.utk.edu/hrd>

Program Liaison

Michael L. Morris

Associate Professors

Kupritz, V., PhD Virginia Tech
 Morris, M.L., PhD, CFLE Tennessee
 Stout, V.J., EdD Tennessee

Assistant Professors

Bartley, S.J., PhD Tennessee
 Lim, D.H., PhD Illinois
 Pierce, R.H., PhD Ohio State

Lecturer

Mackey, D.L., PhD Tennessee

HUMAN RESOURCE DEVELOPMENT MAJOR

The human resource development program offers instructional specializations and credentialing programs for professionals preparing for public and private sector communities and corporations. Students admitted into the program will be expected to develop and demonstrate mastery of a wide range of instructional competencies that are stipulated by international organizations such as International Board of Standards for Training, Performance, and Instruction (IBSTPI), American Society for Training and Development (ASTD), and Society of Human Resource Management (SHRM).

The Bachelor of Science degree prepares those individuals who wish to develop professional expertise in training and human resource development to work in the private and public sectors in capacities such as program designers, subject matter experts, and instructional specialists.

Requirements for the Bachelor of Science in Business Administration • Human Resource Development Major • Collateral Option

| Freshman | Hours | Credit |
|---|--------|------------|
| ^{1,2} Written Communication: English 101*, 102* | 6 | 6 |
| ³ Quantitative Reasoning: Mathematics 123*-125* or 141*-142* | 6 or 8 | 6 or 8 |
| ⁴ Cultures and Civilizations: Intermediate Foreign Language* | 6 | 6 |
| ⁵ Natural Sciences* | 8 | 8 |
| ⁶ Social Sciences* | 3 | 3 |
| Oral Communication: Communication Studies 210* or 240* | 3 | 3 |
| Business Administration 101 | 1 | 1 |
| Sophomore | | |
| Accounting 201 (Honors 207), 202 | 5 | 5 |
| Social Sciences: Economics 201* (Honors 207*) | 4 | 4 |
| Written Communication: English 255*, 295*, or 355* | 3 | 3 |
| Ethics: Philosophy 342 or 344 | 3 | 3 |
| Statistics 201 (Honors 207) | 3 | 3 |
| Business Administration 201 | 4 | 4 |
| ^{7,2} Arts and Humanities | 6 | 6 |
| Junior | | |
| Business Administration 331-332 | 4 | 4 |
| Business Administration 341-342 | 4 | 4 |
| Finance 301 | 3 | 3 |
| Business Law 301 | 3 | 3 |
| Business Administration 351-352 | 3 | 3 |
| Business Administration 361 | 3 | 3 |
| Human Resource Development 340 | 3 | 3 |
| Collateral | 3 | 3 |
| ⁸ Cultures and Civilizations* | 3 | 3 |
| Senior | | |
| Human Resource Development 440 | 3 | 3 |
| Human Resource Development 452 | 3 | 3 |
| Collateral | 6 | 6 |
| Human Resource Development 455 | 3 | 3 |
| Human Resource Development 479 | 3 | 3 |
| Management 401 | 3 | 3 |
| Electives | 9-11 | 9-11 |
| Total | | 122 |

Human Resource Development Collateral Options:

- Decision Analysis – IM 341; IM 342; IM 442
- General Management – MGT 321; MGT 421; MGT 411 or 431
- Information Management – IM 341; IM 342; IM 443
- International Business – ECON 329; BA 371; MGT 471
- Logistics – LOG 310; LOG 411; LOG 421; LOG 441
- Marketing – MKT 340; MKT 460; Choose two from MKT 452, 454, 456, 458
- Operations Management – OMS 341; OMS 441; OMS 410 or MGT 421
- Resource Management – ACC 321; FIN 435; FIN 455

*Meets University General Education Requirement.
¹Must be completed by the end of the Freshman Year.
²Students who complete English 118, Honors English Composition, with a grade of A or B will complete their English Composition requirement by choosing English 102 or a sophomore literature course in the English Department. If the sophomore literature course appears on the list for the Arts and Humanities requirement, the course may also be counted toward the Arts and Humanities requirement.
³Mathematics – Mathematics 125 or 141 are prerequisites for Statistics 201, which is taken during the second semester of the Sophomore Year. As a result, either Mathematics 125 or 141 must be completed by the end of the first semester of the Sophomore Year. Students testing into Mathematics 100, 110, 115, or 119 must complete these courses during their Freshman Year to ensure that Mathematics 125 or 141 can be completed during the first semester of the Sophomore Year. Students who have not completed Mathematics 125 by the end of their Freshman Year should take Mathematics 125 in the first semester of their Sophomore Year, prior to taking Mathematics 123.
⁴Cultures and Civilizations: Intermediate Foreign Language – Students may complete this requirement in one of three ways - 1) Complete the intermediate sequence of a foreign language from Arabic (Asian Studies) 221-222; Chinese 231-232; French 211-212 (Honors 217-218); German 201-202; Greek (Classics) 261-264; Hebrew (Asian Studies) 241-242; Italian 211-212; Japanese 251-252; Latin (Classics) 251-252; Persian (Asian Studies) 261-262; Portuguese 211-212; Russian 201-202; Spanish 211-212 (Honors 217-218). Students may either continue the Foreign Language begun in high school or start a new sequence. Courses taken at other than the intermediate level are treated as non-business electives. 2) Demonstrate competency on a departmental placement or proficiency examination or by AP or CLEP credit. 3) Students whose native language is

not English meet this requirement by passing English 131 and 132 and by passing two English language literature courses taught by the English Department at the 200-level. Non-native speakers may also use these English Literature classes to satisfy the Arts and Humanities requirement.

⁵Natural Sciences – Two courses from those listed below. At least one of the courses must have a laboratory. NOTE: Certain restrictions may apply to receiving credit in some of these areas. See individual course descriptions or advisor for details. Astronomy 151-152, 161-162 (Honors 217-218); Biology 101, 102, 130-140; Botany 110-120; Chemistry 100-110, 120-130 (Honors 128-138); Entomology and Plant Pathology 201; Forestry, Wildlife and Fisheries 250; Geography 131-132; Geology 101-102 (Honors 107-108), 103, 201, 202, 203; Microbiology 210; Nutrition 100; Physics 101-102, 135-136 (Honors 137-138), 161, 221-222, 231-232.
⁶Social Sciences – One course from: Anthropology 130; Child and Family Studies 210, 220; Political Science 102; Psychology 110 (Honors 117), Sociology 110 (Honors 117), 120 (Honors 127).
⁷Arts and Humanities – Architecture 211, 212; Two courses from: Art History 162 (Honors 167), 172 (Honors 177), 173 (Honors 178), 183 (Honors 187); Classics 232, 253; English 201 (Honors 207), 202 (Honors 208), 221, 222, 231 (Honors 237), 232 (Honors 238), 233, 251, 252, 253, 254; Music History 110, 115, 120, 125, 290; Philosophy 110, 111, 240, 242, 290; Theatre 100.
⁸Cultures and Civilizations – Any one course from: African and African-American Studies 235, 236; Asian Studies 101, 102; Classics 201; Geography 101, 102; History 241, 242 (Honors 247, 248), 261, 262; Latin American Studies 251, 252; Medieval Studies 201, 202; Religious Studies 101, 102; Sociology 250.

Department of MANAGEMENT

<http://bus.utk.edu/mgt>

William Q. Judge, Jr., *Interim Head*

Professors

- James, L.R. (Pilot Oil Chair of Excellence in Management), PhD Utah
- Judge, W.Q., PhD North Carolina
- Ladd, R.T., PhD Georgia
- Miller, A. (William B. Stokely Professor of Management), PhD Washington
- Neel, C.W., PhD Alabama
- Rentsch, J.R., PhD Maryland
- Rush, M.C., PhD Akron
- Stahl, M.J. (Distinguished Professor of Management), PhD Rensselaer Polytechnic Institute
- Woehr, D.J., PhD Georgia Institute of Technology

Associate Professor

- Elenkov, D.S., PhD Massachusetts Institute of Technology

Assistant Professor

- Smith, A.D., PhD North Carolina

Lecturers

- Anderson, J.C., MIM Thunderbird
- Atchley, E.K.P., PhD Tennessee
- Enser, W.A., MBA Canisius
- Ilic, W.L., MA Tennessee
- McIntyre, M.D., PhD Tennessee
- Naumova, I.Y., PhD Kansas State
- Neubert, R.L., PhD Tennessee

Emeriti Faculty

- Dewhirst, H.D., PhD Texas
- Fowler, O.S., PhD Georgia
- Maddox, R.C., PhD Texas

MANAGEMENT MAJOR

Management majors may choose from several different areas of emphasis. Operations management and human resource management are the most common selections, but an individualized program may be developed. The foundation is provided by studies of human behavior in organizations, effective team functioning, operational systems, international business, strategic leadership and organizational strategy. Career opportunities include staff positions within production planning, inventory management, and training and development. With respect to line positions, opportunities are available in entry-level managerial

positions in all types of industries, including such industries as retail, banking, manufacturing, transportation, and hospitality. Many of our students find this major to be a useful springboard to post-graduate work as well.

Requirements for the Bachelor of Science in Business Administration • Management Major • Collateral Option

| Freshman | Hours Credit |
|---|---------------------|
| ^{1,2} Written Communication: English 101*, 102* | 6 |
| ³ Quantitative Reasoning: Mathematics 123*-125* or 141*-142* | 6 or 8 |
| ⁴ Cultures and Civilizations: Intermediate Foreign Language* | 6 |
| ⁵ Natural Sciences* | 8 |
| ⁶ Social Sciences* | 3 |
| Oral Communication: Communication Studies 210* or 240* | 3 |
| Business Administration 101 | 1 |
| Sophomore | |
| Accounting 201 (Honors 207), 202 | 5 |
| Social Sciences: Economics 201* (Honors 207*) | 4 |
| Written Communication: English 255*, 295*, or 355* | 3 |
| Ethics: Philosophy 342 or 344 | 3 |
| Statistics 201 (Honors 207) | 3 |
| Business Administration 201 | 4 |
| ^{7,2} Arts and Humanities* | 6 |
| Junior | |
| Business Administration 331-332 | 4 |
| Business Administration 341-342 | 4 |
| Finance 301 | 3 |
| Business Administration 351-352 | 3 |
| Business Administration 361 | 3 |
| Management 321 | 3 |
| Operations and Management Science 341 | 3 |
| ⁸ Cultures and Civilizations* | 3 |
| Collateral | 3 |
| Senior | |
| Business Law 301 | 3 |
| Management 431 | 3 |
| ⁹ Management Electives | 6 |
| Collateral | 6 |
| Management 401 | 3 |
| Electives | 9-11 |
| Total 122 | |

Management Collateral Options:

- Decision Analysis – IM 341; IM 342; IM 442
- Finance – FIN 425 or 435; 455; three hours from FIN 425, 435, 475 or 485
- Human Resource Development – HRD 340; HRD 440; HRD 455
- Information Management – IM 341; IM 342; IM 443
- International Business – ECON 329; BA 371; MGT 471
- Logistics – LOG 310; LOG 411; LOG 421; LOG 441
- Marketing – MKT 340; MKT 460; any two of MKT 452, 454, 456, or 458

*Meets University General Education Requirement.
¹Must be completed by the end of the Freshman Year.
²Students who complete English 118, Honors English Composition, with a grade of A or B will complete their English Composition requirement by choosing English 102 or a sophomore literature course in the English Department. If the sophomore literature course appears on the list for the Arts and Humanities requirement, the course may also be counted toward the Arts and Humanities requirement.
³Mathematics – Mathematics 125 or 141 are prerequisites for Statistics 201, which is taken during the second semester of the Sophomore Year. As a result, either Mathematics 125 or 141 must be completed by the end of the first semester of the Sophomore Year. Students testing into Mathematics 100, 110, 115, or 119 must complete these courses during their Freshman Year to ensure that Mathematics 125 or 141 can be completed during the first semester of the Sophomore Year. Students who have not completed Mathematics 125 by the end of their Freshman Year should take Mathematics 125 in the first semester of their Sophomore Year, prior to taking Mathematics 123.
⁴Cultures and Civilizations: Intermediate Foreign Language – Students may complete this requirement in one of three ways - 1) Complete the intermediate sequence of a foreign language from Arabic (Asian Studies) 221-222; Chinese 231-232; French 211-212 (Honors 217-218); German 201-202; Greek (Classics) 261-264; Hebrew (Asian Studies) 241-242; Italian 211-212; Japanese 251-252; Latin (Classics) 251-252; Persian (Asian Studies) 261-262; Portuguese 211-212; Russian 201-202; Spanish 211-212 (Honors 217-218). Students may either continue the Foreign Language begun in high school or

start a new sequence. Courses taken at other than the intermediate level are treated as non-business electives. 2) Demonstrate competency on a departmental placement or proficiency examination or by AP or CLEP credit. 3) Students whose native language is not English meet this requirement by passing English 131 and 132 and by passing two English language literature courses taught by the English Department at the 200-level. Non-native speakers may also use these English Literature classes to satisfy the Arts and Humanities requirement.

⁵Natural Sciences – Two courses from those listed below. At least one of the courses must have a laboratory. NOTE: Certain restrictions may apply to receiving credit in some of these areas. See individual course descriptions or advisor for details. Astronomy 151-152, 161-162 (Honors 217-218); Biology 101, 102, 130-140; Botany 110-120; Chemistry 100-110, 120-130 (Honors 128-138); Entomology and Plant Pathology 201; Forestry, Wildlife and Fisheries 250; Geography 131-132; Geology 101-102 (Honors 107-108), 103, 201, 202, 203; Microbiology 210; Nutrition 100; Physics 101-102, 135-136 (Honors 137-138), 161, 221-222, 231-232.
⁶Social Sciences – One course from: Anthropology 130; Child and Family Studies 210, 220; Political Science 102; Psychology 110 (Honors 117), Sociology 110 (Honors 117), 120 (Honors 127).
⁷Arts and Humanities – Architecture 211, 212; Two courses from: Art History 162 (Honors 167), 172 (Honors 177), 173 (Honors 178), 183 (Honors 187); Classics 232, 253; English 201 (Honors 207), 202 (Honors 208), 221, 222, 231 (Honors 237), 232 (Honors 238), 233, 251, 252, 253, 254; Music History 110, 115, 120, 125, 290; Philosophy 110, 111, 240, 242, 290; Theatre 100.
⁸Cultures and Civilizations – Any one course from: African and African-American Studies 235, 236; Asian Studies 101, 102; Classics 201; Geography 101, 102; History 241, 242 (Honors 247, 248), 261, 262; Latin American Studies 251, 252; Medieval Studies 201, 202; Religious Studies 101, 102; Sociology 250.
⁹Management Electives – 6 hours from Management 411, 432, 440, 471, 492, 493, and Operations and Management Science 441.

Dual Concentrations Requirements for the Bachelor of Science in Business Administration • Management Major • Dual Concentration with Information Management

| Junior | Hours Credit |
|--|---------------------|
| Business Administration 331-332 | 4 |
| Business Administration 341-342 | 4 |
| Finance 301 | 3 |
| Business Administration 351-352 | 3 |
| Business Administration 361 | 3 |
| Management 321 | 3 |
| Operations and Management Science 341 | 3 |
| ⁸ Cultures and Civilizations* | 3 |
| Information Management 341 | 3 |
| Senior | |
| Business Law 301 | 3 |
| Management 431 | 3 |
| Operations and Management Science 441 | 3 |
| Information Management 342 | 3 |
| Information Management 442 | 3 |
| Information Management 443 | 3 |
| Management 401 | 3 |
| Electives | 9-11 |
| Total 122 | |

*Meets University General Education Requirement.
⁸Cultures and Civilizations – Any one course from: African and African-American Studies 235, 236; Asian Studies 101, 102; Classics 201; Geography 101, 102; History 241, 242 (Honors 247, 248), 261, 262; Latin American Studies 251, 252; Medieval Studies 201, 202; Religious Studies 101, 102; Sociology 250.

Requirements for the Bachelor of Science in Business Administration • Management Major • Dual Concentration with International Business

| Junior | Hours Credit |
|---------------------------------------|---------------------|
| Business Administration 331-332 | 4 |
| Business Administration 341-342 | 4 |
| Finance 301 | 3 |
| Business Administration 351-352 | 3 |
| Business Administration 361 | 3 |
| Management 321 | 3 |

| | |
|--|------------|
| Operations and Management Science 341 | 3 |
| ⁸ Cultures and Civilizations* | 3 |
| ⁹ Economics 329 | 3 |
| Senior | |
| Business Law 301 | 3 |
| Management 431 | 3 |
| Operations and Management Science 441 | 3 |
| ⁹ Business Administration 371 | 3 |
| ⁹ Management 471 | 3 |
| ⁹ Business Administration 400 | 3 |
| Management 401 | 3 |
| Electives | 9-11 |
| Total | 122 |

*Meets University General Education Requirement.
⁸Cultures and Civilizations – Any one course from: African and African-American Studies 235, 236; Asian Studies 101, 102; Classics 201; Geography 101, 102; History 241, 242 (Honors 247, 248), 261, 262; Latin American Studies 251, 252; Medieval Studies 201, 202; Religious Studies 101, 102; Sociology 250.

Department of
MARKETING AND LOGISTICS
<http://ml.bus.utk.edu>

Robert B. Woodruff, *Head*

Professors

| | |
|---|----------------|
| Barnaby, D.J., PhD | Purdue |
| Cadotte, E.R., PhD | Ohio State |
| Davis, Jr., F.W., PhD | Michigan State |
| Mentzer, J.T. (Bruce Chair of Excellence in Business), PhD | Michigan State |
| Schumann, D.W. (William J. Taylor Professor in Business), PhD | Missouri |
| Woodruff, R.B. (Proffitt's, Inc. Professor of Marketing), DBA | Indiana |

Associate Professors

| | |
|--|----------------|
| Dabholkar, P.A., PhD | Georgia State |
| Foggin, J.H., DBA | Indiana |
| Gardial, S.F., PhD | Houston |
| Holcomb, M.C., PhD | Tennessee |
| Kahn, K.B., PhD | Virginia Tech |
| Moon, M.A. PhD | North Carolina |
| Reizenstein, R.C., PhD | Cornell |
| Rentz, J.O., PhD | Georgia |
| Rinehart, L.M., PhD | Tennessee |
| Stank, T.P. (Dove Professor of Logistics), PhD | Georgia |

Assistant Professors

Collins, M.E., MBA Middle Tennessee State

| | |
|------------------------|----------------|
| Esper, T.L., PhD | Arkansas |
| Flint, D.J., PhD | Tennessee |
| Myers, M.B., PhD | Michigan State |
| Sahin, F., PhD | Texas A&M |

Emeriti Faculty

| | |
|------------------------|------------|
| Dicer, G.N., DBA | Indiana |
| Mundy, R.A., PhD | Penn State |

LOGISTICS MAJOR

Logistics has responsibility for 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. A major component of logistics, transportation refers to the physical movement of goods between two geographic points.

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

The internationally recognized logistics program at the University of Tennessee, Knoxville, is currently regarded as one of the most comprehensive and contemporary programs in the nation. The program offers a fundamental yet innovative curriculum. Students develop important skills required of logistics professionals, as well as learn how logistics helps solve business supply chain management problems.

Requirements for the Bachelor of Science in Business Administration • Logistics Major • Collateral Option

| Freshman | Hours | Credit |
|---|--------------|---------------|
| ^{1,2} Written Communication: English 101*, 102* | 6 | 6 |
| ³ Quantitative Reasoning: Mathematics 123*-125* or 141*-142* | 6 or 8 | 6 or 8 |
| ⁴ Cultures and Civilizations: Intermediate Foreign Language* | 6 | 6 |
| ⁵ Natural Sciences* | 8 | 8 |
| ⁶ Social Sciences* | 3 | 3 |
| Oral Communication: Communication Studies 210* or 240* | 3 | 3 |
| Business Administration 101 | 1 | 1 |
| Sophomore | | |
| Accounting 201 (Honors 207), 202 | 5 | 5 |
| Social Sciences: Economics 201* (Honors 207*) | 4 | 4 |
| Written Communication: English 255*, 295*, or 355* | 3 | 3 |
| Ethics: Philosophy 342 or 344 | 3 | 3 |
| Statistics 201 (Honors 207) | 3 | 3 |
| Business Administration 201 | 4 | 4 |
| ^{7,2} Arts and Humanities* | 6 | 6 |
| Junior | | |
| Business Administration 331-332 | 4 | 4 |
| Business Administration 341-342 | 4 | 4 |
| Finance 301 | 3 | 3 |
| Business Administration 351-352 | 3 | 3 |
| Business Administration 361 | 3 | 3 |
| ⁸ Cultures and Civilizations* | 3 | 3 |
| Logistics 310 | 3 | 3 |
| Collateral | 3 | 3 |
| Business Law 301 | 3 | 3 |
| Senior | | |
| Logistics 411 | 2 | 2 |
| Logistics 421 | 2 | 2 |
| Logistics 441 | 2 | 2 |
| Collateral | 6 | 6 |
| Logistics 412 | 3 | 3 |
| Logistics 460 | 3 | 3 |
| Management 401 | 3 | 3 |
| Electives | 9-11 | 9-11 |
| Total | 122 | 122 |

Logistics Collateral Options:

- Decision Analysis – IM 341; IM 342; IM 442
- General Management – MGT 321; MGT 421; MGT 431 or MGT 411
- Human Resource Development – HRD 340; HRD 440; HRD 455
- Information Management – IM 341; IM 342; IM 443
- International Business – ECON 329; BA 371; MGT 471
- Marketing – MKT 340; MKT 460; any two of MKT 452, MKT 454, MKT 456, or MKT 458
- Operations Management – OMS 341; OMS 441; OMS 410 or MGT 421
- Resource Management – ACC 321; FIN 435; FIN 455
- Statistics – STAT 320; STAT 471; STAT 475

*Meets University General Education Requirement.
¹Must be completed by the end of the Freshman Year.
²Students who complete English 118, Honors English Composition, with a grade of A or B will complete their English Composition requirement by choosing English 102 or a sophomore literature course in the English Department. If the sophomore literature course appears on the list for the Arts and Humanities requirement, the course may also be counted toward the Arts and Humanities requirement.
³Mathematics – Mathematics 125 or 141 are prerequisites for Statistics 201, which is taken during the second semester of the Sophomore Year. As a result, either Mathematics 125 or 141 must be completed by the end of the first semester of the Sophomore Year. Students testing into Mathematics 100, 110, 115, or 119 must complete these courses during their Freshman Year to ensure that Mathematics 125 or 141 can be

completed during the first semester of the Sophomore Year. Students who have not completed Mathematics 125 by the end of their Freshman Year should take Mathematics 125 in the first semester of their Sophomore Year, prior to taking Mathematics 123.
⁴Cultures and Civilizations: Intermediate Foreign Language – Students may complete this requirement in one of three ways - 1) Complete the intermediate sequence of a foreign language from Arabic (Asian Studies) 221-222; Chinese 231-232; French 211-212 (Honors 217-218); German 201-202; Greek (Classics) 261-264; Hebrew (Asian Studies) 241-242; Italian 211-212; Japanese 251-252; Latin (Classics) 251-252; Persian (Asian Studies) 261-262; Portuguese 211-212; Russian 201-202; Spanish 211-212 (Honors 217-218). Students may either continue the Foreign Language begun in high school or start a new sequence. Courses taken at other than the intermediate level are treated as non-business electives. 2) Demonstrate competency on a departmental placement or proficiency examination or by AP or CLEP credit. 3) Students whose native language is not English meet this requirement by passing English 131 and 132 and by passing two English language literature courses taught by the English Department at the 200-level. Non-native speakers may also use these English Literature classes to satisfy the Arts and Humanities requirement.

⁵Natural Sciences – Two courses from those listed below. At least one of the courses must have a laboratory. NOTE: Certain restrictions may apply to receiving credit in some of these areas. See individual course descriptions or advisor for details. Astronomy 151-152, 161-162 (Honors 217-218); Biology 101, 102, 130-140; Botany 110-120; Chemistry 100-110, 120-130 (Honors 128-138); Entomology and Plant Pathology 201; Forestry, Wildlife and Fisheries 250; Geography 131-132; Geology 101-102 (Honors 107-108), 103, 201, 202, 203; Microbiology 210; Nutrition 100; Physics 101-102, 135-136 (Honors 137-138), 161, 221-222, 231-232.

⁶Social Sciences – One course from: Anthropology 130; Child and Family Studies 210, 220; Political Science 102; Psychology 110 (Honors 117), Sociology 110 (Honors 117), 120 (Honors 127).

⁷Arts and Humanities – Architecture 211, 212; Two courses from: Art History 162 (Honors 167), 172 (Honors 177), 173 (Honors 178), 183 (Honors 187); Classics 232, 253; English 201 (Honors 207), 202 (Honors 208), 221, 222, 231 (Honors 237), 232 (Honors 238), 233, 251, 252, 253, 254; Music History 110, 115, 120, 125, 290; Philosophy 110, 111, 240, 242, 290; Theatre 100.

⁸Cultures and Civilizations – Any one course from: African and African-American Studies 235, 236; Asian Studies 101, 102; Classics 201; Geography 101, 102; History 241, 242 (Honors 247, 248), 261, 262; Latin American Studies 251, 252; Medieval Studies 201, 202; Religious Studies 101, 102; Sociology 250.

Dual Concentrations

Requirements for the Bachelor of Science in Business Administration • Logistics Major • Dual Concentration with Information Management

| Junior | Hours | Credit |
|--|-------|------------|
| Business Administration 331-332 | 4 | 4 |
| Business Administration 341-342 | 4 | 4 |
| Finance 301 | 3 | 3 |
| Business Administration 351-352 | 3 | 3 |
| Business Administration 361 | 3 | 3 |
| ⁸ Cultures and Civilizations* | 3 | 3 |
| Logistics 310 | 3 | 3 |
| Information Management 341 | 3 | 3 |
| Business Law 301 | 3 | 3 |
| Senior | | |
| Logistics 411 | 2 | 2 |
| Logistics 421 | 2 | 2 |
| Logistics 441 | 2 | 2 |
| Information Management 342 | 3 | 3 |
| Information Management 442 | 3 | 3 |
| Information Management 443 | 3 | 3 |
| Logistics 460 | 3 | 3 |
| Management 401 | 3 | 3 |
| Electives | 9-11 | |
| Total | | 122 |

*Meets University General Education Requirement.

⁸Cultures and Civilizations – Any one course from: African and African-American Studies 235, 236; Asian Studies 101, 102; Classics 201; Geography 101, 102; History 241, 242 (Honors 247, 248), 261, 262; Latin American Studies 251, 252; Medieval Studies 201, 202; Religious Studies 101, 102; Sociology 250.

Requirements for the Bachelor of Science in Business Administration • Logistics Major • Dual Concentration with International Business

| Junior | Hours | Credit |
|--|-------|------------|
| Business Administration 331-332 | 4 | 4 |
| Business Administration 341-342 | 4 | 4 |
| Finance 301 | 3 | 3 |
| Business Administration 351-352 | 3 | 3 |
| Business Administration 361 | 3 | 3 |
| ⁸ Cultures and Civilizations* | 3 | 3 |
| Logistics 310 | 3 | 3 |
| ⁹ Economics 329 | 3 | 3 |
| Business Law 301 | 3 | 3 |
| Senior | | |
| Logistics 411 | 2 | 2 |
| Logistics 421 | 2 | 2 |
| Logistics 441 | 2 | 2 |
| ⁹ Management 471 | 3 | 3 |
| ⁹ Business Administration 371 | 3 | 3 |
| ⁹ Business Administration 400 | 3 | 3 |
| Logistics 460 | 3 | 3 |
| Management 401 | 3 | 3 |
| Electives | 9-11 | |
| Total | | 122 |

*Meets University General Education Requirement.

⁸Cultures and Civilizations – Any one course from: African and African-American Studies 235, 236; Asian Studies 101, 102; Classics 201; Geography 101, 102; History 241, 242 (Honors 247, 248), 261, 262; Latin American Studies 251, 252; Medieval Studies 201, 202; Religious Studies 101, 102; Sociology 250.

⁹Coursework for the International Business Dual Concentration may be substituted for a program of study as approved by an advisor.

Requirements for the Bachelor of Science in Business Administration • Logistics Major • Dual Concentration with Marketing

| Junior | Hours | Credit |
|--|-------|------------|
| Business Administration 331-332 | 4 | 4 |
| Business Administration 341-342 | 4 | 4 |
| Finance 301 | 3 | 3 |
| Business Administration 351-352 | 3 | 3 |
| Business Administration 361 | 3 | 3 |
| ⁸ Cultures and Civilizations* | 3 | 3 |
| Logistics 310 | 3 | 3 |
| Marketing 340 | 3 | 3 |
| Business Law 301 | 3 | 3 |
| Senior | | |
| Logistics 411 | 2 | 2 |
| Logistics 421 | 2 | 2 |
| Logistics 441 | 2 | 2 |
| Marketing 350 | 4 | 4 |
| ⁹ Marketing Electives | 4 | 4 |
| Logistics 460 | 3 | 3 |
| Marketing 460 | 2 | 2 |
| Management 401 | 3 | 3 |
| Electives | 8-10 | |
| Total | | 122 |

*Meets University General Education Requirement.

⁸Cultures and Civilizations – Any one course from: African and African-American Studies 235, 236; Asian Studies 101, 102; Classics 201; Geography 101, 102; History 241, 242 (Honors 247, 248), 261, 262; Latin American Studies 251, 252; Medieval Studies 201, 202; Religious Studies 101, 102; Sociology 250.

⁹Marketing Electives – 4 hours from Marketing 452, 454, 456, 458.

Requirements for the Bachelor of Science in Business Administration • Logistics Major • Dual Concentration with Operations Management

| Junior | Hours | Credit |
|--|-------|------------|
| Business Administration 331-332 | 4 | 4 |
| Business Administration 341-342 | 4 | 4 |
| Finance 301 | 3 | 3 |
| Business Administration 351-352 | 3 | 3 |
| Business Administration 361 | 3 | 3 |
| ⁸ Cultures and Civilizations* | 3 | 3 |
| Logistics 310 | 3 | 3 |
| Operations and Management Science 341 | 3 | 3 |
| Business Law 301 | 3 | 3 |
| Senior | | |
| Logistics 411 | 2 | 2 |
| Logistics 421 | 2 | 2 |
| Logistics 441 | 2 | 2 |
| Operations and Management Science 441 | 3 | 3 |
| Management 421 | 3 | 3 |
| Operations and Management Science 410 | 3 | 3 |
| Logistics 460 | 3 | 3 |
| Management 401 | 3 | 3 |
| Electives | 9-11 | |
| Total | | 122 |

*Meets University General Education Requirement.
⁸Cultures and Civilizations – Any one course from: African and African-American Studies 235, 236; Asian Studies 101, 102; Classics 201; Geography 101, 102; History 241, 242 (Honors 247, 248), 261, 262; Latin American Studies 251, 252; Medieval Studies 201, 202; Religious Studies 101, 102; Sociology 250.

Requirements for the Bachelor of Science in Business Administration • Logistics Major • Dual Concentration with Statistics

| Junior | Hours | Credit |
|--|-------|------------|
| Business Administration 331-332 | 4 | 4 |
| Business Administration 341-342 | 4 | 4 |
| Finance 301 | 3 | 3 |
| Business Administration 351-352 | 3 | 3 |
| Business Administration 361 | 3 | 3 |
| ⁸ Cultures and Civilizations* | 3 | 3 |
| Logistics 310 | 3 | 3 |
| Statistics 320 | 3 | 3 |
| Business Law 301 | 3 | 3 |
| Senior | | |
| Logistics 411 | 2 | 2 |
| Logistics 421 | 2 | 2 |
| Logistics 441 | 2 | 2 |
| Statistics 365 | 3 | 3 |
| Statistics 471 | 3 | 3 |
| Statistics 474 or 475 | 3 | 3 |
| Logistics 460 | 3 | 3 |
| Management 401 | 3 | 3 |
| Electives | 9-11 | |
| Total | | 122 |

*Meets University General Education Requirement.
⁸Cultures and Civilizations – Any one course from: African and African-American Studies 235, 236; Asian Studies 101, 102; Classics 201; Geography 101, 102; History 241, 242 (Honors 247, 248), 261, 262; Latin American Studies 251, 252; Medieval Studies 201, 202; Religious Studies 101, 102; Sociology 250.
 Mathematics

MARKETING MAJOR

Marketing in an organization has responsibility for identifying who customers are, what they need and want, and how best to meet those needs/wants by creating and delivering superior value to them. Marketing professionals use strategy tools to target customers, create value propositions and positioning for each target, and deliver and communicate value to these customers through product design, pricing, advertising, personal selling, promotion, and distribution.

Marketing education enables one to pursue varied career opportunities critical to organizations. Typically, a career in marketing begins in either consumer or industrial sales or retailing, which eventually may lead to management positions in any of several areas. For example, marketing professionals may hold positions in advertising, brand management, sales management, promotion management, marketing research, distribution, and other related areas.

Students interested in a marketing career will have a broad-based business education, which includes financial management, logistics and transportation, operations, human resources, business strategy, economics, and statistics. In addition to a broad array of courses in arts and sciences, marketing students will obtain a strong grounding in the social sciences to better understand the forces that shape consumer preferences.

Requirements for the Bachelor of Science in Business Administration • Marketing Major • Collateral Option

| Freshman | Hours | Credit |
|---|--------|------------|
| ^{1,2} Written Communication: English 101*, 102* | 6 | 6 |
| ³ Quantitative Reasoning: Mathematics 123*-125* or 141*-142* | 6 or 8 | 6 or 8 |
| ⁴ Cultures and Civilizations: Intermediate Foreign Language* | 6 | 6 |
| ⁵ Natural Sciences* | 8 | 8 |
| ⁶ Social Sciences* | 3 | 3 |
| Oral Communication: Communication Studies 210* or 240* | 3 | 3 |
| Business Administration 101 | 1 | 1 |
| Sophomore | | |
| Accounting 201 (Honors 207), 202 | 5 | 5 |
| Social Sciences: Economics 201* (Honors 207*) | 4 | 4 |
| Written Communication: English 255*, 295*, or 355* | 3 | 3 |
| Ethics: Philosophy 342 or 344 | 3 | 3 |
| Statistics 201 (Honors 207) | 3 | 3 |
| Business Administration 201 | 4 | 4 |
| ^{7,2} Arts and Humanities* | 6 | 6 |
| Junior | | |
| Business Administration 331-332 | 4 | 4 |
| Business Administration 341-342 | 4 | 4 |
| Finance 301 | 3 | 3 |
| Business Administration 351-352 | 3 | 3 |
| Business Administration 361 | 3 | 3 |
| ⁸ Cultures and Civilizations* | 3 | 3 |
| Marketing 340 | 3 | 3 |
| Business Law 301 | 3 | 3 |
| Collateral | 3 | 3 |
| Senior | | |
| Marketing 350 | 4 | 4 |
| ⁹ Marketing Electives | 6 | 6 |
| Collateral | 6 | 6 |
| Management 401 | 3 | 3 |
| Marketing 460 | 2 | 2 |
| Total | | 122 |

Marketing Collateral Options:
 Data Mining – STAT 320; STAT 471; STAT 474
 Decision Analysis – IM 341; IM 342; IM 442

Forecasting – STAT 320; STAT 471; STAT 475
 General Management – MGT 321; MGT 421; MGT 411 or MGT 431
 Human Resource Development – HRD 340; HRD 440; HRD 455
 Information Management – IM 341; IM 342; IM 443
 International Business – ECON 329; BA 371; MGT 471
 Logistics – LOG 310; LOG 411; LOG 421; LOG 441
 Process Thinking – STAT 320; STAT 365; STAT 471
 Resource Management – ACC 321; FIN 435; FIN 455

*Meets University General Education Requirement.
¹Must be completed by the end of the Freshman Year.
²Students who complete English 118, Honors English Composition, with a grade of A or B will complete their English Composition requirement by choosing English 102 or a sophomore literature course in the English Department. If the sophomore literature course appears on the list for the Arts and Humanities requirement, the course may also be counted toward the Arts and Humanities requirement.
³Mathematics – Mathematics 125 or 141 are prerequisites for Statistics 201, which is taken during the second semester of the Sophomore Year. As a result, either Mathematics 125 or 141 must be completed by the end of the first semester of the Sophomore Year. Students testing into Mathematics 100, 110, 115, or 119 must complete these courses during their Freshman Year to ensure that Mathematics 125 or 141 can be completed during the first semester of the Sophomore Year. Students who have not completed Mathematics 125 by the end of their Freshman Year should take Mathematics 125 in the first semester of their Sophomore Year, prior to taking Mathematics 123.
⁴Cultures and Civilizations: Intermediate Foreign Language – Students may complete this requirement in one of three ways - 1) Complete the intermediate sequence of a foreign language from Arabic (Asian Studies) 221-222; Chinese 231-232; French 211-212 (Honors 217-218); German 201-202; Greek (Classics) 261-264; Hebrew (Asian Studies) 241-242; Italian 211-212; Japanese 251-252; Latin (Classics) 251-252; Persian (Asian Studies) 261-262; Portuguese 211-212; Russian 201-202; Spanish 211-212 (Honors 217-218). Students may either continue the Foreign Language begun in high school or start a new sequence. Courses taken at other than the intermediate level are treated as non-business electives. 2) Demonstrate competency on a departmental placement or proficiency examination or by AP or CLEP credit. 3) Students whose native language is not English meet this requirement by passing English 131 and 132 and by passing two English language literature courses taught by the English Department at the 200-level. Non-native speakers may also use these English Literature classes to satisfy the Arts and Humanities requirement.
⁵Natural Sciences – Two courses from those listed below. At least one of the courses must have a laboratory. NOTE: Certain restrictions may apply to receiving credit in some of these areas. See individual course descriptions or advisor for details. Astronomy 151-152, 161-162 (Honors 217-218); Biology 101, 102, 130-140; Botany 110-120; Chemistry 100-110, 120-130 (Honors 128-138); Entomology and Plant Pathology 201; Forestry, Wildlife and Fisheries 250; Geography 131-132; Geology 101-102 (Honors 107-108), 103, 201, 202, 203; Microbiology 210; Nutrition 100; Physics 101-102, 135-136 (Honors 137-138), 161, 221-222, 231-232.
⁶Social Sciences – One course from: Anthropology 130; Child and Family Studies 210, 220; Political Science 102; Psychology 110 (Honors 117), Sociology 110 (Honors 117), 120 (Honors 127).
⁷Arts and Humanities – Architecture 211, 212; Two courses from: Art History 162 (Honors 167), 172 (Honors 177), 173 (Honors 178), 183 (Honors 187); Classics 232, 253; English 201 (Honors 207), 202 (Honors 208), 221, 222, 231 (Honors 237), 232 (Honors 238), 233, 251, 252, 253, 254; Music History 110, 115, 120, 125, 290; Philosophy 110, 111, 240, 242, 290; Theatre 100.
⁸Cultures and Civilizations – Any one course from: African and African-American Studies 235, 236; Asian Studies 101, 102; Classics 201; Geography 101, 102; History 241, 242 (Honors 247, 248), 261, 262; Latin American Studies 251, 252; Medieval Studies 201, 202; Religious Studies 101, 102; Sociology 250.
⁹Marketing Electives – 6 hours from Marketing 452, 454, 456, 458.

Dual Concentrations
Requirements for the Bachelor of Science in Business Administration • Marketing Major • Dual Concentration with Information Management

| Junior | Hours | Credit |
|--|-------|--------|
| Business Administration 331-332 | 4 | 4 |
| Business Administration 341-342 | 4 | 4 |
| Finance 301 | 3 | 3 |
| Business Administration 351-352 | 3 | 3 |
| Business Administration 361 | 3 | 3 |
| ⁸ Cultures and Civilizations* | 3 | 3 |
| Marketing 340 | 3 | 3 |
| Business Law 301 | 3 | 3 |
| Information Management 341 | 3 | 3 |
| Senior | | |
| Marketing 350 | 4 | 4 |
| ⁹ Marketing Electives | 4 | 4 |
| Information Management 342 | 3 | 3 |

| | |
|----------------------------|------|
| Information Management 442 | 3 |
| Information Management 443 | 3 |
| Management 401 | 3 |
| Marketing 460 | 2 |
| Electives | 8-10 |
| Total 122 | |

*Meets University General Education Requirement.
⁸Cultures and Civilizations – Any one course from: African and African-American Studies 235, 236; Asian Studies 101, 102; Classics 201; Geography 101, 102; History 241, 242 (Honors 247, 248), 261, 262; Latin American Studies 251, 252; Medieval Studies 201, 202; Religious Studies 101, 102; Sociology 250.
⁹Marketing Electives – 4 hours from Marketing 452, 454, 456, 458.

Requirements for the Bachelor of Science in Business Administration • Marketing Major • Dual Concentration with International Business

| Junior | Hours | Credit |
|--|-------|--------|
| Business Administration 331-332 | 4 | 4 |
| Business Administration 341-342 | 4 | 4 |
| Finance 301 | 3 | 3 |
| Business Administration 351-352 | 3 | 3 |
| Business Administration 361 | 3 | 3 |
| ⁸ Cultures and Civilizations* | 3 | 3 |
| Marketing 340 | 3 | 3 |
| Business Law 301 | 3 | 3 |
| ⁹ Economics 329 | 3 | 3 |
| Senior | | |
| Marketing 350 | 4 | 4 |
| ¹⁰ Marketing Electives | 4 | 4 |
| ⁹ Management 471 | 3 | 3 |
| ⁹ Business Administration 371 | 3 | 3 |
| ⁹ Business Administration 400 | 3 | 3 |
| Management 401 | 3 | 3 |
| Marketing 460 | 2 | 2 |
| Electives | 8-10 | 8-10 |
| Total 122 | | |

*Meets University General Education Requirement.
⁸Cultures and Civilizations – Any one course from: African and African-American Studies 235, 236; Asian Studies 101, 102; Classics 201; Geography 101, 102; History 241, 242 (Honors 247, 248), 261, 262; Latin American Studies 251, 252; Medieval Studies 201, 202; Religious Studies 101, 102; Sociology 250.
⁹Coursework for the International Business Dual Concentration may be substituted for a program of study as approved by an advisor.
¹⁰Marketing Electives – 4 hours from Marketing 452, 454, 456, 458.

Requirements for the Bachelor of Science in Business Administration • Marketing Major • Dual Concentration with Logistics

| Junior | Hours | Credit |
|--|-------|--------|
| Business Administration 331-332 | 4 | 4 |
| Business Administration 341-342 | 4 | 4 |
| Finance 301 | 3 | 3 |
| Business Administration 351-352 | 3 | 3 |
| Business Administration 361 | 3 | 3 |
| ⁸ Cultures and Civilizations* | 3 | 3 |
| Marketing 340 | 3 | 3 |
| Business Law 301 | 3 | 3 |
| Logistics 310 | 3 | 3 |
| Senior | | |
| Marketing 350 | 4 | 4 |
| ⁹ Marketing Electives | 4 | 4 |
| Logistics 411 | 2 | 2 |
| Logistics 421 | 2 | 2 |
| Logistics 441 | 2 | 2 |
| Management 401 | 3 | 3 |

| | |
|--------------------|------|
| Marketing 460..... | 2 |
| Logistics 460..... | 3 |
| Electives | 8-10 |
| Total 122 | |

*Meets University General Education Requirement.
 §Cultures and Civilizations – Any one course from: African and African-American Studies 235, 236; Asian Studies 101, 102; Classics 201; Geography 101, 102; History 241, 242 (Honors 247, 248), 261, 262; Latin American Studies 251, 252; Medieval Studies 201, 202; Religious Studies 101, 102; Sociology 250.
 ¶Marketing Electives – 4 hours from Marketing 452, 454, 456, 458.

Requirements for the Bachelor of Science in Business Administration • Marketing Major • Dual Concentration with Statistics

| Junior | Hours Credit |
|--------------------------------------|--------------|
| Business Administration 331-332..... | 4 |
| Business Administration 341-342..... | 4 |
| Finance 301..... | 3 |
| Business Administration 351-352..... | 3 |
| Business Administration 361..... | 3 |
| §Cultures and Civilizations*..... | 3 |
| Marketing 340..... | 3 |
| Business Law 301..... | 3 |
| Statistics Dual Concentration..... | 3 |
| Senior | |
| Marketing 350..... | 4 |
| ¶Marketing Electives..... | 4 |
| Statistics Dual Concentration..... | 9 |
| Management 401..... | 3 |
| Marketing 460..... | 2 |
| Electives | 8-10 |
| Total 122 | |

Marketing and Statistics Dual Concentration Options:
 1) STAT 320; STAT 330; STAT 471; STAT 474 or 475
 2) STAT 320; STAT 471; STAT 474; STAT 475

*Meets University General Education Requirement.
 §Cultures and Civilizations – Any one course from: African and African-American Studies 235, 236; Asian Studies 101, 102; Classics 201; Geography 101, 102; History 241, 242 (Honors 247, 248), 261, 262; Latin American Studies 251, 252; Medieval Studies 201, 202; Religious Studies 101, 102; Sociology 250.
 ¶Marketing Electives – 4 hours from Marketing 452, 454, 456, 458.

PUBLIC ADMINISTRATION MAJOR (Intercollegiate Program)

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 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 governments. Many public administration majors pursue graduate-level education and training. Law schools and the Master of Public Administration are two possible options.

Requirements for the Bachelor of Science in Business Administration • Public Administration Major

| Freshman | Hours Credit |
|--|--------------|
| ^{1,2} Written Communication: English 101*, 102*..... | 6 |
| ³ Quantitative Reasoning: Mathematics 123*-125* or 141*-142*..... | 6 or 8 |
| ⁴ Cultures and Civilizations: Intermediate Foreign Language*..... | 6 |
| ⁵ Natural Sciences*..... | 8 |
| ⁶ Social Sciences*..... | 3 |
| Oral Communication: Communication Studies 210* or 240*..... | 3 |
| Business Administration 101..... | 1 |
| Sophomore | |
| Accounting 201 (Honors 207), 202..... | 5 |
| Social Sciences: Economics 201* (Honors 207*)..... | 4 |
| Written Communication: English 255*, 295*, or 355*..... | 3 |
| Ethics: Philosophy 342 or 344..... | 3 |
| Statistics 201 (Honors 207)..... | 3 |
| Business Administration 201..... | 4 |
| ^{7,2} Arts and Humanities*..... | 6 |
| Junior | |
| Business Administration 331-332..... | 4 |
| Business Administration 341-342..... | 4 |
| Finance 301..... | 3 |
| Business Administration 351-352..... | 3 |
| Business Administration 361..... | 3 |
| Political Science 340..... | 3 |
| §Cultures and Civilizations*..... | 3 |
| Economics 311..... | 3 |
| Electives | 3 |
| Senior | |
| Business Law 301..... | 3 |
| Economics 471..... | 3 |
| Economics 472..... | 3 |
| Political Science 441..... | 3 |
| Management 401..... | 3 |
| ¶Economics or Political Science Electives..... | 9 |
| Electives | 6-8 |
| Total 122 | |

*Meets University General Education Requirement.
¹Must be completed by the end of the Freshman Year.
²Students who complete English 118, Honors English Composition, with a grade of A or B will complete their English Composition requirement by choosing English 102 or a sophomore literature course in the English Department. If the sophomore literature course appears on the list for the Arts and Humanities requirement, the course may also be counted toward the Arts and Humanities requirement.
³Mathematics – Mathematics 125 or 141 are prerequisites for Statistics 201, which is taken during the second semester of the Sophomore Year. As a result, either Mathematics 125 or 141 must be completed by the end of the first semester of the Sophomore Year. Students testing into Mathematics 100, 110, 115, or 119 must complete these courses during their Freshman Year to ensure that Mathematics 125 or 141 can be completed during the first semester of the Sophomore Year. Students who have not completed Mathematics 125 by the end of their Freshman Year should take Mathematics 125 in the first semester of their Sophomore Year, prior to taking Mathematics 123.
⁴Cultures and Civilizations: Intermediate Foreign Language – Students may complete this requirement in one of three ways - 1) Complete the intermediate sequence of a foreign language from Arabic (Asian Studies) 221-222; Chinese 231-232; French 211-212 (Honors 217-218); German 201-202; Greek (Classics) 261-264; Hebrew (Asian Studies) 241-242; Italian 211-212; Japanese 251-252; Latin (Classics) 251-252; Persian (Asian Studies) 261-262; Portuguese 211-212; Russian 201-202; Spanish 211-212 (Honors 217-218). Students may either continue the Foreign Language begun in high school or start a new sequence. Courses taken at other than the intermediate level are treated as non-business electives. 2) Demonstrate competency on a departmental placement or proficiency examination or by AP or CLEP credit. 3) Students whose native language is not English meet this requirement by passing English 131 and 132 and by passing two English language literature courses taught by the English Department at the 200-level. Non-native speakers may also use these English Literature classes to satisfy the Arts and Humanities requirement.
⁵Natural Sciences – Two courses from those listed below. At least one of the courses must have a laboratory. NOTE: Certain restrictions may apply to receiving credit in some of these areas. See individual course descriptions or advisor for details. Astronomy 151-152, 161-162 (Honors 217-218); Biology 101, 102, 130-140; Botany 110-120; Chemistry 100-110, 120-130 (Honors 128-138); Entomology and Plant Pathology 201; Forestry, Wildlife and Fisheries 250; Geography 131-132; Geology 101-102 (Honors 107-108), 103, 201, 202, 203; Microbiology 210; Nutrition 100; Physics 101-102,

135-136 (Honors 137-138), 161, 221-222, 231-232.
⁶Social Sciences – One course from: Anthropology 130; Child and Family Studies 210, 220; Political Science 102; Psychology 110 (Honors 117), Sociology 110 (Honors 117), 120 (Honors 127).
⁷Arts and Humanities – Architecture 211, 212; Two courses from: Art History 162 (Honors 167), 172 (Honors 177), 173 (Honors 178), 183 (Honors 187); Classics 232, 253; English 201 (Honors 207), 202 (Honors 208), 221, 222, 231 (Honors 237), 232 (Honors 238), 233, 251, 252, 253, 254; Music History 110, 115, 120, 125, 290; Philosophy 110, 111, 240, 242, 290; Theatre 100.
⁸Cultures and Civilizations – Any one course from: African and African-American Studies 235, 236; Asian Studies 101, 102; Classics 201; Geography 101, 102; History 241, 242 (Honors 247, 248), 261, 262; Latin American Studies 251, 252; Medieval Studies 201, 202; Religious Studies 101, 102; Sociology 250.
⁹Economics or Political Science Electives – Any three upper division courses in Economics or Political Science.

Department of
STATISTICS, OPERATIONS AND
MANAGEMENT SCIENCE

<http://stat/bus.utk.edu>
<http://www.bus.utk.edu/mgmtsci>

Robert W. Mee, *Head*

Professors

Bozdogan, H. (Toby and Brenda McKenzie Professor in Business), PhD Illinois
 Gilbert, K.C., PhD Tennessee
 Guess, F.M., PhD Florida State
 Mee, R.W., PhD Iowa State
 Noon, C.E., PhD Michigan
 Parr, W.C., PhD Southern Methodist
 Srinivasan, M.M. (The Ball Corporation Professor of Management), PhD Northwestern

Associate Professors

Bowers, M.R., PhD Clemson
 Edirisinghe, C.P., PhD British Columbia
 Leitnaker, M.G., PhD Kentucky
 Leon, R.V., PhD Florida State
 Seaver, W.L., PhD Texas A&M
 Younger, M.S., PhD Virginia Tech

Assistant Professors

Bensmail, H., PhD Paris VI
 Kim, H., PhD Wisconsin

Lecturer

Cwiek, C.M., MS Tennessee
 Schmidhammer, J.L., PhD Pittsburgh

Adjunct Faculty

Bowman, K.O., PhD Virginia Tech
 Cooper, T., PhD Tennessee
 Frome, E.L., PhD Emory
 Hild, C., PhD Tennessee
 Husch, D.S., PhD Tennessee
 McGuire, S.A., PhD Kansas State
 Ostrouchov, G., PhD Iowa State
 Sanders, D., PhD Tennessee

STATISTICS MAJOR

The general perception of “statisticians” is most often associated with sporting events. The life a professional statistician, however, is much more varied and interesting than computing the average rushing yards per play. Actually, statistics is the science of learning from data, and all processes generate data. Statisticians determine how to collect and manage this necessary information; they interrogate the data and present the results in a clear fashion so that wise decisions can be made.

Statistics is used in various areas of business, industry, science, and government. The fields of opportunity for statisticians are numerous—e.g., economics, finance, market research, e-commerce, engineering, manufacturing, transportation, education, medicine, psychology, agriculture, and computer and social sciences.

There are two basic types of statisticians: applied and theoretical. The focus of the undergraduate program is on applied statistics. Applied statisticians help to improve processes and solve real-world problems. They may forecast economic or population growth, evaluate results of a new marketing program or the effectiveness of a new drug, identify quality control issues in manufacturing, or design experiments to help engineers and scientists determine the best design for a jet airplane.

Prospective statisticians must have a strong aptitude for mathematics, a solid computing background, and an earnest curiosity to explore the practical application of statistics. The skills students will learn as a statistics major at the University of Tennessee, Knoxville, will enable them to understand and convey the scope and power of statistical thinking—resulting in significant contributions toward solutions to a variety of important jobs. Well-paying jobs are available at the Bachelor of Science, Master of Science, and doctorate levels.

Requirements for the Bachelor of Science in Business Administration • Statistics Major • Collateral Option

| Freshman | Hours Credit |
|---|---------------------|
| ^{1,2} Written Communication: English 101*, 102* | 6 |
| ³ Quantitative Reasoning: Mathematics 123*-125* or 141*-142* | 6 or 8 |
| ⁴ Cultures and Civilizations: Intermediate Foreign Language* | 6 |
| ⁵ Natural Sciences* | 8 |
| ⁶ Social Sciences* | 3 |
| Oral Communication: Communication Studies 210* or 240* | 3 |
| Business Administration 101 | 1 |
| Sophomore | |
| Accounting 201 (Honors 207), 202 | 5 |
| Social Sciences: Economics 201* (Honors 207*) | 4 |
| Written Communication: English 255*, 295*, or 355* | 3 |
| Ethics: Philosophy 342 or 344 | 3 |
| Statistics 201 (Honors 207) | 3 |
| Business Administration 201 | 4 |
| ^{7,2} Arts and Humanities* | 6 |
| Junior | |
| Business Administration 331-332 | 4 |
| Business Administration 341-342 | 4 |
| Finance 301 | 3 |
| Statistics 365 | 3 |
| Business Administration 351-352 | 3 |
| Business Administration 361 | 3 |
| Statistics 320 | 3 |
| Statistics 330 | 3 |
| ⁸ Cultures and Civilizations* | 3 |
| Collateral | 3 |
| Senior | |
| Business Law 301 | 3 |
| Statistics 471 | 3 |
| ⁹ Statistics Electives | 6 |
| Collateral | 3 |
| Management 401 | 3 |
| Electives | 9-11 |

Total 122

Statistics Collateral Options:

Decision Analysis – IM 341; IM 342
 Economics – ECON 311 or ECON 313; ECON 381
 Finance – FIN 425; and one of FIN 435, 455, 475, 485
 Logistics – LOG 310; LOG 411; LOG 493 (1 hour)
 Marketing – MKT 340; MKT 350
 Operations Management – OMS 341; OMS 441 or MGT 421.

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⁶Social Sciences – One course from: Anthropology 130; Child and Family Studies 210, 220; Political Science 102; Psychology 110 (Honors 117), Sociology 110 (Honors 117), 120 (Honors 127).
⁷Arts and Humanities – Architecture 211, 212; Two courses from: Art History 162 (Honors 167), 172 (Honors 177), 173 (Honors 178), 183 (Honors 187); Classics 232, 253; English 201 (Honors 207), 202 (Honors 208), 221, 222, 231 (Honors 237), 232 (Honors 238), 233, 251, 252, 253, 254; Music History 110, 115, 120, 125, 290; Philosophy 110, 111, 240, 242, 290; Theatre 100.
⁸Cultures and Civilizations – Any one course from: African and African-American Studies 235, 236; Asian Studies 101, 102; Classics 201; Geography 101, 102; History 241, 242 (Honors 247, 248), 261, 262; Latin American Studies 251, 252; Medieval Studies 201, 202; Religious Studies 101, 102; Sociology 250.
⁹Statistics Electives – Choose any two 400-level courses from Statistics or Mathematics 423 and 425.

Dual Concentrations

Requirements for the Bachelor of Science in Business Administration • Statistics Major • Dual Concentration with Logistics

| Junior | Hours | Credit |
|--|-------|-----------|
| Business Administration 331-332 | 4 | 4 |
| Business Administration 341-342 | 4 | 4 |
| Finance 301 | 3 | 3 |
| Statistics 365 | 3 | 3 |
| Business Administration 351-352 | 3 | 3 |
| Business Administration 361 | 3 | 3 |
| Logistics 310 | 3 | 3 |
| Statistics 320 | 3 | 3 |
| ⁸ Cultures and Civilizations* | 3 | 3 |
| Senior | | |
| Business Law 301 | 3 | 3 |
| Statistics 471 | 3 | 3 |
| Statistics 474 or 475 | 3 | 3 |
| Logistics 411 | 2 | 2 |
| Logistics 421 | 2 | 2 |
| Logistics 441 | 2 | 2 |
| Logistics 460 | 3 | 3 |
| Management 401 | 3 | 3 |
| Electives | 9-11 | 9-11 |
| | | Total 122 |

*Meets University General Education Requirement.
⁸Cultures and Civilizations – Any one course from: African and African-American Studies 235, 236; Asian Studies 101, 102; Classics 201; Geography 101, 102; History 241, 242 (Honors 247, 248), 261, 262; Latin American Studies 251, 252; Medieval Studies 201, 202; Religious Studies 101, 102; Sociology 250.

Requirements for the Bachelor of Science in Business Administration • Statistics Major • Dual Concentration with Marketing

| Junior | Hours | Credit |
|--|-------|-----------|
| Business Administration 331-332 | 4 | 4 |
| Business Administration 341-342 | 4 | 4 |
| Finance 301 | 3 | 3 |
| Business Administration 351-352 | 3 | 3 |
| Business Administration 361 | 3 | 3 |
| ⁸ Cultures and Civilizations* | 3 | 3 |
| Marketing 340 | 3 | 3 |
| Business Law 301 | 3 | 3 |
| Statistics Dual Concentration | 3 | 3 |
| Senior | | |
| Marketing 350 | 4 | 4 |
| ⁹ Marketing Electives | 4 | 4 |
| Statistics Dual Concentration | 9 | 9 |
| Management 401 | 3 | 3 |
| Marketing 460 | 2 | 2 |
| Electives | 8-10 | 8-10 |
| | | Total 122 |

Statistics and Marketing Dual Concentration Options:

- 1) STAT 320; STAT 330; STAT 471; STAT 474 or 475
- 2) STAT 320; STAT 471; STAT 474; STAT 475

*Meets University General Education Requirement.
⁸Cultures and Civilizations – Any one course from: African and African-American Studies 235, 236; Asian Studies 101, 102; Classics 201; Geography 101, 102; History 241, 242 (Honors 247, 248), 261, 262; Latin American Studies 251, 252; Medieval Studies 201, 202; Religious Studies 101, 102; Sociology 250.
⁹Marketing Electives – 4 hours from Marketing 452, 454, 456, 458.