

## BUSINESS ADMINISTRATION B.S.BA.

All students must meet the Degree and University Requirements.

All students must meet the Catamount Core Curriculum Requirements.

All students must meet the College Requirements.

### MAJOR REQUIREMENTS

The Bachelor of Science in Business Administration has Interdisciplinary Themes of:

- Entrepreneurship
- Global Business
- Sustainable Business

And Business Concentrations of:

- Accounting
- Business Analytics
- Finance
- Marketing.

### BASIC BUSINESS CORE REQUIREMENTS

Thirty-six to thirty-seven credits (twelve courses). The Basic Business Core courses should be completed by the end of the second year as they provide the prerequisite knowledge for upper-level Business Field, Interdisciplinary Theme, and Business Concentration requirements. All Basic Business Core courses must be completed with a grade-point average of at least 2.25 and no single course grade lower than C-.

Requirement Description		Credits
BUS 1110	The Business Enterprise I	3
BUS 1120	The Business Enterprise II	3
BUS 1130	Business Communications	3
BUS 1140	Information Technology	3
BUS 1610	Financial Accounting	3
BUS 2130	Decision Analysis	3
BUS 2150	Sustainable Bus Strategies	3
BUS 2620	Managerial Accounting	3
ECON 1400	Principles of Macroeconomics	3
ECON 1450	Principles of Microeconomics	3
MATH 1212	Fundamentals of Calculus I	3-4
or MATH 1234	Calculus I	
STAT 1410	Basic Statistical Methods 1	3

### BUSINESS FIELD REQUIREMENTS

Twelve credits (four courses). In general, students must successfully complete the Basic Business Core requirements before enrolling in Business Field courses. The Business Field courses must be completed with an overall grade-point average of at least a 2.00. At least two of the four Business Field courses must be completed at UVM.

Requirement Description		Credits
BUS 2300	Leadership & Org Behavior	3
BUS 2500	Marketing Management	3
BUS 2700	Operations Management	3
BUS 2800	Managerial Finance	3

### INTERDISCIPLINARY THEME REQUIREMENTS

All students must complete twelve credits (four courses) within their chosen Interdisciplinary Themes, including one “capstone” course, BUS 4910, BUS 4920, or BUS 4930, usually during their Senior years (students with a declared Sustainable Business theme who are graduating at the end of the summer or the Fall semester should plan to complete the capstone course in the preceding spring semester due to Spring semester only availability; for students with a declared Entrepreneurship or Global Business theme, the capstone course is generally offered both Fall and Spring semesters). A student is required to earn an overall grade-point average of at least 2.00 in the four theme courses. One course can count toward both the Interdisciplinary Theme and a Business Concentration. A student who selects a second Interdisciplinary Theme can count one applicable course toward both themes. A student enrolled in BUS 4996 Business Admin Honors Thesis can petition GSB's Undergraduate Studies Committee to apply three thesis credits toward an Interdisciplinary Theme. At least two of the four Interdisciplinary Theme courses must be completed at UVM (some exceptions may apply to the Global Business Theme with respect to the applicability of study abroad credits). The interdisciplinary “capstone” course, BUS 4910, BUS 4920, or BUS 4930, must be completed at UVM and will not be considered as degree applicable through transfer credit. A student selects one of the following Interdisciplinary Themes by the end of the second year:

#### Entrepreneurship Interdisciplinary Theme

Requirement Description		Credits
Required Senior Capstone:		
BUS 4910	Entrepreneurship Capstone	3
Select three courses from the following list (5000-level courses require Dean's Office or faculty approval):		9
BUS 2330	Entrepreneurial Leadership	

BUS 2370	Business Law I	
BUS 2380	Business Law II	
BUS 2385	Real Estate Law	
BUS 2744	Database Management	
BUS 2748	Bus. Driven Decision Making	
BUS 2792	Business Process Improvement	
BUS 2810	Intermediate Financial Mgmt	
BUS 2990	Special Topics (As Approved)	
BUS 3330	Tech, Entr & Commercialization	
BUS 3350	Entrepreneurial Family Firms	
BUS 3360	Integrated Product Dev	
BUS 3510	Marketing Research	
BUS 3550	Digital Marketing	
BUS 3560	Retail Management	
BUS 3615	Financial Statement Analysis	
BUS 3620	Adv Topics in Management Acctg	
BUS 3643	Taxation of Social Enterprises	
BUS 3660	Accounting Information Systems	
BUS 3700	Quant Anyl for Managerial Dec	
BUS 3990	Special Topics (As Approved)	

**Global Business Interdisciplinary Theme**

Requirement Description		Credits
Required Senior Capstone:		
BUS 4920	Global Business Strategic Cap	3
Select three courses from the following list (5000-level courses require Dean's Office or faculty approval):		9
BUS 2432	Political Envir of Business	
BUS 2990	Special Topics (As Approved)	
BUS 3442	International Management	
BUS 3530	Consumer Behavior	
BUS 3554	Services Marketing	
BUS 3555	Marketing Communications	
BUS 3580	Intn'l Market Analysis	
BUS 3610	Corporate Financial Reporting1	
BUS 3611	Corporate Financial Reporting2	

BUS 3730	Supply Chain Management	
BUS 3810	Fixed Income Security Analysis	
BUS 3820	Security Val & Portfolio Mgmt	
BUS 3830	International Finance Mgmt	
BUS 3840	Free Markets & Free Enterprise	
BUS 3860	Financial Tech and Analytics	
BUS 3990	Special Topics (As Approved)	
BUS 5615	Advanced Accounting	
BUS 5641	Corporation Taxation	

**Sustainable Business Interdisciplinary Theme**

Requirement Description		Credits
Required Senior Capstone:		
BUS 4930	Sustainable Bus Strategic Cap	3
Select three courses from the following list (5000-level courses require Dean's Office or faculty approval):		9
BUS 2330	Entrepreneurial Leadership	
BUS 2432	Political Envir of Business	
BUS 2747	Green IT & Virtualization	
BUS 2792	Business Process Improvement	
BUS 2990	Special Topics (As Approved)	
BUS 3350	Entrepreneurial Family Firms	
BUS 3490	Ethics & Social Resp in Mgt	
BUS 3590	Sustainable Marketing	
BUS 3640	Individual Taxation	
BUS 3643	Taxation of Social Enterprises	
BUS 3850	Options and Futures	
BUS 3890	Real Estate Finance	
BUS 3990	Special Topics (As Approved)	
BUS 5615	Advanced Accounting	
BUS 5630	Auditing	
BUS 5650	Governmental Accounting	

**BUSINESS CONCENTRATION REQUIREMENTS**

Fifteen credits (five courses) for Accounting, Business Analytics, and Marketing concentrations; sixteen credits (six courses) for Finance concentration. A student is required to earn an overall grade-point average of at least a 2.00 in the concentration courses. One

course can count toward an Interdisciplinary Theme and the Business Concentration. A student who selects a second Business Concentration can count one applicable course toward both concentrations. At least three of the five (3-credit) courses in each Business Concentration must be completed at UVM. A student selects one of the following Business concentrations by the end of the second year:

**Accounting Concentration**

Requirement Description		Credits
Required:		
BUS 3610	Corporate Financial Reporting <sup>1</sup>	3
BUS 3611	Corporate Financial Reporting <sup>2</sup>	3
Select three courses from the following list (5000-level courses require Dean's office or faculty approval):		9
BUS 2370	Business Law I	
or BUS 2380	Business Law II	
BUS 2990	Special Topics (As Approved)	
BUS 3615	Financial Statement Analysis	
BUS 3620	Adv Topics in Management Acctg	
BUS 3640	Individual Taxation	
BUS 3643	Taxation of Social Enterprises	
BUS 3660	Accounting Information Systems	
BUS 3990	Special Topics (As Approved)	
BUS 5615	Advanced Accounting	
BUS 5630	Auditing	
BUS 5635	Fraud Examination	
BUS 5641	Corporation Taxation	
BUS 5650	Governmental Accounting	

A student who plans to become a Certified Public Accountant (CPA) may complete the Bachelor of Science degree in Business Administration with an Accounting concentration plus the Master of Accountancy (MAcc). The MAcc curriculum can fulfill the 150-credit requirement of State Boards of Accountancy (see the Graduate Catalogue for additional information on the MAcc). The specific requirements to sit for the CPA examination vary among states. Students who plan to sit for the CPA exam are advised to contact the Board of Accountancy for the state in which they plan to practice because that Board of Accountancy might require the completion of specific courses, such as auditing or business law.

**Business Analytics Concentration**

Requirement Description		Credits
Required:		
CS 1210	Computer Programming I (or equivalent computer language programming course)	3
Select one Information Systems course: BUS 2744, BUS 2747, BUS 2748, BUS 3860, BUS 3660, any CS 2000-level course or above, BUS 2990/BUS 3990 (As Approved)		3
Select one Quantitative Tools course: BUS 3700, BUS 3730, ECON 3500, BUS 2990/BUS 3990 (As Approved)		3
Select one Areas of Applications course: BUS 2748, BUS 3860, BUS 2792, BUS 3510, BUS 3730, STAT 3240, BUS 2990/BUS 3990 (As Approved)		3
Select one other course from any of the three categories of Information Systems, Quantitative Tools, Areas of Applications; note: BUS 2990/BUS 3990 Special Topics (As Approved).		3
Besides CS 1210, only one other non-BUS course (by approval) may be applied to the Business Analytics concentration. A course may be used to satisfy one sub area (Information Systems, Quantitative Tools, Areas of Application) only.		

**Finance Concentration**

Requirement Description		Credits
Required:		
BUS 2810	Intermediate Financial Mgmt	3
BUS 3800	Green Mountain Investment Fund	1
BUS 3820	Security Val & Portfolio Mgmt	3
Select three courses from the following list:		9
BUS 2990	Special Topics (As Approved)	
BUS 3610	Corporate Financial Reporting <sup>1</sup>	
or BUS 3615	Financial Statement Analysis	
BUS 3810	Fixed Income Security Analysis	
BUS 3830	International Finance Mgmt	
BUS 3840	Free Markets & Free Enterprise	
BUS 3850	Options and Futures	
BUS 3860	Financial Tech and Analytics	
BUS 3890	Real Estate Finance	
BUS 3990	Special Topics (As Approved)	
BUS 4880	Wall Street Seminar (by invitation only)	

### Marketing Concentration

Requirement Description		Credits
Required:		
BUS 3510	Marketing Research	3
Select four courses from the following list:		12
BUS 2990	Special Topics (As Approved)	
BUS 3360	Integrated Product Dev	
BUS 3530	Consumer Behavior	
BUS 3545	Name, Image & Likeness	
BUS 3550	Digital Marketing	
BUS 3554	Services Marketing	
BUS 3555	Marketing Communications	
BUS 3560	Retail Management	
BUS 3565	Corporate Retail Seminar	
BUS 3580	Intn'l Market Analysis	
BUS 3590	Sustainable Marketing	
BUS 3990	Special Topics (As Approved)	

### PROFESSIONAL DEVELOPMENT SERIES

Students are required to complete three credits of Professional Development Series:

- Professional Development Series I, generally completed in the first year (BUS 1102)
- Professional Development Series II, generally completed in the second year (BUS 2102)
- Professional Development Series III, generally completed in the third year (BUS 3102)

### CATAMOUNT CORE CURRICULUM

GSB students are required to complete at least 42 credits in the Catamount Core Curriculum Requirements.

### CREDIT HOURS OUTSIDE OF THE GROSSMAN SCHOOL OF BUSINESS

Students need to take at least 40 credits outside of GSB.

### OPTIONAL UNDERGRADUATE MINOR, CO-MAJOR, OR UNDERGRADUATE CERTIFICATE

A student may complete an undergraduate minor or co-major in a discipline outside GSB or an undergraduate certificate outside GSB to help fulfill the required 40 outside credits. The requirements for each undergraduate minor, co-major, or certificate are specified by the department or program supervising those programs. Up to

two minor courses, two co-major courses, or two certificate courses may apply to Basic Business Core/Business Field/Interdisciplinary Theme/Business Concentration requirements. Please consult with an advisor in GSB's Center for Student Success to select an appropriate undergraduate minor, co-major, or certificate.

A student should contact the appropriate department to obtain more specific information. To declare a minor, a student submits a major-minor request online through the myUVM portal. Some minors are not available to declare as they require an application and permission from the supervising department. The following minors through Community Development and Applied Economics (CDAE) are not permitted for Business majors: Consumer and Advertising, Consumer Affairs, Community Entrepreneurship, and Public Communications.

The minors in Business Administration and Accounting are only open to majors outside of GSB. However, Business majors are permitted to minor in Sports Management.

### UNIVERSITY OF VERMONT DEGREE REQUIREMENTS FOR UNDERGRADUATES

In addition to the requirements for the Business Major, all undergraduate students must successfully complete Degree and University Requirements.

### ELECTIVES

Students often need elective credits to bridge the gap between the required courses and the 120 total credit hours needed to graduate with a Bachelor of Science in Business Administration.

#### Restrictions on Electives

1. Up to three credits of PEAC (physical education activity courses) can apply as elective credit towards the Bachelor of Science in Business Administration degree. This includes PEAC courses and credit granted for intramural, club, and varsity sports.
2. No more than six credits of internship can apply to the degree. This includes all internship related course offerings from any UVM School or College.
3. No credit will be granted for a course that substantially duplicates material in courses offered by GSB or in other previously completed courses.
  - Students cannot receive credit for a course that is prerequisite knowledge for a course already completed, for example FREN 1100 after FREN 1200.
  - Students cannot earn credit for both EC 170 and STAT 1410.
  - Students cannot earn credit for both CDAE 2680 and BUS 2500.
  - Students cannot earn credit for both CDAE 2270 and BUS 3530.
  - Students cannot earn credit for both CDAE 2280 and BUS 3555.

- Students cannot earn credit for both CDAE 2670 and BUS 2800.
- Students cannot earn credit for CDAE 3660.