

**THE UNIVERSITY OF TENNESSEE
UNDERGRADUATE COUNCIL**

**MINUTES OF MEETING
April 18, 2002**

Members present:

Mary Albrecht, Angela Batey, Richard Bayer, Chris Cox, Don Cox, Gary Dicer, David Dobbs, Tom George, Fred Gilliam, Eric Haley, Robert Hinde, Heather Hirschfeld, Laura Jolly, Faye Julian, Suzanne Kurth, Mark Moon, Fred Pierce, Paul Pinckney, Max Robinson, Harold Roth, Richard Saudargas, Charles Schreck, Euridice Silva, Jean Skinner, Delores Smith, Rita Smith, Frank Spicuzza, Terry Stratta, and Linda Tober.

Members absent:

Robert Bohm, Elizabeth Clement, Katie Gregory, Andrew James, Johnie Mozingo, Carol Seavor, Euridice Silva, Miriam Summers, and Michael Ware.

Proxies:

Kathy Warden (Robert Leiter) and Bill Park (Mike Mullen).

Julian called the meeting to order at 1:30 p.m.

I. Reorganization of the Undergraduate Council

Julian stated that there were no nominations for the chair of next year's Council despite repeated requests. Julian then appointed a nominating committee of ex-officio members of the Council, Haley, chair; Cox; Smith; and Robinson. Julian stated the change in leadership is a result of changes in the by-laws of the Faculty Senate.

II. Second Degree Program

Tober presented a revised policy concerning eligibility for second degrees. After some discussion, Council returned the statement to committee for clarification and presentation in the fall.

III. Curricular Materials

A. College of Arts and Sciences

Cox presented title and description revision to Russian 372. Council approved.

B. College of Business Administration

Mary Holcolmb, Interim Dean for Undergraduate Programs, presented the remaining changes to the new curriculum. These include revision of majors, specification of collateral areas for each major, and specifications of concentration for selected disciplines.

After some discussion of course numbers and consultation with similar programs in other other colleges, Council approved the structure and major components of the curriculum and asked the College to confer with similar programs in the College of Human Ecology and revise some course numbers. The revised curriculum follows on pp. 13485-13524.

C. College of Communications

Haley presented the material which includes a new course in Journalism and revisions to the Public Relations and Advertising curricula that reflects changes in the Business Administration minor. Council approved.

D. Education

George presented the material which includes the revision to the Modified and Comprehensive Program, moving it from Human Services to Special Education, and changes to the grading for Physical Education 200.

There being no other business, the Council adjourned at 2:45 p.m.

Material for Faculty Senate approval appears on pp. 13481-13531.

Respectfully submitted,

Linda M. Tober
Secretary to the Undergraduate Council

MEMBERS ELIGIBLE TO CHAIR THE UNDERGRADUATE COUNCIL

Term expires 1 August 2003

Agricultural Sciences and Natural Resources	Bill Park
Arts and Sciences	Robert Hinde Suzanne Kurth
Business Administration	Harold Roth Gary Dicer
Engineering	Chris Cox
Human Ecology	Jean Skinner

Term Expires 1 August 2004

Arts and Sciences	Angela Baitey David Dobbs Heather Hirschfeld Paul Pinckney Euridice Silva
Business Administration	Mark Moon Robert Bohm
Education	Terry Stratta
Human Ecology	Laura Jolly
Social Work	Frank Spicuzza

from:

Second Bachelor's Degree

A student who holds a bachelor's degree may receive a second degree from the University of Tennessee by satisfying the following:

1. Meet all requirements for both degrees.
2. Complete at least 30 semester hours beyond the total hours required for the first bachelor's degree.
3. Attend the University for at least two semesters beyond the minimum time required for the first bachelor's degree.
4. Declare the intention to work for a second bachelor's degree with the Office of the University Registrar.

To:

Second Bachelor's Degree

Students may receive a second bachelor's degree by fulfilling all the requirements for both degrees. Students who pursue multiple fields of study leading to the same degree must fulfill the requirements for a second major where available. Students who hold a bachelor's degree and then fulfill the requirements for a second major may, upon request, have the second major noted on the official transcript. Students should understand that meeting the requirements of more than one degree or major may lengthen their academic programs and should consult with advisors in both programs.

COLLEGE OF ARTS AND SCIENCES

RUSSIAN

Revise Title and Description from:

372 Eros, Death and Resurrection in Modern Russian Culture (3) Examines the obsessions which underlay the intellectual and cultural ferment of 20th Century Russian music, art, and literature. Texts in English translation. Writing emphasis course.

To:

372 Modern Russian Culture through Readings and Dramatic Production (3) A survey of Russian culture from the era of the Great Reforms of the 1860s through modern times, supplemented by participation in a dramatic production. Texts in English translation; some texts in Russian for Russian majors. Writing emphasis course.


Effective Fall 2002



College of Business Administration
Office of the Dean
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MEMO

TO: Linda Tober, Assistant Dean
Undergraduate Academic Affairs

FROM: Jan R. Williams, Dean 

DATE: April 4, 2002

SUBJECT: Undergraduate Curriculum Changes – College of Business Administration

The faculty of the College of Business Administration wish to submit the attached curriculum changes to the Undergraduate Council for consideration of approval.

The proposed curriculum changes are to be effective for the academic year 2003-2004. They involve three areas:

- modifications to the major as needed to support the new undergraduate curriculum;
- specification of collateral areas for each major;
- specification of dual concentrations for selected disciplines.

In an attempt to assist your review of the material in this document, we have provided summary material at the beginning of each section that details the courses for the major and collaterals, and dual concentrations if appropriate. We have also provided a brief summary statement of the changes that are being proposed. Hopefully this will assist the review of the detailed material that follows in terms of adds, drops, changes in course numbers, titles, hours, descriptions, and pre-requisites/co-requisites.

We appreciate your assistance in scheduling the attached changes at the April meeting.

ACCOUNTING

Current Major: 18 hours beyond ACC 201 and 202:

ACC 311
ACC 341
ACC 321
ACC 411
ACC 414
ACC 431

Proposed Major: 15 hours beyond ACC 201 and 202:

ACC 311
IM 341
ACC 321
ACC 411
ACC 414 or ACC 431

Proposed Collaterals: 9 hours (choice of any 1):

Finance - FIN 425; FIN 435; and FIN 455 or ACC 414
Information Management - IM 342; IM 351; IM 442*
Logistics and Transportation - LT 310; LT 421; LT 411 and LT 441*

*Early in their senior year, students normally make the decision whether to enter the job market upon graduation or apply to the Master of Accountancy program. Students planning to enter the MAcc program should take Acc 414 or Acc 431 for Information Management 442 in the Information Management collateral, or for Logistics 441 in the Logistics and Transportation collateral. Accounting 414 and 431 are both prerequisites to the MAcc program.

The modifications in the Accounting major primarily reflect changes to course names and course descriptions. In the current curriculum, there is one accounting course in information systems. This course is being re-titled because Information Management 341 will be one of four courses that will constitute a collateral or concentration in Information Management for non-Accounting majors. The Information Management collateral / concentration is a new component of the curriculum.

CHANGE IN COURSE NAME AND COURSE DESCRIPTION

FROM: Accounting 311 Accounting for Primary Business Activities (3)
Study of financial accounting for the primary activities of a business corporation: primary financial statements; revenue-accounts receivable-cash cycle; inventories-accounts payable-cash cycle; cost of goods sold; debt and equity financing. Prereq.: 202. Prereq or Coreq: Finance 301 and Management 203.

TO: **Accounting 311 Financial Reporting and Analysis (3)**
Theory and practice that underlies the preparation, analysis, and use of financial statements. Prereq or Coreq: Finance 301 and BA 342

RATIONALE: This change reflects modification and updating of course content.

FROM: Accounting: 321 Cost and Managerial Accounting (3)
Analysis of costing for products, projects, and management control. Topics include cost behavior, cost prediction, budgeting, and responsibility accounting. Prereq.: 202. Prereq or Coreq: Management 203.
E

TO: **Accounting 321 Cost Management (3)**
Cost information for products, services, and projects and how cost information is recorded, analyzed, reported, and used in decision making. Topics include cost concepts and behavior, cost systems, budgeting, activity-based costing and management, and strategic cost management. Prereq or Coreq: BA 342.

RATIONALE: This change reflects modification and updating of course content.

FROM: Accounting 414 Non Business Entities: Acquisitions; Mergers; and Foreign Operations (3)
Investments; revenue recognition; accounting changes; error correction; statement of cash flows; introduction to leases, pensions, and deferred taxes; mergers; acquisitions; consolidated financial statements; foreign exchange and translation. Prereq.: 311 with a C or better.

TO: **Accounting 414 Advanced Financial Reporting (3)**
Accounting standards for advanced financial reporting topics such as statement of cash flows, income taxes, leases, accounting changes, consolidated financial statements, and foreign operations. Prereq.: ACC 311 with a C or better.

RATIONALE: This change reflects modification and updating of course content.

CHANGE IN COURSE DESCRIPTION

FROM: Accounting 411 Financial, Compliance, and Operational Auditing (3)
Role of auditing in society from an internal and external perspective, the IIA Code of Ethics, the IIA Standards for the Professional Practice of Internal Auditing, auditing methodology, role of internal control and statistical sampling in auditing, fraud auditing, operational auditing, compliance auditing, and applications of auditing procedures to specific transaction cycles. Prereq.: 202.

TO: **Accounting 411 Financial, Compliance, and Operational Auditing (3)**
Auditing's role in society from an internal and external perspective, audit methodology, role of internal control and statistical sampling in auditing, fraud auditing, operational auditing, compliance auditing, and application of auditing procedures to specific transaction cycles. Prereq.: ACC 202.

RATIONALE: This change reflects updating of course content.

FROM: Accounting 431 Federal Income Taxation (3)
Fundamentals of gross income, deductions, credits, and tax determination. Introduction to taxation of corporations and partnerships. Prereq.: 311 with a C or better, or consent of instructor.

TO: **Accounting 431 Federal Income Taxation (3)**
Fundamentals and concepts of federal income taxation. Emphasis on tax strategy, business taxation, and individual taxation. Topics include tax strategy modeling, gross income, deductions, credits, tax determination, property transactions, business entities,

and basics of international taxation. Prereq.: ACC 311 with a C or better, or consent of instructor.

RATIONALE: This change reflects updating of course content.

ADD

Accounting 492 Accounting Internship (1-6)
Satisfactory/No Credit grading only. Prereq.: Consent of instructor.

RATIONALE: This addition allows the internship to be counted as credit hours towards completion of the degree.

DROP

Accounting 341 Accounting Information Systems (3)
Development and use of accounting information systems for collection, organization, and distribution of economic information about organizations for internal and external decision making. Prereq.: 202, Management 203, junior standing. Major exam may be given during the last class meetings. F, Sp

RATIONALE: The course is being repositioned and modified as a part of the Information Management curriculum.

INFORMATION MANAGEMENT

As specified above, the Information Management collateral (9 hours) / concentration (12 hours) is a new component of the curriculum.

ADD

Information Management 341 Business Process Analysis (3)
Strategic uses of information technology in business processes, conceptual modeling and development of information systems, and analysis of business processes and transaction cycles. Prereq.: Junior standing, Coreq: BA 342.

RATIONALE: This course builds strength in a specialty area as specified by review recommendations from the Association to Advance Collegiate Schools of Business International (AACSB International).

ADD

Information Management 342 Introduction to Database Systems (3)
Fundamentals of database technology, database design, database use, database system controls, and database implementation. Focus is on developing the technical and business skills necessary to successfully gather information and improve business processes in technology-driven environments. Students work "hands-on" with modern database management systems. Prereq.: IM 341.

RATIONALE: This course builds strength in a specialty area as specified by review recommendations from the Association to Advance Collegiate Schools of Business International (AACSB International).

ADD

Information Management 351 Object-Oriented Programming (3)

Fundamentals of object-oriented programming languages. Topics include object-oriented systems design and development, data and file structures, and algorithms. Prereq.: IM 341.

RATIONALE: This course builds strength in a specialty area as specified by review recommendations from the Association to Advance Collegiate Schools of Business International (AACSB International).

ADD

Information Management 442 e-Business (3)

Internet technologies currently being used for implementation and control of e-businesses, security issues created by these technologies, the behavioral and organizational challenges being faced by firms that are integrating these technologies, and the impact of these Internet technologies on emerging business models. Comparison of traditional business models with e-Business models. Web application development using current web development tools requires programming skills. Prereq.: IM 351.

RATIONALE: This course builds strength in a specialty area as specified by review recommendations from the Association to Advance Collegiate Schools of Business International (AACSB International).

BUSINESS LAW

CHANGE IN COURSE DESCRIPTION

FROM: Business Law 301 The Legal Environment of Business (3)
Introduction to legal system including legal ethics (jurisprudence), sources of law, steps in lawsuits, constitutional law related to business, administrative regulation, securities law, antitrust law, employer-employee relations, product liability, consumer protection, business associations, environmental law, international law, contracts, and white collar crimes and torts. Prereq.: Junior standing. E

TO: **Business Law 301 Legal Environment of Business (3)**
Survey of legal and ethical topics affecting business. Coverage includes legal and business ethics; dispute resolution mechanisms; and substantive and procedural law of regulation, torts, contracts, property, intellectual property, business associations, and employer/employee relations. Prereq.: Junior standing.

RATIONALE: This change reflects updating of course content.

BUSINESS ADMINISTRATION

DROP

Business Administration 220 Business Career Planning (1)

RATIONALE: The material in this course is being incorporated in BA 201: Business Functions.

BUSINESS STUDIES (formerly General Business)

Currently, the courses that constitute this major are specified as “general business electives” at the 300 level or above from at least four of the eight respective units in the College. The Business Studies curriculum below reflects specification of courses that will constitute this inter-disciplinary major.

Current Major : 18 hours including:
General Business Electives - 18 hours

Proposed Major: 24 hours including:
ACC 311 or ACC 321
ECON 311 and ECON 313
FIN 455
IM 341
LT 310 or MGT 341
MKT 340
STAT 320

ECONOMICS

The modifications below provide additional specification of Economics courses for the major. This specification includes a collateral option as well as an option for courses outside the department to reflect a multi-disciplinary approach.

Current major: 15 hours including:
ECON 313
ECON 499
Economics electives – 9 hours

Proposed major:

Collateral Option: 24 hours including:
ECON 311;
ECON 313; and

Choice of 1 Economics sequence combination:

ECON 321 and ECON 323;
ECON 331 and ECON 435;
ECON 471 and ECON 472;
ECON 351 and ECON 413;
ECON 381 and ECON 482 (MATH 141-142 Prereq)

Choice of 1 collateral combination that builds on sequence combination:

FINANCE 425 and FINANCE 455 (combine with 331,435);
FINANCE 425 and FINANCE 435 (combine with 351, 413);
STATISTICS 472 and STATISTICS 475 (combine with 381,482);
MATH 241 and MATH 251 (combine with 381,482);

Choice of any 2 additional Economics courses

Traditional Option

Major: 24 hours including:

ECON 311;
ECON 313; and

Choice of 1 sequence combination:

ECON 321 and ECON 323;
ECON 331 and ECON 435;
ECON 471 and ECON 472;
ECON 351 and ECON 413;
ECON 381 and ECON 482 (MATH 141-142 Prereq)

Choice of any 4 additional Economics courses

Multidisciplinary Sequence/Collateral Combination Option

Major: 24 hours including:

ECON 311;
ECON 313; and

Choice of 1 multidisciplinary sequence combination

ECON 361 and FINANCE 485;
ECON 462 and AG ECON 470 or GEOLOGY 455 ;
ECON 341 and MANAGEMENT 411;
ECON 436 AND PUBLIC HEALTH 300

Choose Economics/Collateral elective that builds on sequence combination
Choice of any 3 additional Economics courses

FINANCE

Current Major: 18 hours beyond FIN 301 including:

FIN 421
FIN 430
FIN 450
Finance electives – 9 hours

Proposed Major: 15 hours beyond FIN 301 including:

FIN 425
FIN 435
FIN 455
Plus any 2 courses from: FIN 402, FIN 475, FIN 485, FIN 493

Proposed Collaterals: 9 hours (choice of any 1):

Accounting - ACC 311; ACC 321; and any one of IM 341 or ACC 414 or ACC 431

Decision Analysis - IM 341; IM 342; and choice of either ACC 311 or STAT 471

Economics - ECON 311; ECON 313; and choice of either ECON 321 or ECON 482

General Management - MGT 321; MGT 421; MGT 431

Information Management - IM 341; IM 342; IM 351

International Business - BA 371; MGT 321; MGT 471

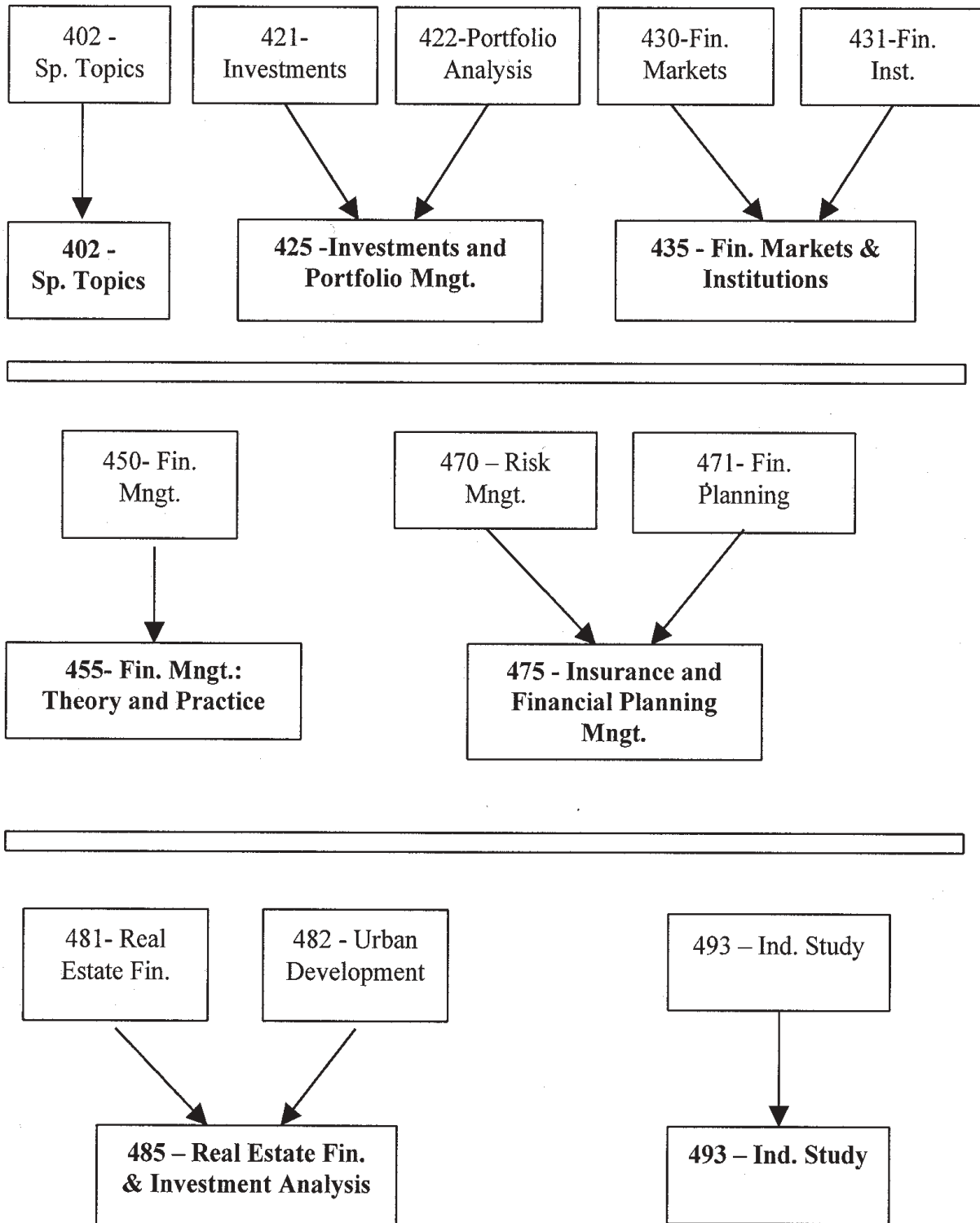
Logistics & Transportation - LT 310; LT 411; LT 421; LT 441

Marketing - MKT 340; MKT 460; and any 2 of MKT 452, MKT 454, MKT 456, or MKT 458

Quantitative Studies - MAT 251; MAT 231; MAT 401

Statistics - STAT 320; STAT 471; and choice of either STAT 472 or STAT 475

The Finance Department has made a number of changes to the curriculum. The current topical subject areas (banking, investments, etc.) have historically had two courses. Each topical area in the new curriculum will have just one course. The diagram below shows both the old and the new (in bold) courses.



To implement the structure proposed above, the following changes are proposed:

DROP

Finance 421 Investment Analysis (3)

Finance 422 Portfolio Analysis and Management (3)

RATIONALE: These two courses are being modified and combined into one course.

DROP

Finance 430 Financial Markets (3)

Finance 431 Financial Institutions (3)

RATIONALE: These two courses are being modified and combined into one course.

DROP

Finance 450 Financial Management: Theory and Practice (3)

RATIONALE: This change reflects modification to the current course content.

DROP

Finance 460 Advanced Topics in Financial Management (3)

RATIONALE: This material has been re-positioned in other courses in the major.

DROP

Finance 470 Risk Management and Insurance (3)

Finance 471 Estate and Financial Planning (3)

RATIONALE: These two courses are being modified and combined into one course.

DROP

Finance 481 Real Estate Finance and Investment Analysis (3)

Finance 482 Urban Development and Finance (3)

RATIONALE: These two courses are being modified and combined into one course.

DROP

Finance 492 Off-Campus Study (3)

RATIONALE: This course is being absorbed by Finance 493 – Independent Study.

ADD

Finance 425 Investment and Portfolio Management (3)

Rigorous introduction to the fundamental principles and concepts of the valuation of stocks and bonds (financial assets) in competitive and efficient financial markets. Risk and return analysis of portfolios of financial assets, capital market theory, security market theory, and financial market microstructure. Prereq.: Finance 301.

RATIONALE: Combination of two previous courses – Finance 421 and Finance 422.

ADD

Finance 435 Financial Markets and Institutions (3)

Examine the process of capital formation and allocation, including an evaluation of money and capital markets. Study the theories and mathematics of interest rate determination and characterize the financial services firms, which participate in these markets. Review the corporate policies and practices of financial service firms, including management of interest-rate, default, technology, and regulatory risks. Prereq.: Finance 301.

RATIONALE: Combination of two previous courses – Finance 430 and Finance 431.

ADD

Finance 455 Financial Management: Theory and Practice (3)

Decision making topics in financial management including valuation, capital budgeting under uncertainty, cost of capital, capital structure theory and dividend policy. Major writing requirement. Prereq.: Finance 301.

RATIONALE: This change reflects modification to course content.

ADD

Finance 475 Insurance and Financial Planning Management (3)

This course will cover: (1) the basic principles of risk management and insurance, and (2) the basic principles of financial, estate and retirement planning. Prereq.: Finance 301.

RATIONALE: Combination of two previous courses – Finance 470 and Finance 471.

ADD

Finance 485 Real Estate Finance and Investment Analysis (3)

Explores the utilization of cash flow models to evaluate the financing of and investment in real property. In addition to examining financial feasibility analysis in detail, emphasis is also placed on understanding the factors influencing the dynamics of urban land markets and the government policy issues that must be addressed in urban areas. Prereq.: Finance 301. Same as Urban Studies 481.

RATIONALE: Combination of two previous courses – Finance 481 and Finance 482.

CHANGE IN COURSE DESCRIPTION

FROM:

Finance 493 Independent Study (1-6)
Letter grade only. Prereq.: Consent of Instructor and Department Head.

TO:

Finance 493 Independent Study (1-6*) Letter grade only. *To be taken for more than 3 hours of credit in total, the student must receive the consent of Instructor and Department Head. Prereq.: Consent of Instructor and Department Head.

LOGISTICS & TRANSPORTATION

There are a significant number of changes to the L&T major. Two foundation courses – LT 301 and LT 302 were dropped to reflect the addition of BA 341 – Supply Chain Management in the business core. This change created a need to position a new foundation course for the major. In addition, L&T has restructured the major to incorporate curriculum to reflect current industry practice.

Current Major: 18 hours including:

LT 302
LT 411
LT 460
LT electives – 9 hours

Proposed Major: 15 hours including:

LT 310
LT 411
LT 412
LT 421
LT 441
LT 460

Proposed Collaterals: 9 hours (choice of any 1):

Marketing - MKT 340; MKT 460; any 2 of MKT 452, MKT 454, MKT 456, or MKT 458

Resource Management - ACC 321; FIN 435; FIN 455

Decision Analysis - IM 341; IM 342; STAT 365

Information Management - IM 341; IM 342; IM 351

International Business - BA 371; MGT 321; MGT 471

Operations Management - MGT 341; MGT 441; MGT 421 or MGT 410

General Management - MGT 321; MGT 421; MGT 431 or MGT 411

The major is also proposing the following dual concentrations:

Dual Concentrations: Total of 24 hours (choice of any 1):

Logistics & Transportation and Operations Management
LT 310; LT 411; LT 421; LT 441; LT 460; and
MGT 341; MGT 441; MGT 421; MGT 410

Logistics & Transportation and Marketing
LT 310; LT 411; LT 421; LT 441; LT 460; and
MKT 340; MKT 350; MKT 460; any 2 of MKT 452, MKT 454, MKT 456, or MKT 458

Logistics & Transportation and International Business
LT 310; LT 411; LT 421; LT 441; LT 460; and
a) ECON 321; ECON 323; MGT 471; choice of BA 400 or BA 371; OR
b) Program of study as approved by faculty advisor

The required curriculum changes to support the curriculum structure as detailed above are as follows:

ADD

Logistics & Transportation 310 Intermediate Logistics (3)

The concepts, principles, and methods used to plan, organize, and manage logistics activities including customer service, order processing and information flow, transportation, warehousing, purchasing, inventory, and network design. Prereq.: BA 331.

RATIONALE: Combination of two previous courses – LT 301 and LT 302; modification of course content in logistics.

ADD

Logistics & Transportation 412 Logistics and Transportation Analytical Methods II (3)

Models and modeling systems with applications to strategic, tactical, and operational supply chain problems. Prereq.: LT 411.

RATIONALE: This course is one of two new subject areas that need expanding to reflect current industry practice.

ADD

Logistics & Transportation 421 Strategic Sourcing (2)

The fundamentals of procurement and purchasing within the context of an integrated supply chain. Approaches and methods for realizing a competitive advantage and improved profitability from the procurement and sourcing process. Prereq.: LT 310.

RATIONALE: This course is one of two new subject areas that need expanding to reflect current industry practice.

DROP

Logistics & Transportation 450 Logistics Information Infrastructure Strategy and Design (3)

RATIONALE: This material is being absorbed in other Logistics and Transportation courses and by Information Management 341.

CHANGE IN COURSE HOURS, NAME, and PREREQUISITES

FROM:

Logistics & Transportation 411 Logistics and Transportation Analytical Methods (3)

TO:

Logistics & Transportation 411 Logistics and Transportation Analytical Methods I (2)
Prereq.: LT 310.

RATIONALE: This change reflects modification of course content.

CHANGE IN COURSE HOURS and PREREQUISITES

FROM:

Logistics & Transportation 441 Global Logistics and Transportation (3)

TO:

Logistics & Transportation 441 Global Logistics and Transportation (2)
Prereq.: LT 310.

RATIONALE: This change reflects modification of course content.

CHANGE IN COURSE TITLE and PREREQUISITES

FROM :

Logistics & Transportation 460 Seminar in Logistics and Transportation Strategy (3)

TO:

Logistics & Transportation 460 Supply Chain Strategy in a Global Environment (3)
Prereq.: LT 411, LT 421, and LT 441.

RATIONALE: This change reflects modification of course content.

MANAGEMENT

There are NO course changes for Management. The curriculum structure below provides specification for the major and proposed collateral options.

Current Major: 18 hours including:
MGT 321
MGT 341
Management electives – 12 hours

Proposed Major: 15 hours including:
MGT 321
MGT 341
MGT 431
Any 2 of: MGT 411, MGT 432, MGT 440, MGT 441, MGT 471, MGT 492, MGT 493

Proposed Collaterals – 9 hours (choice of any 1):

<u>Decision Analysis</u> -	IM 341; IM 342; STAT 365
<u>Finance</u> -	FIN 455; any 2 of FIN 425, FIN 435, FIN 475, or FIN 485
<u>Logistics & Transp.</u> -	LT 310; LT 411; LT 421; LT 441
<u>Marketing</u> -	MKT 340; MKT 460; any 2 of MKT 452, MKT 454, MKT 456, or MKT 458

The major is also proposing the following dual concentration:

Dual Concentration: Total of 24 hours:
General Management and International Business
MGT 321; MGT 341; MGT 431; MGT 441 and
BA 400; BA 371; ECON 321 or ECON 323; MGT 471

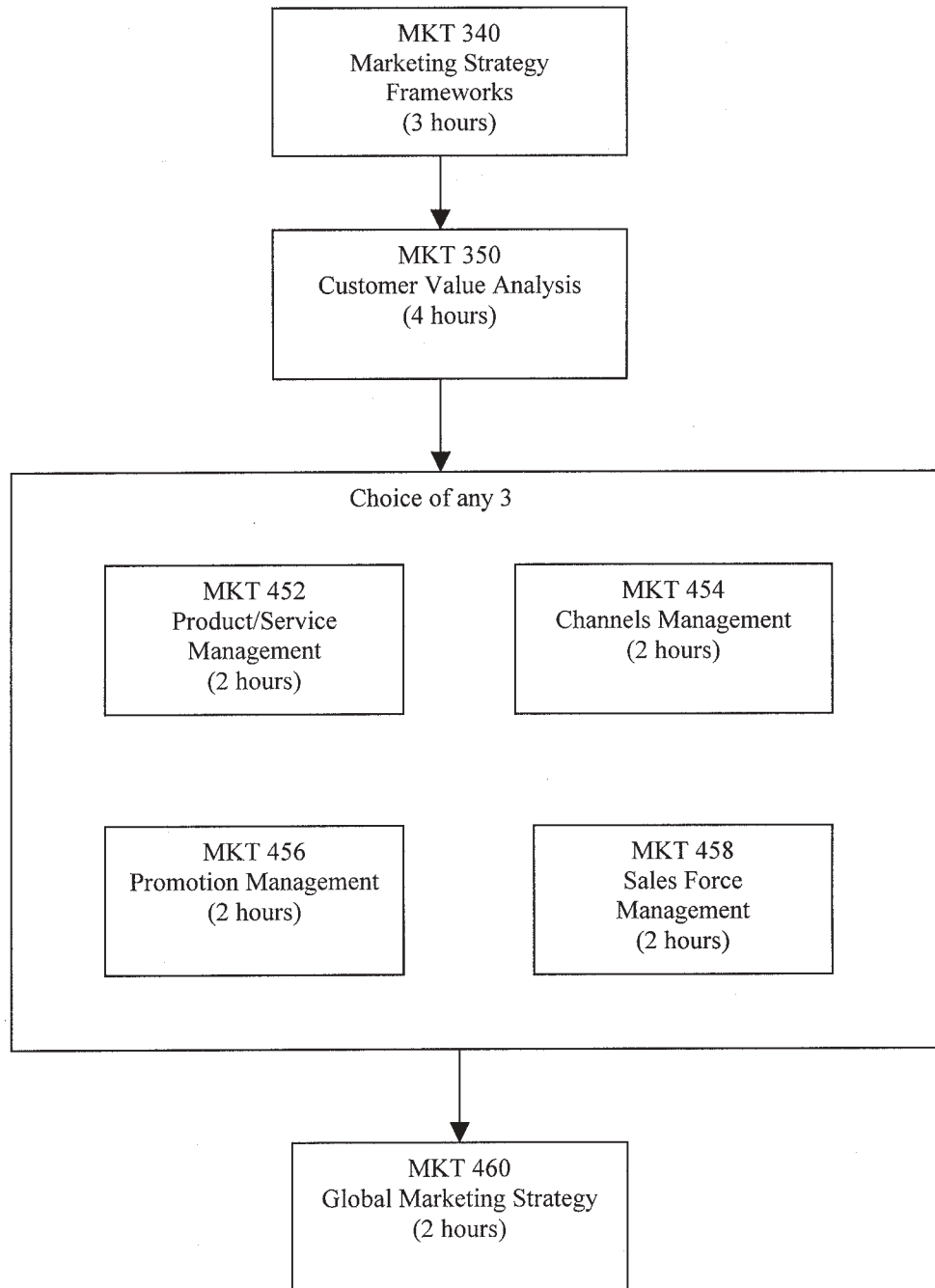
MARKETING

Marketing is proposing a significant number of changes to their curriculum.

Current Major: 18 hours including:
MKT 310
MKT 320
MKT 450
Marketing electives – 9 hours

Proposed Major: 15 hours including:
MKT 340
MKT 350
MKT 460
Choice of any 3: MKT 452, MKT 454, MKT 456, or MKT 458

The structure for the proposed major is shown in the following diagram.



Proposed Collaterals: 9 hours (choice of any 1):

Logistics & Transportation – LT 310; LT 411; LT 421; LT 441
Resource Management - ACC 321; FIN 435; FIN 455
Decision Analysis - IM 341; IM 342; STAT 365
Information Management - IM 341; IM 342; IM 351
International Business - BA 371; MGT 321; MGT 471
General Management - MGT 321; MGT 421; MGT 431 or MGT 411

The major is also proposing the following dual concentrations:

Dual Concentrations: Total of 24 hours (choice of any 1):

Marketing and Logistics & Transportation
MKT 340; MKT 350; MKT 460; any 2 of MKT 452, MKT 454,
MKT 456, or MKT 458; and
LT 310; LT 411; LT 421; LT 441; LT 460

Marketing & International Business
MKT 340; MKT 350; MKT 460; any 2 of MKT 452, MKT 454,
MKT 456, or MKT 458; and
a) ECON 321; ECON 323; MGT 471; choice of BA 400 or BA 371; OR
b) Program of study as approved by faculty advisor

The required curriculum changes to support the proposed structure above is as follows:

ADD

Marketing 340 Marketing Strategy Frameworks (3)

Examines the marketing strategies that customer focused organizations use to acquire and retain customers. Students learn skills needed to create and implement these strategies. Topics include market opportunity analysis, marketing strategy planning, segmentation and targeting decisions, value positioning decisions, customer focused strategies (e.g., Integrated Marketing Communication, brand equity, Customer Relationship Management), and translation of customer learning into marketing strategy. Prereq.: BA 332

RATIONALE: This addition reflects substantial reorganization of material that is currently integrated in several existing courses.

ADD

Marketing 350 Customer Value Analysis (4)

Examines how organizations gather, analyze, and interpret data needed by managers to learn about customers in markets. Students learn how to organize data into customer databases and how to analyze those databases to learn about customers. Topics include selected consumer/customer behavior theories, customer value determination, selected market research techniques, and customer database management techniques. Prereq.: Marketing 340. Marketing major and co-concentration students only: Marketing 350 is a pre-requisite or co-requisite for Marketing 410, 420, 430, and 440.

RATIONALE: This addition reflects substantial reorganization of material that is currently throughout several existing courses.

ADD

Marketing 452 Product/Service Management (2)

Examines how organizations deliver value to customers through product and service strategies. Topics in product management include new product development, product life cycle, product mix management, and brand marketing. Topics in services management include service design, service delivery, service quality/productivity, service failure/recovery, and role of technology. Prereq.: Marketing 340. Note: Marketing major and co-concentration students only: Marketing 350 is a pre-requisite or co-requisite for Marketing 410.

RATIONALE: This change reflects modification and updating of course content.

ADD

Marketing 454 Channels Management (2)

Examines how organizations deliver value to customers through distribution strategies. Topics will include channel design, channel management, channel partner communication and conflict management, and retail/wholesale management strategies. Prereq.: Marketing 340. Note: Marketing major and co-concentration students only: Marketing 350 is a pre-requisite or co-requisite for Marketing 420.

RATIONALE: This change reflects modification and updating of course content.

ADD

Marketing 456 Promotion Management (2)

Examines how organizations communicate value to customers. Communication topics will be presented in the framework of an Integrated Marketing Communication strategy. Topics will include advertising management, sales promotion, publicity and public relations, sponsorship marketing, direct marketing and e-marketing. Prereq.: Marketing 340. Note: Marketing major and co-concentration students only: Marketing 350 is a pre-requisite or co-requisite for Marketing 430.

RATIONALE: This change reflects modification and updating of course content.

ADD

Marketing 458 Sales Force Management (2)

Examines how organizations communicate value to customers through face-to-face selling. Focuses on the activities and problems of sales representatives and first line sales managers. Topics include the selling process, sales force organization, recruiting, motivating, forecasting, territory design, and evaluation. Prereq.: Marketing 340. Note: Marketing major and co-concentration students only: Marketing 350 is a pre-requisite or co-requisite for Marketing 440.

RATIONALE: This change reflects modification and updating of course content.

ADD

Marketing 460 Global Marketing Strategy (2)

Examines the application of key marketing concepts in a global context. Students will learn about how customers behave in a variety of cultural settings, and how organizations respond with global marketing strategies. Marketing 460 is the capstone course for Marketing and integrates the concepts presented in all prior coursework. Prereq.: Marketing 340, and any 2 of Marketing 410, Marketing 420, Marketing 430, or Marketing 440.

RATIONALE: This change reflects modification and updating of course content.

CHANGE IN COURSE PREREQUISITES

FROM:

Marketing 310 Buyer Behavior – Analysis for Marketing (3)
Prereq.: Marketing 301 and Statistics 201.

TO:

Marketing 310 Buyer Behavior – Analysis for Marketing (3)
Prereq.: Marketing 300; not for business majors.

RATIONALE: This course serves students who are not business majors. The change in prerequisite reflects the current course for non-business majors.

DROP

Marketing 320 Marketing Research and Information Planning (3)

RATIONALE: This material is being absorbed in other courses in the major.

DROP

Marketing 410 Advertising Management (3)

RATIONALE: This material is being absorbed in other courses in the major.

DROP

Marketing 420 Sales Force Management (3)

RATIONALE: This material is being absorbed in other courses in the major.

DROP

Marketing 430 Marketing Analysis and Strategy (3)

RATIONALE: This material is being absorbed in other courses in the major.

DROP

Marketing 440 International Marketing (3)

RATIONALE: This material is being absorbed in other courses in the major

DROP

Marketing 450 Services Marketing (3)

RATIONALE: This material is being absorbed in other courses in the major

DROP

Marketing 470 Marketing Forecasting (3)

RATIONALE: This material is being absorbed in other courses in the major.

STATISTICS

There are NO course changes for Statistics. The elective hours (6) specified in the current curriculum have been specified as collateral options, which are noted below.

Current Major: 24 – 26 hours beyond Stat 201 (or 251) including:

STAT 320

STAT 330

STAT 365

STAT 471

Any two additional 400-level courses from Statistics or MA 423-425

¹Mathematics electives (6 – 8 hours)

¹Math Elective—To attain at least 126 hours, students who took the six credits of Math 123-125 should take Math 141-142; for others the recommended courses are Math 241 and 251.

Proposed Major: 18 hours beyond Stat 201 (or 251) including:

STAT 320

STAT 330

STAT 365

STAT 471

Any two additional 400-level courses from Statistics or MA 423-425

Proposed Collaterals: 6 hours (choice of any 1):

Economics – ECON 311 or ECON 313; ECON 381

Finance – FIN 425; and one of FIN 435, 455, 475, 485

Decision Analysis - IM 341; IM 342

Logistics and Transportation – LT 310; LT 411; LT 493 (1 hour)

Marketing – MKT 340; Marketing 350

Operations Management – MGT 341; and one of MGT 421 or MGT 441

Accounting 2003

Freshman

^{1,2}English 101,102 6
³Math 123-125 or 141-142 6 or 8
⁴Intermediate Foreign Language 6
⁵Natural Science 8
⁶Social Science 6
Business Administration 101 1

Sophomore

Accounting 201, 202 5
Economics 201 4
⁷Written Communications 3
⁸Ethics 3
⁹Arts 3
Statistics 201 3
Business Administration 201 4
^{10,2}Humanities (Literature) 3
¹¹Oral Communications 3

Junior

Business Administration 331-332 4
Business Administration 341-342 4
Finance 301 3
Accounting 311 3
Information Management 341 3
Business Administration 351-352 3
Business Administration 361 3
Accounting 321 3
Accounting 411 3
¹²Collateral 3

Senior

Accounting 414 or 431 3
Business Law 301 3
¹³Non-US History 6
Management 401 3
¹²Collateral 6
Electives 7-9
Total: 126 hours

¹ Must 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 Humanities Literature requirement, the course may also be counted toward the 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.

⁴Foreign Language—Students must complete the intermediate sequence of a foreign language. Students may either continue the Foreign Language begun in high school or start a new sequence. Courses taken at other than the intermediate level are treated as non-business electives. Students whose native language is not English may 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.

⁵Natural Science—Any two-course sequence from those listed below: NOTE: Certain restrictions may apply to receiving credit in some of these areas. See individual course descriptions or advisor for details. Astronomy 161-162, or 217-218; Biology 101-102; Botany 110-120; Chemistry 120-130, or 128-138; Geography 131-132; Geology 101-102, or 101-103, or 107-108; Physics 135-136, or 137-138, or 221-222.

⁶Social Science—Two courses from: Anthropology 110, 120, 130, 320; Geography 101, 102, 320, 323; Political Science 101, 102, 107; Psychology 110, 117, 220, 310, 320, 360; Sociology 110, 117, 120, 127, 310, 370, 415, 459.

⁷Written Communications—One course from: English 263, 295, 355, 360.

⁸Ethics—One course from: Philosophy 242, 342, or 344.

⁹Arts—One course from: Art 191; Art History 172, 173, 183; Classics 232, 233; Music History 110, 120, 330; Speech 280, Theatre 100, 220, 221, 260; Women's Studies 330.

¹⁰Humanities—One course from: Asian Languages 311, 312, 313, 314; Classics 253; Comparative Literature 202, 203; English 201, 202, 221, 222, 231, 232, 233, 251, 252, 253, 281, 333, or 200-level Honors Literature Courses; Any foreign language courses whose content is literature including foreign literature in English translation; Medieval Studies 261, 262; Religious Studies 312, 313; Women's Studies 210, 215.

¹¹Oral Communications—One course from: Speech 210, 240.

¹²Collateral—9 hours (choice of one of three areas): Finance - Finance 425; Finance 435; and Finance 455 or Accounting 414: Information Management - Information Management 342; Information Management 351; Information Management 442*: Logistics and Transportation - Logistics and Transportation 310; Logistics and Transportation 421; Logistics and Transportation 411 and Logistics and Transportation 441*.

*Early in their senior year, students normally make the decision whether to enter the job market upon graduation or apply to the Master of Accountancy program. Students planning to enter the MAcc program should take Accounting 414 or Accounting 431 for Information Management 442 in the Information Management collateral, or for Logistics and Transportation 441 in the Logistics and Transportation collateral. Accounting 414 and 431 are both prerequisites to the MAcc program.

¹³Non-US History—Any two-course sequence from: African-American Studies 235-236; Asian Studies 101-102; History 241-242, 247-248, 261-262; Latin-American Studies 251-252; Medieval Studies 201-202. International students who have not taken U.S. History in high school may fulfill this requirement with a United States History sequence.

Business Studies 2003

Freshman

^{1,2}English 101,102 6
³Math 123-125 or 141-142 6 or 8
⁴Intermediate Foreign Language 6
⁵Natural Science 8
⁶Social Science 6
Business Administration 101 1

Sophomore

Accounting 201,202 5
Economics 201 4
⁷Written Communications 3
⁸Ethics 3
⁹Arts 3
Statistics 201 3
Business Administration 201 4
^{10,2}Humanities (Literature) 3
¹¹Oral Communications 3

Junior

Business Administration 331-332 4
Business Administration 341-342 4
Finance 301 3
¹²Non-US History 6
Accounting 311 or 321 3
Business Administration 351-352 3
Business Administration 361 3
Economics 311 3
Economics 313 3

Senior

Finance 455 3
Information Management 341 3
Logistics & Transportation 310
 or Marketing 341 3
Marketing 340 3
Statistics 320 3
Business Law 301 3
Management 401 3
Electives 7-9
Total: 126 hours

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 Humanities Literature requirement, the course may also be counted toward the 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.

⁴Foreign Language—Students must complete the intermediate sequence of a foreign language. Students may either continue the Foreign Language begun in high school or start a new sequence. Courses taken at other than the intermediate level are treated as non-business electives. Students whose native language is not English may 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.

⁵Natural Science—Any two-course sequence from those listed below: NOTE: Certain restrictions may apply to receiving credit in some of these areas. See individual course descriptions or advisor for details. Astronomy 161-162, or 217-218; Biology 101-102; Botany 110-120; Chemistry 120-130, or 128-138; Geography 131-132; Geology 101-102, or 101-103, or 107-108; Physics 135-136, or 137-138, or 221-222.

⁶Social Science—Two courses from: Anthropology 110, 120, 130, 320; Geography 101, 102, 320, 323; Political Science 101, 102, 107; Psychology 110, 117, 220, 310, 320, 360; Sociology 110, 117, 120, 127, 310, 370, 415, 459.

⁷Written Communications—One course from: English 263, 295, 355, 360.

⁸Ethics—One course from: Philosophy 242, 342, or 344.

⁹Arts—One course from: Art 191; Art History 172, 173, 183; Classics 232, 233; Music History 110, 120, 330; Speech 280, Theatre 100, 220, 221, 260; Women's Studies 330.

¹⁰Humanities—One course from: Asian Languages 311, 312, 313, 314; Classics 253; Comparative Literature 202, 203; English 201, 202, 221, 222, 231, 232, 233, 251, 252, 253, 281, 333, or 200-level Honors Literature Courses; Any foreign language courses whose content is literature including foreign literature in English translation; Medieval Studies 261, 262; Religious Studies 312, 313; Women's Studies 210, 215.

¹¹Oral Communications—One course from: Speech 210, 240.

¹²Non-US History—Any two-course sequence from: African-American Studies 235-236; Asian Studies 101-102; History 241-242, 247-248, 261-262; Latin-American Studies 251-252; Medieval Studies 201-202. International students who have not taken U.S. History in high school may fulfill this requirement with a United States History sequence.

Economics 2003
Option One: Collateral Option

Freshman

^{1,2} English 101,102	6
³ Math 123-125 or 141-142	6 or 8
⁴ Intermediate Foreign Language	6
⁵ Natural Science	8
⁶ Social Science	6
Business Administration 101	1

Sophomore

Accounting 201,202	5
Economics 201	4
⁷ Written Communications	3
⁸ Ethics	3
⁹ Arts	3
Statistics 201	3
Business Administration 201	4
^{10,2} Humanities (Literature)	3
¹¹ Oral Communications	3

Junior

Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
Economics 311	3
Economics 313	3
Business Administration 351-352	3
Business Administration 361	3
Business Law 301	3
¹² Economics Sequence	6

Senior

¹³ Collateral Sequence	6
¹⁴ Economics Electives	6
¹⁵ Non-US History	6
Management 401	3
Electives	7-9
Total:	126 hours

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 Humanities Literature requirement, the course may also be counted toward the 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.

⁴Foreign Language—Students must complete the intermediate sequence of a foreign language. Students may either continue the Foreign Language begun in high school or start a new sequence. Courses taken at other than the intermediate level are treated as non-business electives. Students whose native language is not English may 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.

- ⁵Natural Science—Any two-course sequence from those listed below: NOTE: Certain restrictions may apply to receiving credit in some of these areas. See individual course descriptions or advisor for details. Astronomy 161-162, or 217-218; Biology 101-102; Botany 110-120; Chemistry 120-130, or 128-138; Geography 131-132; Geology 101-102, or 101-103, or 107-108; Physics 135-136, or 137-138, or 221-222.
- ⁶Social Science—Two courses from: Anthropology 110, 120, 130, 320; Geography 101, 102, 320, 323; Political Science 101, 102, 107; Psychology 110, 117, 220, 310, 320, 360; Sociology 110, 117, 120, 127, 310, 370, 415, 459.
- ⁷Written Communications—One course from: English 263, 295, 355, 360.
- ⁸Ethics—One course from: Philosophy 242, 342, or 344.
- ⁹Arts—One course from: Art 191; Art History 172, 173, 183; Classics 232, 233; Music History 110, 120, 330; Speech 280, Theatre 100, 220, 221, 260; Women’s Studies 330.
- ¹⁰Humanities—One course from: Asian Languages 311, 312, 313, 314; Classics 253; Comparative Literature 202, 203; English 201, 202, 221, 222, 231, 232, 233, 251, 252, 253, 281, 333, or 200-level Honors Literature Courses; Any foreign language courses whose content is literature including foreign literature in English translation; Medieval Studies 261, 262; Religious Studies 312, 313; Women’s Studies 210, 215.
- ¹¹Oral Communications—One course from: Speech 210, 240.
- ¹²Economics Sequence— Choose one of the following combinations: Economics 321 and Economics 323; Economics 331 and Economics 435; Economics 471 and Economics 472; Economics 351 and Economics 413; Economics 381 and Economics 482 (Mathematics 141-142 Prerequisite).
- ¹³Collateral Sequence—Choose the combination that builds on the Economics Sequence: Finance 425 and Finance 455 (combine with 331,435); Finance 425 and Finance 435 (combine with 351, 413); Statistics 472 and Statistics 475 (combine with 381,482); Mathematics 241 and Mathematics 251 (combine with 381,482).
- ¹⁴Economics Electives—Choose any two upper division Economics courses.
- ¹⁵Non-US History—Any two-course sequence from: African-American Studies 235-236; Asian Studies 101-102; History 241-242, 247-248, 261-262; Latin-American Studies 251-252; Medieval Studies 201-202. International students who have not taken U.S. History in high school may fulfill this requirement with a United States History sequence.

Option Two: Traditional Option

Junior

Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
Economics 311	3
Economics 313	3
Business Administration 351-352	3
Business Administration 361	3
Business Law 301	3
¹² Economics Sequence	6

Senior

¹³ Economics Electives	12
¹⁴ Non-US History	6
Management 401	3
Electives	7-9
Total:	126 hours

- ¹²Economics Sequence— Choose one of the following combinations: Economics 321 and Economics 323; Economics 331 and Economics 435; Economics 471 and Economics 472; Economics 351 and Economics 413; Economics 381 and Economics 482 (Mathematics 141-142 Prerequisite).
- ¹³Economics Electives—Choose any four upper division Economics courses.
- ¹⁴Non-US History—Any two-course sequence from: African-American Studies 235-236; Asian Studies 101-102; History 241-242, 247-248, 261-262; Latin-American Studies 251-252; Medieval Studies 201-202. International students who have not taken U.S. History in high school may fulfill this requirement with a United States History sequence.

Option Three: Multidisciplinary Sequence/Collateral Combination Option

Junior

Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
Economics 311	3
Economics 313	3
Business Administration 351-352	3
Business Administration 361	3
Business Law 301	3
¹² Multidisciplinary Sequence	6

Senior

¹³ Economics/Collateral Elective	3
¹⁴ Economics Electives	9
¹⁵ Non-US History	6
Management 401	3
Electives	7-9
Total:	126 hours

¹²Multidisciplinary Sequence— Choose one of the following combinations: Economics 361 and Finance 485; Economics 462 and AG Economics 470 or Geology 455; Economics 341 and MANAGEMENT 411; Economics 436 AND Public Health 300.

¹³Economics/Collateral Elective—Choose an economics/collateral elective that builds on the Multidisciplinary Sequence in consultation with an advisor.

¹⁴Economics Electives—Choose any three upper division Economics courses.

¹⁵Non-US History—Any two-course sequence from: African-American Studies 235-236; Asian Studies 101-102; History 241-242, 247-248, 261-262; Latin-American Studies 251-252; Medieval Studies 201-202. International students who have not taken U.S. History in high school may fulfill this requirement with a United States History sequence.

Finance 2003

Freshman

^{1,2}English 101,102 6
³Math 123-125 or 141-142 6 or 8
⁴Intermediate Foreign Language 6
⁵Natural Science 8
⁶Social Science 6
 Business Administration 101 1

Sophomore

Accounting 201,202 5
 Economics 201 4
⁷Written Communications 3
⁸Ethics 3
⁹Arts 3
 Statistics 201 3
 Business Administration 201 4
^{10,2}Humanities (Literature) 3
¹¹Oral Communications 3

Junior

Business Administration 331-332 4
 Business Administration 341-342 4
 Finance 301 3
 Business Law 301 3
 Business Administration 351-352 3
 Business Administration 361 3
 Finance 425 3
 Finance 435 3
 Finance 455 3
¹²Collateral 3

Senior

¹²Collateral 6
¹³Finance Electives 6
¹⁴Non-US History 6
 Management 401 3
 Electives 7-9
 Total: 126 hours

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 Humanities Literature requirement, the course may also be counted toward the 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.

⁴Foreign Language—Students must complete the intermediate sequence of a foreign language. Students may either continue the Foreign Language begun in high school or start a new sequence. Courses taken at other than the intermediate level are treated as non-business electives. Students whose native language is not English may 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.

⁵Natural Science—Any two-course sequence from those listed below: NOTE: Certain restrictions may apply to receiving credit in some of these areas. See individual course descriptions or advisor for details. Astronomy 161-162, or 217-218; Biology 101-102; Botany 110-120; Chemistry 120-130, or 128-138; Geography 131-132; Geology 101-102, or 101-103, or 107-108; Physics 135-136, or 137-138, or 221-222.

⁶Social Science—Two courses from: Anthropology 110, 120, 130, 320; Geography 101, 102, 320, 323; Political Science 101, 102, 107; Psychology 110, 117, 220, 310, 320, 360; Sociology 110, 117, 120, 127, 310, 370, 415, 459.

⁷Written Communications—One course from: English 263, 295, 355, 360.

⁸Ethics—One course from: Philosophy 242, 342, or 344.

⁹Arts—One course from: Art 191; Art History 172, 173, 183; Classics 232, 233; Music History 110, 120, 330; Speech 280, Theatre 100, 220, 221, 260; Women's Studies 330.

¹⁰Humanities—One course from: Asian Languages 311, 312, 313, 314; Classics 253; Comparative Literature 202, 203; English 201, 202, 221, 222, 231, 232, 233, 251, 252, 253, 281, 333, or 200-level Honors Literature Courses; Any foreign language courses whose content is literature including foreign literature in English translation; Medieval Studies 261, 262; Religious Studies 312, 313; Women's Studies 210, 215.

¹¹Oral Communications—One course from: Speech 210, 240.

¹²Collateral—9 hours from one of the following areas: Accounting - Accounting 311; Accounting 321; and any one of Information Management 341 or Accounting 414 or Accounting 431: Decision Analysis - Information Management 341; Information Management 342; and choice of either Accounting 311 or Statistics 471: Economics - Economics 311; Economics 313; and choice of either Economics 321 or Economics 482: General Management - Management 321; Management 421; Management 431: Information Management - Information Management 341; Information Management 342; Information Management 351: International Business - Business Administration 371; Management 321; Management 471: Logistics & Transportation - Logistics and Transportation 310; Logistics and Transportation 411; Logistics and Transportation 421; Logistics and Transportation 441: Marketing - Marketing 340; Marketing 460; and any two of Marketing 452, Marketing 454, Marketing 456, or Marketing 458: Quantitative Studies - Math 251; Math 231; Math 401: Statistics - Statistics 320; Statistics 471; and choice of either Statistics 472 or Statistics 475.

¹³Finance Electives—choose two from: Finance 402, 475, 485, 493.

¹⁴Non-US History—Any two-course sequence from: African-American Studies 235-236; Asian Studies 101-102; History 241-242, 247-248, 261-262; Latin-American Studies 251-252; Medieval Studies 201-202. International students who have not taken U.S. History in high school may fulfill this requirement with a United States History sequence.

Logistics and Transportation 2003
Option One: Collateral Option

Freshman

^{1,2} English 101,102	6
³ Math 123-125 or 141-142	6 or 8
⁴ Intermediate Foreign Language	6
⁵ Natural Science	8
⁶ Social Science	6
Business Administration 101	1

Sophomore

Accounting 201,202	5
Economics 201	4
⁷ Written Communications	3
⁸ Ethics	3
⁹ Arts	3
Statistics 201	3
Business Administration 201	4
^{10,2} Humanities (Literature)	3
¹¹ Oral Communications	3

Junior

Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
Business Administration 351-352	3
Business Administration 361	3
¹² Non-US History	6
Logistics and Transportation 310	3
Logistics and Transportation 411	2
¹³ Collateral	3

Senior

Logistics and Transportation 412	3
Logistics and Transportation 421	2
Logistics and Transportation 441	2
Logistics and Transportation 460	3
¹³ Collateral	6
Business Law 301	3
Management 401	3
Electives	7-9
Total:	126 hours

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 Humanities Literature requirement, the course may also be counted toward the 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.

⁴Foreign Language—Students must complete the intermediate sequence of a foreign language. Students may either continue the Foreign Language begun in high school or start a new sequence. Courses taken at other than the intermediate level are treated as non-business electives. Students whose native language is not English may 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.

⁵Natural Science—Any two-course sequence from those listed below: NOTE: Certain restrictions may apply to receiving credit in some of these areas. See individual course descriptions or advisor for details. Astronomy 161-162, or 217-218; Biology 101-102; Botany 110-120; Chemistry 120-130, or 128-138; Geography 131-132; Geology 101-102, or 101-103, or 107-108; Physics 135-136, or 137-138, or 221-222.

⁶Social Science—Two courses from: Anthropology 110, 120, 130, 320; Geography 101, 102, 320, 323; Political Science 101, 102, 107; Psychology 110, 117, 220, 310, 320, 360; Sociology 110, 117, 120, 127, 310, 370, 415, 459.

⁷Written Communications—One course from: English 263, 295, 355, 360.

⁸Ethics—One course from: Philosophy 242, 342, or 344.

⁹Arts—One course from: Art 191; Art History 172, 173, 183; Classics 232, 233; Music History 110, 120, 330; Speech 280, Theatre 100, 220, 221, 260; Women's Studies 330.

¹⁰Humanities—One course from: Asian Languages 311, 312, 313, 314; Classics 253; Comparative Literature 202, 203; English 201, 202, 221, 222, 231, 232, 233, 251, 252, 253, 281, 333, or 200-level Honors Literature Courses; Any foreign language courses whose content is literature including foreign literature in English translation; Medieval Studies 261, 262; Religious Studies 312, 313; Women's Studies 210, 215.

¹¹Oral Communications—One course from: Speech 210, 240.

¹²Non-US History—Any two-course sequence from: African-American Studies 235-236; Asian Studies 101-102; History 241-242, 247-248, 261-262; Latin-American Studies 251-252; Medieval Studies 201-202. International students who have not taken U.S. History in high school may fulfill this requirement with a United States History sequence.

¹³Collateral—9 hours (choice of one area): Marketing - Marketing 340; Marketing 460; any two of Marketing 452, Marketing 454, Marketing 456, or Marketing 458; Resource Management - Accounting 321; Finance 435; Finance 455; Decision Analysis - Information Management 341; Information Management 342; Statistics 365; Information Management - Information Management 341; Information Management 342; Information Management 351; International Business - Business Administration 371; Management 321; Management 471; Operations Management - Management 341; Management 441; Management 421 or Management 410; General Management - Management 321; Management 421; Management 431 or Management 411

Option Two: Dual Concentration with Operations Management

Junior

Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
Business Administration 351-352	3
Business Administration 361	3
¹² Non-US History	6
Logistics and Transportation 310	3
Logistics and Transportation 411	2
Management 341	3

Senior Year

Logistics and Transportation 421	2
Logistics and Transportation 441	2
Logistics and Transportation 460	3
Management 441	3
Management 421	3
Management 410	3
Business Law 301	3
Management 401	3
Electives	7-9
Total:	126 hours

¹²Non-US History—Any two-course sequence from: African-American Studies 235-236; Asian Studies 101-102; History 241-242, 247-248, 261-262; Latin-American Studies 251-252; Medieval Studies 201-202. International students who have not taken U.S. History in high school may fulfill this requirement with a United States History sequence.

Option Three: Dual Concentration with Marketing

Junior

Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
Business Administration 351-352	3
Business Administration 361	3
¹² Non-US History	6
Logistics and Transportation 310	3
Logistics and Transportation 411	2
Marketing 340	3

Senior

Logistics and Transportation 421	2
Logistics and Transportation 441	2
Logistics and Transportation 460	3
Marketing 350	4
¹³ Marketing Electives	4
Marketing 460	2
Business Law 301	3
Management 401	3
Electives	6-8
Total:	126 hours

¹²Non-US History—Any two-course sequence from: African-American Studies 235-236; Asian Studies 101-102; History 241-242, 247-248, 261-262; Latin-American Studies 251-252; Medieval Studies 201-202. International students who have not taken U.S. History in high school may fulfill this requirement with a United States History sequence.

¹³Marketing Electives—Choose two from the following courses: Marketing 452, 454, 456, 458.

Option Four: Dual Concentration with International Business

Junior

Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
Business Administration 351-352	3
Business Administration 361	3
¹² Non-US History	6
Logistics and Transportation 310	3
Logistics and Transportation 411	2
¹³ Economics 321	3

Senior

Logistics and Transportation 421	2
Logistics and Transportation 441	2
Logistics and Transportation 460	3
¹³ Economics 323	3
¹³ Management 471	3
¹³ Business Administration 400 or 371	3
Business Law 301	3
Management 401	3
Electives	7-9
Total:	126 hours

¹²Non-US History—Any two-course sequence from: African-American Studies 235-236; Asian Studies 101-102; History 241-242, 247-248, 261-262; Latin-American Studies 251-252; Medieval Studies 201-202. International students who have not taken U.S. History in high school may fulfill this requirement with a United States History sequence.

¹³The 12 hours of coursework in the International Business Concentration (Economics 321,323, Management 471, and Business Administration 400 or 371) may be substituted for a program of study as approved by a faculty advisor.

Management 2003
Option One: Collateral Option

Freshman

^{1,2} English 101,102	6
³ Math 123-125 or 141-142	6 or 8
⁴ Intermediate Foreign Language	6
⁵ Natural Science	8
⁶ Social Science	6
Business Administration 101	1

Sophomore

Accounting 201,202	5
Economics 201	4
⁷ Written Communications	3
⁸ Ethics	3
⁹ Arts	3
Statistics 201	3
Business Administration 201	4
^{10,2} Humanities (Literature)	3
¹¹ Oral Communications	3

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
Management 341	3
¹² Non-US History	6
¹³ Collateral	3

Senior

Management 431	3
¹⁴ Management Electives	6
¹³ Collateral	6
Business Law 301	3
Management 401	3
Electives	7-9
Total:	126 hours

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 Humanities Literature requirement, the course may also be counted toward the Humanities requirement.

³Mathematics 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.

⁴Foreign Language—Students must complete the intermediate sequence of a foreign language. Students may either continue the Foreign Language begun in high school or start a new sequence. Courses taken at other than the intermediate level are treated as non-business electives. Students whose native language is not English may 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.

⁵Natural Science—Any two-course sequence from those listed below: NOTE: Certain restrictions may apply to receiving credit in some of these areas. See individual course descriptions or advisor for details. Astronomy 161-162, or 217-218; Biology 101-102; Botany 110-120; Chemistry 120-130, or 128-138; Geography 131-132; Geology 101-102, or 101-103, or 107-108; Physics 135-136, or 137-138, or 221-222.

⁶Social Science—Public Administration majors must complete either Political Science 101 or 107; Anthropology 110, 120, 130, 320; Geography 101, 102, 320, 323; Political Science 101, 102, 107; Psychology 110, 117, 220, 310, 320, 360; Sociology 110, 117, 120, 127, 310, 370, 415, 459.

⁷Written Communications—One course from: English 263, 295, 355, 360.

⁸Ethics—Choose one course from: Philosophy 242, 342, or 344.

⁹Arts—One course from the courses listed below: Art 191; Art History 172, 173, 183; Classics 232, 233; Music History 110, 120, 330; Speech 280, Theatre 100, 220, 221, 260; Women's Studies 330.

¹⁰Humanities—Three hours from courses listed below: Asian Languages 311, 312, 313, 314; Classics 253; Comparative Literature 202, 203; English 201, 202, 221, 222, 231, 232, 233, 251, 252, 253, 281, 333, or 200-level Honors Literature Courses; Any foreign language courses whose content is literature including foreign literature in English translation; Medieval Studies 261, 262; Religious Studies 312, 313; Women's Studies 210, 215.

¹¹Oral Communications—One course from: Speech 210, 240.

¹²Non-US History—Any two-course sequence from courses listed below: African-American Studies 235-236; Asian Studies 101-102; History 241-242, 247-248, 261-262; Latin-American Studies 251-252; Medieval Studies 201-202. International students who have not taken U.S. History in high school may fulfill this requirement with a United States History sequence.

¹³Collateral— 9 hours choice of one area: Decision Analysis - Information Management 341; Information Management 342; Statistics 365: Finance - Finance 455; any two of Finance 425, Finance 435, Finance 475, or Finance 485; Logistics & Transportation - Logistics and Transportation 310; Logistics and Transportation 411; Logistics and Transportation 421; Logistics and Transportation 441: Marketing - Marketing 340; Marketing 460; any two of Marketing 452, Marketing 454, Marketing 456, or Marketing 458.

¹⁴Management Electives—Choose two from: Management 411, 432, 440, 441, 471, 492, 493.

Option Two: Dual Concentration with International Business

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
Management 341	3
¹² Non-US History	6
Econ 321 or 323	3
Senior	
Management 431	3
Management 441	3
Business Administration 400	3
Business Administration 371	3
Management 471	3
Business Law 301	3
Management 401	3
Electives	7-9
Total:	126 hours

¹²Non-US History—Any two-course sequence from courses listed below: African-American Studies 235-236; Asian Studies 101-102; History 241-242, 247-248, 261-262; Latin-American Studies 251-252; Medieval Studies 201-202. International students who have not taken U.S. History in high school may fulfill this requirement with a United States History sequence.

Marketing 2003
Option One: Collateral Option

Freshman

^{1,2} English 101,102	6
³ Math 123-125 or 141-142	6 or 8
⁴ Intermediate Foreign Language	6
⁵ Natural Science	8
⁶ Social Science	6
Business Administration 101	1

Sophomore

Accounting 201,202	5
Economics 201	4
⁷ Written Communications	3
⁸ Ethics	3
⁹ Arts	3
Statistics 201	3
Business Administration 201	4
^{10,2} Humanities (Literature)	3
¹¹ Oral Communications	3

Junior

Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
Business Administration 351-352	3
Business Administration 361	3
¹² Non-US History	6
Marketing 340	3
Marketing 350	4
¹³ Collateral	3

Senior

¹⁴ Marketing Electives	6
Marketing 460	2
¹³ Collateral	6
Business Law 301	3
Management 401	3
Electives	7-9
Total:	126 hours

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 Humanities Literature requirement, the course may also be counted toward the 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.

⁴Foreign Language—Students must complete the intermediate sequence of a foreign language. Students may either continue the Foreign Language begun in high school or start a new sequence. Courses taken at other than the intermediate level are treated as non-business electives. Students whose native language is not English may 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.

⁵Natural Science—Any two-course sequence from those listed below: NOTE: Certain restrictions may apply to receiving credit in some of these areas. See individual course descriptions or advisor for details. Astronomy 161-162, or 217-218; Biology 101-102; Botany 110-120; Chemistry 120-130, or 128-138; Geography 131-132; Geology 101-102, or 101-103, or 107-108; Physics 135-136, or 137-138, or 221-222.

⁶Social Science—Two courses from: Anthropology 110,120, 130, 320; Geography 101, 102, 320, 323; Political Science 101, 102, 107; Psychology 110, 117, 220, 310, 320, 360; Sociology 110, 117, 120, 127, 310, 370, 415, 459.

⁷Written Communications—One course from: English 263, 295, 355, 360.

⁸Ethics—One course from: Philosophy 242, 342, or 344.

⁹Arts—One course from: Art 191; Art History 172, 173, 183; Classics 232, 233; Music History 110, 120, 330; Speech 280, Theatre 100, 220, 221, 260; Women’s Studies 330.

¹⁰Humanities—One course from: Asian Languages 311, 312, 313, 314; Classics 253; Comparative Literature 202, 203; English 201, 202, 221, 222, 231, 232, 233, 251, 252, 253, 281, 333, or 200-level Honors Literature Courses; Any foreign language courses whose content is literature including foreign literature in English translation; Medieval Studies 261, 262; Religious Studies 312, 313; Women’s Studies 210, 215.

¹¹Oral Communications—One course from: Speech 210, 240.

¹²Non-US History—Any two-course sequence from: African-American Studies 235-236; Asian Studies 101-102; History 241-242, 247-248, 261-262; Latin-American Studies 251-252; Medieval Studies 201-202. International students who have not taken U.S. History in high school may fulfill this requirement with a United States History sequence.

¹³Collateral— 9 hours choice of one area: Logistics & Transportation – Logistics and Transportation 310; Logistics and Transportation 411; Logistics and Transportation 421; Logistics and Transportation 441: Resource Management - Accounting 321; Finance 435; Finance 455: Decision Analysis - Information Management 341; Information Management 342; Statistics 365: Information Management - Information Management 341; Information Management 342; Information Management 351: International Business - Business Administration 371; Management 321; Management 471: General Management - Management 321; Management 421; Management 431 or Management 411.

¹⁴Marketing Electives—Choose three from: Marketing 452, 454, 456, 458.

Option Two: Dual Concentration with International Business

Junior

Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
Business Administration 351-352	3
Business Administration 361	3
¹² Non-US History	6
Marketing 340	3
Marketing 350	4
Logistics and Transportation 310	3

Senior

¹³ Marketing Electives	4
Marketing 460	2
Logistics and Transportation 411	2
Logistics and Transportation 421	2
Logistics and Transportation 441	2
Logistics and Transportation 460	3
Business Law 301	3
Management 401	3
Electives	6-8
Total:	126 hours

¹²Non-US History—Any two-course sequence from: African-American Studies 235-236; Asian Studies 101-102; History 241-242, 247-248, 261-262; Latin-American Studies 251-252; Medieval Studies 201-202. International students who have not taken U.S. History in high school may fulfill this requirement with a United States History sequence.

¹³Marketing Electives—Choose two from: Marketing 452, 454, 456, 458.

Option Three: Dual Concentration with International Business

Junior

Business Administration 331-332	4
Business Administration 341-342	4
Finance 301	3
Business Administration 351-352	3
Business Administration 361	3
¹² Non-US History	6
Marketing 340	3
Marketing 350	4
¹³ Economics 321	3

Senior

¹⁴ Marketing Electives	4
Marketing 460	2
¹³ Economics 323	3
¹³ Management 471	3
¹³ Business Administration 400 or 371	3
Business Law 301	3
Management 401	3
Electives	6-8
Total:	126 hours

¹²Non-US History—Any two-course sequence from: African-American Studies 235-236; Asian Studies 101-102; History 241-242, 247-248, 261-262; Latin-American Studies 251-252; Medieval Studies 201-202. International students who have not taken U.S. History in high school may fulfill this requirement with a United States History sequence.

¹³ The 12 hours of coursework in the International Business Concentration (Economics 321,323, Management 471, and Business Administration 400 or 371) may be substituted for a program of study as approved by a faculty advisor.

¹⁴Marketing Electives—Choose two from: Marketing 452, 454, 456, 458.Statistics 2003

Statistics 2003

Freshman

^{1,2} English 101,102	6
³ Math 123-125 or 141-142	6 or 8
⁴ Intermediate Foreign Language	6
⁵ Natural Science	8
⁶ Social Science	6
Business Administration 101	1

Sophomore

Accounting 201,202	5
Economics 201	4
⁷ Written Communications	3
⁸ Ethics	3
⁹ Arts	3
Statistics 201	3
Business Administration 201	4
^{10,2} Humanities (Literature)	3
¹¹ Oral Communications	3

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
¹² Statistics Electives	3
¹³ Collateral	3

Senior

Statistics 471	3
¹² Statistics Electives	3
¹³ Collateral	3
¹⁴ Non-US History	6
Business Law 301	3
Management 401	3
Electives	7-9
Total:	126 hours

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

² Students 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 Humanities Literature requirement, the course may also be counted toward the Humanities requirement.

³ Mathematics—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.

⁴Foreign Language—Students must complete the intermediate sequence of a foreign language. Students may either continue the Foreign Language begun in high school or start a new sequence. Courses taken at other than the intermediate level are treated as non-business electives. Students whose native language is not English may 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.

⁵Natural Science—Any two-course sequence from those listed below: NOTE: Certain restrictions may apply to receiving credit in some of these areas. See individual course descriptions or advisor for details. Astronomy 161-162, or 217-218; Biology 101-102; Botany 110-120; Chemistry 120-130, or 128-138; Geography 131-132; Geology 101-102, or 101-103, or 107-108; Physics 135-136, or 137-138, or 221-222.

⁶Social Science—Two courses from: Anthropology 110, 120, 130, 320; Geography 101, 102, 320, 323; Political Science 101, 102, 107; Psychology 110, 117, 220, 310, 320, 360; Sociology 110, 117, 120, 127, 310, 370, 415, 459.

⁷Written Communications—One course from: English 263, 295, 355, 360.

⁸Ethics—One course from: Philosophy 242, 342, or 344.

⁹Arts—One course from: Art 191; Art History 172, 173, 183; Classics 232, 233; Music History 110, 120, 330; Speech 280, Theatre 100, 220, 221, 260; Women's Studies 330.

¹⁰Humanities—One course from: Asian Languages 311, 312, 313, 314; Classics 253; Comparative Literature 202, 203; English 201, 202, 221, 222, 231, 232, 233, 251, 252, 253, 281, 333, or 200-level Honors Literature Courses; Any foreign language courses whose content is literature including foreign literature in English translation; Medieval Studies 261, 262; Religious Studies 312, 313; Women's Studies 210, 215.

¹¹Oral Communications—One course from: Speech 210, 240.

¹²Statistics Electives—Choose any two 400 level courses from Statistics or Mathematics 423 and 425.

¹³Collateral—6 hours (choice of one of the six following areas): Economics – Economics 311 or Economics 313; Economics 381: Finance – Finance 425; and one of Finance 435, 455, 475, 485: Decision Analysis - Information Management 341; Information Management 342: Logistics and Transportation – Logistics and Transportation 310; Logistics and Transportation 411; Logistics and Transportation 493 (1 hour): Marketing – Marketing 340; Marketing 350: Operations Management – Management 341; and one of Management 421 or Management 441.

¹⁴Non-US History—Any two-course sequence from: African-American Studies 235-236; Asian Studies 101-102; History 241-242, 247-248, 261-262; Latin-American Studies 251-252; Medieval Studies 201-202. International students who have not taken U.S. History in high school may fulfill this requirement with a United States History sequence.

THE UNIVERSITY OF TENNESSEE



January 30, 2002

College of Communications
Office of the Dean
302 Communications-University Extension Building
Knoxville, Tennessee 37996-0332
(865) 974-3031
FAX (865) 974-3896

To: Undergraduate Council
Fr: UT College of Communications *Eric Hally*
Re: Catalog/Curriculum Changes – Fall 2002

New Course—Journalism

Journalism 470 Sports Writing (3) Writing sports stories, features and columns. Emphasis on developing story ideas; on gathering information by observing events, interviewing sources and examining documents; and on writing in a clear, concise manner and in a consistent style. Sports writing is considered from the standpoint of news reporters, sports information specialists and others with an interest in writing about sports.

Rationale: We have seen a strong increase in interest in sports journalism among our students. The number of careers in sports journalism is increasing with the proliferation of sports cable channels and magazines.

Effective Date: Fall 2002

Public Relations Curriculum Revisions to Reflect Changes in Business Curriculum (page 97, 2001-2002 Catalog)

Junior Year – Replace Marketing 301 (3) with BA 201 (4).
Change total number of hours listed in Junior year from 30 to 31.

Senior Year – Replace Business Elective (3) with Marketing 300 (3).
Reduce the number of general electives from 3 to 2.
Change total number of hours listed in Senior year from 31 to 30.

Footnotes – No Changes at this time – see current catalog for specifics.

Effective Date: Fall 2003

2001-2002 Public Relations Curriculum

Year	Hours
Freshman	
English 101, 102	6
Communications 100	3
Foreign Language	6
Natural Science Electives	8
Humanities Elective	3
Math 119 or 123	3
Math 125 or 141	3
TOTAL HOURS	32
Sophomore	
Public Relations 270	3
Journalism 200	3
Journalism 203	3
Journalism 280	3
History 241, 242	6
Economics 201	4
Statistics 201	3
Foreign Language or General Electives	6
TOTAL HOURS	31
Junior	
Communications 300	3
Public Relations 320	3
Public Relations 370	3
Accounting 201	3
Speech 240	3
Literature Electives	6
Political Science Elective	3
Social Science Elective	3
Business Administration 201	4
TOTAL HOURS	31
Senior	
Public Relations 470	3
Communications 400	3
Speech Communication 440	3
Public Relations 492	1
Communications Elective	3
Marketing 300	3
Social Science Electives	6
Humanities Electives	6
General Elective	2
TOTAL HOURS	30

Advertising Curriculum Revisions to Reflect Changes in Business Curriculum
 (page 96, 2001-2002 Catalog)

Junior Year— Add BA 201 (4)
 Replace Marketing 301 (3) with Marketing 300 (3).
 Replace Management 301 (3) with Management 300 (3).
 Remove Marketing 310 (3).
 Remove General Elective (3).
 Change Social Science Elective (3) to Arts & Science Electives (6)
 Change total number of hours in the Junior year from 30 to 31.

Senior Year— Change General Electives (12) to Arts and Science Elective (3) and
 Electives Outside College (8).
 Change total number of hours listed in Senior year from 31 to 30.

Footnotes—

Note 4—Change note 4 that currently states: “Social Science Electives are: Anthropology, Geography, Economics, History, Political Science, Psychology, Sociology, Child and Family Studies, African and African-American Studies; Women’s Studies and Information Sciences”

TO “Any course in Arts and Sciences not currently required.”

Note 5 —Add note 5 to read: “Any course in the College of Communications not currently required.”

Note 6 —Add note 6 to read: “Any course not in the College of Communications. (Students minoring in Business should take Accounting 202 and Finance 301).”

Effective Date: Fall 2003

2001-2002 Advertising Curriculum

Year	Hours
Freshman	
English 101, 102	6
Communications 100	3
¹ Foreign Language	6
Anthropology 130	3
² Natural Science Electives	8
Math 119 or 123	3
Math 125	3
TOTAL HOURS	32
Sophomore	
Advertising 250	3
History 241, 242	6
³ English Literature Electives	6
Economics 201	4
Statistics 201	3
Political Science 101 or 102	3
Accounting 201	3
Journalism 280	3
TOTAL HOURS	31

Junior

Psychology 110	3
Advertising 350	3
Advertising 360	3
Speech 240	3
Business Administration 201	4
Marketing 300	3
Management 300	3
⁴ Arts and Science Electives	6
TOTAL HOURS	31

Senior

Psychology 360	3
Advertising 380	1
Advertising 450	3
Advertising 470	3
Advertising 480	3
⁵ Communications Electives	6
⁴ Arts and Science Elective	3
⁶ Electives Outside College	8
TOTAL HOURS	30

¹Six hours of intermediate foreign language required.

²Natural Science Electives are any two classes from: Astronomy 161,162; Biology 101,102; Botany 110, 120; Chemistry 100,110 or 120,130; Geography 131,132; Geology 101,102,103.

³English Literature Electives: English 201, 202, 221, 222, 231, 232, 233, 251, 252, 253

⁴Any course in the College of Arts and Sciences not currently required.

⁵Any course in the College of Communications not currently required.

⁶Any course not taught in the College of Communications. (Students minoring in Business should take Accounting 202 and Finance 301).

Effective Date: Fall 2003

THE UNIVERSITY OF TENNESSEE



College of Education
Office of the Dean
335 Claxton Complex
Knoxville, Tennessee 37996-3400
(865) 974-2201
FAX (865) 974-8718

MEMORANDUM

TO: LINDA TOBER
FROM: TOM GEORGE *TG*
COLLEGE OF EDUCATION
RE: ITEMS FOR NEXT UNDERGRADUATE COUNCIL
DATE: 04/03/2002

Enclosed please find items recently approved by the College of Education's Academic Affairs Committee. We would appreciate your placing these items on the agenda of the next Undergraduate Council meeting for further consideration.

Thank you.

COLLEGE OF EDUCATION

THEORY AND PRACTICE IN TEACHER EDUCATION

Revise Program

Revise Human Services Modified and Comprehensive Program on page 103 of the 2001-2002 Undergraduate Catalog to reflect the following:

**SPECIAL EDUCATION:
 MODIFIED AND COMPREHENSIVE**

Freshman	Hours Credit
English 101.....	3
English 102.....	3
Anthropology 130.....	3
¹ Math Electives.....	6
Psychology 110 and 210, 220, 310, 320, 330, or 360.....	6
Sociology Elective.....	3
Political Science 101, 102, or 107.....	3
Economics 201.....	4
Sophomore	
Art, Music, or Theatre Elective.....	3
Philosophy 110 or 111 or Religious Studies 101, 102, or 232.....	3
Educational Psychology 210.....	3
² Non-US History.....	6
Geography 101.....	3
³ Physical Science.....	6-8
⁴ Biological Science.....	8
Junior	
Information Science 330.....	3
Recreation and Tourism Management 320.....	3
Health 306.....	3
⁵ Foreign Language.....	6
Elective.....	3
⁶ Multicultural Electives.....	6
Cultural Studies 400.....	2
Educational Psychology 401.....	2
Senior	
Special Education 402.....	2
Instructional Technology, Curriculum, and Evaluation 486.....	3
Special Education 419.....	6
Special Education 420.....	3
Special Education 431.....	3
Special Education 432.....	6
Elementary Education 422.....	6
Reading Education 430.....	2

Undergraduate Total 122-124

¹ Any combination of Math 110 or higher.

² Two-course sequence required from History 241, 242 or 247, 248 or 261, 262; Latin American Studies 251, 252; Medieval Studies 201, 202; African and African-American Studies 235, 236; Asian Studies 101, 102.

³ Any two courses from Astronomy 151, 152, 161, 162; Chemistry 100, 110, 120, 130, 150, 160; Geography 131, 132; Geology 101, 102, 103, 201, 202, 203; Physics 101, 102, 221, 222; or honors equivalent.

⁴ Two-course sequence required: Biology 101-102 or 130-140 or Botany 110-120.

⁵ Intermediate level competence.

⁶ Choose any two courses from African and African-American Studies 314, 315, 343, 352, 353, 365, 371, 373, 420, 421, 429, 431, 445, 450, 452, 461, 473, 480, 483; Asian Studies 101, 102, 319, 471; Cultural Studies 291, 321, 364, 372; Dance 480, 490; Geography 320, 372, 373, 370; Latin American Studies 251, 252, 311, 312, 313, 319, 355, 360, 361, 401, 450, 455, 471, 472, 473, 474, 475, 479; Rehabilitation and Deafness 233, 226, 423, 425; Women's Studies 324, 360, 383, 422, 432, 483.

The following courses are taken during the post baccalaureate,

Professional Year

Education 575.....	12
TPTE 505	6
Education 574.....	2
Education 591.....	4

Graduate Total 24

Effective Fall 2003

EXERCISE SCIENCE AND SPORT MANAGEMENT

Physical Education

Change System of Grading

200 Special Topics (1-2) Selected topics in various activities not covered in the regular program. When content varies, may be repeated. Maximum 6 hours. S/NC or letter grade.

Effective Fall 2002