<table>
<thead>
<tr>
<th>Sustainable Business</th>
<th>Global Business</th>
<th>Entrepreneurship</th>
<th>Courses that apply to a respective concentration, but do not correspond to a theme.</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Required Capstone:</strong></td>
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<tr>
<td>Sustainable Marketing (196) (Sp)</td>
<td>Strategy and Competition (191) (Sp)</td>
<td>Entrepreneurial Business Planning (138) (Sp)</td>
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<tr>
<td><strong>Accounting</strong></td>
<td><strong>Global Business</strong></td>
<td><strong>Entrepreneurship</strong></td>
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<tr>
<td>BSAD 161 (F,Sp) BSAD 162 (Su,Sp)</td>
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<tr>
<td>Individual Taxation (196) (Sp) Auditing (267) (Sp) Gov’t &amp; NFP Acct (295) (F)</td>
<td>Intermediate Acct I (161) (F,Sp) Intermediate Acct II (162) (Sp) Corporate Taxation (264) (F)</td>
<td>Acct Information Systems (265) (F) Adv Topics in Accounting (268) (Sp) Current Financial Reporting (295)</td>
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<tr>
<td><strong>Finance</strong></td>
<td><strong>Options &amp; Futures (285) (Sp) Real Estate Finance (289) (Sp)</strong></td>
<td><strong>Intermediate Financial Management (181) (F,Sp)</strong></td>
<td><strong>Please see the website for additional information about BA course options &amp; requirements:</strong> uvm.edu/business</td>
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<tr>
<td><strong>Required:</strong></td>
<td></td>
<td>Financial Statement Analysis (260) (F)</td>
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<tr>
<td>BSAD 181 (F,Sp) BSAD 282 (F,Sp)</td>
<td></td>
<td>Wall Street (288)* (F) GM Investment Fund (295)* (Sp) Fixed Income Security Anal. (295)* (Sp)</td>
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</tr>
<tr>
<td>Sustainable Marketing (196) (Sp)</td>
<td>Consumer Behavior (153) (Sp) Marketing Communications (155) (F) Chinese Economy &amp; Bus. Env. (196) (Sp) D2:International Market Analysis (258)** (F)</td>
<td>Product Management (156) (Sp) Marketing Research (251) (F,Sp) Retail Management (256) (F)</td>
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<tr>
<td><strong>Marketing</strong></td>
<td><strong>Bus. Process Improvement (192) (Sp)</strong></td>
<td><strong>Supply Chain Management (273) (F)</strong></td>
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<tr>
<td><strong>Required:</strong></td>
<td></td>
<td>Business Process Improvement (192) (Sp) Marketing Research (251) (F,Sp) Adv Operations Management (270) (Sp)</td>
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<tr>
<td>BSAD 251 (F,Sp)</td>
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<tr>
<td>Green IT &amp;Virtualization (147)** (F) Bus. Process Improvement (192) (Sp)</td>
<td>Supply Chain Management (273) (F)</td>
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<tr>
<td><strong>Business Analytics</strong></td>
<td><strong>Corporate Social Responsibility (195)</strong>** (F) Ethics &amp; Social Resp. in Mgt. (196) (Sp) Honors Thesis (299) per UGSC approval</td>
<td><strong>Int’l Management (127)</strong>** (Sp) Honors Thesis (299) per UGSC approval</td>
<td><strong>For detailed concentration requirements, please see the other side of this matrix</strong></td>
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<tr>
<td><strong>Required:</strong></td>
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<tr>
<td>CS 021 (pre-requisite to the BA concentration)</td>
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<tr>
<td><strong>Entrepreneurial Leadership (137)</strong>** (F) Entrepreneurial Family Firms (235)** (F) Tech, Ent &amp; Commn. (195) Business Law I (117) (F) Business Law II (118) (Sp) Real Estate Law (195) (F) Human Resource Management (222) (F) Honors Thesis (299) per UGSC approval</td>
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</table>

**Notes:**
- For students who started in catalogue year Fall 2013 and beyond. If you started at UVM before the Fall 2013 semester, please see an advisor for concentration course recommendations.
- Updated December 2016
- Course offerings and availability are subject to change.
- (*invitation only)
- (**strongly recommended)
- Catalogue years 2013 & 2014, two courses can double-dip between theme and concentration.
- Catalogue years 2015 and beyond, one course can double-dip between theme and concentration.
## Business Concentration Requirements

*Catalogue 2013-2015: All concentrations are 12-credits and require a 2.00 GPA or higher

**Catalogue 2016: All concentrations are 15-credits and require a 2.00 GPA or higher

Please use asterisks to determine how many concentration courses you need.

### Accounting

**Courses Required in the Junior Year:**
- 161 - Intermediate Accounting I
- 162 - Intermediate Accounting II

**Concentration Courses for Seniors (choose two*/three**):
- 196 - Individual Taxation
- 264 - Corporation Taxation
- 265 - Accounting Information Systems
- 267 - Auditing
- 268 - Advanced Topics in Management Accounting
- 295 - Current Financial Reporting
- 295 – Gov’t & NFP Accounting

*Please speak with a faculty advisor if you want to start the Accounting Concentration in your senior year.*

If you are interested in the accelerated Master of Accountancy (MAcc) Program, please contact Professor Susan Hughes, Director of the MAcc Program, for more information. You can email her at Susan.Hughes@uvm.edu or reach her by phone at (802) 656-0504. Sophomores and Juniors are strongly encouraged to explore this option.

### Finance

If you are planning to pursue a concentration in Finance, it is important that you co-enroll in BSAD 061 and BSAD 180 in your sophomore year, spring semester.

**Courses Required for the Concentration:**
- BSAD 181 - Intermediate Financial Management
- BSAD 282 - Security Valuation & Portfolio Mgt.

**Additional Concentration Courses (choose two*/three**):
- BSAD 183 - International Finance
- BSAD 184 - Financial Institutions and Markets
- BSAD 260 - Financial Statement Analysis
- BSAD 285 - Options and Futures
- BSAD 288 - Wall Street Seminar - by invitation only
- BSAD 289 - Real Estate Finance
- BSAD 295 - Fixed Income Security Analysis – by invitation only

*Please speak with a faculty advisor if you want to start the Finance Concentration in your senior year*

### Marketing

**Required Course:**
- BSAD 251 - Marketing Research

**Concentration Courses (choose three*/four**):
- BSAD 153 - Consumer Behavior
- BSAD 155 - Marketing Communications
- BSAD 156 - Product Management
- BSAD 165 - Marketing Analysis and Action
- BSAD 196 – Sustainable Marketing/Capstone
- BSAD 256 - Retail Management
- BSAD 258 - International Market Analysis

### Business Analytics (BA)

BA concentration students are encouraged to take MATH 021 and 022 as opposed to MATH 019 and 020. If a student starts in MATH 019, MATH 023 can be taken in place of MATH 020.

Students who select the BA Concentration are required to pursue a minor in Computer Science, Math, or Statistics unless otherwise approved by a BA faculty member.

Choose at least one course from each of the following areas

*2013-2015: two from one area – four total

**2016: two from two areas – five total

**Information Systems**
- BSAD 144 - Database Development & Administration
- BSAD 147 - Green IT & Virtualization
- Any CS 100+ course

**Quantitative Tools**
- BSAD 270 – Quant. Analysis for Decision Making
- EC 200 - Econometrics & Applications
- BSAD 273 - Supply Chain Mgmt (Previously 295)

**Areas of Applications**
- BSAD 192 - Business Process Improvement
- BSAD 251 - Marketing Research
- BSAD 273 - Supply Chain Mgmt (Previously 295)
- STAT 224 - Stats for Quality & Productivity

*The courses above are not a comprehensive list of all the possible courses that would fit under these areas. Please see the BA Faculty for additional courses that meet the requirements.*