

2020 DEGREE AUDIT

BACHELOR OF SCIENCE, BUSINESS ADMINISTRATION- 120 CREDITS

University Requirements	
FW: Foundational Writing and Information Literacy (ENGS 001, 002; HCOL 085)	
SU: Sustainability (BSAD 010)	
D1: Race & Racism in the U.S.	
D2: Human & Societal Diversity (BSAD 127, 258)	
QR: Quantitative Reasoning (MATH 019, 021; STAT 141)	
Business Core	
Req. -GPA 2.25 or higher; no grade lower than C-	
BSAD 010: SU: The Business Enterprise I	
BSAD 015: Business Communications	
BSAD 020: The Business Enterprise II	
BSAD 025: Sustainable Business Strategies	
BSAD 030: Decision Analysis	
BSAD 040: Information Technology	
BSAD 060: Financial Accounting	
BSAD 061: Managerial Accounting	
EC 011: Macroeconomics	
EC 012: Microeconomics	
MATH 019: QR: Fund. of Calculus I (or MATH 021)	
STAT 141: QR: Basic Statistical Methods	
Professional Development Series (3)	
BSAD 002: Prof. Development Series I (1 cr.)	
BSAD 102: Prof. Development Series II (1 cr.)	
BSAD 202: Prof. Development Series III (1 cr.)	
Business Field	
Req. -GPA 2.0 or higher	
BSAD 120: Leadership & Org. Behavior	
BSAD 150: Marketing Management	
BSAD 173: Operations Management	
BSAD 180: Managerial Finance	
General Education	
Choose one course from each section	
English Writing (ENGS 001, ENGS 002, HCOL 085)	
Social Science (ANTH, COMU 001, EC, ENVS, GEOG, GSWS, POLS, PSYS, SOC)	
Natural Science (lab optional) (ANPS, ASTR, BIOC, BCOR, BIOL, CHEM, ENSC, GEOL, MMG, PBIO, PHYS, PSS)	
Humanities (ARTH, ARTS, ASL, CLAS, CRES, DNCE, ENGS LIT, FOREIGN LANGUAGE, FTS, GRS, HS, HST, MUS, PHIL, REL, THE, WLIT)	

Business Concentration (1)	
Req. -GPA 2.0 or higher	
Business Theme (2)	
Req. -GPA 2.0 or higher	
BSAD 290: Strategic Theme Capstone	
Minor (4) Recommended, not required	
Req. -GPA 2.0 or higher	
Electives If applicable	

(1) Concentrations: Accounting, Business Analytics, Finance, Marketing; 1 course can double-dip with theme; 15 credits of 100 and above level courses; Finance requires 16 credits of 100 and above level courses

(2) Themes: Entrepreneurship, Global Business, Sustainable Business; 3-credit capstone plus 9 credits of 100 and above level courses

(3) Professional Development Series is taken one semester in your first, second, and third years, each for one credit

(4) Restricted Minors: Accounting, Business, Consumer & Advertising, Consumer Affairs, Community Entrepreneurship, Public Comm.

- All courses must be at least 3 credits unless noted
- Sixty percent of Concentration courses and fifty percent Field, Theme, and Minor courses must be completed at UVM
- This guide does not override the catalogue (uvm.edu/catalogue)

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Tentative Curriculum Outline by Year & Semester

First Year		Second Year	
<u>Fall</u> BSAD 002 BSAD 010 BSAD 015 EC 011 MATH 019 (or MATH 021) General Education, University Requirement, or Minor	<u>Spring</u> BSAD 020 BSAD 040 EC 012 General Education, University Requirement, or Minor	<u>Fall</u> BSAD 025 BSAD 060 BSAD 102 (Fall or Spring) STAT 141 General Education, University Requirement, or Minor	<u>Spring</u> BSAD 030 BSAD 061 General Education, University Requirement, or Minor, or Business Field

Third Year		
Field courses can be taken either semester. Typically, three field courses are taken in the fall and one field course is taken in the spring. The field courses that are prerequisites to your concentration/theme should be taken first.		
<u>Fall</u> Field Course Field Course Field Course General Education or University Requirement or Minor Concentration Courses* Theme Courses* BSAD 202 (Fall or Spring)	<u>Spring</u> Field Course General Education, University Requirement, or Minor Concentration Courses* Theme Courses*	<u>Field Courses</u> BSAD 120 BSAD 150 BSAD 173 BSAD 180 *You may take Concentration and/or Theme courses as long as all the prerequisites are complete.

Fourth Year			
<u>Fall</u> Concentration Courses* Theme Courses* General Education or University Requirement or Minor Electives	<u>Spring</u> Theme Capstone Course* Concentration Courses* General Education or University Requirement or Minor Electives	<u>Concentrations</u> Accounting Business Analytics Finance Marketing	<u>Themes</u> Entrepreneurship Global Business Sustainable Business *You may take Concentration and/or Theme courses as long as all the prerequisites are complete.

Notes

- Math sequence may change pending placement in MATH 009 or MATH 021.
- AP Credits may cause a shift in Basic Business Core, General Education courses, and/or elective credits sequencing.
- Accounting Concentration should take BSAD 161 and BSAD 162 in the third year.
- Finance Concentration should take BSAD 180 concurrent to BSAD 061 in their second year.
- All Business Field courses must be completed prior to enrolling in BSAD 290, Theme Capstone.
- Elective credits will likely need to be taken to reach 120 credits (see catalogue for restrictions).
- Students must complete a minimum of 40 credits outside of the Grossman School of Business.

Questions: Center for Student Success | Kalkin 100 | gsbcss@uvm.edu | 802.656.4015

5.26.2020

ACADEMIC SUPPORT & RESOURCES

Student Accessibility Services (SAS)

A170 Living/Learning

802.656.7753

SAS provides accommodations to students with documented physical or learning disabilities.

Mosaic Center for Students of Color

E140 Living/Learning

802.656.3819
mcsc@uvm.edu

The Mosaic Center's vision is to create a diverse and rich community of empowered, engaged, and enthusiastic students of color at UVM.

Center for Health and Wellbeing

Provides health care, counseling, education and referrals.

Student Health Center

425 Pearl St.

802.656.3350

Counseling Centers

146 South Williams Street, Jacob's House
436 South Prospect Street, Redstone Campus

802.656.3340
802.656.0784

Center for Student Success

100 Kalkin Hall

802.656.4015
gsbcss@uvm.edu

One-stop shop for academic, career, and study abroad advising.

GSB IT Services

227 Kalkin Hall

802.656.0800
gsbhelp@list.uvm.edu

In-house tech team provides high quality support for all GSB students.

Tutoring Center

Living/Learning
224 Commons

802.656.4075
tutoring@uvm.edu

Subject area tutoring is available for a wide range of courses. Study Skills Program helps with time management, note taking, test taking and study strategies.

Writing Center

105 Bailey Howe Library

802.656.1958
uvm.edu/writing

Trained peer tutors assist writers with writing projects at any point in the writing process.

UVM Career Center

204 Davis Center

802.656.3450

Help with resume building, interview preparation, cover letters, career field research, internships, and informational interviews.

ENGAGEMENT OPPORTUNITIES

CAREER EVENTS

Throughout each semester, students have the opportunity to explore careers and network with alumni through a variety of panels, career fairs, networking breakfasts and much more. To stay up to date on the latest happenings, please read the Grossman Careers weekly newsletter.

CASE COMPETITIONS

Case competitions develop problem solving, analytical, time management, and presentation skills along with confidence in presenting to a range of business audiences. These competitions prepare students for success in careers, job interviews, and better decision making. Examples of recent case competitions include: John Molson, Montreal; Concordia University; Rotterdam University; University of Washington, Tacoma; University of Arizona, Tucson; and Grossman's Family Enterprise Case Competition (FECC).

CLUBS & ORGANIZATIONS

Clubs and Organizations are not just fun and social – they are excellent networking and leadership opportunities. GSB offers several student organizations to help students learn, connect, and network outside of the classroom. A few examples include the Accounting Club, Family Business Club, and the Grossman Student Advisory Committee.

GLOBAL EXPERIENCES: STUDY ABROAD

Business leaders tell us an international experience is critical for leadership roles in today's dynamic global business environment. Studying abroad exposes you to different cultures, traditions and work environments. UVM exchange programs with a business focus include, but are not limited to: University of Western Australia, Perth, Australia; ICN Business School, Nancy, France; Windesheim University, Zwolle, Netherlands; Wirtschaftsuniversität Wien, Vienna, Austria.

To get started, visit: uvm.edu/business/study_abroad

INTERNSHIPS

Internships are a great way to explore careers, gain experience and build skills required for your future careers. Students are encouraged to participate in internships during their time at UVM. If you are interested in pursuing an internship, set up a meeting with an advisor in the Center for Student Success to learn how to get started.

RESEARCH

In the Grossman School of Business, our experienced faculty members contribute to their disciplines and to the lives of our students. Undergraduate research helps place our students in extremely valuable opportunities. Students work closely with scholars who are experts in their interest area, gaining hands-on experience, receiving direct mentorship and building collegial relationships. To learn more about pursuing a research opportunity, visit uvm.edu/four in addition to connecting with a GSB faculty member or advisor.

TEACHING ASSISTANTS/TUTORS

Many business courses offer the opportunity for students to serve as teaching assistants or subject-area tutors. Students who are interested in being a teaching assistant should contact the faculty members for the respective courses. Students who are interested in tutoring opportunities should visit uvm.edu/academicsuccess/become_tutor for more information.

ACADEMIC HONORS & AWARDS

BETA GAMMA SIGMA

Founded in 1913, Beta Gamma Sigma (BGS) has grown to become the world's first international honor society. Currently, BGS has more than 500 collegiate chapters on 6 continents, and Society members reside in more than 160 countries around the globe. By accepting the invitation to join Beta Gamma Sigma, you will become part of the world's largest network of business school alumni. Each spring the top 10% of juniors and seniors are invited to become a part of this organization that is considered the "best of the best" in business.

DEAN'S LIST

Dean's list status is awarded to full-time undergraduate students with a cumulative grade-point average of not less than 3.00 who stood in the top 20 percent of each class of their college/school during the preceding semester. Dean's lists are published at the beginning of each semester. Full-time enrollment shall be a minimum of twelve credits in courses in which grades of A, B, C, D, or F can be given.

HONORS COLLEGE SCHOLARS

The Honors College is home for UVM undergraduates who seek to dive deeper into their intellectual areas of passion. Any current first-year UVM student who anticipates having a GPA of 3.40 or higher at the end of two semesters of undergraduate study is encouraged to consider applying for sophomore admission to the Honors College.

Students must have a GPA of at least 3.40 at the end of the spring semester of their first year in order to be eligible for sophomore admission, and that spring semester must be the student's second full semester of full-time undergraduate study. Students in Grossman will complete a six-credit thesis in their senior year. For more information, please visit uvm.edu/honorscollege or schedule time to meet with an advisor.

LATIN HONORS

Within the graduating class of each college/school, students in the top one percent will receive summa cum laude; the following three percent will receive magna cum laude; the next six percent will receive cum laude. The total number of honors awarded will not exceed ten percent of the graduating class of each college/school. Students will receive an Honors Medallion and their diploma will also include this distinction. To be considered, a student must have taken at least sixty credits at UVM in which a letter grade of A, B, C, D, or F has been awarded.

TECHNICAL REQUIREMENTS & SUPPORT

Business school graduates are expected to be proficient in the use of information technology. To support this goal, all students enrolled in the Grossman School of Business are required to own a portable computer.

At a minimum, your computer must be able to run these programs:

- Microsoft Office Professional Plus 2019 with Access, & Visio 2019
- Microsoft Windows 10 Enterprise

Apple portable computers are supported but they must have:

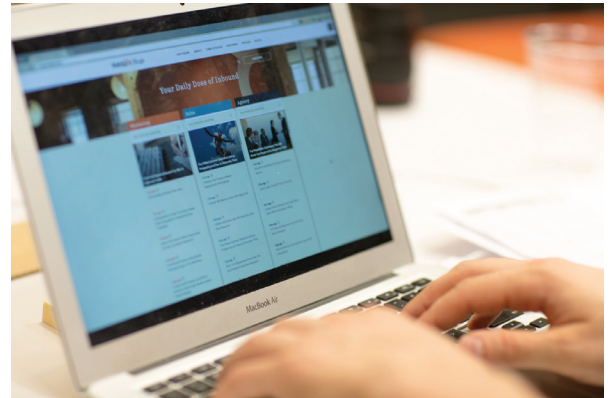
- A minimum of 80GB free space

Minimum Required Hardware Specs (PC or Mac):

- Intel Core i5 processor minimum
- 8GB of RAM
- 256GB Solid State Drive (SSD)

Recommended Hardware Specs:

- Intel Core i7 Processor
- 16GB of RAM
- 256GB Solid State Hard Drive (SSD)



The Grossman School of Business provides high quality technology support for its students. We have a team of staff who can assist you with any questions you have regarding your software/hardware or use of the computer labs in Ifshin Hall. Contact the UVM Tech Team at (802) 656-2939 for any warranty repair service of Apple devices or Windows PCs. While GSB is NOT AUTHORIZED for any warranty repair, we can assist you if your computer is no longer under warranty. Even if we cannot do the repair we can give you advice on its cost, viability, etc.

The Grossman School of Business participates in the student portion of Microsoft's Campus Agreement which allows us to install the most current Microsoft software (Windows 10, Office 2019, etc.) This agreement allows us to roll out upgrades on personally owned student computers. Part of this program is that we charge a non-refundable per semester fee to provide students with technical support and current versions of business software. If you need computing or software help, please visit 234 Kalkin Hall, call (802) 656-0800 or email GSB-ComputerHelp@uvm.edu.

The cost of a Business School required computer can be included in any Financial Aid award for which you are eligible. For more information, contact Student Financial Services by phone: (802) 656-5700 or email: sfs@uvm.edu.

ACADEMIC CALENDAR 2020-2021

FALL 2020

First Day of Classes	Monday, August 31
Last Day to Add without Instructor Permission	Friday, September 4
Labor Day Holiday	Monday, September 7
Add/Drop, Pass/No Pass, Audit Deadline	Monday, September 14
GSB Welcome Back	Tuesday, September 22
Fall Recess	Monday, October 9
Last Day to Withdraw	Monday, November 2
Thanksgiving Recess	November 23-27
Last Day of Classes	Friday, December 11
Exam Period	December 14-18

WINTER 2020/2021

First Day of Classes	Monday, December 28
Last Day of Classes	Friday, January 15

SPRING 2021

Martin Luther King Holiday	Monday, January 18
First Day of Classes	Tuesday, January 19
Last Day to Add without Instructor Permission	Monday, January 25
Add/Drop, Pass/No Pass, Audit Deadline	Monday, February 1
Presidents' Day Holiday	Monday, February 15
Town Meeting Day Recess	Tuesday, March 2
Spring Recess	March 8-12
Last Day to Withdraw	Monday, April 5
Honors Day	Thursday, April 23
Last Day of Classes	Friday, May 7
Exam Period	May 10-14
Undergraduate Commencement	Sunday, May 23

Family Educational Rights and Privacy Act (FERPA)

The Family Educational Rights and Privacy Act (FERPA) (20 U.S.C. § 1232g; 34 CFR Part 99) is a Federal law that protects the privacy of student education records. The law applies to all schools that receive funds under an applicable program of the U.S. Department of Education.

FERPA gives parents certain rights with respect to their children's education records. These rights transfer to the student when he or she reaches the age of 18 or attends a school beyond the high school level. Students to whom the rights have transferred are "eligible students."

- Parents or eligible students have the right to inspect and review the student's education records maintained by the school. Schools are not required to provide copies of records unless, for reasons such as great distance, it is impossible for parents or eligible students to review the records. Schools may charge a fee for copies.
- Parents or eligible students have the right to request that a school correct records which they believe to be inaccurate or misleading. If the school decides not to amend the record, the parent or eligible student then has the right to a formal hearing. After the hearing, if the school still decides not to amend the record, the parent or eligible student has the right to place a statement with the record setting forth his or her view about the contested information.
- Generally, schools must have written permission from the parent or eligible student in order to release any information from a student's education record. However, FERPA allows schools to disclose those records, without consent, to the following parties or under the following conditions (34 CFR § 99.31):
 - School officials with legitimate educational interest;
 - Other schools to which a student is transferring;
 - Specified officials for audit or evaluation purposes;
 - Appropriate parties in connection with financial aid to a student;
 - Organizations conducting certain studies for or on behalf of the school;
 - Accrediting organizations;
 - To comply with a judicial order or lawfully issued subpoena;
 - Appropriate officials in cases of health and safety emergencies; and
 - State and local authorities, within a juvenile justice system, pursuant to specific State law.

Schools may disclose, without consent, "directory" information such as a student's name, address, telephone number, date and place of birth, honors and awards, and dates of attendance. However, schools must tell parents and eligible students about directory information and allow parents and eligible students a reasonable amount of time to request that the school not disclose directory information about them. Schools must notify parents and eligible students annually of their rights under FERPA. The actual means of notification (special letter, inclusion in a PTA bulletin, student handbook, or newspaper article) is left to the discretion of each school.

ACCOUNTING

Companies

Aon - Accountant

BNY Mellon - Senior Fund Representative

Strategic Risk Solutions - Staff Accountant

Dell Boomi - Business Development Representative

Arcadis - Invoice Specialist

Internships

RSM - Audit Accountant

Danaher Attig & Plante PLC - Tax Accountant

KPMG - Audit Intern

National Life Group - Financial Planning & Analysis Intern

DNB Bank - Summer Intern

RSM US LLP - Audit Intern

Green Mountain Concert Services - Finance/Accounting Intern

Ernst & Young - Audit Intern

Phish - Accounting Intern

PwC - Asset Wealth Management Intern

Continuing Education

University of Vermont - Masters of Accountancy

Northeastern University - Masters of Accountancy

University of Connecticut - Masters of Accountancy

BUSINESS ANALYTICS

Companies

Pepsico – Account Manager

Blue Buffalo Company – Analyst

WGBH – Data Marketing Specialist

Capstone Headwaters – Investment Banking Analyst

TD Bank – Credit Analyst

Widget Brain – Artificial Intelligence Consultant

InsightSquared – Business Development Representative

Internships

Cabot - Operations Demand Planner

USCIS - Management & Program Analyst

F3 Logic - Financial Assistant

IBM – Intern

BDO – Summer Audit Intern

National Life Group – Business Process Improvement Intern

N2N Global – Marketing Intern

PepsiCo – Sales and Customer Relations Intern

New Breed Marketing – Web Strategist Intern

ENTREPRENEURSHIP

Companies

Widget Brain – Artificial Intelligence Consultant

InsightSquared – Business Development Representative

John Hancock – Internal Sales Consultant

Wells Fargo – Collateral Analyst

Periscope Data – Account Development Representative

Press Ganey – Marketing Associate

Internships

Lime Maids - Founder

Press Ganey Associates – Marketing Internship

Agency of Commerce & Community Development – Analytics

UBS – Wealth Management Intern

The Emily Post Institute – Marketing & Web Development

Wheeli – Marketing Intern/Campus Representative

Native Energy – Marketing Intern

FINANCE

Companies

Eaton Vance – Portfolio Specialist

Greystone & Co., Inc – Investment Analyst

Pfizer – Consulting & Execution Analyst

National Life Group – Business Informatics Analyst

Nordstrom – Finance Analyst

Internships

Synchrony Bank - Business Leadership Program

Freddie Mac - Portfolio Management & Capital Markets Analyst

Scotiabank - Acquisition Analyst

United States European Command – Intern

JP Morgan Chase – Summer Analyst

Agricultural Bank of China – Business Analyst Intern

Pfizer – Global Commercial Operations Intern

Fidelity Investment – Intern Corporate Finance

Goldman Sachs – Summer Analyst

Morgan Stanley – Financial Intern

GE – Financial Management Program Intern

GLOBAL BUSINESS

Companies

JPMorgan Chase & Co. – Financial Analyst

Everest Reinsurance – Underwriter Assistant

Advantage Media Solutions – Media Coordinator

CBRE Global Investors – Inside Sales

PTC – High Velocity Sales Business Development

Internships

Tetra Tech - Staffing Specialist

Caitong Securities Co – Business Assistant

Pfizer – Global Commercial Operations Intern

RetroMotion Creative – Digital Marketing Intern

Greystone & Co. – Summer Associate

Latitude Wealth Management – Summer Finance Intern

BOARD International – Business Development & Marketing Intern

San Francisco Museum of Modern Art – External Relations Intern

MARKETING

Companies

Wayfair – B2B Account Manager

Taboola – Associate Media Account Manager

Mach7 Technologies – Operations Analyst

UVM Medical Center – Marketing and

Communications Coordinator

Atomic Coffee Rosters – Operations Manager

Internships

The Lego Group - Associate Digital Merchandiser

Ben & Jerry's - Brand & Consumer Insight Analyst

Dealer.com - Campaign Specialist

Insights LLC – Marketing Intern

Bill Heslam for Governor – Marketing Intern

Governor of Vermont – Executive Intern

Fuse Marketing – Intern

Berkey Noyes LLC – Marketing Analyst Intern

Aldi – District Manager Intern

Matrix Marketing Group – Marketing & Business Development

Continuing Education

Northeastern University - MBA

Arkansas State University – Masters Sports and Fitness

Florida State University – Masters Sports Management

SUSTAINABLE BUSINESS

Companies

Cohen & Steers – Data Analyst
Clear Brook Advisors – Analyst
AmeriHealth – Coordinator of Market Development
Wayfair – Business Associate
Logic Supply – Sales Account Coordinator

Internships

Seventh Generation - Supply Chain Analyst
The Alchemist - Business & Sustainability Assistant
Manomet – Intern
AmeriHealth – Market Development Intern
PepsiCo – Sales and Customer Relations Intern
Wheeli – Dev Team & Social Media Marketing
Eversource Energy – Community Relations Intern
FHF Savings Group – Microfinance Intern

WEEKLY SCHEDULE

Remember to record the name of the course and CRN

Monday	Tuesday	Wednesday	Thursday	Friday
8:30-9:20	8:30-9:45	8:30-9:20	8:30-9:45	8:30-9:20
9:40-10:30	10:05-11:20	9:40-10:30	10:05-11:20	9:40-10:30
10:50-11:40	11:40-12:55	10:50-11:40	11:40-12:55	10:50-11:40
12:00-12:50	1:15-2:30	12:00-12:50	1:15-2:30	12:00-12:50
1:10-2:00	2:50-4:05	1:10-2:00	2:50-4:05	1:10-2:00
2:20-3:10	4:25-5:40	2:20-3:10	4:25-5:40	2:20-3:10
3:30-4:20	6:00-7:15	3:30-4:20	6:00-7:15	3:30-4:20
5:05-5:55	7:35-8:50	5:05-5:55	7:35-8:50	5:05-5:55
6:40-7:30		6:40-7:30		6:40-7:30