## Concentration & Theme Matrix

### Catalogue Years 2013-2017*

<table>
<thead>
<tr>
<th>Accounting</th>
<th>Entrepreneurship</th>
<th>Global Business</th>
<th>Sustainable Business</th>
<th>Not connected to a theme</th>
</tr>
</thead>
<tbody>
<tr>
<td><em>Starting with the 2016 catalogue, CS 021 counts as one of the five required concentration classes</em></td>
<td></td>
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</tr>
<tr>
<td>CS 021*</td>
<td>265 - Accounting Information Systems (f)</td>
<td>161 - Intermediate Acct 1 (f,sp)</td>
<td>169 - Individual Taxation (sp)</td>
<td></td>
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<tr>
<td></td>
<td>268 - Adv Topics in Management Acctg. (sp)</td>
<td>162 - Intermediate Acct 2 (sp, su)</td>
<td>263 - Environmental &amp; Social Reporting. (f)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>295 - Taxation of Social Enterprises (su)</td>
<td>264 - Corporate Taxation (f)</td>
<td>267 - Auditing (sp)</td>
<td></td>
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<tr>
<td></td>
<td>269 - Government &amp; NFP Accounting (f)</td>
<td></td>
<td>269 - Government &amp; NFP Accounting (f)</td>
<td></td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>295 - Taxation of Social Enterprises (su)</td>
<td></td>
</tr>
<tr>
<td>Business Analytics</td>
<td>144 - Database Management (f)</td>
<td>273 - Supply Chain Management (sp)</td>
<td>147 - Green IT &amp; Virtualization (f)</td>
<td>192 - Business Process Improvement (f)</td>
</tr>
<tr>
<td>CS 021*</td>
<td>192 - Business Process Improvement (f)</td>
<td>196 - Business Driven Decision Making (sp)</td>
<td>285 - Options and Futures (sp)</td>
<td></td>
</tr>
<tr>
<td>Req - 181 &amp; 282</td>
<td>192 - Business Process Improvement (f)</td>
<td>251 - Marketing Research (f,sp)</td>
<td>289 - Real Estate Finance (f, sp)</td>
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<tr>
<td></td>
<td>251 - Marketing Research (f,sp)</td>
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<td></td>
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</tr>
<tr>
<td>Financial</td>
<td>181 - Intermediate Financial Mgmt (f,sp)</td>
<td>183 - International Finance Mgmt. (f)</td>
<td>281 - Fixed Income Security Analysis (sp)</td>
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</tr>
<tr>
<td>Req - 181 &amp; 282</td>
<td>260 - Financial Statement Analysis (f)</td>
<td>184 - Financial Institutions &amp; Markets (f)</td>
<td>288* - Wall Street Seminar (f)</td>
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<tr>
<td></td>
<td></td>
<td>282 - Security Val &amp; Portfolio Mgmt. (f,sp)</td>
<td>*By Invitation only</td>
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<tr>
<td>Marketing</td>
<td>156 - Product Management (sp)</td>
<td>153 - Consumer Behavior (sp)</td>
<td>259 - Sustainable Marketing (sp)</td>
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<tr>
<td>Req - 251</td>
<td>195 - Digital Marketing (su)</td>
<td>155 - Marketing Communications (f,sp)</td>
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<td></td>
<td>251 - Marketing Research (f,sp)</td>
<td>258 - D2: Intn'l Market Analysis (f,sp)</td>
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<td></td>
<td>256 - Retail Management (f)</td>
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<tr>
<td>Not connected to a concentration</td>
<td>117 - Business Law I (f)</td>
<td>127 - D2: International Management (sp)</td>
<td>195 – Ethics &amp; Social Resp. in Mgt. (f)</td>
<td>299 – Honors Thesis (ugsc approval)</td>
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<tr>
<td></td>
<td>118 - Business Law II (sp)</td>
<td>299 - Honors Thesis (ugsc approval)</td>
<td>299 – Honors Thesis (ugsc approval)</td>
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<td></td>
<td>119 - Real Estate Law (f)</td>
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<td></td>
<td>137 - Entrepreneurial Leadership (f)</td>
<td>137 - Entrepreneurial Leadership (f)</td>
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<tr>
<td></td>
<td>222 - Human Resource Mgmt (sp)</td>
<td>222 - Human Resource Mgmt (sp)</td>
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<tr>
<td></td>
<td>230 - Tech, Ent &amp; Comm. (f)</td>
<td>230 - Tech, Ent &amp; Comm. (f)</td>
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<tr>
<td></td>
<td>235 - Entrepreneurial Family Firms (f)</td>
<td>235 - Entrepreneurial Family Firms (f)</td>
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<td></td>
<td>299 - Honors Thesis (ugsc approval)</td>
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</tbody>
</table>

*Note:*
- Course offerings and availability are subject to change.
- Catalogue years 2013-2014, two courses can double dip between theme and concentration.
- Catalogue years 2015-2017, one course can double dip between theme and concentration

10/31/2017
Business Concentration Requirements

*Catalogue 2013-2015: All concentrations are 12-credits/4 courses and require a 2.00 GPA or higher
**Catalogue 2016 and later: All concentrations are 15-credits/5 courses and require a 2.00 GPA or higher
Please use asterisks to determine how many concentration courses you need.

**Accounting**

Required Courses:
161 - Intermediate Accounting I
162 - Intermediate Accounting II

Concentration Courses (choose two*/three**):
169 – Individual Taxation
263 – Environmntl & Social Rpting
264 – Corporation Taxation
265 – Accounting Information Systems
267 – Auditing
268 – Adv Topics in Management Acctg.
269 – Government & NFP Accounting
271 – Current Topics Fin Reporting
295 – Taxation of Social Enterprises

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 and would like more information, please contact Professor Susan Hughes, Director of the MAcc Program, at Susan.Hughes@uvm.edu or 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.

Required Courses:
BSAD 282 – Security Val & Portfolio Mgmt.

Concentration Courses (choose two*/three**):
BSAD 183 – International Finance Mgmt.
BSAD 184 – Financial Institutions & Markets
BSAD 260 – Financial Statement Analysis
BSAD 280 – Green Mountain Investment Fund
BSAD 281 – Fixed Income Security Analysis
BSAD 285 – Options and Futures
BSAD 288 – Wall Street Seminar - by invitation only
BSAD 289 – Real Estate Finance

**Business Analytics**

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 MATH020.

Students who select the BA Concentration are encouraged to pursue a minor in Computer Science, Math, or Statistics.

For catalogue years prior to 2016: CS 021 is a prerequisite course requirement.

For catalogue years starting with 2016: CS 021 is a required course and counts as one of the five required concentration courses.

**Information Systems**
BSAD 144 – Database Management
BSAD 147 – Green IT & Virtualization
BSAD 196 – Business Driven Decision Making
Any CS 100+ course

**Quantitative Tools**
BSAD 270 – Quant Anyl for Managerial Dec.
BSAD 273 – Supply Chain Management
EC 200 – Econometrics & Applications

**Areas of Applications**
BSAD 192 – Business Process Improvement
BSAD 196 – Business Driven Decision Making
BSAD 251 – Marketing Research
BSAD 273 – Supply Chain Management
STAT 224 – Stats for Quality & Productivity.

**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 195 – Digital Marketing
BSAD 256 – Retail Management
BSAD 258 – Intn’l Market Analysis
BSAD 259 – Sustainable Marketing