## Concentration & Theme Matrix

**Catalogue Years 2013-2017**

<table>
<thead>
<tr>
<th>Concentration</th>
<th>Entrepreneurship</th>
<th>Global Business</th>
<th>Sustainable Business</th>
<th>Not connected to a theme</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>268 - Adv Topics in Management Acctg. (sp)</td>
<td>162 - Intermediate Acct 2 (sp, su)</td>
<td>263 - Environment &amp; Social Rprtng. (f)</td>
<td></td>
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<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>265 - Accounting Information Systems (f)</td>
<td>161 - Intermediate Acct 1 (f,sp)</td>
<td>269 - Government &amp; NFP Accounting (f)</td>
<td></td>
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<tr>
<td></td>
<td></td>
<td>162 - Intermediate Acct 2 (sp, su)</td>
<td>295 - Taxation of Social Enterprises (su)</td>
<td></td>
</tr>
<tr>
<td><strong>Business Analytics</strong></td>
<td>268 - Adv Topics in Management Acctg. (sp)</td>
<td>295 - Taxation of Social Enterprises (su)</td>
<td>269 - Government &amp; NFP Accounting (f)</td>
<td></td>
</tr>
<tr>
<td>Req pre-req - CS 021</td>
<td>295 - Taxation of Social Enterprises (su)</td>
<td>269 - Government &amp; NFP Accounting (f)</td>
<td>295 - Taxation of Social Enterprises (su)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>144 - Database Management (f)</td>
<td>273 - Supply Chain Management (sp)</td>
<td>147 - Green IT &amp; Virtualization (f)</td>
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<td></td>
<td>192 - Business Process Improvement (f)</td>
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<td></td>
<td>196 - Business Driven Decision Making (sp)</td>
<td>147 - Green IT &amp; Virtualization (f)</td>
<td>192 - Business Process Improvement (f)</td>
<td></td>
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<tr>
<td></td>
<td>251 - Marketing Research (f, sp)</td>
<td></td>
<td>192 - Business Process Improvement (f)</td>
<td></td>
</tr>
<tr>
<td>Req - 181 &amp; 282</td>
<td>260 - Financial Statement Analysis (f)</td>
<td>184 - Financial Institutions &amp; Markets (f)</td>
<td>289 - Real Estate Finance (f, sp)</td>
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<td></td>
<td></td>
<td>282 - Security Val &amp; Portfolio Mgmt. (f, sp)</td>
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<tr>
<td><strong>Marketing</strong></td>
<td>156 - Product Management (sp)</td>
<td>153 - Consumer Behavior (sp)</td>
<td>259 - Sustainable Marketing (sp)</td>
<td><strong>Not connected to a concentration</strong></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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<tr>
<td></td>
<td>251 - Marketing Research (f, sp)</td>
<td>258 - D2: Intn'l Market Analysis (f, sp)</td>
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<td>256 - Retail Management (f)</td>
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<tr>
<td></td>
<td>117 - Business Law I (f)</td>
<td>127 - D2: International Management (sp)</td>
<td>195 - Sustainable Entrepreneurship (su)</td>
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<tr>
<td></td>
<td>118 - Business Law II (sp)</td>
<td>299 - Honors Thesis (ugsc approval)</td>
<td>195 - Ethics &amp; Social Resp. in Mgt. (f)</td>
<td></td>
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<tr>
<td></td>
<td>119 - Real Estate Law (f)</td>
<td>299 - Honors Thesis (ugsc approval)</td>
<td>299 - Honors Thesis (ugsc approval)</td>
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<td></td>
<td>137 - Entrepreneurial Leadership (f)</td>
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<tr>
<td></td>
<td>195 - Sustainable Entrepreneurship (su)</td>
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<td>222 - Human Resource Mgmt (sp)</td>
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<td>230 - Tech, Ent &amp; Comm. (f)</td>
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<td></td>
<td>235 - Entrepreneurial Family Firms (f)</td>
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<tr>
<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.

8.1.2017
**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 Rptng
- 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, spring semester.

**Required Courses:**

**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

**Pre-requisite requirement – CS 021**

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 encouraged to pursue a minor in Computer Science, Math, or Statistics.

Choose at least one course from each of the following areas  
*2013-2015: two from one area – four total

**2016 and later: two from two areas – five total**

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

**Quantitative Tools**
- BSAD 196 – Business Driven Decision Making
- 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 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