


For Catalogue Year 2013 and beyond
STRATEGIC THEME & CONCENTRATION MATRIX
 (Updated December 2015)

Course offerings and availability are subject to change.
 (*invitation only)
 (**strongly recommended)

	Sustainable Business <i>Required Capstone:</i> TBD (195/196)	Global Business <i>Required Capstone:</i> International Strategy (191)	Entrepreneurship <i>Required Capstone:</i> Entrepreneurial Business Planning (138)	<i>Other courses not connected to a theme</i>
Accounting <i>Required:</i> BSAD 161 BSAD 162	Individual Taxation (196) Auditing (267) Non-Profit Accounting (295)	Intermediate Accounting I (161) Intermediate Accounting II (162) Corporate Taxation (264)	Accounting Information Systems (265) Adv Topics in Accounting (268) Current Financial Reporting (295)	
Finance <i>Required:</i> BSAD 181 BSAD 282	Options & Futures (285) Real Estate Finance (289)	International Finance (183) Security Valuation & Portfolio Management (282)	Intermediate Financial Management (181) Financial Statement Analysis (260)	Wall Street Seminar (288)* Green Mountain Investment Fund (295)*
Marketing <i>Required:</i> BSAD 251		Consumer Behavior (153) Marketing Communications (155) International Market Analysis (258)**	Product Management (156) Marketing Research (251) Retail Management (256)	
Business Analytics <i>Required:</i> CS, MATH, or STAT minor	Green IT & Virtualization (147)** Business Process Improvement (192)	Supply Chain Management (295)	Database Management (144) Business Process Improvement (192) Marketing Research (251) Advanced Operations Management (270)	Please see the website for additional information about BA course options/requirements: uvm.edu/business
<i>Other courses not connected to a concentration</i>	Corporate Social Responsibility (195/196)** Organizational Change Management for Sustainability (196) Honors Thesis (299) per UGSC approval	International Management (127)** Honors Thesis (299) per UGSC approval	Entrepreneurial Leadership (137)** Entrepreneurial Family Firms (235)** Technology, Entrepreneurship, and Commercialization (196)** Business Law I (117) Business Law II (118) Human Resource Management (222) Honors Thesis (299) per UGSC approval	

Business Concentration Requirements, Catalogue 2013 and Beyond

All concentrations are 12-credits and require a 2.00 GPA or higher

Accounting

Courses Required in the Junior Year:

- 161 - Intermediate Accounting I
- 162 - Intermediate Accounting II

Concentration Courses for Seniors (choose two):

- 196 - Individual Taxation
- 264 - Corporation Taxation
- 265 - Accounting Information Systems
- 267 - Auditing
- 268 - Advanced Topics in Management Accounting
- 295 - Current Financial Reporting
- 295 - Non-Profit 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):

- 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 - Green Mountain Investment Fund

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):

- BSAD 153 - Consumer Behavior
- BSAD 155 - Marketing Communications
- BSAD 156 - Product Management
- BSAD 165 - Marketing Analysis and Action
- 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 one course from each of the following areas (two from one area – four 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 295 - Supply Chain Management

Areas of Applications

- BSAD 192 - Business Process Improvement
- BSAD 251 - Marketing Research
- BSAD 295 - Supply Chain Management
- 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.