

[Please refer to the Undergraduate Catalog for further program requirements and course descriptions.](#)

<b>First Year – 31-32 hours</b>			
<b>Fall Semester:</b>	<b>Hrs</b>	<b>Spring Semester:</b>	<b>Hrs</b>
MATH 1130: <i>College Algebra</i> (Mathematics)	3	MATH 1830: <i>Calculus for Mgmt, Life, &amp; Social Sciences</i>	3
ENGL 1010 or 1011 (Rhetoric & Writing I)	3-4	MGT 1000: <i>Computers in Business</i>	3
FAH: Historical Understanding	3	ENGL 1020 or HIST 2100 (Rhetoric & Writing II)	3
FAH: Literature	3	FAH: Thought, Values, and Beliefs	3
Non-Western Culture	3	FAH: Visual and Performing Arts	3
BUS 1410: <i>Success Seminar: Professional Experience I</i>	1		
	16-17		15
<b>Second Year – 31 hours</b>			
<b>Fall Semester:</b>	<b>Hrs</b>	<b>Spring Semester:</b>	<b>Hrs</b>
MGT 2130: <i>Statistics for Business</i> (Statistics)	3	MGT 2140: <i>Data Modeling for Business</i>	3
ACC 2010: <i>Principles of Accounting I</i>	3	ACC 2020: <i>Principles of Accounting II</i>	3
ECON 1010: <i>Principles of Economics: Macroeconomics</i> (Behav/Social Science)	3	ECON 1020: <i>Principles of Economics: Microeconomics</i> (Behav/Social Science)	3
Natural Science with Lab	4	THSP 1090: <i>Public Speaking</i>	3
BUS 2500: <i>Business and Society</i>	3	Natural Science without Lab	3
	16		15
<b>Third Year – 31-32 hours</b>			
<b>Fall Semester:</b>	<b>Hrs</b>	<b>Spring Semester:</b>	<b>Hrs</b>
BUS 3350: <i>Legal Environment of Business</i>	3	MGT 3110: <i>Operations Management</i>	3
MGT 3150: <i>Management Concepts, Theory &amp; Practice</i>	3	MKT 3620: <i>Integrated Marketing Communications</i>	3
FIN 3020: <i>Essentials of Managerial Finance</i>	3	MKT 3650: <i>Consumer Behavior</i>	3
MKT 3130: <i>Principles of Marketing</i>	3	FIN 4120: <i>Int. Finance</i> , MKT 3180: <i>Int. Marketing</i> , MGT 4380: <i>Int. Management</i> , or MGT 4950r: <i>Int. Bus. Experience</i>	3
ENGL 2880: <i>Prof. Writing</i> or MGMT 3100: <i>Bus. Comm.</i>	3	Elective (3000-4000 Level)	3-4
BUS 3410: <i>Success Seminar: Career Development</i>	1		
	16		15-16
<b>Fourth Year – 27 hours</b>			
<b>Fall Semester:</b>	<b>Hrs</b>	<b>Spring Semester:</b>	<b>Hrs</b>
MGT 3600: <i>Management Info Systems</i>	3	MGT 4400: <i>Strategic Management</i>	3
MKT 4610: <i>Marketing Problems</i>	3	MKT 4500: <i>Marketing Research</i>	3
MKT 3630: <i>Professional Selling</i>	3	MKT 3730: <i>Sales Management</i>	3
MKT 4160: <i>Business Negotiations</i>	3	MKT 3640: <i>Retailing</i> , MKT 3900r: <i>Exp. Learning</i> , MKT 4150: <i>Bus. to Bus. Marketing</i> , MKT 4420: <i>Services Marketing</i>	3
		MKT 4630: <i>Advanced Sales</i>	3
	12		15

<b>Completed:</b>			
<b>Graduation Requirements:</b>	<b>Hrs</b>	<b>Degree Requirements:</b>	<b>Hrs</b>
120 Total Hours		28-29 General Education Hours	
54 Upper Division (3000-4000) Hours*		89 Program (Major) Hours	
30 Hours at UTC		Minor Hours ( <i>Not Required</i> )	
60 Hours at 4-year Institution		3-4 Elective Hours	
50% of Business Hours at UTC		Foreign Language Hours ( <i>Not Required</i> )	