UNDERGRADUATE MAJORS REPORT
2019

UNDERGRADUATE MAJORS

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THE ACCOUNTING MAJOR
AT THE DARLA MOORE SCHOOL OF BUSINESS

Accounting is a good fit for students who:
• Want to understand business as a whole
• Are good at using information, especially numbers, to solve problems
• Seek a profession that is always in high demand

Potential career pathways include:
• Certified Public Accountant
• Forensic accountant
• Auditor
• Corporate accountant
• Tax accountant
• Government and nonprofit accountant

An accounting degree leads to leadership careers in public or private accounting, budget planning, tax accounting, auditing and consulting. Accountants are found in every industry sector and at management and executive levels in almost every company. Many accounting majors go on to graduate school or become certified public accountants.

The Moore School has long been viewed as a primary talent pipeline by major accounting firms including Deloitte, Dixon Hughes Goodman, Elliott Davis, Ernst & Young, Grant Thornton, KPMG, PricewaterhouseCoopers and many more. Recent graduates have secured jobs at companies such as Eaton and banks such as Deutsche Bank and TD Bank.

According to a recent UofSC Career Center survey, the 2019 average starting salary for Moore School accounting graduates is $57,917.

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<tbody>
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<tr>
<td>$50,980</td>
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<td>$55,355</td>
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Employment Rate (Single Major): 88%

The School of Accounting is distinguished from other large accounting programs nationwide by maintaining:
• Regular student-to-instructor interaction for majors in all upper-division accounting courses
• Rigor throughout the curriculum, with an emphasis on both technical and skill-based learning objectives
• Up-to-date and in-depth curriculum; close ties with leading accounting firms, whose managers regularly provide input that keeps our curriculum current with the evolving needs of the profession
• Faculty who are highly engaged with students both in the classroom and beyond

Major Requirements:
Students pursuing an accounting degree must complete 24 hours, including:
• ACCT 401: Financial Accounting I
• ACCT 402: Cost/Managerial Accounting
• ACCT 403: Tax I
• ACCT 404: Accounting Information Systems I
• ACCT 405: Financial Accounting II
• ACCT 406: Auditing I
• Two additional 500-level accounting courses selected from an approved list of electives

Note that these are the 2019-20 major requirements and are subject to change as the school regularly updates its curriculum in response to the evolving needs of the business community.

Accounting Business Analytics Concentration
Students may add the accounting business analytics concentration to their degree. This concentration requires three additional analytics courses, which are specified by the accounting department.

Accounting Beyond the Classroom
Extracurricular areas to enhance your accounting degree include:
• Community Service: Volunteer Income Tax Assistance Program, Beta Alpha Psi, National Association of Black Accountants, IMA
• Diversity and Social Advocacy: Beta Alpha Psi, National Association of Black Accountants, IMA, Diversity and Inclusion Council, Women in Business Council
• Global Learning: Some accounting courses (ACCT 506, IBUS 490) include international components in the curriculum
• Peer Leadership: Beta Alpha Psi, National Association of Black Accountants, IMA, Moore School Student Ambassadors
• Professional Practice: Beta Alpha Psi, IMA, Global Business Council, Alpha Kappa Psi
• Research: Some accounting courses (ACCT 404) include research components in the curriculum
Work in many of these extracurricular areas can contribute to one or more of the paths to Graduation with Leadership Distinction. Find out more at http://sc.edu/about/initiatives/usc_connect.

Accounting Spotlight: Internship Programs
Accounting majors are encouraged to gain hands-on experience in the field by obtaining paid internships in the summers after their junior and senior years. Students have the opportunity to offer students a valuable opportunity to preview the accounting profession and learn more about a firm where they would like to work.

Students may also obtain a winter internship, which allows them to experience audit and tax season firsthand. The winter internship program, which occurs in the spring semester of the final year, is competitive and facilitated by the Moore School’s Office of Career Management. Students work for a firm for the first half of the spring semester and then return to campus to complete their course work. Students interested in internships should contact David McIntyre at david.mcintyre@moore.sc.edu.

Accelerated Bachelor’s/MACC Program
A flexible curriculum, a close-knit family of students and a faculty that prepares graduates for long-term success make the Moore School’s Master of Accountancy program much more than just a master’s degree. With the accelerated program, you can complete up to 12 hours that are counted toward both undergraduate and graduate degree requirements, allowing you to complete both degrees in a shorter amount of time than the traditional path. As a MACC graduate, you will meet the education requirements for the CPA license and are expected to complete the CPA Exam during the program. Contact macc@moore.sc.edu for more information on the accelerated program, including eligibility requirements.

The Economics Major
At the Darla Moore School of Business

Economics is a good fit for students who:
• Enjoy thinking about business from a theoretical, big-picture perspective
• Want to develop general analytics skills that can be useful in many future business and government careers
• Are interested in attending graduate or professional school

Potential career pathways include:
• Banking, manufacturing, insurance, retailing and economic research
• Local, state and federal government positions in regional planning and development, employment and labor force analysis, ecology, transportation, and the regulation of industry
• Teaching economics in secondary schools or in colleges and universities

Economics is a career field that offers a wide variety of opportunities. Professional economists can find work in all industry sectors and are involved in economic forecasting, market research, cost-effectiveness studies, investment analysis, policy analysis, impact studies, program evaluations and solving budget problems.

Many Moore School economics students go directly to graduate or professional school. Recent graduates have attended schools such as Harvard Graduate School of Education, Villanova University School of Law and Georgetown University School of Public Policy.

Companies that have hired Moore School economics majors in recent years include Vanguard, Nestle, Amazon, Honeywell and Deutsche Bank.

According to a recent UofSC Career Center survey, the average starting salary for Moore School economics graduates is $59,600.

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<td>2016</td>
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Employment Rate (Single Major): 85%

Students who earn degrees from the Moore School complete the comprehensive business core, while economics students in the College of Arts and Sciences complete more economics and non-business course work.

Major Requirements:
All students take two introductory economics courses, Principles of Microeconomics and Principles of
Macroeconomics, as part of the business core. 

All economics majors also take:
- ECON 321: Intermediate Microeconomic Theory
- ECON 322: Intermediate Macroeconomic Theory
- ECON 436: Introductory Econometrics
- Students pursuing the business economics major also take two elective courses in economics.

Note that these are the 2019-20 major requirements and are subject to change as the school regularly updates its curriculum in response to the evolving needs of the business community.

Economics Business Analytics Concentration
Students may add the economics business analytics concentration to their degree. This concentration requires three additional analytics courses, which are specified by the economics department.

Economics Beyond the Classroom
Extracurricular areas to enhance your economics degree include:
- **Community Service:** Office of Sustainability, Net Impact
- **Diversity and Social Advocacy:** Some economics courses (ECON 508) include diversity and social advocacy components in the curriculum
- **Global Learning:** Some economics courses (ECON 503, ECON 504, ECON 505) include global learning components in the curriculum
- **Peer Leadership:** Gamecock Economics Society, Omicron Delta Epsilon, Moore School Student Ambassadors, Beta Gamma Sigma business honor fraternity
- **Professional Practice:** Proving Ground, business case competitions, Alpha Kappa Psi
- **Research:** Some economics courses (ECON 399, ECON 511, ECON 589) include research components in the curriculum

Work in many of these extracurricular areas can contribute to one or more of the paths to Graduation with Leadership Distinction. Find out more at http://sc.edu/about/initiatives/usc_connect.

Economics Spotlight: Gamecock Economics Society
For students who want to extend their economics education beyond the classroom or who are interested in networking with fellow students, faculty and members of the business community, the Gamecock Economics Society provides opportunities to do all of that and more. In addition to building a stronger sense of community among economics students and providing leadership opportunities for students who serve as its officers, the society regularly shares information with its members about news and trends in the industry and professional development opportunities on campus and beyond.

THE FINANCE MAJOR
AT THE DARLA MOORE SCHOOL OF BUSINESS

Finance is a good fit for students who:
- Are comfortable working with numbers
- Enjoy analyzing data for making high-stakes decisions under uncertainty
- Desire a fast-paced career with significant opportunities for success

Potential career pathways include:
- Accountants and auditors (including forensic)
- Bank examiners
- Business managers
- (C-suite and others)
- Commodities brokers
- Credit analysts
- Financial institution officers and managers
- Financial planners
- Financial services brokers
- Investment professional

A degree in finance prepares students for careers in three interrelated areas: commercial and investment banking, corporate finance, and asset management. Companies that have hired Moore School finance majors in recent years include **Bank of America, Citigroup, Fidelity Investments, First Citizens Bank, Merrill Lynch, PricewaterhouseCoopers** and **Wells Fargo**.

According to a recent UofSC Career Center survey, the 2019 average starting salary for Moore School finance graduates is $60,028.
Employment Rate (Single Major): 87%

Major Requirements:
Students pursuing a finance degree must complete 15 hours, including:
• FINA 365: Corporate Financial Analysis
• FINA 469: Investment Analysis and Portfolio Management
• FINA 470: Financial Statement Analysis
• Two additional finance courses, selected from:
  » FINA 341: Management of Risk and Insurance
  » FINA 366: Introduction to Real Estate and Urban Development
  » FINA 444: Corporate Risk Management
  » FINA 463: Case Studies in Corporate Finance
  » FINA 465: Commercial Bank Practice and Policy
  » FINA 466: Real Estate Investment Fundamentals
  » FINA 467: Real Estate Finance
  » FINA 471: Derivative Securities
  » FINA 475: Fixed Income Securities
  » FINA 476: Foundations of Capitalism
  » IBUS 401: International Financial Management

Students also select a minor or an area of directed study for an additional 18 hours.

Note that these are the 2019-20 major requirements and are subject to change as the school regularly updates its curriculum in response to the evolving needs of the business community.

Finance Business Analytics Concentration
Students may add the finance business analytics concentration to their degree. This concentration requires three additional analytics courses, which are specified by the finance department.

The Department of Finance at the Moore School is known for its outstanding faculty whose interests range from bank management, corporate restructuring, investment management and fixed income strategies, to risk management and real estate finance.

Finance Beyond the Classroom
Extracurricular areas to enhance your finance degree include:
• Community Service: Moneythink, CFIA, Gamma Iota Sigma, Alpha Kappa Psi, Net Impact
• Diversity and Social Advocacy: Moneythink, Diversity

and Inclusion Council, Women in Business Council

• Global Learning: Some finance courses (FINA 341, IBUS 401) include international components in the curriculum

• Peer Leadership: CFIA, Gamma Iota Sigma, Moore School Student Ambassadors, Beta Gamma Sigma business honor fraternity

• Professional Practice: CFIA, Gamma Iota Sigma, Entrepreneurship Club, Alpha Kappa Psi

• Research: Some finance courses (FINA 365, FINA 470) include research components in the curriculum

Work in many of these extracurricular areas can contribute to one or more of the paths to Graduation with Leadership Distinction. Find out more at http://sc.edu/about/initiatives/usc_connect.

Finance Scholars Program
The Moore School is committed to building a solid road map to high-end finance for its best undergraduate finance students. The Carolina Finance Scholars program’s mission is to:
• Improve the quality, placement and trajectory of top finance undergraduate students
• Enhance their practical, analytical and technical skill sets
• Provide them direct exposure to well-placed industry professionals, particularly alumni

Through advanced and specialized course work, data source instruction, live case studies with industry partners, career management training, internships and alumni networking, the Finance Scholars program will prepare its undergraduate participants for a career in high-end finance. Application is competitive and takes place at the end of sophomore year. Students must have taken FINA 363 to apply.

Finance Spotlight: Carolina Finance and Investment Association
The Carolina Finance and Investment Association (CFIA) is a student-driven organization that works in conjunction with faculty and alumni to provide the resources necessary for students to achieve their goals of working in top financial positions. CFIA features regular guest speakers, trips, educational seminars, resume workshops, interview training, trading competitions, community outreach, social events and a mock fund. It’s a great way for students interested in finance to accelerate and deepen their understanding of the financial world.
THE INTERNATIONAL BUSINESS MAJOR
AT THE DARLA MOORE SCHOOL OF BUSINESS

International Business is a good fit for students who:

• Want to develop their transnational mindset and the skills needed for career progression to the highest management levels
• Want to gain a cross-cultural understanding how global competitive dynamics influence companies throughout the world
• Are willing to confront situations and problems often characterized by complexity, ambiguity and uncertainty
• Have an interest in living and working abroad
• Are interested in or already have exposure to other languages and cultures

All international business majors are required to choose a second major that is functional in nature. Since it is uncommon for a student to work abroad immediately following graduation, the first full-time position most international business majors obtain is through the skill sets gained within their second major area of study. The choice of this second major is as important as the completion of the IB major. Many IB majors will chose a second major that is quantitative based (i.e., accounting, finance or supply chain and operations), and this choice accounts for higher average starting salaries compared to students who choose a non-quantitative major. (i.e., marketing or management).

Potential career pathways include:

• Public and private sectors—industry dependent on the student’s second major choice

An international business degree leads to work in a wide variety of organizations including consulting firms, companies providing international services and multinational companies across a full range of functional areas such as accounting, finance, marketing and logistics.


According to a recent UofSC Career Center survey, the 2019 average starting salary for Moore School international business graduates is $63,707.

<table>
<thead>
<tr>
<th>Year</th>
<th>Avg. Salary</th>
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<tr>
<td>2016</td>
<td>$56,490</td>
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<tr>
<td>2017</td>
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<td>2018</td>
<td>$61,470</td>
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<tr>
<td>2019</td>
<td>$63,707</td>
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Employment Rate: 89%

Major Requirements:
Students pursuing an international business degree must complete 15 hours as well as a second major in business, requiring a total of 27-36 hours, including:

• IBUS 310: Globalization and Business
• Functional courses selected from courses such as:
• Thematic courses selected from courses such as:
  » Competitive Strategies in Developing Countries, Cross-cultural Behavior and Negotiations, Global Stakeholder Management, Global Competitive Analysis or Competitive Innovation Systems
  » Regional courses selected from courses such as: Business in Latin America, Africa, Europe or Asia
  » Additional elective course

Learn more about course options at moore.sc.edu/ibmajor.

Note that these are the 2019-20 major requirements and are subject to change as the school regularly updates its curriculum in response to the evolving needs of the business community.

The international business major explores the strategy and organization of business that occurs between individuals, firms or organizations across countries.

Ranked No. 1 in the nation for two decades, the international business program at the Moore School is unparalleled in providing students opportunities to develop global competencies through rigorous international business training complemented by foreign language acquisition, study abroad at elite partner schools and exposure to leading-edge faculty.

Admission to the international business major is highly selective. Students who are admitted to the South Carolina Honors College may select the classic-IB track, which includes spending at least one semester abroad at one of our more than 60 IB partner universities. The small number of remaining openings are filled through a highly competitive selection process.
The Management Major
At the Darla Moore School of Business

Management is a good fit for students who:
• Want to develop strong leadership qualities
• Are interested in human resources and talent management
• Want to work effectively in entrepreneurial settings
• Have a passion for fostering innovation
• Want a broad-based business education

All management majors are required to choose one of two concentrations: human resources and organizational leadership or entrepreneurship. Since students who major in management face more limited employment opportunities, having a focused concentration provides a depth of skills in a specific area expands employment options.

In addition, management majors that choose the entrepreneurship concentration are required to complete a second major. Like international business majors, their jobs are more likely to come from this second major, in finance, supply chain or marketing, for example. Completing a second more quantitative major will best prepare a student to obtain a higher paying job upon graduation.

Potential career pathways include:
• Managers/team leaders
• Project leaders
• HR analysts
• Consultants

A degree in management gives you a strong understanding of how organizations function and prepares you to become...
an impactful leader across a wide range of industries and functional areas.

The management major focuses on how organizations can more effectively attract, develop and retain talent to drive business performance, innovation, inclusion and entrepreneurial activity. Students explore topics such as human resources, entrepreneurship and innovation, talent analytics, leadership, teamwork, managing change, diversity and inclusion and strategic management.

Companies that have recently hired Moore School management majors include IBM, Coca-Cola Bottling Co., Bank of America, Vanguard, International Paper, TIAA-CREF, Ford Motor Credit, Aflac, Techtronic Industries and Marriott Vacations Worldwide.

According to a recent UofSC Career Center survey, the average 2019 starting salary for Moore School management graduates is $51,018.

**Employment Rate:** 76%

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<tbody>
<tr>
<td>$45,225</td>
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<td>$51,710</td>
<td>$51,018</td>
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**Major Requirements:**

Students pursuing the concentration in human resources and organizational leadership must complete 15 hours, including:

- MGMT 374: Strategic Human Resource Management
- And at least one of the following:
  - MGMT 376: Employee Engagement
  - MGMT 401: Negotiation and Conflict in the Workplace
  - MGMT 402: Managing Teams in the Workplace
  - MGMT 403: Leadership in Organizations

Students can complete the nine remaining hours of course work with the courses above or with courses selected from:

- BADM 499: Business Internship
- MGMT 376: Employee Engagement
- MGMT 401: Negotiation and Conflict in the Workplace
- MGMT 402: Managing Teams in the Workplace
- MGMT 403: Leadership in Organizations
- MGMT 404: Pay, Rewards and Motivation
- MGMT 405: Talent Management
- MGMT 406: International Human Resource Management
- MGMT 407: Corporate Social Responsibility and Stakeholder Management
- MGMT 408: Diversity and Inclusion
- MGMT 425: HR Analytics
- MGMT 472: Entrepreneurship and Small Business
- MGMT 476: Collective Bargaining

Students pursuing the concentration in entrepreneurship complete 12 hours of course work:

- MGMT 472: Entrepreneurship and Small Business
- MGMT 473: Developing and Launching New Ventures
- MGMT 474: Executing Strategy in New Ventures
- MGMT 479: Advanced Issues in Entrepreneurship

Note that these are the 2019-20 major requirements and are subject to change as the school regularly updates its curriculum in response to the evolving needs of the business community.

**Human Resources Business Analytics Concentration**

Students may add the human resources business analytics concentration to their degree. This concentration requires three additional analytics courses, which are specified by the management department.

**Management Beyond the Classroom**

Extracurricular areas to enhance your management degree include:

- **Community Service:** Entrepreneurship Club, Society for Human Resource Management
- **Diversity and Social Advocacy:** Business and Community Leadership Fellows program, Diversity and Inclusion Council, Women in Business Council
- **Global Learning:** Some management courses (MGMT 406, MGMT 408, MGMT 478) include global learning components in the curriculum
- **Peer Leadership:** Entrepreneurship Club, Society for Human Resource Management, Delta Sigma Pi, Beta Gamma Sigma, Moore School Student Ambassadors
- **Professional Practice:** Society for Human Resource Management, Instigator, Alpha Kappa Psi
- **Research:** Some management courses (MGMT 425, MGMT 472, MGMT 473, MGMT 474, MGMT 478, MGMT 479) include research components in the curriculum

Work in many of these extracurricular areas can contribute to one or more of the paths to Graduation with Leadership Distinction. Find out more at [http://sc.edu/about/initiatives/usconnect](http://sc.edu/about/initiatives/usconnect).
Operations and supply chain is a good fit for students who:

- Like analyzing business problems and finding new, creative and practical solutions
- Enjoy learning through real-life, hands-on experience
- Are analytical and logical thinkers
- Enjoy working in teams

Potential career pathways include:

- Business analysis
- Production planning and control
- Inventory management
- Process improvement
- Procurement
- Service operations
- Entrepreneurship
- Consulting

Operations and supply chain majors at the Moore School are trained in operations management, business process improvement, sourcing, quality control, distribution, logistics and supply chain management. Operations and supply chain majors find attractive careers in global manufacturing firms in production/operations, sourcing, quality control, distribution, logistics and supply chain management; in service firms for general operations management and logistics/supply chain management; and in consulting firms as supply chain and business process improvement consultants.


According to a recent UofSC Career Center survey, the average 2019 starting salary for Moore School operations and supply chain graduates is $62,159.

### Avg. Salary

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<thead>
<tr>
<th>Year</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
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<tr>
<td>Acc.</td>
<td>$59,262</td>
<td>$59,903</td>
<td>$59,390</td>
<td>$62,159</td>
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### Employment Rate (Single Major): 88%

### Major Requirements:

Students pursuing an operations and supply chain degree must complete 16 hours, including:

- MGSC 485: Business Process Management
- MGSC 486: Service Operations Management
- MGSC 487: Global Sourcing Strategies and Application
- MGSC 491: Supply Chain Management
- MGSC 497: GSCOM Capstone Project or MGSC 495: Supply Chain Planning and Control

### Supply Chain Business Analytics Concentration

Students may add the supply chain business analytics concentration to their degree. This concentration requires three additional analytics courses, which are specified by the management science department.

### The operations and supply chain major provides you with the competencies to systematically analyze and improve business processes in manufacturing, health care, services and their supply chains.

The Moore School's undergraduate operations and supply chain program is currently ranked No.13 in the nation and has one of the nation’s best job placement rates. Key strengths of the program include outstanding faculty, a curriculum that is regularly updated to reflect the latest industry trends and extensive opportunities for students to gain hands-on operations and supply chain experience.

### Operations and Supply Chain Beyond the Classroom

Extracurricular areas to enhance your operations and supply chain degree include:

- **Community Service:** Some operations and supply chain courses (MGSC 394, MGSC 485, MGSC 486) include community service components in the curriculum
- **Diversity and Social Advocacy:** Net Impact, Diversity and Inclusion Council, Women in Business Council
- **Global Learning:** Some operations and supply chain courses include global learning components in the curriculum
• **Peer Leadership:** Beta Alpha Psi, Society of Supply Chain Operations Excellence, Beta Gamma Sigma business honor fraternity, Moore School Student Ambassadors  
• **Professional Practice:** Beta Alpha Psi, Consulting Club, Business Analytics Club, Alpha Kappa Psi  
• **Research:** Some operations and supply chain courses (MGSC 497) include research components in the curriculum

Work in many of these extracurricular areas can contribute to one or more of the paths to Graduation with Leadership Distinction. Find out more at [http://sc.edu/about/initiatives/usc_connect](http://sc.edu/about/initiatives/usc_connect).

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**Operations and Supply Chain Spotlight: Lean Six Sigma Green Belt Certificate/APICS course work**

The Moore School’s operations and supply chain program is the only academic program in the nation that offers students the opportunity to earn an industry-validated Lean Six Sigma Green Belt certification. Earning Green Belt certification signals to employers that you are highly trained in the Six Sigma process improvement protocol that is in wide use in many industry sectors. Most operations and supply chain managers earn the Green Belt while on the job. Moore School operations and supply chain students who graduate with the Green Belt are prepared to bring added value to their employers from day one.

As an alternative, students may also enroll in our APICS professional certification preparatory program. This program delivers the first four-fifths of a curriculum that has been used to educate more than 75,000 professionals on essential terminology, concepts and strategies related to demand management, procurement and supplier planning, capacity requirements planning, master scheduling, performance measurements, supplier relationships, quality control and continuous improvement. Students graduate prepared to pass the first four modules of the APICS certification, “Certified in Production and Inventory Management.”

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**THE MARKETING MAJOR**

**AT THE DARLA MOORE SCHOOL OF BUSINESS**

Marketing is a good fit for students who:

• Enjoy strategic thinking and problem solving  
• Are skilled at insights and data-driven decision making  
• Have strong interpersonal and communication skills

Potential career pathways include:

• Market research  
• Business analytics  
• Brand and product management  
• Marketing communications  
• Digital and social media marketing  
• Sales management and personal selling  
• Retail management  
• Entrepreneurship  
• Consulting

Marketing has become one of the most diverse and challenging roles inside any enterprise. Marketers are often the key stakeholders in driving performance, both in sales and profits. The marketing major explores the development, pricing, distribution and promotion of products, services and ideas. Companies are often looking for marketing specialists, and the Moore School is refining its courses to meet the needs of the marketplace in three key areas: market research and business analytics, marketing strategy and go-to-market strategy and sales leadership and business development. Course work in marketing explores the economic, cultural, demographic and social factors that influence demand for products and services.

Companies that have recently hired Moore School marketing majors include Google, Coca-Cola, TD Bank, Vanguard, Integration Point, Ingersoll Rand, Belden, Belk, Neiman Marcus, Textron Specialized Vehicles and Walt Disney.

According to a recent UofSC Career Center survey, the 2019 average starting salary for Moore School marketing graduates is $53,676.

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<tr>
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<td>$51,724</td>
<td>$53,676</td>
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**Employment Rate (Single Major):** 79%

**Major Requirements:**  
Students that select the marketing major will take 15 hours of marketing course work.
All students complete nine hours of core marketing coursework:

- MKTG 351: Consumer Behavior
- MKTG 352: Principles of Marketing Research
- MKTG 465: Marketing Strategy and Planning

Students then typically select a minimum of two electives from:

- IBUS 402: International Marketing
- MKTG 445: Sales Strategy
- MKTG 446: Sales Automation and Customer Management
- MKTG 447: Pricing Strategy and Analytics
- MKTG 451: Topics in Marketing
- MKTG 453: Marketing Practicum
- MKTG 454: Business-to-Business Marketing
- MKTG 455: Marketing Communications
- MKTG 457: Personal Selling and Sales Management
- MKTG 458: Creative Strategy in Advertising
- MKTG 459: Marketing Channels and Distribution
- MKTG 460: Product Management
- MKTG 461: Retailing Management

All marketing majors also select a minor or an approved area of directed study.

Note that these are the 2019-20 major requirements and are subject to change as the school regularly updates its curriculum in response to the evolving needs of the business community. The major course credit requirement for classes starting fall 2017 and after will be 15 credit hours.

Marketing Business Analytics Concentration
Students may add the marketing business analytics concentration to their degree. This concentration requires three additional analytics courses, which are specified by the marketing department.

Marketing students have opportunities to gain hands-on experience through the Moore School's Center for Marketing Solutions, which provides results from student-led marketing projects that support an extensive list of corporate partners. Select undergraduate students are assigned meaningful roles in these research projects and emerge from the program with significant real-world experience.

Marketing faculty at the Moore School are widely recognized for their expertise in key subjects such as consumer behavior, marketing strategy, research methods, behavioral pricing and marketing communications.

Marketing Beyond the Classroom
Extracurricular areas to enhance your marketing degree include:

- **Community Service**: Some marketing courses (MKTG 453, MKTG 455, MKTG 465) include community service components in the curriculum
- **Diversity and Social Advocacy**: Sustainable Carolina, Diversity and Inclusion Council
- **Global Learning**: Some marketing courses (MKTG 350, MKTG 451) include global learning components in the curriculum
- **Peer Leadership**: American Marketing Association, Consulting Club, Business Analytics Club, Moore School Student Ambassadors, Beta Gamma Sigma, Alpha Kappa Psi
- **Professional Practice**: Beta Alpha Psi, Global Business Council, AMA, Consulting Club, Market Research Scholars (MKTG 453), Business Analytics Club, Alpha Kappa Psi
- **Research**: Market Research Scholars (MKTG 453)

Work in many of these extracurricular areas can contribute to one or more of the paths to Graduation with Leadership Distinction. Find out more at [http://sc.edu/about/initiatives/usc_connect](http://sc.edu/about/initiatives/usc_connect).

Marketing Spotlight: American Marketing Association
As the largest professional association for marketers in the United States, the American Marketing Association boasts more than 30,000 members across 76 professional and 250 collegiate chapters. The Moore School's chapter is particularly active, hosting monthly meetings that feature guest speakers, real-world projects and more.

Marketing Spotlight: Marketing Scholars
The Marketing Scholars program brings together the best and brightest marketing students to work with partner companies on a real client project. The program even counts as course credit towards your degree.
THE REAL ESTATE MAJOR
AT THE DARLA MOORE SCHOOL OF BUSINESS

Real estate is a good fit for students who:
• Understand the importance and role of real estate in national and international economies
• Understand the legal foundations of real estate and conveyance of real estate interest
• Apply basic present value and future value analysis to real estate decisions
• Understand the basic concepts of real estate finance
• Value real estate, including residential and income-producing properties

Potential career pathways include:
• Real estate broker
• Real estate sales agent
• Appraiser
• Financial examiner
• Lawyer

UofSC real estate graduates are eligible to immediately sit for the South Carolina Real Estate Broker’s Licensing Exam, exempting three years of otherwise required professional experience and 150-160 hours of mandated course work. Reciprocity of licensure is available with other states.

Companies that have recently hired Moore School real estate majors include CB Richard Ellis, ERA Wilder Realty and Continental Realty Corporation.

According to a recent UofSC Career Center survey, the average 2019 starting salary for Moore School real estate graduates is $54,067.

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</thead>
<tbody>
<tr>
<td>2016</td>
<td>$45,000</td>
<td>$57,750</td>
<td>$52,875</td>
<td>$54,067</td>
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Employment Rate (Single Major): 90%

Major Requirements:
Students pursuing a real estate degree must complete 15 hours. All students who take FINA 366: Introduction to Real Estate and Urban Development are required to take:
• FINA 466: Real Estate Investment Fundamentals
• FINA 467: Real Estate Finance

Students then select one of the following courses:
• FINA 367: Real Estate Market Analysis
• FINA 468: Real Estate Appraisal
• FINA 480: Global Real Estate Capital Markets

Students choose one of the following courses:
• FINA 365: Corporate Financial Analysis
• FINA 465: Commercial Bank Practice and Policy
• FINA 469: Investment Analysis and Portfolio Management

Students also select a minor or a program of approved directed course work.

Real Estate Business Analytics Concentration
Students may add the real estate business analytics concentration to their degree. This concentration requires four additional analytics courses, which are specified by the finance department.

Real Estate Beyond the Classroom
Extracurricular areas to enhance your real estate degree include:
• Community Service: Moneythink, CFIA, Gamma Iota Sigma, Alpha Kappa Psi
• Diversity and Social Advocacy: Moneythink, Diversity and Inclusion Council
• Global Learning: Some finance courses (FINA 341, FINA 480) include international components in the curriculum
• Peer Leadership: CFIA, Gamma Iota Sigma, Moore School Student Ambassadors, Beta Gamma Sigma business honor fraternity
• Professional Practice: South Carolina Organization for Real Estate, Beta Alpha Psi, Alpha Kappa Psi
• Research: Some finance courses (FINA 365, FINA 470) include research components in the curriculum

Work in many of these extracurricular areas can contribute to one or more of the paths to Graduation with Leadership Distinction. Find out more at http://sc.edu/about/initiatives/usc_connect.
Risk management and insurance is a good fit for students who:
• Want to improve their problem-solving skills
• Want to be good at making decisions when there is uncertainty about the outcomes
• Enjoy working collaboratively with people across a range of functional areas

The risk management and insurance major:
• Teaches disciplined methods for making decisions under uncertainty
• Provides a broad framework for evaluating all types of risk
• Introduces risk management as a rational method for identifying and treating all types of risk
• Emphasizes risk assessment as a core element of business literacy
• Examines risk transfer markets, including insurance markets and derivative markets
• Applies concepts from finance, probability and statistics to measure risk and improve risk decisions
• Engages students in the discussion of key public policy issues involving risk
• Deepens appreciation of the difficult trade-offs that are required to resolve public policy issues
• Positions risk management as a powerful methodology
• Illustrates the power of language, tools and concepts to manage in a complex world
• Challenges students to develop their ability to think critically

Potential career pathways include:
• Insurance brokers
• Investment analysts
• Risk managers
• Underwriters
• Claim specialists

Companies that hire Moore School risk management and insurance majors include Accenture, AIG, All Risks, Amica, Bank of America, BlueCross BlueShield, Chubb, Citigroup Inc., CAN, Colonial Life, Ernst & Young, GE Capital, Freddie Mac, Geico, Liberty Mutual Group, Markel, Metropolitan Life Insurance Company, Morgan Stanley, Principal

Financial Group, PricewaterhouseCoopers, Standard and Poor’s, State Farm Insurance, SunTrust, Time Warner and Wells Fargo.

According to a recent UofSC Career Center survey, the average 2019 starting salary for Moore School Risk Management and Insurance graduates is $57,022.

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<tr>
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<tbody>
<tr>
<td>2016</td>
<td>2017</td>
<td>2018</td>
<td>2019</td>
</tr>
<tr>
<td>$54,196</td>
<td>$51,342</td>
<td>$55,750</td>
<td>$57,022</td>
</tr>
</tbody>
</table>

Employment Rate (Single Major): 88%

Major Requirements:
Students pursuing a risk management and insurance degree must complete 15 hours. All majors complete the following two courses:
• FINA 341: Management of Risk and Insurance
• FINA 469: Investment Analysis and Portfolio Management

Students also select three of the following courses:
• IBUS 436: Risk Management and Social Strategies
• ECON 531: Health Economics
• FINA 442: Life Insurance
• FINA 443: Property and Liability Insurance
• FINA 444: Corporate Risk Management
• FINA 445: Employee Benefits
• FINA 446: Insurance Operations
• FINA 471: Derivative Securities
• FINA 490: Special Topics in Finance

Students also select a minor or area of directed study, which is typically 18 additional hours.

Note that these are the 2019-20 major requirements and are subject to change as the school regularly updates its curriculum in response to the evolving needs of the business community.

Risk and Insurance Management Business Analytics Concentration
Students may add the risk and insurance management business analytics concentration to their degree. This concentration requires four additional analytics courses, which are specified by the finance department.
DOUBLE MAJORS
AT THE DARLA MOORE SCHOOL OF BUSINESS

There is often debate about the value of a double major when employers clearly value experience. The National Association of Colleges and Employers (NACE) surveyed employers in 2015 to assess which factors were influential in hiring decisions. Of the responding organizations, 72.4% stated that they preferred candidates with experience. Employers rated the influence of internships higher than candidates' majors. Holding a leadership position was also rated as equally influential as candidates' majors. Unfortunately, students who often pursue double majors may not make time for internships or co-curricular activities because they are carrying a higher credit load or need to take courses during the summer.

If the choice is made to pursue a double major, we strongly recommend that one of the majors be a quantitative-based major (i.e., finance, accounting, economics or supply chain). The double major does still remain relevant in many cases (especially when it means an increased variety of transferable skills) but a pairing between soft and hard business majors may be more effective than overloading students with classes in two majors that focus on the same elements of business.

Please consult the chart below for the combinations of majors and how the combinations effect starting salaries:

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>Accounting</td>
<td>$55,355</td>
<td>$54,333</td>
<td>$57,917</td>
<td>$55,833</td>
</tr>
<tr>
<td>Business Economics</td>
<td>$55,730</td>
<td>$53,000</td>
<td>$59,600</td>
<td>$69,125</td>
</tr>
<tr>
<td>Finance</td>
<td>$58,159</td>
<td>$68,236</td>
<td>$60,028</td>
<td>$68,100</td>
</tr>
<tr>
<td>International Business</td>
<td>$61,470</td>
<td>N/A</td>
<td>$63,707</td>
<td>N/A</td>
</tr>
<tr>
<td>Management</td>
<td>$51,710</td>
<td>$55,000</td>
<td>$51,018</td>
<td>$61,938</td>
</tr>
<tr>
<td>Marketing</td>
<td>$51,724</td>
<td>$46,667</td>
<td>$53,676</td>
<td>$55,583</td>
</tr>
<tr>
<td>Operations and Supply Chain</td>
<td>$59,630</td>
<td>$62,210</td>
<td>$62,159</td>
<td>$65,253</td>
</tr>
<tr>
<td>Real Estate</td>
<td>$52,875</td>
<td>N/A</td>
<td>$54,067</td>
<td>N/A</td>
</tr>
<tr>
<td>Risk Management and Insurance</td>
<td>$55,750</td>
<td>N/A</td>
<td>$57,022</td>
<td>N/A</td>
</tr>
</tbody>
</table>

Work in many of these extracurricular areas can contribute to one or more of the paths to Graduation with Leadership Distinction. Find out more at http://sc.edu/about/initiatives/usc_connect.

Risk Management and Insurance Beyond the Classroom
Extracurricular areas to enhance your risk management and insurance degree include:
- **Community Service:** Moneythink, CFIA, Gamma Iota Sigma, Alpha Kappa Psi
- **Diversity and Social Advocacy:** Moneythink, Diversity and Inclusion Council, Women in Business Council
- **Global Learning:** Some finance courses (FINA 341, IBUS 436) include international components in the curriculum
- **Peer Leadership:** CFIA, Gamma Iota Sigma, Moore School Student Ambassadors, Beta Gamma Sigma business honor fraternity
- **Professional Practice:** CFIA, Gamma Iota Sigma, Global Business Council, Alpha Kappa Psi
- **Research** — Some finance courses (FINA 365, FINA 470) include research components in the curriculum

Risk Management and Insurance Spotlight: Gamma Iota Spotlight
The Moore School’s Lambda chapter of the Gamma Iota Sigma international risk management, insurance and actuarial science collegiate fraternity is large and active. In addition to bringing in guest speakers and providing opportunities for students to network with industry professionals, Gamma Iota Sigma connects students to scholarships, internships and philanthropic activities and hosts social events and fundraisers.
Double Major Outcomes
Based on recent industry trends and recent placement data, employers are most interested in the following combinations of majors, though levels of compensation differ:

<table>
<thead>
<tr>
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</thead>
<tbody>
<tr>
<td>Accounting</td>
<td>88%</td>
<td>$55,655</td>
<td>$55,355</td>
<td>$57,917</td>
</tr>
<tr>
<td>Economics</td>
<td>85%</td>
<td>$56,069</td>
<td>$55,730</td>
<td>$59,600</td>
</tr>
<tr>
<td>Finance</td>
<td>87%</td>
<td>$54,956</td>
<td>$58,159</td>
<td>$60,028</td>
</tr>
<tr>
<td>International Business</td>
<td>89%</td>
<td>$63,703</td>
<td>$61,470</td>
<td>$63,707</td>
</tr>
<tr>
<td>Management</td>
<td>76%</td>
<td>$50,329</td>
<td>$51,710</td>
<td>$51,018</td>
</tr>
<tr>
<td>Marketing</td>
<td>79%</td>
<td>$49,475</td>
<td>$51,724</td>
<td>$53,676</td>
</tr>
<tr>
<td>Operations and Supply Chain</td>
<td>89%</td>
<td>$59,903</td>
<td>$59,390</td>
<td>$62,159</td>
</tr>
<tr>
<td>Real Estate</td>
<td>90%</td>
<td>$57,750</td>
<td>$52,875</td>
<td>$54,067</td>
</tr>
<tr>
<td>Risk Management and Insurance</td>
<td>88%</td>
<td>$51,342</td>
<td>$55,750</td>
<td>$57,022</td>
</tr>
</tbody>
</table>

Single Major Outcomes
You can compare the combinations in the previous chart to the data gathered on single salaries below.

<table>
<thead>
<tr>
<th>Major</th>
<th>Avg. Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>International Business/Finance</td>
<td>$68,100</td>
</tr>
<tr>
<td>Accounting/Finance</td>
<td>$64,333</td>
</tr>
<tr>
<td>International Business/Operations and Supply Chain</td>
<td>$65,253</td>
</tr>
<tr>
<td>Finance/Operations and Supply Chain</td>
<td>$61,950</td>
</tr>
<tr>
<td>Operations and Supply Chain/Marketing</td>
<td>$64,625</td>
</tr>
<tr>
<td>Economics/Operations and Supply Chain</td>
<td>$65,000</td>
</tr>
<tr>
<td>Finance/Risk and Insurance</td>
<td>$58,627</td>
</tr>
<tr>
<td>Finance/Management</td>
<td>$52,444</td>
</tr>
<tr>
<td>Management/Marketing</td>
<td>$49,647</td>
</tr>
<tr>
<td>Economics/Marketing</td>
<td>$50,667</td>
</tr>
</tbody>
</table>
Employers highly value business experience when they consider offering full-time employment opportunities to students. Employers are very interested in what a student can immediately contribute to their team or division within their company on day one of employment. An internship is also a form of experiential learning that both allows a student to put theory into action within a corporate setting and also refine their individual career goals. The company that offers the internship also uses the internship experience as a 10- to 12-week “job interview” and they are able to observe the work skill sets and production and accuracy of daily work produced by the student. Employers are also able to utilize the internship pool as a pool of talent to fill their full-time employment needs.

The data below also indicates that students with internship experiences on their resume, also will be able to translate that summer work experiences into actual higher starting salaries of approximately $6,000. We encourage at least two functional area internships after both the sophomore and junior years. The majority of internships completed between the junior and senior years are most often used a screening for potential full-time job opportunities.

Average Salary Based on Internship Status
TOP EMPLOYERS
AT THE DARLA MOORE SCHOOL OF BUSINESS

Accenture
Aerotek
AFLAC
AgFirst Farm Credit Bank
ALDI
Amazon
American Airlines
American Credit Acceptance
Amica Mutual Insurance Company
Apple
Aramark
Archer Daniels Midland
AT&T
AVAYA
Bank of America
BASF
BB&T
Belk, Inc.
BlueCross BlueShield
Boeing
Bosch
Bridgestone
Capgemini America, Inc.
Cardinal Health
Cherry Bekeart
Chick-fil-A
Cintas Corporation
Cisco Systems
Citigroup
Coca-Cola Bottling Company Consolidated
Cognizant Business Consulting
Colfax Fluid Handling
Colonial Life
Compass Group USA
Credit Suisse
Cregger Company Inc.
Cummins Turbo Technologies
Dell Technologies
Deloitte Consulting
Dixon Hughes Goodman, LLP
Domino's
Doosan Infracore Portable Power
Driven Brands Shared Services, LLC
DuraFiber Technologies
Dyson
Eastman Chemical Company
Eaton
Eli Lilly and Company
Elliott Davis
Enterprise Holdings
Ericsson, Inc.
Ernst & Young
Expedia, Inc.
ExxonMobil
Fastenal Company
FedEx Express
Ferguson Enterprises Inc.
Fifth Third Bank
Fisher Investments
Ford Motor Company
Ford Motor Credit Company
GEICO
General Electric
Goldman Sachs
Goodyear Tire Company
Grant Thornton
Greystar Real Estate Partners
Hilton
Honeywell International
IBM
Infosys
Ingersoll Rand Company
Insight Global
Integration Point
International Paper
JEAR Logistics, LLC
Kaiser Permanente
Kohl’s Corporation
KPMG
Leica Biosystems (Danaher)
L’Oreal USA
Manhattan Associates, Inc.
MarketSource
Mars
McKinsey & Company
Mercedes-Benz Vans
Merrill Lynch
Michelin
Microsoft
Mondelez International
Nationwide Financial Services
Nephron Pharmaceutical Corporation
Nestle USA
Newell Brands
Nolan Transportation Group
Nordstrom
Northwestern Mutual
Nucor
Nuxeo Corporation
Office of the Comptroller of the Currency
O’zburn Hessey Logistics
Pan-American Life Insurance Company
Parallon
Parker Hannifin Corporation
Passport Inc.
Peak Completion Technologies, Inc.
PepsiCo
Positec USA
PPG Industries
Prysmian Group
PwC
Red Classic Transportation
Services LLC
Red Ventures
Republic National Distributing Company
RR Donnelley
SCAN
ScanSource, Inc.
Schneider Electric
ScottMadden Consulting
Seibels
Shaw Industries
Shell Oil
Signature Consultants
Smith & Nephew
Sonepar USA
Sonoco Products Company
South State Bank
SPAWAR Systems Center Atlantic
Starbucks
State Farm
Sub Saharan Africa Drilling
SunTrust
Synchrony Financial
Syngenta
Target Corporation
Techtronic Industries, NA (TTI)
Textron
The Cason Group
The Home Depot
The Select Group
The Sherwin-Williams Company
Thyssenkrupp Elevator Corporation
TIAA
TNG Retail
Tomlin & Co.
Total Quality Logistics
Travelers
United Parcel Service (UPS)
United Technologies Aerospace Systems
Unitrends Inc.
Vanguard
Volkswagen Group of America
Wells Fargo Securities

To further research the academic requirements and course sequences of each major, and to more fully understand available minors, visit:
https://sc.edu/study/colleges_schools/moore/academic_programs/undergraduate_programs/index.php
THOUGHTS
FROM CURRENT MOORE SCHOOL STUDENTS

JEFF S.
Junior, International Business/Accounting major
“I chose IB because I have always loved people and learning about them as well as their cultures. I think what drew me to the IB program at UofSC was the fact that I was going to be exposed to a curriculum that focused on gaining that global perspective, while having the opportunities to hone my foreign language skills and study abroad as well. As for my accounting major, I love the fact that accounting is a versatile discipline that can be applied to both the private and public sectors. Also, I was drawn in by the fact that accounting is the base of all business and it’s needed to make decisions in all other areas.”

KATRINA G.
Senior, Global Supply Chain and Operations Management/Marketing major
“As a freshman, I joined Alpha Kappa Psi, one of the business fraternities on campus. As I got to know the older members, I realized that many of them were Global Supply Chain and Operations Management majors. I initially had no idea what that long title meant, but upon learning more about GSCOM, I realized that it encompassed exactly what I wanted to do as a future career. As someone who loves problem solving, I have truly enjoyed learning about process improvement, operations, materials sourcing, and project management. Along with the skills I’ve learned in my marketing classes, I have been able to form a creative approach to project management, which I’ve been able to use at my internship this summer as a project delivery intern for an international clinical research company.”

KAYLA M.
Senior, Marketing/Management major
“Initially, I entered UofSC undecided about my major. I was torn between declaring a major in the journalism school and in the business school. What I love about the Marketing and Management major combination that I chose is the ability to utilize the communications acumen that comes more naturally to me while developing a core business foundation to strengthen and supplement those skills. Paired with an Advertising and Public Relations minor in the school of journalism, I think my coursework has equipped me with a broad scope and a thorough understanding of what it means to work with, manage and convey a message to people.”

MOLLY S.
Junior, Finance/Operations and Supply Chain major
“In high school, I had no idea what I wanted to major in. I went all the way from wanting to be a teacher, a doctor, and then ended up deciding on businesswoman. I realized that my favorite subject in school was math, and that I enjoyed working with and communicating with others. Luckily, the Moore School requires you to take an intro to each major business facet. After taking my first finance class I have loved it so far. I even went to the internship fair at the Moore School and got a finance internship for summer. When I decided to pick a second major, I had the advice of a few upperclassmen in my business fraternity, Alpha Kappa Psi. They showed me the details of GSCOM (Global Supply Chain and Operations Management). This major is based on the logistics of a company and highlights efficiency. It can also take on a consulting role. I decided to put my majors together and aspire to be a financial consultant, which perfectly highlighted what I enjoyed most in high school. I thoroughly enjoy my major because it gives me the opportunity to go down so many different career paths and I have had some of the most amazing professors in the Moore School because of it.”

JACK B.
Senior, International Business/Operations and Supply Chain major
“To this day, Operations and Supply Chain represents to me a nexus of science, math, and business principles. These are the perfect combination of themes within a business school major for me because I did not want to sacrifice math or science when selecting a business school major. Also, considering that Operations and Supply Chain can be used in any industry, I find that the flexibility of the major in terms of future job prospects caters to my ever-changing career aspirations. At first, I wanted to enter the sustainable energy industry—now, I want to enter into the humanitarian healthcare field with a role in administration. GSCOM will certainly support me in this endeavor. International Business, along with its excellent reputation at the Moore School, introduces complex social/political/economic issues facing the world today that I find intriguing. I found that my first IB class, taken after years of other business school classes, introduced the topic of human trafficking and its influence—even in the United States. At minimal points during my time at UofSC have I heard much over humanitarian issues incorporated into lessons as I did in my first IB class. This is the sort of topic I want to learn about in school—not only on my own. As an aspiring international humanitarian worker, I immensely appreciate the addition and emphasis of such topics in the International Business major.”