CREDIT REQUIREMENTS

1. Students must earn 120 credits (60 credit hours must be taken in residency at UVA) for the Bachelor of Science in Commerce. Of these:
   - 48 credits must be in Commerce courses
   - 57 credits must be in non-Commerce courses, including 6 credits of Humanities
   - 15 credits may be in either Commerce or non-Commerce courses

2. Students must earn the following minimum graded credits after enrollment at McIntire:
   - 57 total credits
     - 39 credits in Commerce, including 24 credits of core courses (see below)
     - 9-12 credits of courses in a concentration (see back for options and requirements)
     - 3-6 elective credits
   - 27 credits must be completed in the fourth year

THIRD-YEAR INTEGRATED CORE EXPERIENCE (ICE)

The Integrated Core Experience is a two-semester core program composed of 12 credit hours in the fall semester and 9 credit hours in the spring semester.

<table>
<thead>
<tr>
<th>Fall</th>
<th>Credit Hours</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>Comm 3010</td>
<td>(4 hrs)</td>
<td>Strategy and Systems</td>
</tr>
<tr>
<td>Comm 3020</td>
<td>(4 hrs)</td>
<td>Behavioral Issues in Marketing and Management</td>
</tr>
<tr>
<td>Comm 3030</td>
<td>(4 hrs)</td>
<td>Quantitative and Financial Analysis</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Spring</th>
<th>Credit Hours</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>Comm 3040</td>
<td>(4.5 hrs)</td>
<td>Strategic Value Creation</td>
</tr>
<tr>
<td>Comm 3050</td>
<td>(3 hrs)</td>
<td>Entry Strategies in Emerging Markets</td>
</tr>
<tr>
<td>Comm 3060</td>
<td>(1.5 hrs)</td>
<td>Quantitative Analysis II</td>
</tr>
<tr>
<td>Comm 3410*</td>
<td>(3 hrs)</td>
<td>Commercial Law I</td>
</tr>
</tbody>
</table>

* Comm 3410 – Commercial Law I (3 hrs) is offered both semesters and may be taken prior to enrollment in the McIntire School or during third or fourth year, and will be included in students’ 39 Commerce hours if taken at the University of Virginia.

For a complete list of the degree requirements and course descriptions, refer to the University of Virginia Undergraduate Record online at http://records.ureg.virginia.edu/

For more information please contact the Student Services Office at the address and phone number below or send an email to Tracey Doniol, Registrar, at tst6e@virginia.edu
CONCENTRATION REQUIREMENTS

Students must complete at least one, but no more than two, concentration(s) of choice.

### Accounting

**Third Year**
- Comm 3110  (F) Intermediate Accounting I
- Comm 3120  (S) Intermediate Accounting II

**Fourth Year**
- Two courses from the following list:
  - Comm 5110  (S) Financial Statement Analysis
  - Comm 5130  (F) Advanced Financial Accounting
  - Comm 5140  (F) Strategic Cost Management
  - Comm 5150  (S) Introductory Auditing
  - Comm 5450  (F) Federal Taxation I
  - Comm 5460  (S) Federal Taxation II
  - Comm 5510*  (S) Accounting & Financial Mgmt in Europe

University of Virginia students who have been admitted to the Commerce School may apply for acceptance to the McIntire M.S. in Accounting Program after having completed two semesters of study as a Commerce student, earned good grades, and submitted acceptable letters of recommendation and GMAT score.

CPA Exam: 150 hours are required in most states.

### Finance

#### Third Year
- Comm 3110  (F) Intermediate Accounting I
- Comm 3720  (S) Intermediate Corporate Finance
- Comm 3721  (S) Quantitative Finance (1.5 credits)

#### Fourth Year
- Comm 4710  (F) Intermediate Investments

**AND**

- Only one course from the following list:
  - Comm 4720  (F/S) Advanced Corporate Finance: Valuation & Restructuring
  - Comm 4721  (S) Advanced Corporate Finance: Investment Banking
  - Comm 4730  (F) Advanced Investments: Derivatives & Fixed Income
  - Comm 4731  (F/S) Advanced Investments: Investment Management & Trading

### Information Technology

**Third Year**
- Comm 3200**  (F/S) Project Management

**Fourth Year**
- Must complete an additional 6 credits from the following list:
  - Comm 3220**  (F/S) Database Management Systems & Business Intelligence
  - Comm 4230  (S) Information Technology in Finance
  - Comm 4240  (S) Electronic Commerce & Web Analytics (4.5 credits)
  - Comm 4250  (S) Digital Innovation (1.5 credits)
  - Comm 4251  (S) Digital Safari (1.5 credits)
  - Comm 4260  (F/S) Business Analytics
  - Comm 4261  (S) Big Data (1.5 credits)
  - Comm 4262  (S) Business System Dynamics (1.5 credits)
  - Comm 4293*  (J) GCI: IT Project Practicum in Argentina
  - Comm 4520  (S) Intro to Cloud Computing (1.5 credits)
  - Comm 4520  (S) Intro to IT Networks & Cyber Security (1.5 credits)
  - Comm 4529*  (J) GCI: Strategy & Systems in Australia & New Zealand

### Management

**Fourth Year**
- Three 46XX-level Management courses, of which one can be a 464X “Communication” course, or/and maximum of one from the following list:
  - Comm 3200**  (F/S) Project Management
  - Comm 4311  (S) Manufacturing in the Global Economy
  - Comm 4330  (F/S) Negotiating for Value
  - Comm 4569*  (S) GCI: Doing Business in Brazil
  - Comm 4569*  (M) GCI: Sustainable Practices in Denmark
  - Comm 4821  (F) Managing Sustainable Development

### Marketing

#### Third Year
- Comm 3330  (S) Marketing Research Techniques

#### Fourth Year
- Must complete an additional 6 credits of 43XX-level Marketing courses, which may include:
  - Comm 4330  (S) Brand Management
  - Comm 4330  (F) Global Marketing
  - Comm 4311  (S) Manufacturing in the Global Economy
  - Comm 4320  (F) Entertainment Marketing
  - Comm 4330  (F/S) Negotiating for Value
  - Comm 4350  (S) Customer Analytics & Brand Strategy
  - Comm 4371  (F) Advertising & Promotional Aspects of Marketing
  - Comm 4372  (S) Integrated Marketing Communications
  - Comm 4373  (F) Advertising & Promotional Aspects of Marketing—Media Lab (1.5 credits)
  - Comm 4374  (S) Integrated Marketing Communications
  - Comm 4390  (F) Consumer Behavior & Marketing Strategy
  - Comm 4393*  (J) GCI: Consumers & Markets in India
  - Comm 4539*  (J) GCI: Media & Entertainment in East Asia
  - Comm 4559*  (S) Creating Value in Business Markets

* Courses reflect 2015-2016 offerings.
** Recommended in third year; may be taken in fourth year.

NOTES:
- Course offerings are subject to change.
- Courses may not double-count to satisfy more than one concentration.
- All courses are 3 credits except where noted.
- Students who participate in a McIntire Third-Year Core Abroad program in the spring of their third year may complete third-year requirements in the fourth year.