Vision

Pamplin will be a leader in business education, developing knowledge and skills to enhance business in a complex, digital society, and recognized by companies that employ our graduates and by individuals at influential universities. We will be particularly known for our expertise and accomplishments in business intelligence and analytics and innovation through entrepreneurship, and for our international programs.

Mission

As a comprehensive business school, Pamplin will contribute to solving some of society’s biggest challenges through the three main components of its mission:

1. Educate motivated and well-prepared citizens of Virginia and the world so that they will be better able to contribute as ethical members of their communities, innovative in business practice, and build prosperity. Our focus is primarily on students in business majors, but includes education for non-business majors.
2. Conduct research and disseminate the results in a means of improving the understanding and practice of business, improving our educational programs, and promoting economic development.
3. Use our ideas and resources to improve the functioning of Virginia Tech and other universities; perform activities that support and engage our students, alumni and corporate partners; and serve the needs of relevant professional organizations.

Diversity as a Core Value

The Pamplin Multicultural Diversity Committee is dedicated to creating a more diverse and inclusive community in the college. Recognizing that there is an immeasurable value in creating a welcoming environment for students, faculty, and staff from diverse backgrounds. The committee encourages and supports our role in diversity initiatives.

Undergraduate Programs Office Mission Statement

Pamplin’s Undergraduate Programs Office serves as a resource center for undergraduate business students. With a career-advising component in addition to academic advising, the office works with students to ensure their success while in college and after graduation.

Shared Values

1. Commitment to continuous improvement on all practices.
2. Prompt and accurate service.
3. Respectful treatment for all individuals with whom we interact, for each other, and for the organization.
4. Specialized programs for diverse populations.
5. Strong university and professional relationships.
6. Thoughtful and attentive stewardship of its operations.
Academic Advising

Advising at Virginia Tech is a collaborative process between student and advisor, leading to the exchange of information that encourages the student to make responsible academic and personal decisions. Advisors are encouraged to notify their advisees, either in person or via e-mail, at least twice each semester. In addition to the following statements of responsibility, advisors and students should read and complete the “Important Steps for Successful Pamplin Students.”

Statement of Student Responsibility

The student should share the responsibility for developing an advising partnership with the advisor. Over time, the partnership results in increased responsibility for students. This is a shared responsibility between the student and the advisor:

• Communicating goals, needs, wants, and concerns to advisors in a respectful and open manner;
• Knowing about their own academic program and requirements related to their academic programs;
• Making, keeping, and being prepared for appointments with advisors;
• Informing the advisor of change in plans and/or circumstances that might impact academic performance;
• Knowing departmental procedures regarding changing advisors; and
• Bringing concerns about the quality of advising to the attention of the advisor.

Statement of Advisor Responsibility

The advisor shares the responsibility for developing an advising partnership with the student. This is achieved through the advisor:

• Communicating with the student and delivering individualized and accurate information in a professional and sensitive manner;
• Being informed of and providing accurate information about current academic and program policies and procedures;
• Keeping appointments and being available for assistance;
• Providing appropriate referrals, contacts, and information;
• Doing appropriate follow-up with the student; and
• Seeking out and taking advantage of opportunities for professional development.

Academic Advising in Pamplin

All Pamplin students are assigned an advisor in the Pamplin Undergraduate Programs Office, located at 1096 Pamplin Hall. The advisor’s name is available in August through HokieSPa (via page pamplin.vt.edu) or in the Student Services building. Students are encouraged to contact their assigned advisor through office hours, email, or in-person at least twice each semester. In addition to the following statements of responsibility, advisors and students should read and complete the “Important Steps for Successful Pamplin Students.”

Important Steps for Successful Pamplin Students

1. Use the electronic Pathways Planner or UAchieve to create your semester-by-semester plan for graduating on time.
2. Complete the freshman and sophomore business curriculum. The check sheet can be found on page 17.
3. Meet with your advisor and the executive director of career services.
4. Be sure to keep in contact with your advisor at least twice a semester either in person or by email. ALWAYS include your full name in communications with your advisor. You must use your vt.edu account, not a generic email or other account, to get personal information.
5. Complete the university’s general education requirements.
6. Take all required courses for a letter grade (A through F). Only true free electives can be taken on a pass/no-pass basis (P/NP). For more information, see the Pamplin Catalog (available at PA 4000, an errata sheet).
7. Know the prerequisites before enrolling in any course.
8. Attend the Business Horizons career fair in September and January.
9. Keep up-to-date with Pamplin College of Business activities, such as the Distinguished Speaker Series and the Pamplin Horizons newspaper, by reading various sources of information (see Communication with Pamplin Students).
10. Attend Company Days in the Attiria.
11. Decide early how to use your free electives—you could earn a minor!
12. Research and select a major in business that demonstrates your talent and values. Then, become familiar with the major check sheet.
13. Develop a professional resume with the assistance of Career Services (www.career.vt.edu).
14. Complete the lower division coursework by the time you have attempted 72-90 credits, in order to be in compliance with Policy 91 (see page 18).
15. You should declare a major by the end of your sophomore year. You must declare a business major before accumulating 72 credit hours. However, it is preferable to declare a major by the end of 60 credit hours in order to be able to complete required major prerequisite courses.
16. Apply for your degree in the first semester of your junior year.
17. Review an updated DARS (Degree Auditing Report System) in each of your last four semesters.
18. Complete 125 semester hours, including all major required courses.
19. Achieve a 2.0 in-major GPA and a 2.0 overall GPA in order to graduate.
Go to Class

- Attend all classes. Some students become upset when they realize they have not mastered all facets of college learning during their first term. Remember, college is a way of life. You will be learning to adjust to this new lifestyle every day, and it does take time. You will make some mistakes, so come to class and ask questions. Be patient with yourself: There is nothing wrong with being confused initially.

- Be prepared for class. If you are unprepared, your class time will likely magnify it and create other problems. You can also just talk to your classmates or go to WebCT for help. If you prepared for class and still have trouble understanding the content, go to your instructors during their office hours, which are times set aside for you. Ignoring the challenge will likely magnify it and create other problems.

Advising Hints

- Know Your Academic Situation
  If you have questions or concerns about how you are doing in a class, go to the professor and discuss it. Waiting until after midterms or the last week of the term to find out how you are doing could result in a no-win situation. You should regularly check Scholar (if your instructor uses this system, and the majority do) for your grades. Not checking your grades is the first sign that there may be an academic issue. There are many resources to help you, if you find out about a problem soon enough. Your advisor can help you find the most appropriate resources. Make sure you check your grades before leaving at the end of each term. Keep yourself informed.

- Study in Groups
  Students become upset when they realize they have not mastered all facets of college learning during their first term. Remember, college is a way of life. You will be learning to adjust to this new lifestyle every day, and it does take time. You will make some mistakes, so come to class and ask questions. Be patient with yourself: There is nothing wrong with being confused initially.

- Keep Pace with the Prescribed Curriculum
  Sometimes freshmen have to drop a course. If possible, do not drop math courses or ACIS 1500. If you have to drop a course, your academic advisor can help you develop a five-chapter test will require six days of studying). The frequently heard statement, “I work best under pressure,” is often an excuse for those who really have no choice. A good rule of thumb to study for an exam is to take the number of chapters and add one to find out how many days you should study (e.g., a five-chapter test will require six days of studying).

Phone or E-mail Home Frequently

Your family can prove to be your best support system. They want to know honestly and truthfully just how you are doing. They may not know how to help other than listening, but that act alone is essential to your wellbeing. If you want your parents to be able to speak to an advisor, they must know the passcode that you entered on the FERPA form in Hokie SPA. If you chose to do so. You may look up your FERPA passcode anytime on Hokie SPA.
Support Services

Many services are available on a university-wide basis. Advisors will be happy to provide details or help to make an appointment.

The Student Success Center (SSC), located in 110 Femoyer Hall, provides free academic support to students enrolled at Virginia Tech. Their programs include:
1) A seminar series on academic success to help students want to improve academic skills, such as time management, test-taking, reading comprehension, and critical thinking; 2) academic excellence programs targeting students who are already succeeding academically and simply want to enrich their educational experience; and 3) tutoring programs and study-skills help for students who may be struggling in a course. For additional information, visit www.studentsuccess.vt.edu.

The Math Emporium is located in University City Mall. There are weekly help sessions with your professor, as well as one-on-one tutoring. There are staff in the Emporium, or Empo, who can offer basic help during operating hours. For more complex questions, there is one-on-one tutoring most evenings in the Empo help room. In addition, the SSC offers weekly group tutoring sessions. Visit www.emporium.vt.edu.

The Writing Center, located in Newman Library's second-floor Learning Commons, is a free, non-credit writing tutorial service for all students. Tutors do not proofread or correct papers, but they will offer one-on-one instruction on writing and how to improve. Visit www.composition.english.vt.edu/writing-center/index.html.

Student Organizations
Virginia Tech has more than 700 student organizations, including Pamplin's four academic honor societies, three coeducational business fraternities, and many other business organizations, often based on major. Each Pamplin organization sponsors career-related programs and provides students with the opportunity to meet fellow majors and other Pamplin students. These can be valuable learning experiences, especially for freshmen who are primarily in classes outside the college. A complete list of these organizations is available at www.undergrad.pamplin.vt.edu. Each organization has a bulletin board in Pamplin at Virginia Tech.
Free Electives / Minors

Free electives are opportunities for students to choose courses from any department in the university core requirements for the minor. Examine the Pamplin curriculum is designed to give students the opportunity to take foreign languages as free electives. In this global economy, language skills are becoming more important. The Pamplin curriculum is not posted to your degree audit report until late spring each year. Students may wish to schedule sufficient time for meals.)

Applying the “W” Policy (Late Course Withdrawal)

Students may withdraw from a maximum of three courses, regardless of credits, beyond for the term:

• Free time and lunch CRNs (Students often need to block out hours each day for work or class levels. Students may also use free electives to help pursue a double major, select courses that complement their major, continue special interests or talents, or explore new areas.

Foreign Languages

Students are required to have completed at least two years of a foreign language to satisfy the academic class levels. Students may complete the foreign language requirement by meeting with an academic advisor are all helpful ways to plan how to best use free electives.

Courses for which students apply the “W” policy will appear on their transcripts with a

Registration

Registration at Virginia Tech occurs in multiple phases. First, a course-request period of ap-}
Grades

Students may access their semester grades from the transcript section of Hokie SPA the week after final exams. Grades are not mailed, unless the student makes a request to the registrar.

Grading System

Grades and grade points per credit hour:

- **A** = 4.0
- **A-** = 3.7
- **B+** = 3.3
- **B** = 3.0
- **B-** = 2.7
- **C+** = 2.3
- **C** = 2.0
- **C-** = 1.7
- **D+** = 1.3
- **D** = 1.0
- **D-** = 0.7
- **F** = 0.0

Quality points may be obtained by multiplying grade points by the number of course credits. For example, an A in a 3-credit course would result in 11.1 quality points (3.7 x 3 = 11.1).

**P** = Pass. Applies to Pass/ Fail courses and P/F options.

**NR** = No Grade Reported. This is used on grade report or transcript when an instructor returned no grade. A grade of NR is calculated in the GPA like an “F.”

**I** = Incomplete. An incomplete is used when a student has obtained permission from the course instructor to delay completion of a course. Hours are shown under “deferred hours” only. The work must be completed by the end of the next term in which the student is enrolled or the grade will convert to “F” and be added into the GPA.

**W** = Withdraw. Student applied the Late Course Withdrawal Policy to the course.

**RP** = Repeated Course. When a student retakes a course where a “C” or higher has been earned, RP will appear on the record. A student may not repeat a course to improve his or her GPA where a “C” has been earned.

**AUD** = Audit. Neither the grade nor credits accrue.

Grade Options

All required courses (college, major, and university core requirements) must be taken for a letter grade (A-F). Only free electives may be taken on a pass/fail basis (P/F). If you are using your free electives to fulfill a double major or minor, you must take the courses for a letter grade.

The Pass/Fail grade option is available to all students who have attempted a minimum of 30 credit hours at Virginia Tech and have a minimum 2.0 overall GPA. Under the P/F grading system, a “P” is granted for earning a grade of “D” or better in the course. A grade of “D-” is considered a failing grade under the P/F option.

No more than 10 percent of the total required hours for graduation taken at Virginia Tech may be P/F. Student may take no more than two P/F courses per term, excluding courses taught as P/F only.

Once credit is received for courses taken as P/F, the course cannot be repeated under the A-F grade option. If a grade of “P” is received in a P/F course, it is included in the calculation of the GPA. (Note: No more than two pass/fail HNFE/EDPE activity courses, such as aerobics or golf, will count toward degree requirements.)

Students may audit courses other than laboratory and studio courses, if they have permission from their advisor and the instructors. Audited courses will not count toward degree requirements. Any course that was audited cannot be taken for a letter grade later. The last day to add or drop the audit option is the last day to add a course each semester.
You are required to complete a pre-arranged form called "Transfer Equivalency Database" which you may find at
www.transferequivalencies.vt.edu. This database shows courses that have been accepted in the past; however, it is not a guarantee of acceptance. TES is only a guide.

The Process:

1. You will need the authorization form and a syllabus to review the course for acceptance.
2. If you are approved to take a course, you must earn at least a "C" in the course to earn transferrable credit. Only the credit transferred, not the grade. You cannot improve your GPA by taking courses from another institution.
3. Make sure you use the guide for the year that you enter Virginia Tech.

Graduation Requirements

All majors within Pamplin currently require 125 semester hours, as well as a 2.0 overall GPA. Virginia Tech will accept only certain Advanced Level examinations based upon receipt of an official Certifying Statement of Results. You may check the Cambridge International Examinations chart for equivalencies at www.registrar.vt.edu/registration/tranfer/cambridge.html. The following formula assists in calculating the GPA needed for the current term to reach a 2.0 overall GPA. This calculation does not include P/F passed, transfer, AP, AS, IB, or CLEP credits.

This formula can be used to calculate any GPA students wish to reach by replacing the 2.0 and 1514 accordingly. If your final GPA is less than 2.0, you will be placed on academic warning, and if less than 2.0 for the second semester, you will be placed on academic probation. Students on academic warning will be required to meet with their advisor and to sign an academic contract. Failure to complete the plan may result in a refusal to record or prohibition from future enrollment.

Academic Probation

Academic Probation is imposed when the cumulative GPA is less than 2.0. Performance will be reviewed at the end of each fall and spring semester. Refer to the Probation and Suspension Chart for a detailed view and explanation of the progression of probation to suspension.

Academic Recovery Programs (through the SSC) or College Success Strategies (UNIV 1004), use tutoring services, and possibly use counseling services. See Support Services for more details or contact your advisor.

Academic Warning

Students earning a 2.0 cumulative GPA, but with a cumulative GPA of 2.0 or higher, will be placed on academic warning without notification on the academic transcript. Students on academic warning will be required to meet with their advisor and to sign an academic contract. Failure to complete the plan may result in a refusal to record or prohibition from future enrollment.

Academic Probation

Academic Probation is imposed when the cumulative GPA is less than 2.0. Performance will be reviewed at the end of each fall and spring semester. Refer to the Probation and Suspension Chart for a detailed view and explanation of the progression of probation to suspension.

Academic Recovery Programs (through the SSC) or College Success Strategies (UNIV 1004), use tutoring services, and possibly use counseling services. See Support Services for more details or contact your advisor.

Academic Warning

Students earning a 2.0 cumulative GPA, but with a cumulative GPA of 2.0 or higher, will be placed on academic warning without notification on the academic transcript. Students on academic warning will be required to meet with their advisor and to sign an academic contract. Failure to complete the plan may result in a refusal to record or prohibition from future enrollment.

Academic Probation

Academic Probation is imposed when the cumulative GPA is less than 2.0. Performance will be reviewed at the end of each fall and spring semester. Refer to the Probation and Suspension Chart for a detailed view and explanation of the progression of probation to suspension.

Academic Recovery Programs (through the SSC) or College Success Strategies (UNIV 1004), use tutoring services, and possibly use counseling services. See Support Services for more details or contact your advisor.

Academic Warning

Students earning a 2.0 cumulative GPA, but with a cumulative GPA of 2.0 or higher, will be placed on academic warning without notification on the academic transcript. Students on academic warning will be required to meet with their advisor and to sign an academic contract. Failure to complete the plan may result in a refusal to record or prohibition from future enrollment.

Academic Probation

Academic Probation is imposed when the cumulative GPA is less than 2.0. Performance will be reviewed at the end of each fall and spring semester. Refer to the Probation and Suspension Chart for a detailed view and explanation of the progression of probation to suspension.

Academic Recovery Programs (through the SSC) or College Success Strategies (UNIV 1004), use tutoring services, and possibly use counseling services. See Support Services for more details or contact your advisor.

Academic Warning

Students earning a 2.0 cumulative GPA, but with a cumulative GPA of 2.0 or higher, will be placed on academic warning without notification on the academic transcript. Students on academic warning will be required to meet with their advisor and to sign an academic contract. Failure to complete the plan may result in a refusal to record or prohibition from future enrollment.

Academic Probation

Academic Probation is imposed when the cumulative GPA is less than 2.0. Performance will be reviewed at the end of each fall and spring semester. Refer to the Probation and Suspension Chart for a detailed view and explanation of the progression of probation to suspension.

Academic Recovery Programs (through the SSC) or College Success Strategies (UNIV 1004), use tutoring services, and possibly use counseling services. See Support Services for more details or contact your advisor.

Academic Warning

Students earning a 2.0 cumulative GPA, but with a cumulative GPA of 2.0 or higher, will be placed on academic warning without notification on the academic transcript. Students on academic warning will be required to meet with their advisor and to sign an academic contract. Failure to complete the plan may result in a refusal to record or prohibition from future enrollment.
To increase your chance of achieving good academic standing, you should follow these guidelines:

1. Schedule an appointment to see your academic advisor immediately to discuss your situation and start in your provisional program. Discuss with your advisor how to remove your class schedule by taking required courses in which you have been a formal grade below a "C-" as well as taking some courses you will honor your GPA.
2. Annul all scheduled class schedules. If your absolutely must miss class, notify the professor and make up any missed work as soon as possible to avoid failing. Buffer your time.
3. Enroll in no more than 15 credit hours per semester.
4. Avoid being tardy.
5. Complete assignments and projects in a timely manner.
6. Seek tutoring assistance and any other academic, career, and personal support services that will be helpful in attaining good academic standing. Consult your advisor for assistance on finding the right services for your needs.
7. Participate in one of the Academic Recovery Programs offered by the Student Success Center (www.studentsuccess.vt.edu/Academic_Success/academicrecovery.html) to assist with self-assessment, management, and study skills, or the College Success program (CSSVU, 2004, a non-degree credit course).
8. Plan to have a 2.5 GPA or better in your probation semester.
9. Report any extenuating circumstances to your academic advisor if you anticipate that it might prevent you from achieving good academic standing at the end of the semester.
10. Meet or work weekly or as arranged with your academic advisor to discuss the appeals process with their advisor.

Probation and Suspension Chart

First Probation:

| Good Standing | Overall GPA 2.0 or better | Continuous on First Probation Overall GPA below 2.0; semester GPA at least 2.5 | First Suspension Overall GPA below 2.0; semester GPA below 2.5 |
| Full Suspension | Current courses in Virginia Tech for six semesters or take course credit for transfer credit |
| Spring Suspension | Current courses in Virginia Tech for summer or fall; take course credit for transfer credit |

Second Probation:

| Good Standing | Overall GPA 2.0 or better | Continuous on Second Probation Overall GPA below 2.0; semester GPA at least 2.0; additional semester GPA is needed | Second Suspension Overall GPA below 2.0; semester back, a semester overall GPA is needed |
| Full Suspension | Current courses in Virginia Tech for one year, or take spring, summer, fall, and winter semesters, or take course credit for transfer credit |
| Spring Suspension | Current courses in Virginia Tech for summer, fall, winter, or spring, courses, or take course credit for transfer credit |

Third Probation:

| Good Standing | Overall GPA 2.0 or better | Continuous on Third Probation Overall GPA below 2.0; semester back, a semester overall GPA is needed | Final Suspension Overall GPA below 2.0; semester back, a semester overall GPA below 2.5 |
| Final Suspension | Current courses in Virginia Tech |

Pamplin Business Requirements

Freshman and Sophomore Year 6 (CLE) Requirements (Freshman and Sophomore Years)

Area 1 - ENGL 1105-1106 or 1204H; COMM 1015-1016
Area 2 - Ideas, Cultural Traditions, and Values
Area 3 - Fulfill by ECON 2005 (see college requirements below)
Area 4 - Scientific Reasoning and Discovery
Area 5 - MATH 1525-1526 Calculus with Matrices
Area 6 - Creativity and Aesthetic Experience
Area 7 - Social Sciences - Nine hours required

Probation

First Probation: Overall GPA below 2.0; semester back, a semester overall GPA is needed.
Second Probation: Overall GPA below 2.0; semester back, a semester overall GPA is needed.
Third Probation: Overall GPA below 2.0; semester back, a semester overall GPA is needed.
Final Suspension: Overall GPA below 2.0; semester back, a semester overall GPA below 2.5.

College Requirements (Freshman Year)

"ACEH 1504 Introduction to Business Information Systems (Social Sciences - Nine hours required)"
"PSCS 1004 or SOC 1004 - Introduction to Psychology or Sociology (Two additional social science courses)"
"ENGL 1105 or ENGL 1106; MATH 1525 or 1526; ECON 2005; PSCI 1024; SPIA 1004; and 1005 will satisfy social science requirements in addition to Area 7.

Additional Requirements (Freshman and Sophomore Years)

"ECON 2004 Public Speaking, etc.; COMM 1015-1016, taken (see freshmen"
"ENG 2504 Human Development"
"MATH 2004 Calculus with Matrices"
"PSY 1004 Introduction to Psychology or Sociology"
"SOCI 1004 Introduction to Sociology"
"THM 1004 Introduction to Theatre"

College Requirements (Sophomore Year)

"ACEH 2504 Principles of Accounting"
"BIT 1004-1005 Business Calculus"
"ECON 2210-2211 Principles of Macroeconomics"
"ECON 2306-2307 Principles of Microeconomics"
"ECON 2404-2405 Quantitative Methods"
"MATH 1525-1526 Calculus with Matrices"
"PSY 1004 Introduction to Psychology or Sociology (Two additional social science courses)"
"SOCI 2004-2005 Sociology of Work"
"THM 2004 Introduction to Theatre"

Probation and Suspension Chart

First Probation:

| Good Standing | Overall GPA 2.0 or better | Continuous on First Probation Overall GPA below 2.0; semester GPA at least 2.5 | First Suspension Overall GPA below 2.0; semester GPA below 2.5 |
| Full Suspension | Current courses in Virginia Tech for six semesters or take course credit for transfer credit |
| Spring Suspension | Current courses in Virginia Tech for summer or fall; take course credit for transfer credit |

Second Probation:

| Good Standing | Overall GPA 2.0 or better | Continuous on Second Probation Overall GPA below 2.0; semester GPA at least 2.0; additional semester GPA is needed | Second Suspension Overall GPA below 2.0; semester back, a semester overall GPA is needed |
| Full Suspension | Current courses in Virginia Tech for one year, or take spring, summer, fall, and winter semesters, or take course credit for transfer credit |
| Spring Suspension | Current courses in Virginia Tech for summer, fall, winter, or spring, courses, or take course credit for transfer credit |

Third Probation:

| Good Standing | Overall GPA 2.0 or better | Continuous on Third Probation Overall GPA below 2.0; semester back, a semester overall GPA is needed | Final Suspension Overall GPA below 2.0; semester back, a semester overall GPA below 2.5 |
| Final Suspension | Current courses in Virginia Tech |

Pamplin Business Requirements

Freshman and Sophomore Year 6 (CLE) Requirements (Freshman and Sophomore Years)

Area 1 - ENGL 1105-1106 or 1204H; COMM 1015-1016
Area 2 - Ideas, Cultural Traditions, and Values
Area 3 - Fulfill by ECON 2005 (see college requirements below)
Area 4 - Scientific Reasoning and Discovery
Area 5 - MATH 1525-1526 Calculus with Matrices
Area 6 - Creativity and Aesthetic Experience
Area 7 - Social Sciences - Nine hours required

Probation

First Probation: Overall GPA below 2.0; semester back, a semester overall GPA is needed.
Second Probation: Overall GPA below 2.0; semester back, a semester overall GPA is needed.
Third Probation: Overall GPA below 2.0; semester back, a semester overall GPA is needed.
Final Suspension: Overall GPA below 2.0; semester back, a semester overall GPA below 2.5.

College Requirements (Freshman Year)

"ACEH 1504 Introduction to Business Information Systems (Social Sciences - Nine hours required)"
"PSCS 1004 or SOC 1004 - Introduction to Psychology or Sociology (Two additional social science courses)"
"ENGL 1105 or ENGL 1106; MATH 1525 or 1526; ECON 2005; PSCI 1024; SPIA 1004; and 1005 will satisfy social science requirements in addition to Area 7.

Additional Requirements (Freshman and Sophomore Years)

"ECON 2004 Public Speaking, etc.; COMM 1015-1016, taken (see freshmen"
"ENG 2504 Human Development"
"MATH 1525-1526 Calculus with Matrices"
"PSY 1004 Introduction to Psychology or Sociology (Two additional social science courses)"
"SOCI 2004-2005 Sociology of Work"
"THM 2004 Introduction to Theatre"

College Requirements (Sophomore Year)

"ACEH 2504 Principles of Accounting"
"BIT 2404-2405 Quantitative Methods"
"ECON 2004-2005 Principles of Macroeconomics"
"ECON 2210-2211 Principles of Microeconomics"
"ECON 2306-2307 Principles of Microeconomics"
"ECON 2404-2405 Quantitative Methods"
"MATH 1525-1526 Calculus with Matrices"
"PSY 1004 Introduction to Psychology or Sociology (Two additional social science courses)"
"SOCI 2004-2005 Sociology of Work"
"THM 2004 Introduction to Theatre"
Career Services in Pamplin

The executive director of career advancement and employer relations, located in 1033 Pamplin Hall, serves as the primary contact between corporate recruiters and undergraduates. The executive director is also the advisor for Business Horizons, the annual college career fair.

Business Horizons College Career Fair

September (TBD), 2015, 10 a.m. – 4 p.m.

January (TBD), 2016, 1 p.m. – 6 p.m.

Both events will be in Squires Student Center.

www.cvent.com

Business Horizons (BH), a student-run event, provides an opportunity to meet informally with business representatives from more than 160 companies and organizations. By attending BH, even a new student can get a better picture of what employers are looking for. Students are encouraged to make the most of this opportunity to meet corporate recruiters and learn about the job market, hiring practices, internship and co-op opportunities, and employment. To gain the most from their Pamplin experience, students should start now to explore all that the college has to offer, beginning with the fall 2015 programs.

The executive director routinely sends emails to Pamplin students via the Pamplin Career Connect. Newsletters. Students are encouraged to read these emails, as they contain valuable information about upcoming career events and employer information sessions.

Career events are presented throughout the academic year on a variety of topics, ranging from employee events to polishing your résumé. Students will be notified of specific dates for each program through letting messages.
Choosing a major is not an easy decision and will require research on the part of the student. To start this research, students should explore information about the seven business majors (accounting and information systems, business information technology, economics, finance, hospitality and tourism management, management, and marketing) at www.sommajors.psu.edu. The career advisor for the major of interest is another resource.

The accounting and information systems major prepares students to be information-age professionals. The accounting and information systems major prepares students to be information-age professionals. The options available are:

1) Information Systems—This option provides basic education for careers in public accounting (CPA firms, large and small corporations, government agencies, non-profit organizations), and students can prepare themselves to earn the CPA, CISA, and other professional certification. Students should check the requirements for their state to sit for the CPA Exam.

2) Audit—This program is designed to prepare students for careers as information systems auditors and system auditors. The requirements for these programs are similar. Students should check the requirements with the state to sit for the CPA Exam.

3) Information Systems—This program provides students with the background necessary to work in business and government organizations. It prepares graduates to sit for the CPA, CISA, and other professional certifications. Students should check the requirements with the state to sit for the CPA Exam.

Accounting Option (ACC)—This program provides students with the background necessary to work in business and government organizations. It prepares graduates to sit for the CPA, CISA, and other professional certifications. Students should check the requirements with the state to sit for the CPA Exam.

Accounting Option (ACCT)—This program provides students with the background necessary to work in business and government organizations. It prepares graduates to sit for the CPA, CISA, and other professional certifications. Students should check the requirements with the state to sit for the CPA Exam.

Selecting a Major

In Majors in Pamplin College of Business

Accounting and Information Systems (ACIS)
The accounting and information systems major prepares students to be information-age professionals. There are three options available: 1) accounting, 2) information systems audit, and 3) information systems.

Accounting Option (ACCT)—This program provides basic education for careers in public accounting (CPA firms, large and small corporations, government agencies, non-profit organizations), and students can prepare themselves to earn the CPA, CISA, and other professional certifications. Students should check the requirements for their state to sit for the CPA Exam.

Audit Option (ISA)—This program is designed to prepare students for careers as information systems auditors and system auditors. The requirements for these programs are similar. Students should check the requirements with the state to sit for the CPA Exam.

Decision Support Systems Option (DBS)—The decision support systems option educates the student in the design, implementation, and use of computerized systems that support managerial decision-making. A decision support system (DSS) is a computer system that typically encompasses mathematical models as well as data and information databases and a user interface for accessing the system by managers. A DSS differs from a traditional information system (IS) or management information system (MIS) in that it not only provides the user with information, databases, or reports, as does an IS or MIS, but also provides decision support to managers. A DSS is a computer system that helps managers make decisions.

Operations Supply Chain Management Option (OSM)—This program is designed to prepare students for careers in the design and implementation of complex computer-based information systems. This option curriculum emphasizes the management of resources, human resources, and information systems. Students learn how to manage operations in business and government. An operation is the process by which goods and services are produced and delivered to customers. Decisions have to be made to establish work schedules, forecast demand, improve and maintain quality, ensure adequate inventory, transport and store products and materials, and reduce costs. Students in this major learn quantitative techniques and models to apply to managerial problems. The decision-making process involves analysis of alternatives and the formulation of course of action. The curriculum requires students to take courses in each of these areas. In addition, students are also exposed to emerging topics in IS, such as privacy, society, and IS communications.

Business Information Technology (BIT)
The Department of Business Information Technology (BIT) offers an undergraduate major designed to provide our students with expertise in the development and use of computer systems and quantitative modeling techniques for solving business problems and making managerial decisions. The IS Option curriculum emphasizes IS professionals.

The IS Option curriculum emphasizes IS professionals.

Three options are available: 1) Information Systems, 2) Information Systems Audit, and 3) Information Systems.

Economics (ECON)
The undergraduate program in economics in the Pamplin College of Business is designed to emphasize analytical thinking, provide a broad understanding of the operations and institutions of a market economy, and acquaint students with the role of government in the economy. This program provides students with the background necessary to work in business and government organizations. It prepares graduates to sit for the CPA, CISA, and other professional certifications. Students should check the requirements with the state to sit for the CPA Exam.

Traditionally, these separate but related fields within finance are identified: 1) corporate finance, which focuses on how to raise funds and invest them; 2) investments, which focuses on the purchase and sale of stocks and bonds or their derivatives by individuals or institutions; and 3) financial services, which focuses on the management and regulation of institutions, such as banks, and the role of financial institutions in the economy. To provide a strong, broad-based foundation, the curriculum requires students to take courses in each of these areas. In addition, students take elective courses in finance and accounting, allowing them to fill the requirements of their major in one of the following areas:

Students can choose from the following finance tracks:

1. Investment management and Financial Analytics (CFA)
2. Corporate financial management
3. Financial services management
4. Certified Financial Planner (CFP) certification and education
5. Financial accounting
6. General finance

Finance graduates have found careers in corporate financial management, banking, financial institutions, and other financial industry.

Traditionally, positions available to finance majors are:

1. Controller
2. Treasurer
3. Financial analyst
4. Credit analyst

Finance graduates usually enter a brief training period upon joining a new organization, after which they move into an area of need and increment and develop practical expertise.

Hospitality and Tourism Management (HTM)
The HTM Department currently consists of one of the top five programs worldwide. The undergraduate program in hospitality and tourism management prepares students for management positions in the hospitality and tourism industry. All students obtain hands-on experience through courses in hospitality marketing, financial management, computer, food and beverage, tourism management, and lodging operations management. Special emphasis is placed on developing analytical, decision-making, leadership, and communication skills.

The HTM Department in HTM in fact a wide variety of postions to pursue, including entry-level management positions in tourism, hotels, restaurants, and institutional food-service companies, as well as food-service positions in the public sector, secondary and post-secondary organizations, and managed services.

Economics (ECON)
The undergraduate program in economics in the Pamplin College of Business is designed to emphasize analytical thinking, provide a broad understanding of the operations and institutions of a market economy, and acquaint students with the role of government in the economy. This program provides students with the background necessary to work in business and government organizations. It prepares graduates to sit for the CPA, CISA, and other professional certifications. Students should check the requirements with the state to sit for the CPA Exam.
Marketing (MKTG)

The undergraduate program in marketing management is designed to offer students a broad business education with an emphasis on professional training for careers in sales and marketing management in manufacturing firms, such service industries as banking and healthcare, and non-profit organizations. Marketing gives out the core of the concept of exchange between buyers and sellers. Offered by the schools of the common, marketing management develops new product, assigns effective price levels, creates promotional strategies, and develops the distribution plans to guarantee that products reach the final consumer. Marketing plays a crucial role in managing the efficient flow of goods and services from business to business. Marketing is growing ever more exciting, as technology and the Internet enable managers to stay in closer contact with their customers and better manage this relationship. It’s a quickly changing global marketplace, marketing is an essential function. Given the important role that marketing plays in ensuring our high standard of living, the management major prepares students to be effective managers in the global economy and on the web at

Business Leadership Minor

The leadership business minor is open to all Virginia Tech sophomores, juniors, and seniors with at least a 2.00 GPA. The minor requires 18 semester hours, a foreign language requirement, and an international experience. Three of the required courses are upper-division courses in business, management, and/or economics.

Multicultural Diversity Management Minor

Multiculturalism presents both challenges and opportunities in the workplace for organizations. Students completing this minor will develop awareness, knowledge, and skills related to managing workplace multicultural diversity.

Sales positions are critical to all firms and are expected to increase by as much as 25 percent over the next several years. This has created strong competition among employees to recruit the very best candidates. The professional selling minor is designed to prepare students to excel in this highly lucrative field. The focus of the program is to prepare students with the communication, interpersonal, and presentation skills that are key to helping organizations build long-term customer relationships. These skills will be valuable not only to those pursuing sales careers but also to anyone aspiring to managerial positions—positions that involve presentation of plans and ideas, negotiation, and persuasion.