UNIVERSITY OF
South Carolina
Darla Moore School of Business

Darla Moore School of Business Admitted and Prospective Student Guide

Our Academic Choices

With 5,300 undergraduates and an outstanding and dedicated faculty numbering 180, the Moore School provides you with a wide array of academic choices. These include:

- Nine majors, comprising our No. 1-ranked international business program and No. 5-ranked operations and supply chain program, and other top majors in accounting, economics, finance, management, marketing, real estate or risk management and insurance.

- A curriculum structure enabling students to double major. Popular choices are finance and risk management and insurance, international business and operations and supply chain, and international business and finance.

- Each major provides a strong functional base and an emphasis on data analytics so you excel in today's data-driven economy. A four-course business analytics concentration, equivalent to an internal minor, is also offered and recommended for all students.

- Classes taught by top research and clinical faculty and industry experts, which makes studying at the Moore School among the most rigorous and challenging available.

- Opportunities to master the intricacies of sales and earning the Certified Professional Sales Person credential through our Center for Sales Success, or for you to earn an industry-certified Lean Six Sigma Green Belt while completing our operations and supply chain major.

As a freshman, you will take courses in business foundations like accounting, economics, statistics, and analytics in business and, in sophomore year, you will continue with similar courses in finance, marketing and management. With this early start, your major coursework will be well underway before you complete your key internship between junior and senior year. At this time, you will impress employers with your business foundation knowledge and with your understanding of the functional areas studied in your major(s).

A Focus on Data Proficiency and Analytics

We recognize that data proficiency and analytical competence are critical for high-value work today. That's why you'll leave the Moore School *data proficient*, *analytically capable and functionally based,* regardless of major(s) studied. While other programs offer business analytics majors or specializations, these are typically completed by a smaller, select group of students. At the Moore School, all students complete three quantitative courses that are part of our required 13-course business core, in addition to a "Statistics for Business" course. Sophomores master the basics of coding in R and have the opportunity to

use SQL and Power BI for data management and visualization in demanding capstone projects supervised through the Moore School Data Lab. At the Moore School, all students learn to disrupt through data.

For this reason, you can complement majors with a business analytics concentration — a widely popular choice, growing from seven students in 2017 to an anticipated 726 students in 2021. By building your data analytic capabilities even further while also deepening your functional knowledge, you will stand out in the job market should you complete the concentration. Given the shortage of professionals with these capabilities, we expect strong demand for these skills to persist for the foreseeable future.

The Benefits of Being Both Large and Small

As you can see, there are many academic opportunities afforded by the Moore School because of our scale and because we reside within a large, comprehensive research university. Yet, students say we retain a feeling of being "small" too. You will work closely with a cohort averaging 150 students in your major, and will get to know each other well as you master marketing, accounting, or finance, etc., or complete team-based projects in your majors. Further, our best students can be part of our top-ranked South Carolina Honors College or become Finance Scholars or Marketing Scholars, and take specialized coursework to build an additional competitive edge for their career.

In addition, there are nearly 500 student organizations on campus including 22 business-specific student groups. In these smaller organizations, you'll form lasting friendships and build professional networks that you'll benefit from post-graduation. You'll also have the opportunity to participate in study abroad experiences in more than 30 countries. These are available in the areas of economics, finance, marketing, management, operations and supply chain, and international business.

Our Rankings

Our academic rigor is further reflected in our rankings. In addition to our top-ranked international business and operations and supply chain programs, we are the U.S.'s fourth-largest risk management and insurance school and a top 20 Global Center of Insurance Excellence. Moreover, five of our seven departments are ranked in the top 25 worldwide for research productivity in their areas of specialty, and we also have UofSC's second most-cited scholar on our faculty (click on Professor Allen N. Berger) with four others in the top 30 based on Google Scholar citations.

Offering Unparalleled Career Support to Ensure Career Success

During your time at the Moore School you will receive superior career support through our in-house Office of Career Management, operated by a staff of 16 to help you develop a job search plan. Office of Career Management personnel also teach a one-credit required course designed to help you identify the best major for you and prepare for internships and full-time jobs.

Further, through our Industry Panels and two Business EXPOs, attended this year by over 2,500 students meeting with over 150 companies, you'll have the opportunity to network with representatives from employers across the company.

Examples of the top firms and Fortune 500 companies who hire our students as interns and full-time employees include:

McKinsey & Co.	Fidelity	Deloitte
Booz Allen Hamilton	Deutsche Bank	Ernst & Young
Goldman Sachs	Amazon	Grant Thornton
Bank of America	Walmart	KPMG
Wells Fargo	Target	Dixon Hughes Goodman
Nordstrom	Google	Elliot Davis
Microsoft	PwC	Walt Disney
IBM	GE	Siemens
Coca-Cola	Johnson & Johnson	BMW
Michelin	Boeing	Starbucks

In terms of return on investment, the Moore School ranked No. 6 in the Poets and Quants Undergraduate Business Survey. This ranking considers starting salaries relative to costs of four-year attendance. Even more impressive is as a Moore School graduate, you will join an international network of nearly 50,000 alumni working in all 50 states and more than 95 countries on six continents.

Our 2019 Undergraduate Majors Report

We encourage you to read our Undergraduate Majors Report for information on Moore School majors and where graduates in each are employed. The report helps you identify majors that match your interests and strengths, and presents career pathways and employers typically hiring in each major. Average salaries over the past five years, plus the percent placement rate by major in May 2020 are also included, using the typical benchmark of graduates in full-time employment three months after graduation.

Using the College Scorecard to Compare the Moore School with others

Launched by the U.S. Department of Education, College Scorecard compares the cost and value of higher education. Seven data areas are displayed: Fields of Study; Costs; Graduation and Retention; Financial Aid and Debt; Salary After Completing by Field of Study; Student Body; and Test Scores and Acceptance. Relevant data on graduate debt and earnings by field of study are presented. UofSC College Scorecard connects you to information on UofSC specifically.

If you have to borrow, how much debt should you take on?

When you borrow, the key question is:

> Will the salary (and projected income) from the field of study enable you to repay the debt without undue burden and in a timely manner?

Knowing the Salary/Debt ratio or the percentage of gross income debt repayment absorbs are suitable ways to answer. For example, $50,000 in salary and debt of $25,000 yields a Salary/Debt Ratio of 2.0 and a debt repayment of 5.73% of gross income, based on a 10-year repayment of a 2.75% fixed-rate loan. The same interest rate and loan tenure College Scorecard employs in its calculations, using these a Salary/Debt ratio of 1.5 yields a debt repayment of 7.64% of gross income.

Though we wish no student had to borrow, a Salary/Debt ratio no lower than 1.5 or a servicing percentage of no more than around 8.30% of gross income are preferable. The Higher Education Act of 1965 (the HEA), as amended, requires career education programs receiving federal student aid "prepare students for gainful employment in a recognized occupation," but did not define "gainful employment." In 2014 the

Department of Education provided this in its gainful employment rule: programs with average debt repayments exceeding both 8% of gross income and 20% percent of discretionary income would endanger access to federal financial aid. Though since rescinded, the rule explains where our 1.5 Salary/Debt ratio and the accompanying 8.30% income servicing level recommendation originated from.

The Moore School College Scorecard Data

The table below reports Moore School field of study data, showing the total graduates per field and the average federal debt (around 50% of our students borrow) and salary earned by graduates in their second full year after graduation (we know this is Moore School data, though in College Scorecard only university names are used). Our Salary/Debt ratios and the % of gross income devoted to debt repayment is also provided in the table. Eight business fields of study from largest to smallest are listed, with data on graduates obtaining federal loans to fund their educations. Debt data is for graduates from Academic Years (AYs) 2017 and 2018. Salary data is based on U.S. Treasury data collected in Calendar Years (CYs) 2017 and 2018 for people who graduated in AYs 2015 and 2016. As salaries reported are only those for graduates with debt, this average differs from the average salary for all graduates. The average salary for all Moore School graduates for AYs 2017 and 2018 according to the Undergraduate Majors Report was $54,778, while College Scorecard average salary for FYs 2017 and 2018 below is reported at $55,363. However, the salary data in our 2019 majors report is self-reported, while College Scorecard data is from IRS records. Also note that the overall average salary reported by graduates for our Class of 2020 was $58,872, over $4,000 higher than the 2017-18 self-reported average.

UofSC/Moore School College Scorecard field of study data

Moore School Fields of Study	Number of Graduates AY 17/18	Fed. Debt AY17/18 (US$)*	Salary CY17/18 (US$)**	Salary/ Debt (t)	Debt Repayment*** (% IRS Salary)
Finance and Financial Management Services	564	23,000	55,190	**2.40**	**4.76**
Marketing	468	21,500	45,284	**2.11**	**5.43**
Business Administration, Management and Operations	422	21,500	43,519	**2.02**	**5.65**
Management Science and Quantitative Methods	303	24,187	62,848	**2.60**	**4.41**
Accounting and Related Services	136	24,865	53,358	**2.15**	**5.33**
International Business	131	23,126	70,776	**3.06**	**3.75**
Business/Managerial Economics	106	22,750	55,964	**2.46**	**4.65**
Insurance	94	21,000	55,964	**2.66**	**4.29**
Total Column 1/Average Unweighted Columns 2-5	**2,224**	**22,741**	**55,363**	**2.43**	**4.78**

* The median cumulative federal loan debt of borrowers graduating in the field of study. Private student loans, Perkins loans, and Parent PLUS loans are not included. Data is based on school-reported information about students' programs of completion.

** The median annual earnings of individuals who received federal financial aid during their studies. To be included in the median earnings calculation, the individuals needed to be working and not enrolled in school during the year when earnings are measured. Median earnings are measured in the second full year after the student completed their degree. Salary data is from IRS tax records.

*** The median monthly loan payment is debt repaid in 10 years at a 2.75% interest rate. A 10-year fixed payment plan is one of several available to Federal borrowers.

Exciting for us to report is that International Business – with a Salary/Debt ratio of 3.06 – is the highest of all UofSC undergraduate fields of study. Our largest field of study, finance and financial management services, boasts the 11th highest UofSC Salary/Debt ratio at 2.40. The data show that the more quantitative and challenging your field of study is, the higher the Salary/Debt ratio and the lower the debt servicing percentages will likely be. That our international business salary data is so positive is due to international business majors being among our very best students, and that many who do their required

second majors in operations and supply chain or finance work in these high paying fields. International business majors first jobs typically follow their second majors, which are required in their programs of study for this very purpose.

Where Do Moore School Students Find Work?

The job location and average salaries for our Class of 2020 are reported below. While around 38% of our graduates obtained jobs in North Carolina (18.5%, most in Charlotte), South Carolina (12.5%), or in Georgia (7%, most in Atlanta), around half found jobs in places from New York/New Jersey in the northeast, to Illinois (Chicago) in the mid-west, to Washington (Seattle) and California, to Texas (Dallas and Houston) in the southwest, and to Florida in the southeast. Moore School graduates place around the country. However, the data does not adjust for living costs; $50,500 in Columbia, South Carolina, may compare with $66,000 in New York City or $65,000 in Chicago, Illinois.

Moore School Class of 2020 Employment State	% of Class Working in State	Average Salary
North Carolina	18.45	**$59,973**
South Carolina	12.45	**$49,127**
Georgia	7.30	**$63,074**
New York	5.79	**$69,673**
Pennsylvania	3.22	**$57,267**
Florida	3.00	**$50,808**
Virginia	2.79	**$60,092**
Tennessee	2.58	**$57,691**
Texas	2.58	**$60,855**
Massachusetts	2.15	**$59,350**
Illinois	1.93	**$62,444**
Other locations	37.76	**$59,834**
Total/Average	**100%**	**$57,837**

College Scorecard data on other business schools

The College Scorecard provides equivalent information on other universities, and for your convenience we have extracted data on others you may be considering. Comparative Business School College Scorecard Data provides data on Clemson, the University of Georgia, the University of North Carolina at Chapel Hill, North Carolina State, the University of Missouri, the University of Pittsburgh, the University of Florida, and Rutgers University. These are all great choices, and you will see the Moore School compares favorably with them. In this comparative data many colors are used, each color corresponding to a specific field of study so you easily see how the same fields compare across schools.