DARLA MOORE SCHOOL OF BUSINESS UNDERGRADUATE MAJORS REPORT



Accounting
Economics
Finance
International Business
Management
Marketing
Operations and Supply Chain
Real Estate
Risk Management and Insurance





2023 UNDERGRADUATE MAJORS REPORT

UNDERGRADUATE MAJORS

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STUDENT DATA COLLECTION

All data in this report is collected via a standardized National Association of Colleges and Employers (NACE) online survey, a link to which is emailed to every graduate. Being student entered, all data is selfreported. Responses from the 2022–2023 survey were gathered from 1,421 graduates in the following classes: August 2022, December 2022 and May 2023. The survey had a response rate of 50.88% (723 respondents).

When comparing NACE self-reported salary data with salary data from the U.S. Department of Education College Scorecard, similar trends emerge regarding which fields of study and/or majors lead to higher salaries for both individual and double major concentrations. Notably, the average salary of graduates with federal debt in the College Scorecard data is approximately 10% lower than the average salary obtained from self-reported Moore School data. Learn more about the College Scorecard at collegescorecard.ed.gov. To see how the Moore School compares to other business schools, visit **bit.ly/dmsb_scorecard**.

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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**, **Elliott** Davis, Ernst & Young, FORVIS, 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 USC Career Center survey, the 2023 average starting salary for Moore School accounting graduates is **\$70,223**.

Avg. Salary	Avg. Salary	Avg. Salary	Avg. Salary
2020	2021	2022	2023
\$57,783	\$58,892	\$61,472	\$70,223

Employment Rate (Single Major): 90%

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 accounting courses selected from an approved list of electives

Note that these are the 2023–2024 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 analytics courses. Courses applied in the major may not also fulfill concentration requirements.

Accounting Beyond the Classroom

Extracurricular areas to enhance your accounting degree

- **Community Service:** Volunteer Income Tax Assistance Program, Beta Alpha Psi, Institute of Management Accountants (IMA)
- Diversity and Social Advocacy: Beta Alpha Psi, IMA, Women in Business Council
- Global Learning: Some accounting courses (ACCT 426, IBUS 490) include international components in the curriculum
- Peer Leadership: Beta Alpha Psi, 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

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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

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 Laura Self at laura.self@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, bigpicture 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**, **IBM**, **Honeywell**, **Deutsche Bank**, **Wells Fargo and Deloitte**.

According to a recent USC Career Center survey, the 2023 average starting salary for Moore School economics graduates is **\$72,542**

 Avg. Salary
 Avg. Salary

Employment Rate (Single Major): 86%

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. Students pursuing a business economics degree must also complete 15 hours, including:

- ECON 321: Intermediate Microeconomic Theory
- ECON 322: Intermediate Macroeconomic Theory
- ECON 436: Introductory Econometrics
- Two additional economics courses selected from an approved list of electives

Note that these are the 2023–2024 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 analytics courses. Courses applied in the major may not also fulfill concentration requirements.

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

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.

Economics Scholars Program

Students in this program who have demonstrated exceptional performance in essential required coursework are provided with practical data and research opportunities, collaborating with local, state and federal government agencies as well as businesses. So far, students have engaged with entities like the Columbia mayor's office, SC Housing Authority and U.S. Forestry Department.

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:

- Investment banking analyst
- Corporate finance treasury analyst
- Corporate risk management
- Investment management

- Commercial and retail banking
- Private wealth management
- Financial services consulting
- Management consulting

Companies that have hired Moore School finance majors in recent years include J.P. Morgan, Bank of America, Truist, Jefferies Financial Group, Piper Sandler, McKinsey Consulting, Bain Consulting, Boeing, Coca Cola, Textron, Raytheon.

According to a recent USC Career Center survey, the 2023 average starting salary for Moore School finance graduates is **\$72,923.**

Avg. Salary	Avg. Salary	Avg. Salary	Avg. Salary
2020	2021	2022	2023
\$60,370	\$61,979	\$69,252	\$72,923

Employment Rate (Single Major): 90%

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 electives selected from an approved list. Electives are available from the areas of corporate finance, risk management, investment, real estate and banking

Note that these are the 2023–2024 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 analytics courses. Courses applied in the major may not also fulfill concentration requirements.

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, Carolina Finance and Investment Association (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 lota Sigma, Moore School Student Ambassadors, Beta Gamma Sigma business honor fraternity
- Professional Practice: CFIA, Gamma lota Sigma,
 Entrepreneurship Club, Alpha Kappa Psi, Gamecock
 Consulting Club, Applied Analytics Club, Carolina Fund
- **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

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 before the spring semester 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 choose a second major that is quantitative based (i.e., accounting, economics, finance, management, marketing, operations and supply chain), 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.

Companies that have hired recent Moore School international business graduates include Accenture, Amazon, Bank of America, Barclays Investment Bank, BMW, Boeing, Booz Allen Hamilton, Coca-Cola, Deloitte Consulting, Deutsche Bank, Ernst & Young, IBM, Integration Point, Johnson & Johnson, JP Morgan Chase, Manhattan Associates, McKinsey & Co., Merrill Lynch, Morgan Stanley, Nestle, PricewaterhouseCoopers and Wells Fargo.

According to a recent USC Career Center survey, the 2023 average starting salary for Moore School international business graduates is \$75,970.

Avg. Salary	Avg. Salary	Avg. Salary	Avg. Salary
2020	2021	2022	2023
\$66,382	\$62,653	\$76,402	\$75,970

Employment Rate: 92%

Major Requirements:

Students pursuing an international business degree must complete 15 hours as well as a second major in business, requiring a total of 27–39 hours, including:

- IBUS 310: Globalization and Business
- Functional courses selected from courses such as:
- International Financial Management, International Marketing, International Trade Economics, International Development Economics or International Entrepreneurship
- 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 IB elective course from a functional or thematic area

Note that these are the 2023–2024 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 more than 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 one of more than 60 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 earn immediate admission to the classic IB track. The remaining openings are filled through a highly competitive selection process.

International Business Beyond the Classroom

Extracurricular areas to enhance your international business degree include:

- Community Service: Social Entrepreneurship Corps, **Buddies Beyond Borders**
- **Diversity and Social Advocacy:** Diversity and Inclusion Council, Women in Business Council
- Global Learning: All IB students are required to study abroad; Education Abroad Peer Advisors, Sustainable Carolina, Net Impact
- **Peer Leadership:** Moore School Student Ambassadors, Beta Gamma Sigma business honor fraternity, University 101 Peer Leaders
- **Professional Practice:** Beta Alpha Psi, Global Business Council, Alpha Kappa Psi, Gamecock Consulting Club
- Research: Some IB courses (IBUS 301, IBUS 310, IBUS 402, IBUS 425, IBUS 426) 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

sc.edu/about/initiatives/usc_connect. 🗯

International Business Spotlight: Cohort Programs

Students in the cohort programs immerse themselves in an international experience throughout their college careers while enjoying the benefits of studying in the nation's top international business department.

In addition to studies at the Moore School, students complete a year or more at an international business partner university. The cohort, comprised of both Moore School students and students from the partner schools, has a special opportunity to develop deep ties to an international peer group, giving participants a much stronger global business network for support throughout their careers.

Cohort Programs Available in 2023:

- International Business and Chinese Enterprise
- International Business in the Middle East and North Africa with the American University in Cairo
- International Business of the Americas in partnership with Universidad de Chile
- International Business Education Alliance in partnership with University of Mannheim (Germany), ESSEC Business School (Singapore Campus), Fundação Getulio Vargas-EBAPE (Brazil) functional focus on consulting
- partnership with ESSEC Business School (Cergy, France) — thematic focus on ethical and

- with the Chinese University of Hong Kong
- Responsible International Leadership in sustainable business practices

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 USC Career Center survey, the average 2023 starting salary for Moore School management graduates is **\$64,338**.

Avg. Salary Avg. Salary		Avg. Salary	Avg. Salary
2020 2021		2022	2023
\$53,963	\$54,161	\$62,601	\$64,338

Employment Rate: 92%

Major Requirements:

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

- MGMT 374: Strategic Human Resource Management
- 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
- » MGMT 408: Diversity and Inclusion
- » MGMT 425: Analytics for the HR Professional

Students must also complete three additional management courses selected from an approved list of electives.

Students pursuing the concentration in **entrepreneurship** complete 12 hours of course work and must pursue a second functional business major:

- 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 2023–2024 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 analytics courses. Courses applied in the major may not also fulfill concentration requirements.

Students in both tracks benefit from three strong centers that are housed in the management department: The Faber Center for Entrepreneurship, the Riegel and Emory Human Resource Center and the Center for Executive Succession. These centers create experiential and networking opportunities for undergraduates with business executives who are leaders in their fields.

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

sc.edu/about/initiatives/usc_connect. 💥



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 USC Career Center survey, the 2023 average starting salary for Moore School marketing graduates is **\$63,249**.

Avg. Salary	Avg. Salary	Avg. Salary	Avg. Salary
2020	2021	2022	2023
\$55 194	\$ 55.415	\$61 974	\$63 249

Employment Rate (Single Major): 85%

Major Requirements:

Students pursuing a marketing degree must complete 15 credit hours, including:

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

Students must also complete three additional marketing courses selected from an approved list of electives.

Note that these are the 2023–2024 major requirements and are subject to change as the school regularly updates its curriculum in response to the evolving needs of the business community.

There are three paths to pursuing a marketing degree, designed to enhance students' job and career prospects. They are:

- 1. Marketing (15 credit hours)
- 2. Marketing with Product Management Concentration (21 credit hours)
- 3. Marketing with Sales Leadership Concentration (21 credit hours)

Any three marketing major paths can be supplemented with the following optional concentrations:

a. Business Analytics Concentration: This concentration requires three analytics courses. Courses applied in the major may not also fulfill the concentration requirement.

b. Sustainability in Business Concentration: This

concentration requires four analytics courses. Courses applied in the major may not also fulfill the concentration requirement.

Marketing students have opportunities to gain handson 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, Gamecock Consulting Club, Applied 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

sc.edu/about/initiatives/usc_connect. 🗯

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.

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.

Center for Sales Success:

The Center for Sales Success helps develop the sales curriculum to reflect the needs of corporate partners and changing dynamics in the current sales environments; facilitate internships, employment and projects for students; delivers a sales certification for Moore School students through a program sponsored by the National Association of Sales Professionals and more.

THE OPERATIONS AND SUPPLY CHAIN MAJOR

AT THE DARLA MOORE SCHOOL OF BUSINESS

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 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.

Operations and supply chain employers include 3M, ABB, Accenture, Amazon, Bank of America, BMW, Boeing, Bosch, Carolinas Healthcare System, Coca Cola, Continental Tire, Cummins, Dalmier Mercedes Benz, Dell, Delta Airlines, Deloitte, Eastman Chemical, Eaton, Ernst & Young, GE, Grainger, Goodrich-UTC, IBM, Ingersoll Rand, Intel, Johnson & Johnson, Lockheed, L'Oreal, Manhattan Associates, McKinsey Consulting, Michelin, NCR, Northrop Grumman, PricewaterhouseCoopers, Raytheon, Rolls Royce, Siemens, Sonoco, Target, Tesla, Textron Specialized Vehicles and Wells Fargo.

According to a recent USC Career Center survey, the average 2023 starting salary for Moore School operations and supply chain graduates is **\$70,183**.

Avg. Salary	Avg. Salary	Avg. Salary	Avg. Salary
2020	2021	2022	2023
\$62.786	\$61,386	\$68.864	\$70.183

Employment Rate (Single Major): 91%

Major Requirements:

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

- MGSC 485: Business Process Management
- Two from:
- » MGSC 487: Global Sourcing Strategies and Application
- » MGSC 491: Supply Chain Management
- » MGSC 492: Logistics, Transportation and Distribution
- One from:
- » MGSC 486: Service Operations Management
- » MGSC 488: Innovation and Design
- » MGSC 489: Sustainable Operations and Supply Chain
- » MGSC 498: Project Management
- One from:
- » MGSC 497: GSCOM Capstone Project OR
- » MGSC 495: Supply Chain Planning and Control

Note that these are the 2023–2024 major requirements and are subject to change as the school regularly updates its curriculum in response to the evolving needs of the business community.

Business Analytics Concentration

Students may add the **business analytics** concentration to their degree. This concentration requires three analytics courses. Courses applied in the major may not also fulfill concentration requirements.

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.3 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

sc.edu/about/initiatives/usc_connect. 🗯

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."



THE REAL ESTATE MAJOR

AT THE DARLA MOORE SCHOOL OF BUSINESS

Real estate is a good fit for students who:

- Seek to understand the importance and role of real estate in national and international economies
- Wish to explore the legal foundations of real estate and transferring of real estate interests.
- Can apply basic present-value and future-value analysis to real estate decisions
- Want to learn the basic concepts of real estate finance
- Have an interest in learning to value real estate, including residential and income-producing properties

Potential career pathways include:

- Real estate brokerage
- Real estate development and construction
- Real estate acquisition services
- Real estate investment management
- Real estate property management
- Management of corporate-owned real estate
- Real estate mortgage financing
- Attorney

USC 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**, **Colliers** and **Greystar Corporation**.

According to a recent USC Career Center survey, the average 2023 starting salary for Moore School real estate graduates is **\$70.867**.

Avg. Salary	Avg. Salary	Avg. Salary	Avg. Salary
2020	2021	2022	2023
\$54,548	\$55,667	\$68,119	

Employment Rate (Single Major): 78%

Major Requirements:

Students pursuing a real estate degree must complete 15 hours. All students take:

 FINA 366: Introduction to Real Estate and Urban Development FINA 466: Real Estate Investment Fundamentals

FINA 467: Real Estate Finance

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 select one Real Estate Elective from:

- FINA 367: Real Estate Market Analysis
- FINA 477: Real Estate Development
- FINA 480: Global Real Estate Capital Markets

Note that these are the 2023–2024 major requirements and are subject to change as the school regularly updates its curriculum in response to the evolving needs of the business community.

Real Estate Business Analytics Concentration

Students may add the **real estate business analytics** concentration to their degree. This concentration requires three analytics courses. Courses applied in the major may not also fulfill concentration requirements.

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 480) include international components in the curriculum
- Peer Leadership: CFIA, Gamma lota 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

sc.edu/about/initiatives/usc_connect. 🗯

THE RISK MANAGEMENT AND INSURANCE MAJOR

AT THE DARLA MOORE SCHOOL OF BUSINESS

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 and industries

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 AIG, Amica, Auto-Owners, Bank of America, BlueCross BlueShield, Chubb, Cigna, Citigroup Inc., CNA, Colonial Life, Deloitte, Ernst & Young, Geico, Liberty Mutual Group, Markel, Marsh, Metropolitan Life Insurance Company, Merrill Lynch, Nationwide Insurance,

Principal Financial Group, PricewaterhouseCoopers, State Farm Insurance, Time Warner, Travelers, Truist, Wells Fargo and Zurich.

According to a recent USC Career Center survey, the average 2023w starting salary for Moore School Risk Management and Insurance graduates is **\$71,777**.

Avg. Salary	Avg. Salary	Avg. Salary	Avg. Salary
2020	2021	2022	2023
\$56,856	\$58,021	\$65,164	\$71,777

Employment Rate (Single Major): 88%

Major Requirements:

Students pursuing a risk management and insurance degree must complete 15 hours, including:

- FINA 341: Management of Risk and Insurance
- FINA 469: Investment Analysis and Portfolio Management

Students must also complete three additional risk management courses selected from an approved list of electives.

Note that these are the 2023–2024 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 three analytics courses. Courses applied in the major may not also fulfill concentration requirements.

Risk Management and Insurance Beyond the Classroom

Extracurricular areas to enhance your risk management and insurance degree include:

- Community Service: Moneythink, CFIA, Gamma lota Sigma, Alpha Kappa Psi
- **Diversity and Social Advocacy:** Moneythink, Diversity and Inclusion Council, Women in Business Council
- **Global Learning:** Some finance courses (IBUS 436) include international components in the curriculum

- Peer Leadership: CFIA, Gamma lota Sigma, Moore School Student Ambassadors, Beta Gamma Sigma business honor fraternity
- **Professional Practice:** CFIA, Gamma Iota Sigma, Global Business Council, Alpha Kappa Psi, Applied Analytics Club
- 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

sc.edu/about/initiatives/usc_connect. 🗯

Risk Management and Insurance Spotlight: Gamma lota Sigma Spotlight

The Moore School's Lambda chapter of the Gamma lota 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 lota Sigma connects students to scholarships, internships and philanthropic activities and hosts social events and fundraisers.



MULTIPLE MAJORS

AT THE DARLA MOORE SCHOOL OF BUSINESS

There is often debate about the value of multiple majors 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 multiple 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 multiple majors, we strongly recommend that one of the majors be a quantitative-based major (i.e., finance, accounting, economics or supply chain). Multiple majors do still remain relevant in many cases (especially when it means an increased variety of transferable skills) but a pairing between qualitative and quantitative business majors may be more effective than overloading students with classes in two majors that focus on the same elements of business.

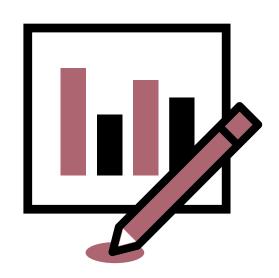
Please consult the chart on the following page for the combinations of majors and how the combinations effect starting salaries.



Multiple Majors Outcomes: The average salaries for multiple majors combinations are listed below.*

Multiple Majors Combinations 2023	Avg. Salary
Accounting/Finance	\$71,324
Accounting/Finance/International Business	\$75,000
Accounting/International Business	\$71,000
Accounting/Management	\$64,000
Accounting/Marketing	\$68,000
Accounting/Real Estate	\$62,000
Businesss Economics/Finance	\$76,455
Business Economics/Finance/Operations and Supply Chain	\$ 70,000
Business Economics/International Business	\$78,500
Business Economics/Management	\$75,500
Business Economics/Operations and Supply Chain	\$68,000
Finance/International Business	\$80,522
Finance/International Business/Management	\$70,000
Finance/International Business/Operations and Supply Chain	\$112,000
Finance/Management	\$62,850
Finance/Management/Marketing	\$100,000
Finance/Management/Operations and Supply Chain	\$85,000
Finance/Management/Real Estate	\$100,000
Finance/Marketing	\$63,740
Finance/Operations and Supply Chain	\$73,109
Finance/Real Estate	\$74,667

Multiple Majors Combinations 2023	Avg. Salary
Finance/Risk Management and Insurance	\$80,971
International Business/Management	\$70,000
International Business/Management/ Operations and Supply Chain	\$85,000
International Business/Marketing	\$69,709
International Business/Operations and Supply Chain	\$71,787
Management/Marketing	\$61,462
Management/Marketing/Operations and Supply Chain	\$70,000
Management/Operations and Supply Chain	\$70,125
Marketing/Operations and Supply Chain	\$66,900
Marketing/Real Estate	\$72,000



Overall Major + International Business Outcomes: You can compare the combinations of majors with the international business major below. All IB majors must double major in another business area.

Major	Major 2022	Major + IB 2022	Major 2023	Major + IB 2023
Accounting	\$61,472	\$60,333	\$70,223	\$71,800
Business Economics	\$71,671	\$91,667	\$72,541	\$78,500
Finance	\$69,251	\$80,084	\$72,923	\$81,115
International Business	\$76,235	N/A	\$75,969	N/A
Management	\$62,601	\$85,000	\$64,338	\$73,750
Marketing	\$61,716	\$75,000	\$63,249	\$69,709
Operations and Supply Chain	\$68,665	\$75,057	\$70,182	\$74,110
Real Estate	\$69,525	N/A	\$70,866	N/A
Risk Management and Insurance	\$65,164	\$80,000	\$71,777	N/A

Overall Major Outcomes: You can compare the combinations in the previous chart to the data gathered on overall salaries below.

Major	Employment Rate	Avg. Salary 2021	Avg. Salary 2022	Avg. Salary 2023
Accounting	90%	\$58,892	61,472	\$70,223
Economics	86%	\$58,147	\$71,671	\$72,541
Finance	89%	\$61,979	\$69,252	\$72,923
International Business	92%	\$62,653	\$76,235	\$75,969
Management	92%	\$54,161	\$62,601	\$64,338
Marketing	85%	\$55,415	\$61,716	\$63,249
Operations and Supply Chain	91%	\$61,386	\$68,655	\$70,182
Real Estate	78%	\$55,667	\$69,525	\$70,866
Risk Management and Insurance	88%	\$58,021	\$65,164	\$71,777

^{*}Some of the average salaries for multiple majors are based on a small number of graduates, with some just having one graduate.













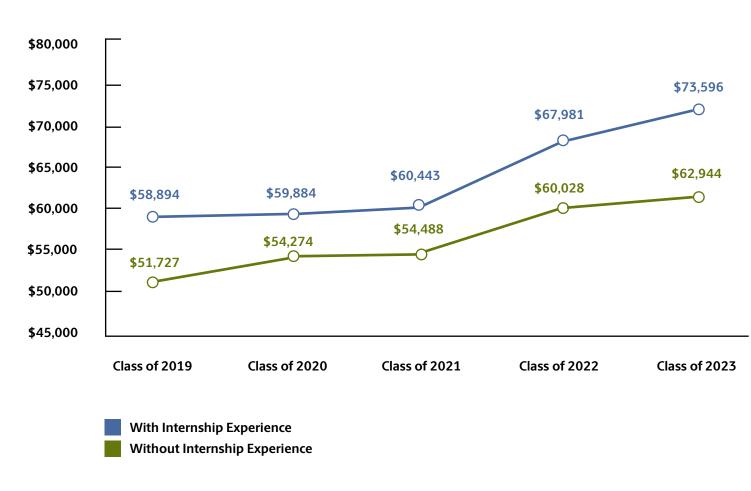
INTERNSHIPS

AT THE DARLA MOORE SCHOOL OF BUSINESS

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 will see their summer work experiences translate into starting salaries that are significantly higher. This year, students with internship experiences earned, on average, nearly \$10,000 more than students who had no internship experiences. The Moore School encourages 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 as a screening for potential full-time job opportunities.

Average Salary Based on Internship Status



TOP EMPLOYERS

AT THE DARLA MOORE SCHOOL OF BUSINESS

49 Financial A3 Communications, Inc.

Abby Vascsinec Accenture

Accenture Federal Services

Ace Energy Acrisure re Adobe **ADP**

AgFirst Farm Credit Bank Ahold Delhaize USA Supply Chain

Alliantgroup Ally

Amazon

AlphaSights **AMAROK Security**

American Credit Acceptance

Amica Mutual Insurance

Anheuser Busch Anthology Inc. **Apex Tool Group**

Aramark ASSA ABLOY

AssuredPartners Aerospace

AXA XL AXIA Baird

Baker Tilly Bank of America

Beazley Group Bell Flight Berkadia

Blue Gate Capital Boeing

Booz Allen Hamilton

Bose

CapitalOne

Canal Insurance Capgemini

Carrier Global **CB** Insights Celonis

Carolina Handling

Charlotte Pipe and Foundry

Cigna Cisco Citibank Classic

Club Car Coca Cola Consolidated

Cognizant CohnReznick Colite International Colorado Rockies

Continental Corning Incorporated

CRC-Group Credit Suisse Cregger Company

Cushman Wakefield

Daimler Trucks NA **Dell Technologies** Deloitte Delta Airlines

Dentsply Sirona Deutsche Telekom

DHL

Dimensional Fund Advisors

Dollar Tree **Dominion Energy** Donegal Insurance

E&J Gallo Winery Eastman Chemical

Eaton Eli Lilly **Elliott Davis Emerson**

Enterprise **Enterprise Holdings**

Epic Solutions

Epic Systems

Equitable Advisors Ernst & Young

Fidelity Investments

Financial Technology Partners

FINRA

FDIC

Flowers Foods Fluor Corporation Ford Atlantic **FORVIS** Frito Lay

GE Appliances Gen Re Geon

Global Shop Solutions Goldman Sachs Goosehead Insurance

Govt Contractor Grant Thornton

Green Worldwide Shipping

GreerWalker CPA's Greystar

Gridiron IT GroupM Hamilton Lane Havas Media Group

> Henkel Hershey Co. Hubbell

Huntington National Bank

IBM iHeart Media Ingenics

Hylant

Integrity Express Logistics International Paper

Janney Montgomery Scott LLC JP Morgan Chase

Karr Barth Associates

K. Chase

TOP EMPLOYERS (CONTINUED)

AT THE DARLA MOORE SCHOOL OF BUSINESS

Keyence Corporation of America

KPMG KraftHeinz Kroll

Kaseya

Lazard Freres & Co.

Lenovo

Lincoln Financial Group Lincoln Property Company

Lockheed Martin **Lockton Companies**

Lord Abbett

Lou Hammond Group Lowe's home improvement

LPL Financial Macy's Madison & Co

Magnolia Grove Insurance Services

MAI Capital Management Manhattan Associates

Marriott Mars & Co

Marsh McLennan Mauldin & Jenkins McKinsey and Company

Meltwater Mercer Advisors MidCap Financial Milliken & Company Moet Hennessy Norfolk Southern

Northmarq Northrop Grumman Northwestern Mutual

NTT Data Nucor Omatic OperationsRx

Oswald Cooke & Associates

Partners Group Peachtree Group PepsiCo

PGA Tour PNC

Porsche Cars North America

Post and Courier

Premium Merchant Funding

Protiviti Prudential **PURE Insurance**

PwC Qualtrics R.R. Donnelley Red Bull **Red Ventures**

Richardson's Heating and Air

Robert Bosch LLC Rocket Lab RSM

SageGuard Financial Group

Salesforce Salty Inc Sazerac

SC Division of Human Resources Schneider Electric Schroders Sealed Air Corporation

ServiceNow **Shandon Baptist Church**

Smith+Nephew SouthState Bank

Spartanburg County Assessors Office St. John's Episcopal Church Standard Chartered Bank

Stanley Martin Homes

Stifel

Sully's Steamers

Sumitomo Mitsui Banking Corporation

Sun Machinery Sway Social Sylvamo Synovus

Teach For America Texas Capital Bank

Textron

The Reynolds and Reynolds Company

Thomas, Judy & Tucker

TJX

TK Elevator TMC Tom James

Total Quality Logistics Townsquare Interactive **Trane Technologies** Trillium Management LLC

Trinitas Ventures Truist Financial **Truist Securities**

TTI

Turner & Townsend Partners LLP UBS Unilever **UPS** US Bank **USI** Insurance

Valdese Weavers Vanguard Wells Fargo Whirlpool William Blair **XPO Logistics**

Zurich North America



To further research the academic requirements and course sequences of each major, and to more fully understand available minors, visit sc.edu/moore/study

THOUGHTS

FROM RECENT MOORE SCHOOL GRADUATES



Katherine Hyde

'23 Finance and Risk Management and Insurance Investment Banking Summer Analyst - Diversified Industries, JPMorgan Chase & Co

"Finance associate professor Eric Powers' ability to lead an interactive classroom and push his students to think and ponder problems unlike they have ever done before is very inspiring. He pushed our Finance Scholars class through an intense Harvard Case Pack, and we left that semester understanding extremely technical topics. I thank him for also understanding how I learn through asking questions and his appreciation of this instead of finding this hard to deal with."



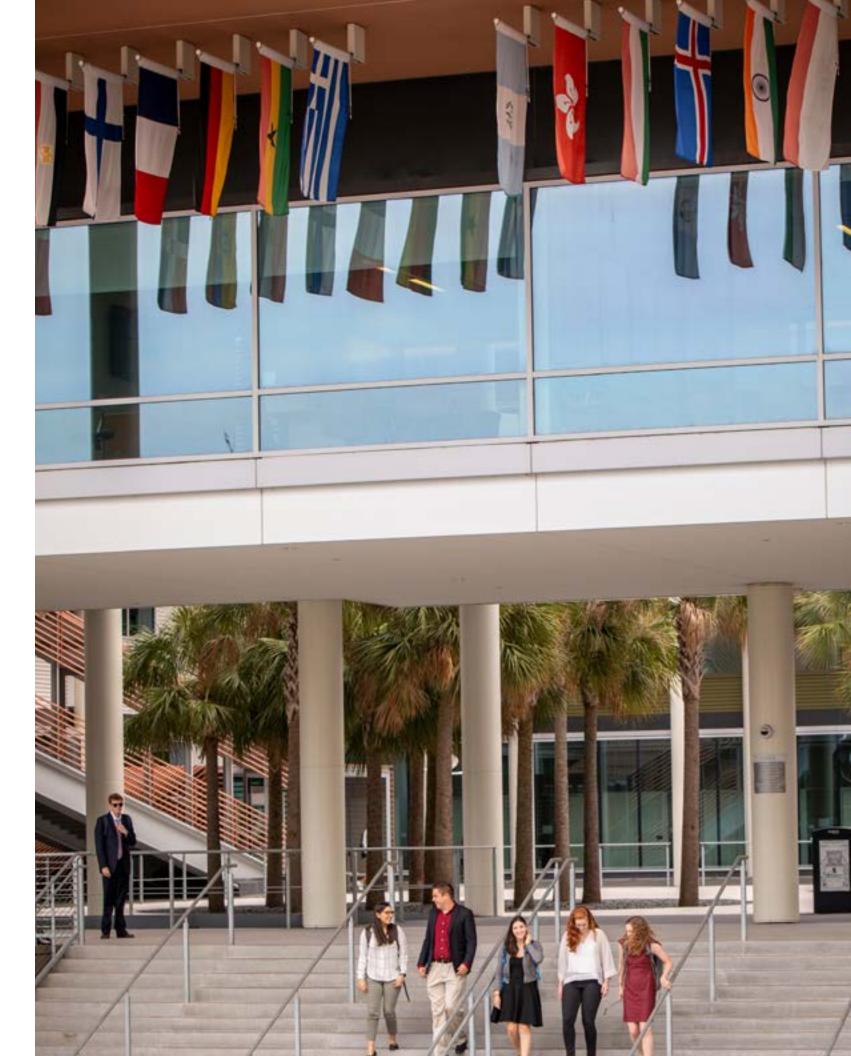


Stephen Fredenberg

'23 Finance and International Business Financial Services Consultant, Ernst & Young

"As an international business and finance major and a student in the Honors College, I have been able to take advanced coursework in topics that will translate well to my career in consulting."







1014 Greene Street Columbia, S.C. 29208 803-777-3176 sc.edu/moore



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