Naveen Jindal School of Management

The Naveen Jindal School of Management’s mission is to meet the challenges of a rapidly changing, technology-driven, global society by partnering with the business community to:

• Conduct research enhancing management knowledge;
• Deliver high quality management education to a diverse group of undergraduate and graduate students and practicing executives;
• Develop, innovate and continuously improve programs advancing management education and practice.

The Naveen Jindal School of Management is committed to providing our students with an outstanding educational experience that will expand and hone their skill sets, help them become leaders of business and leave them with strong career prospects. Focusing on the rapidly changing challenges of our technology-driven global society, many of the School's programs have been instituted in response to requests from business and designed to meet the needs of tomorrow's industry. Our programs stress innovations in the latest technologies while providing a foundation in the basics of business management.

The Bachelor of Science degree in Business Administration is designed to provide students with a broad preparation for a business career and to lay the foundation for further study in business administration. Emphasis is placed on problem solving techniques that are crucial in the modern business environment. The Bachelor of Science in Business Administration offers concentrations in Innovation and Entrepreneurship, Operations Management, and Organizational Behavior in addition to the general degree. Double majors with Biology and Molecular Biology are offered in conjunction with the Biology Department.

The program leading to the degree of Bachelor of Science in Accounting provides students a broad-based education that balances conceptual with pragmatic knowledge and exposes accounting students to other related areas. The objective of the program is to develop professionals who understand the role of information in organizations and financial markets; have the necessary skills to integrate financial analysis and information technology; and possess analytical and management functional area skills. Completion of this program will enable students to seek careers in information-intensive organizations as information managers, consultants or financial analysts. Students who desire a comprehensive accounting education and are seeking to become Certified Public Accountants are advised to pursue the 150 credit-hour, B.S. and M.S. Fast-Track Program in Accounting. Students who successfully complete both degrees may choose to sit for the CPA examination upon completion of the 150 semester-hour educational requirement of the Texas State Board of Public Accountancy.

The Bachelor of Science degree in Finance provides students with both practical and theoretical training in financial decision making. Students who choose this degree will have the opportunity to develop the quantitative skills required to rigorously analyze financial information, the analytical foundation needed for making corporate financial decisions, and the problem solving skills necessary for prudent investment management. Completion of the degree requirements will permit students to
seek careers as financial analysts, as well as careers with corporations, financial institutions and
government agencies. With the appropriate choice of courses, a student should be able to successfully
complete the Certified Financial Planning (CFP®) program. A double major is also offered in
conjunction with the Economics program to students interested in pursuing the Chartered Financial
Analyst (CFA®) designation. The CFA® program, administered by the CFA® Institute, is a
globally recognized standard for measuring the competence and integrity of financial analysts. Like
the Bachelor of Science degree in Finance, the double major prepares students for the CFA® Level
I examination. However, the double major provides students with more analytical preparation for the
Level II and III examinations, which typically require graduate course work as well.

The Bachelor of Science degree in Global Business provides students with the knowledge and skills
required for succeeding as a global manager while developing an understanding of the cultural,
political and regulatory environments that shape international business and trade. Students who
enroll in this program will learn the skills necessary for understanding the international business
environments and financial markets, cross-cultural communication and negotiation, international
human resource management, formulating and implementing global strategy, as well as marketing on
a global basis. Completion of this program will enable students to seek careers in multinational
corporations, consultancy firms, or internationally oriented organizations that operate in today's
increasingly globalized economy.

The Bachelor of Science degree in Management Information Systems provides students with both
practical and theoretical training in information technology which has become an integral part of
every aspect of business. The objective of the program is to prepare professionals who understand
business processes and the information required to support them, have the IT expertise to automate,
 improve, and re-engineer business processes; and develop an ability to keep up with the changing
technology and information needs of business. Completion of the degree requirements will permit
students to seek careers as business analysts, application developers, and IT consultants in many
industries including corporations and government agencies. With the appropriate choice of courses, a
student should be able to successfully get certified in areas such as SAP, SAS Business Intelligence,
and Information Security.

The Bachelor of Science degree in Marketing provides students with the necessary knowledge to make
good marketing decisions. Students will be exposed to the theoretical foundations of marketing in
addition to obtaining practical training needed to make decisions with respect to sales management,
customer service, pricing, promotions, market research, and marketing strategy. Students will have
the opportunity to develop their analytical and quantitative skills required to analyze marketing and
sales data, to formulate strategic responses to competitive moves, and to develop long term and short
term marketing plans. Students who complete this degree can seek careers in sales, marketing
research, brand management, and advertising and promotions.

All degrees contain a central core of 27 hours. In the core courses, students have an opportunity to
learn theories and analytical techniques that can be applied to the functional areas of business, such
as finance and marketing. They are exposed to the international dimensions of business activities and
to social and political factors that impinge on business behavior. A capstone course in strategic
management provides an integrative experience where students are challenged to solve real world
business problems. Fifty percent of the total business credit hours must be taken at UT Dallas.
Students are also required to take courses outside the Naveen Jindal School of Management in order to broaden their educational experience in preparation for leadership roles as professionals and/or managers in the modern business organization.

**Faculty**


**Associate Professors:** Indranil Bardhan, Norris Bruce, Metin Cakanyildirim, Huseyin Cavusoglu, Daniel Cohen, Richard Harrison, Ernan Haruvy, Ganesh Janakiraman, Surya Janakiraman, Robert Kieschnick, Nanda Kumar, Seung-Hyun Lee, Livia Markoczy, Stan Markov, Syam Menon, Alp Muharremoglu, R. Natarajan, Ashutosh Prasad, Orlando Richard, Young Ryu, Jane Salk, David Springate, Yexiao Xu, Feng Zhao, Eric Zheng

**Assistant Professors:** Nina Baranchuk, Jianqing Chen, Zhonglan Dai, Rebecca Files, Bernhard Ganglmair, Xianjun Geng, Umit Gurun, Elisabeth Honka, Todd Kravet, Elizabeth Lim, Xiaohui (Gloria) Liu, Volkan Muslu, Arzu Ozoguz, Jenna Pieper, Valery Polkovnichenko, Roberto Ragozzino, Harpreet Singh, Gonca Soysal, Andrei Strijnev, Upender Subramanian, Yu Wang, Malcolm Wardlaw, Kelsey Wei, Han Xia, Yuanping Ying, Alejandro Zentner, Jun Zhang, Yibin Zhou

**Visiting Professor:** Usman Ghani

**Visiting Assistant Professor:** Xuying Cao, Emily Choi

**Clinical Faculty:** Hans-Joachim Adler, Christopher Angelo, Larry Chasteen, David Cordell, Tevfik Dalgic, Forney Fleming, Ayfer Gurun, Charlie Hazzard, Robert Hicks, Peter Lewin, Holly Lutze, John F. McCracken, Dennis McCuistion, Mark McNabb, Radha Mookerjee, Kumar Nair, Joseph Picken, Divakar Rajamani, Robert Robb, Rajiv Shah, C. Justice Tillman, Joe Wells, Habte Woldu, Fang Wu

**Senior Lecturers:** Art Agulnek, Shawn Alborz, Frank Anderson, John Barden, Abhijit Biswas, Ron Blair, Tiffany Bortz, Richard Bowen, Judd Bradbury, Bobby Chang, George DeCourcy, Gene Deluke, Alexander Edsel, Amal El-Ashmawi, Carol Flannery, Mary Beth Goodrich, Maria Hasenhuttl, Julie Haworth, Jennifer Johnson, Marilyn Kaplan, Jackie Kimzey, Chris Linstead, Diane S. McNulty, Madison Pedigo, Jared Pickens, Nataliya Polkovnichenko, Matt Polze, Jim Richards, Tracey Rockett, Mark Salamasick, Michael Savoie, Awanti Sethi, Jeannie Sluder, Charles Solcher, Steven Solcher, Lou Thompson, Mark Thouin, Amy Troutman, McClain Watson, Charriee Ziegler

**Davidson Management Honors Program**

The Davidson Management Honors Program provides an intellectually challenging and stimulating academic experience in a unique learning environment for the best and brightest students. Incoming freshmen are considered for membership based on high school class rank, SAT/ACT
scores and leadership activities in high school. Other students that have earned at least a 3.500 grade point average in a minimum of 15 hours at UT Dallas with no more than 60 hours of total college credit may also apply. To graduate with Management Honors students must have a minimum of a 3.500 GPA based on at least 30 graded hours at UT Dallas and complete an honors curriculum along with satisfying other program requirements. Management Honors with Distinction are awarded to students whose thesis is judged by the faculty to be of exemplary quality. Applications and detailed information are available in the Naveen Jindal School of Management Advising Office.

Professional Program in Accounting

The Professional Program in Accounting (PPA) is designed for students who wish to pursue a career in professional accounting. This program is a two-and-a-half year program beginning in the spring semester of the student's junior year. Qualified students will earn their Bachelor of Science in Accounting degree once all degree requirements for the bachelor's degree have been satisfied, additionally, the Master of Science in Accounting (MS-ACCT) degree will be awarded upon successful completion of requirements for that degree. The goals of the program are to place PPA students in professional accounting internships and full-time positions, increase networking opportunities among students with professionals, and prepare students to become Certified Public Accountants. Applications to the program are accepted in the fall semester of a student's junior year. Applications and detailed information are available in the Naveen Jindal School of Management Advising Office.

Fast Track Baccalaureate/Master's Degrees

Fast Track programs are designed to permit undergraduate students enrolled at UT Dallas to begin work on the MBA or M.S. degrees before graduation. Qualified seniors may take graduate courses in Management that will apply toward the Bachelor of Science degree and also satisfy requirements for the Master's degree. These courses are selected from a list determined by the School.

Fast Track courses taken during the undergraduate senior year must be well chosen so that they satisfy the requirements of the B.S. degree AND those of the intended MBA/M.S. degree. Students in one major may choose to Fast Track into another major. Students can take the Fast Track courses as substitutes for major related courses, as guided and/or Free Electives. Students from other Schools at UTD can Fast Track into JSOM degrees as long as they meet the Fast Track admission requirements. Students must earn a grade of at least B in Fast Track courses - otherwise the courses only count toward the undergraduate degree.

Admission to a Fast Track program does not guarantee admission to the graduate program. Students are required to meet the admission requirements of the MBA and M.S. programs to which they apply, including the GMAT. Students may delay for up to one year entering the graduate program and have their Fast Track courses count toward their graduate degree.

Students can also take graduate courses to apply toward either undergraduate or graduate credit. Students must submit an acceptable GMAT score and receive permission from the Associate Dean
before taking more than 12 graduate hours for any use. Details of the programs are available from
the Naveen Jindal School of Management Advising Office.

Fast Track Options in the Naveen Jindal School of Management

Fast Track B.S. / MBA: The MBA program is a 53 hour program. Qualified seniors may take up to 12
hours of graduate courses that will apply to the B.S. degree and the MBA degree.

Fast Track B.S. / M.S. in Accounting: The M.S. in Accounting is a 36 hour program. It is primarily
designed to permit students to meet the educational requirements of the Texas State Board of
Public Accountancy to become Certified Public Accountants. Qualified seniors may take up to 6
hours of graduate courses that will apply to the B.S. degree and the M.S. degree.

Fast Track B.S. / M.S. in Management and Administrative Science: Students may choose
concentrations in Electronic Commerce, Strategy, and Innovation and Entrepreneurship. Qualified
seniors may take up to 9 hours of graduate courses that will apply to the Bachelor of Science
degree and also satisfy the requirements for an M.S. degree.

Fast Track B.S. / M.S. in Finance: Students choose from four tracks. The investment management
track permits students interested in career paths that require Chartered Financial Analyst
(CFA®) certification to take the graduate finance courses that are required to master the
complex topics covered on the CFA® examination. The financial analyst track is designed for
students interested in pursuing corporate finance related careers (e.g., investment banking,
venture capital, private equity, corporate turnarounds, etc.) The financial engineering and risk
management track is designed for students with the quantitative ability to pursue a career applying
quantitative methods to investment and risk management problems. The financial management
track allows students to tailor their course work for careers in a range of activities. Qualified
seniors may take up to 9 hours of graduate courses that will apply to the Bachelor of Science
degree and also satisfy the requirements for an M.S. degree.

Fast Track B.S. / M.S. in Healthcare Management: Students in the Business-Biology double major
can Fast Track into this M.S. degree by selecting their business electives appropriately. Students in
other majors can Fast Track into this degree by using Free Electives for the Fast Track courses.
Qualified seniors may take up to 9 hours of graduate courses that will apply to the Bachelor of Science
degree and also satisfy the requirements for an M.S. degree.

Fast Track B.S. / M.S. in Information Technology and Management: Students may choose a
concentration in Enterprise Systems, Healthcare Systems and Information Security. Qualified
seniors may take up to 9 hours of graduate courses that will apply to the Bachelor of Science
degree and also satisfy the requirements for an M.S. degree.

Fast Track B.S. / M.S. in International Management Studies: The program provides students the
opportunity to learn in-depth the fundamentals of functional areas of management, international
management, and cultural, sociopolitical and geographical constraints affecting international
business decisions. Qualified seniors may take up to 9 hours of graduate courses that will apply to
the B.S. degree and also satisfy the requirements for the M.S. degree.
Minors

Minors are available in Business Administration, Accounting, Business Intelligence and Analytics, Enterprise Systems, Finance, Innovation and Entrepreneurship, Marketing, and Organizational Behavior.

For a minor in Business Administration, students must take: **OBHR 3310, MKT 3300,** and **ACCT 2301** with an additional 9 hours to be selected from upper-level BA and Accounting courses. All course prerequisites must be met.

For a minor in Accounting, students must take: **ACCT 2301, ACCT 2302,** and **ACCT 3320.** Students choose an additional nine hours from upper-level ACCT courses. All course prerequisites must be met.

For a minor in Business Intelligence and Analytics, students must take **STAT 3360, MIS 4300** or **CS 4347, MIS 4350, MIS 4352, MIS 4350,** and one course from the following list of courses: **MIS 3320, MKT 3340.** Students pursuing this minor should be proficient in MS Excel and MS Access. The course prerequisite of **MIS 3300** will be exempt. All other prerequisites should be met.

For a minor in Enterprise Systems, students must take **ACCT 2301, BA 4321 or CS 4347, MIS 4300** or **MIS 4340,** with an additional 9 hours to be selected from the following list of courses: **MIS 4430 or CS 4376, MIS 4350, MIS 4353, MIS 4351, OPRE 4320, ACCT 3322, ACCT 4342.** Students completing the enterprise systems minor will be eligible to participate in SAP Business One and/or TERP 10 certification programs. Students pursuing this minor should be proficient in MS Excel and MS Access. The course prerequisite of **MIS 3300** will be exempt. All other prerequisites should be met.

For a minor in Finance, students must take: **ACCT 2301, FIN 3320, FIN 3390,** and an additional nine hours to be selected from upper-level finance courses listed as options under the finance degree. All course prerequisites must be met.

For a minor in Innovation and Entrepreneurship, students must take **ACCT 2301, FIN 3360, MKT 3300,** **ENTP 3301** and **ENTP 4311** with an additional 3 hours to be selected from **IMS 4310** (or **IMS 4320), FIN 3340, MIS 4343, MKT 3340, MKT 4321,** or **MKT 4351.** All course prerequisites must be met.

For a minor in Marketing, students must take **MKT 3300, MKT 3340, MKT 3320,** and **MKT 3330** with an additional six hours to be selected from MKT 4349, **MKT 4321, MIS 4343, MKT 4350, MKT 4360, MKT 4322** or **MKT 4380.** All course prerequisites must be met.

For a minor in Organizational Behavior, students must take **ACCT 2301, OBHR 4350, OBHR 3310,** and **IMS 4330** with an additional 6 hours to be selected from **BLAW 3301, BPS 4307, FIN 3340, OBHR 4310, OBHR 4352, OBHR 4333, MKT 4350,** and **OBHR 4360.**