Naveen Jindal School of Management

Bachelor of Science in Business Administration

Degree Requirements (120 hours)

I. Core Curriculum Requirements: 42 hours

Communication (6 hours)

3 hours Communication (RHET 1302)
3 hours Communication Elective (BCOM 3311)

Social and Behavioral Sciences (15 hours)

6 semester credit hours Government (GOVT 2301 and GOVT 2302)
6 hours American History
3 hours Social and Behavioral Science Elective (ECON 2301)

Humanities and Fine Arts (6 hours)

3 hours Fine Arts (ARTS 1301)
3 hours Humanities (HUMA 1301)

Mathematics and Quantitative Reasoning (6 hours)

6 hours Calculus (MATH 1325 and MATH 1326)

Science (9 hours including at least one course with a substantial laboratory component)

II. Major Requirements: 52-58 hours

Major Preparatory Courses (18 hours)

ACCT 2301 Introductory Financial Accounting
ACCT 2302 Introductory Management Accounting
BLAW 2301 Business and Public Law
ECON 2301 Principles of Macroeconomics
ECON 2302 Principles of Microeconomics
**MATH 1325** Applied Calculus I\(^2 \cdot 3 \cdot 4\)

**MATH 1326** Applied Calculus II\(^2 \cdot 3 \cdot 4\)

**OPRE 3333** Quantitative Business Analysis\(^2\)

or **MATH 2333** Matrices, Vectors, and Their Application\(^2 \cdot 5\)

**STAT 3360** Probability and Statistics for Management and Economics

or **OPRE 3360** Managerial Methods in Decision Making Under Uncertainty

### Major Core Courses (25 hours)

- **BA 3100** Professional Development
- **BCOM 3311** Business Communication\(^3\)
- **BCOM 4350** Advanced Business Communication
- **FIN 3320** Business Finance
- **MIS 3300** Introduction to Management Information Systems
- **OPRE 3310** Operations Management
- **OBHR 3310** Organizational Behavior
- **MKT 3300** Principles of Marketing
- **BPS 4305** Strategic Management
- **IMS 3310** International Business

### Major Related Courses (12-18 hours)

#### General Business (18 hours)

Required for all students: **ENTP 3301** Entrepreneurship

Breadth Core Courses for students not choosing a concentration. Select 15 hours from the following with at least 1 course from 3 of the 6 groups:

- **Group 1: Management** - OBHR prefix
- **Group 2: Marketing** - MKT prefix
- **Group 3: Finance and Accounting** - ACCT or FIN prefix
- **Group 4: Information Systems** - MIS prefix
- **Group 5: Business Environment** - BPS, BLAW, HMGT, or IMS prefixes
- **Group 6: Operations Management** - OPRE prefix

### For Students Choosing a Concentration

Core Courses for the Innovation and Entrepreneurship Concentration: (12 hours)

- **ENTP 3301** Entrepreneurship
- **ENTP 3360** Entrepreneurial Finance
  or **FIN 3360** Entrepreneurial Finance
- **ENTP 4311** Entrepreneurial Strategy & Business Models
- **ENTP 4320** Small Business Management
  or **ENTP 4350** Corporate Entrepreneurship

Core Courses for the Organizational Behavior Concentration (15 hours)

- **ENTP 3301** Entrepreneurship
- **OBHR 3311** Principles of Management
- **OBHR 3330** Introduction to Human Resource Management
- **OBHR 4350** Introduction to Leading and Managing
- **OBHR 4360** Advanced Organizational Behavior and Leadership

Core Courses for the Real Estate Concentration: (15 hours)

- **ENTP 3301** Entrepreneurship
- **MIS 3320** Business Analytics using Excel
  or **FIN 3390** Introduction to Financial Modeling
- **REAL 3305** Real Estate Principles
- **REAL 3365** Real Estate Finance and Advanced Principles
- **REAL 4321** Real Estate Law and Contracts

Core Courses for the Healthcare Management Concentration (12 hours)

- **ENTP 3301** Entrepreneurship
- **HMGT 4301** Introduction to Healthcare Management
- **HMGT 3311** Healthcare Accounting
- **HMGT 4321** Introduction to Healthcare Information Systems

Guided Electives for Concentrations:

Innovation and Entrepreneurship Concentration: (12 hours)

Guided Entrepreneurship Electives (12 hours selected from the following. At least 3
hours must have an ENTP prefix.)

The remaining Entrepreneurship Core Course not taken above (i.e., either ENTP 4320 Small Business Management or ENTP 4350 Corporate Entrepreneurship)

**ENTP 3320** Start-up Launch I  
**ENTP 3321** Start-up Launch II  
**ENTP 4340** Social Entrepreneurship  
**ENTP 4360** Innovation & Creativity  
**ENTP 4V90** Innovation and Entrepreneurship Internship  
**IMS 4310** Export Market Development  
  or **IMS 4320** International Marketing  
**MKT 3330** Introduction to Professional Selling  
**MKT 3340** Marketing Research  
**MKT 4330** Digital and Internet Marketing  
Another upper-division course may be substituted for the non-ENTP courses listed above with advance permission.

**Organizational Behavior Concentration:** (9 hours)

Nine hours to be selected from:

**OBHR 3320** Groups and Teams  
**OBHR 4300** Management of Non-Profit Organizations  
**OBHR 4310** Business Ethics  
**OBHR 4331** Compensation and Benefits Administration  
**OBHR 4333** Performance Management  
**OBHR 4334** Talent Acquisition and Management  
**OBHR 4352** Negotiation and Dispute Resolution  
**OBHR 4354** Leading Organizational Change  
**OBHR 4356** Power and Influence in Organizations  
**OBHR 4358** Transformational Leadership, Ethics, and Social Responsibility

**Healthcare Management Concentration:** (12 hours)

Twelve hours to be selected from:
HMG 4331, HMG 4341, OBHR 4350, OBHR 4310, MIS 4300, OBHR 4352, MKT 3340, MKT 4321, OPRE 3320, OPRE 4310, PA 3333, ECON 3330, or SPAN 3341.

Real Estate Concentration: (9 hours)

Nine hours to be selected from:

FIN 3360, FIN 4300, GEOG 3304, MIS 4300, MKT 3340, MKT 4321, OBHR 4352, OPRE 3330, PA 3377, REAL 4328, REAL 4365, REAL 4V80, or REAL 4V90.

III. Elective Requirements: 20-26 hours

Free Electives (7-16 hours)

Both lower- and upper-division courses may count as electives but students must complete at least 51 hours of upper-division courses to qualify for graduation. JSOM freshman are required to take BA 1100 Business Basics.

1. Curriculum Requirements can be fulfilled by other approved courses from accredited institutions of higher education. The courses listed in parentheses are recommended as the most efficient way to satisfy both Core Curriculum and Major Requirements at UT Dallas.

2. Indicates a prerequisite class to be completed before enrolling for upper-division classes.

3. A required Major course that also fulfills a Core Curriculum requirement. Hours are counted in Core Curriculum.

4. These hours are counted under Mathematics Core above; students may substitute MATH 2413 and MATH 2414 or MATH 2417 and MATH 2419.

5. Students may substitute MATH 2418 or CS 2305.