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, Real Estate, Healthcare Management, and Organizational Behavior/Human Resources Management 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, BS and MS 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 skills required to analyze financial information to make sound personal or business financial decisions, as well as effectively manage theirs or others' investments. Completion of the degree requirements will permit students to seek careers with private companies, corporations,
financial institutions, government agencies, or as consultants. In addition, with the appropriate choice of courses, a student should be able to successfully complete different financial industry certification exams that would enhance their careers.

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.

The Bachelor of Science in Supply Chain Management prepares students to recognize the needs of consumers and how to serve them better by designing, producing, and managing superior products and services with a 'bottom line' perspective. Students will also learn how to think strategically while focusing on effective analysis. The program places emphasis on three important elements: 1) supply chain management, 2) logistics and distribution, and 3) purchasing and sourcing. The secondary goal is to prepare students for a variety of roles in private, non-profit, and government sectors. Completion of degree requirements will prepare students for graduate study or entry-level management analyst positions in consultancy, operations, logistics and distribution, manufacturing, purchasing and sourcing, warehousing, information technology, and various other industrial sectors.

All degrees contain a central core of 25-28 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 may use a maximum of 9 credit hours of online-only distance learning business courses
toward their degree.

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

**Professors:** Ashiq Ali, Indranil R. Bardhan, Alain Bensoussan, Gary Bolton, Metín Çakanyıldırım, R.
G. Dess, David L. Ford Jr., Varghese S. Jacob, Ganesh Janakiraman, Elena Katok, Dmitri Kuksov,
Stanley Liebowitz, Zhiang (John) Lin, Sumit K. Majumdar, Vijay S. Mookerjee, B. P. S. Murthi, Shun-
Chen Niu, Özalp Özer, Mike W. Peng, Hasan Pirkul, Suresh Radhakrishnan, Srinivasan
Raghunathan, Ram C. Rao, Brian Ratchford, Michael J. Rebello, Sumit Sarkar, Suresh P. Sethi,
Kathryn E. Stecke, Wing Kwong (Eric) Tsang, John J. Wiorkowski, Harold Zhang

**Professor Emeritus:** Dale Osborne

**Clinical Professors:** Abhijit Biswas, Larry Chasteen, David Cordell, Tevfik Dalgic, Michael Deegan,
Howard Dover, Forney Fleming, Pamela Foster Brady, Randall S. Guttery, Charles Hazzard, Robert
Hicks, Marilyn Kaplan, Peter Lewin, John F. McCracken, Dennis McGuistion, Radha Mookerjee,
Padmakumar Nair, Joseph Picken, Divakar Rajamani, Rajiv Shah, Kenneth Smith, H. Joe Wells,
Habte Woldu, Fang Wu, Laurie L. Ziegler

**Associate Professors:** Nina Baranchuk, Norris Bruce, Huseyin Cavusoglu, Zhonglan Dai, Xianjun
Geng, Umit G. Gurun, J. Richard Harrison, Ernan E. Haruvy, Surya N. Janakiraman, Robert L.
Kieschnick Jr., Nanda Kumar, Seung-Hyun Lee, Livia Markóczy, Syam Menon, Alp Munichgolu,
Ramachandran (John) Natarajan, Valery Polkovichkno, Ashutosh Prasad, Orlando C. Richard,
Young U. Ryu, Jane Salk, David J. Springate, Jun Xia, Ying Xie, Yexiao Xu, Alejandro Zentner, Yuan
Zhang, Feng Zhao, Zhiqiang (Eric) Zheng

**Clinical Associate Professors:** Sonia Leach, Carolyn Reichert, Kelly Slaughter, Mark Thouin, John
McClain Watson

**Assistant Professors:** Mehmet Ayvaci, Jianqing Chen, Emily Choi, Rebecca Files, Bernhard
Ganglmair, Dorthée Honhon, Elisabeth Honka, Kyle Hyndman, Todd D. Kravet, Bin Li, Jun Li, Meng
Li, Ningzhong Li, Virginie Lopez-Kidwell, Arzu Ozoguz, Alessio Saretto, Harpreet Singh, Gonca P.
Soysal, Andrei Strijnev, Upender Subramanian, Yu Wang, Malcolm Wardlaw, Kelsey D. Wei, Han
(John) Xia, Nir Yehuda, Yuanping Ying, Jun Zhang, Xiaofei Zhao, Yibin Zhou

**Clinical Assistant Professors:** Hans-Joachim Adler, Shawn Alborz, Moran Bluestein, Ayfer Gurun,
Vance Lewis, Liping Ma, Ravi Narayan, Dawn Owens, Anastasia V. Shcherbakova

**Senior Lecturers:** Arthur M. Agulnek, Semiramis Amirpour, Frank Anderson, Mark Anderson, John
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 MS 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 BS degree AND those of the intended MBA/MS 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 UT Dallas 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 MS 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 BS / 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 BS degree and the MBA degree.

Fast Track BS / MS in Accounting: The MS 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 BS degree and the MS degree.

Fast Track BS / MS 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 coursework 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 MS degree.

Fast Track BS / MS in Healthcare Management: Students in the Business-Biology double major can Fast Track into this MS 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 MS degree.

Fast Track BS / MS 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 MS degree.

Fast Track BS / MS 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 BS degree and also satisfy the requirements for the MS degree.

Fast Track BS / MS 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 BS degree and also satisfy the requirements for an MS degree.

Fast Track BS / MS in Supply Chain Management: Students explore the key issues associated with the design and management of industrial supply chains. Qualified seniors may take up to 9 hours of graduate courses that will apply to the BS degree and also satisfy the requirements for the MS degree.

Minors

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

For a minor in Business Administration, students must take: OBHR 3310, MKT 3300, BCOM 3311, and MIS 3300 with an additional 6 hours of upper-division JSOM coursework as approved by the program director (students may not double count courses for both their major and their minor; thus, additional electives may need to be added). All course prerequisites must be met.

For a minor in Accounting, students must take: ACCT 2301 Introductory Financial Accounting, ACCT 2302 Introductory Management Accounting, ACCT 3331 Intermediate Financial Accounting I, ACCT 3350 Fundamentals of Taxation, ACCT 4342 Analysis and Design of Accounting Systems, and one elective must be upper-division (ACCT 3XXX or 4XXX - an Accounting course). 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 4351, MIS 4352, and one course from the following list of courses: MIS 3320, MKT 4330. 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, MIS 4300 or CS 4347, and MIS 4340, with an additional 9 hours to be selected from the following list of courses: MIS 4330 or CS 4376, MIS 4351, OPRE 4320, ACCT 3322, MIS 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 9 hours to be selected from upper-division 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 MKT 3300, ENTP 3301, and 9 hours selected from the following: ENTP 3360 or FIN 3360, ENTP 4311, ENTP 4320 or ENTP 4350, with an additional 3 hours to be selected from the following: the remaining ENTP courses listed above not previously taken, ENTP 3320 or ENTP 3321, ENTP 4340, ENTP 4360, or ENTP 4V90. 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 6 hours to be selected from: MKT 4380 Capstone, MKT 4331 (CRM), MKT 4332 Advanced Personal Selling, MKT 4V90 Marketing Internship, MKT 4350 Advertising, MKT 4340 Consumer Behavior, or MKT 4V83 Individual Study in Marketing. All course prerequisites must be met.

For a minor in Organizational Behavior/Human Resource Management, students must take: OBHR 3310, OBHR 3311, OBHR 3330, OBHR 4350, and OBHR 4360 with an addition 3 hours of upper-division OBHR coursework as approved by the program director (students may not double count courses for both their major and their minor; thus, additional electives may need to be added). All course prerequisites must be met.

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