Naveen Jindal School of Management

Bachelor of Science in Business Administration

Degree Requirements (120 semester credit hours)

Faculty


Professor Emeritus: Dale Osborne


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

Assistant Professors: Mehmet Ayvaci, Emily Choi, Rebecca Files, Bernhard Ganglmair, Dorothée Honhon, Elisabeth Honka, Kyle Hyndman, Atanu Lahiri, Sheen Levine, Bin Li, Jun Li, Meng Li, Ningzhong Li, Virginie Lopez-Kidwell, Arzu Ozoguz, Anyan Qi, Alessio Saretto, Harpreet Singh, Gonca P. Soysal, Upender Subramanian, Shaojie Tang, Christian Von-Drathen, Malcolm Wardlaw, Han (Victor) Xia, Shengqi Ye, Nir Yehuda, Jieying Zhang, Xiaofei Zhao

Clinical Assistant Professors: Hans-Joachim Adler, Shawn Alborz, Athena Alimirzaei, Moran Bluestein, John Gamino, Ayfer Gurun, Vance Lewis, Liping Ma, Dawn Owens, Anastasia V. Shcherbakova

Senior Lecturers: Arthur M. Agulnek, Semiramis Amirpour, Frank Anderson, Anindita Bardhan, Ronald Blair, Daniel Bochsler, Tiffany A. Bortz, Richard Bowen, Judd Bradbury, Monica E. Brussolo, George DeCourcy, Eugene (Gene) Deluke, Alexander Edsel, Amal El-Ashmawi, Carol Flannery, Mary Beth Goodrich, Maria Hasenhuttl, Julie Haworth, Thomas (Tom) Henderson, Jennifer G. Johnson, Lynn Carl Jones, Jackie Kimzey, Kristen Lawson, Chris Linsteadt, Diane S. McNulty, Madison Pedigo, Jared Pickens, Matt Polze, James
I. Core Curriculum Requirements: 42 semester credit hours

Communication: 6 semester credit hours

   COMM 1311 Survey of Oral and Technology-based Communication
   RHET 1302 Rhetoric

Mathematics: 3 semester credit hours

   MATH 1325 Applied Calculus I

Life and Physical Sciences: 6 semester credit hours

   Select any 6 semester credit hours from Life and Physical Sciences core courses (see advisor and degree requirements)

Language, Philosophy and Culture: 3 semester credit hours

   Select any 3 semester credit hours from Language, Philosophy and Culture core courses (see advisor)

Creative Arts: 3 semester credit hours

   Select any 3 semester credit hours from Creative Arts core courses (see advisor)

American History: 6 semester credit hours

   Select any 6 semester credit hours from American History core courses (see advisor)

Government / Political Science: 6 semester credit hours

   GOVT 2305 American National Government
   GOVT 2306 State and Local Government

Social and Behavioral Sciences: 3 semester credit hours

   ECON 2301 Principles of Macroeconomics

Component Area Option: 6 semester credit hours

   MATH 1326 Applied Calculus II
   ECON 2302 Principles of Microeconomics

II. Major Requirements: 61-67 semester credit hours (depending on the general or specific concentration plan)
Major Preparatory Courses: 15 semester credit hours beyond Core Curriculum

- **ACCT 2301** Introductory Financial Accounting\(^3\)
- **ACCT 2302** Introductory Management Accounting\(^3\)
- **BLAW 2301** Business and Public Law\(^3\)
- **ECON 2301** Principles of Macroeconomics\(^3, 4\)
- **ECON 2302** Principles of Microeconomics\(^3, 4\)
- **MATH 1325** Applied Calculus I\(^3, 4, 5\)
- **MATH 1326** Applied Calculus II\(^3, 4, 5\)
- **OPRE 3333** Quantitative Business Analysis\(^3\)
  or **MATH 2333** Matrices, Vectors, and Their Application\(^3, 6\)
- **STAT 3360** Probability and Statistics for Management and Economics
  or **OPRE 3360** Managerial Methods in Decision Making Under Uncertainty

Major Core Courses: 28 semester credit hours

- **BA 3100** Professional Development
- **BCOM 3310** Business Communication
- **BCOM 4350** Advanced Business Communication
- **FIN 3320** Business Finance
- **ITSS 3300** Information Technology for Business
- **OPRE 3310** Operations Management
- **OBHR 3310** Organizational Behavior
- **MKT 3300** Principles of Marketing
- **BPS 4305** Strategic Management
- **IMS 3310** International Business

Major Related Courses: 18-24 semester credit hours (depending on the general or specific concentration plan)

Students may follow a general Business Administration degree plan or instead choose a concentration from the following:

- Energy Management
- Innovation and Entrepreneurship
- Insurance
- Organizational Behavior/Human Resources Management
- Real Estate Investment Management

Sales

Each Concentration has core courses plus concentration electives.

General Business Option: 18 semester credit hours

Core course for General Business Option

ENTP 3301 Innovation and Entrepreneurship

General Business Option Electives:

Select 15 semester credit hours from the following with at least 1 course from 3 of the 6 groups:

Group 1: Management - ENTP or OBHR prefixes

Group 2: Marketing - MKT prefix

Group 3: Finance and Accounting - ACCT, ENGY, FIN, MECO, REAL or RMIS prefixes

Group 4: Information Systems - ITSS prefix

Group 5: Business Environment - BCOM, BPS, BLAW, HMGT, or IMS prefixes

Group 6: Operations Management - OPRE prefix

Energy Management Concentration Core Courses (15 semester credit hours)

MECO 3300 or ENGY 3300 Introduction to Energy Technology

FIN 4313 or ENGY 4313 Energy Finance

MECO 3330 or ENGY 3330 Energy Economics

MECO 4300 or ENGY 4300 Energy Land Management

MKT 3340 Marketing Research

Energy Management Concentration Electives (9 semester credit hours)

Nine semester credit hours to be selected from:

OPRE 4330 Logistics and Inventory Management

MECO 4342 Financial and Business Negotiation Analysis

FIN 4340 Options and Futures Markets

FIN 4345 Financial Information and Analysis

BLAW 4301 International Law

Innovation and Entrepreneurship Concentration Core Courses: (15 semester credit hours)

ENTP 3301 Innovation and Entrepreneurship

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

Innovation and Entrepreneurship Concentration Electives (9 semester credit hours selected from the following courses. At least 3 semester credit hours must have an ENTP prefix.)

- **ENTP 3320** Start-up Launch I  
- **ENTP 3321** Start-up Launch II  
- **ENTP 4330** Entrepreneurial Marketing  
- **ENTP 4340** Social Entrepreneurship  
- **ENTP 4360** Innovation and Creativity  
- **ENTP 4V00** Special Topics in Entrepreneurship  
- **ENTP 4V90** Innovation and Entrepreneurship Internship  
- **HMG 3301** Introduction to Healthcare Management  
- **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.

**Insurance Concentration Core Courses:** (15 semester credit hours)

- **RMIS 3370** or **FIN 3370** Principles of Risk Management and Insurance  
- **RMIS 4331** Business Liability Risk Management and Insurance  
- **RMIS 4332** Commercial Property Risk Management and Insurance  
- **RMIS 4333** Business Risk Management  
- **RMIS 4334** Insurance Law and Contracts

**Insurance Concentration Electives:** (9 semester credit hours)

- **FIN 3330** Personal Financial Planning  
- **FIN 3305** or **REAL 3305** Real Estate Principles  
- **MECO 4342** Financial and Business Negotiation Analysis
FIN 4335 Financial Aspects of Retirement and Employee Benefits  
FIN 4345 Financial Information and Analysis  
MKT 3340 Marketing Research

Organizational Behavior/Human Resources Management Concentration Core Courses: (15 semester credit hours)

ENTP 3301 Innovation and Entrepreneurship  
OBHR 3311 Principles of Management  
OBHR 3330 Introduction to Human Resource Management  
OBHR 4310 Business Ethics  
OBHR 4360 Capstone in Organizational Behavior

Organizational Behavior/Human Resources Management Concentration Electives: (9 semester credit hours)

Nine semester credit hours to be selected from:

OBHR 3320 Groups and Teams  
OBHR 4300 Management of Non-Profit Organizations  
OBHR 4331 Compensation and Benefits Administration  
OBHR 4333 Performance Management  
OBHR 4334 Talent Acquisition and Management  
OBHR 4350 Introduction to Leading and Managing  
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

Real Estate Investment Management Concentration Core Courses: (9 semester credit hours)

REAL 3305 Real Estate Principles  
REAL 3365 Real Estate Finance and Principles  
REAL 4321 Real Estate Law and Contracts

Real Estate Investment Management Concentration Electives: (15 semester credit hours)

Fifteen semester credit hours to be selected from:

Any JSOM upper level courses, PA 3377, GISC 4V96, MECO 4342, REAL 4328, REAL 4V80

Sales Concentration Core Courses: (12 semester credit hours)

- **MKT 3330** Introduction to Professional Sales
- **MKT 4331** Digital Prospecting
- **OBHR 3311** Principles of Management
- **OBHR 4352** Negotiation and Dispute Resolution

Sales Concentration Electives: (12 semester credit hours)

- **BCOM 4310** Strategic Business Communications
- **FIN 3305** or **REAL 3305** Real Estate Principles
- **FIN 3330** Personal Financial Planning
- **HMGT 3301** Introduction to Healthcare Management
- **MKT 3320** Product and Brand Management
- **MKT 4332** Advanced Personal Selling
- **MKT 4333** Retailing and Distribution
- **OBHR 4310** Business Ethics
- **MKT 4V90** Marketing Internship*

* A three credit hour internship may be used for ONE Sales elective. All internships must be approved by the program.

III. Elective Requirements: 11-17 semester credit hours (depending on the general or specific concentration plan)

Free Electives: 11-17 semester credit hours

Both lower- and upper-division courses may count as electives but students must complete at least 51 semester credit hours of upper-division courses to qualify for graduation.

JSOM freshmen are required to take **BA 1100** Business Basics.

Each student is expected to complete a minimum of 160 hours of business-related work to fulfill the JSOM professional practicum requirement.

1. Incoming freshmen must enroll and complete requirements of UNIV 1010 and the corresponding school-related freshman seminar course. Students, including transfer students, who complete their core curriculum at UT Dallas must take UNIV 2020.
2. Curriculum Requirements can be fulfilled by other approved courses from institutions of higher education. The courses listed are recommended as the most efficient way to satisfy both Core Curriculum and Major Requirements at UT Dallas.
3. Indicates a prerequisite class to be completed before enrolling for upper-division classes.
4. A required Major course that also fulfills a Core Curriculum requirement. Semester credit hours are counted in Core Curriculum.
5. Students may elect to substitute MATH 2413 and MATH 2414 or MATH 2417 and MATH 2419.
6. Students may substitute MATH 2418 or CS 2305.