Naveen Jindal School of Management

Business Administration (BS)

Bachelor of Science in Business Administration

Degree Requirements (120 semester credit hours)

Faculty


**Professor Emeritus:** Dale Osborne


**Clinical Associate Professors:** Shawn Alborz, Larry Chasteen, Sonia Leach, Kannan Ramanathan, Carolyn Reichert, Avanti P. Sethi, Kelly Slaughter, James Szot, Mark Thouin, John McClain Watson

**Assistant Professors:** Mehmet Ayvaci, Emily Choi, Bernhard Ganglmair, Dorothee Honhon, Kyle Hyndman, Atanu Lahiri, Sheen Levine, Bin Li, Jun Li, Meng Li, Ningzhong Li, Xiaolin Li, Naim Bugra Ozel, Arzu Ozoguz, Anyan Qi, Alejandro Rivera Mesias, Alessio Saretto, Serdar Simsek, Gonca P. Soysal, Shaojie Tang, Christian Von-Drathen, Malcolm Wardlaw, Han (Victor) Xia, Steven Xiao, Shengqi Ye, Nir Yehuda, Jieying Zhang, Zhe (James) Zhang, Xiaofei Zhao

**Clinical Assistant Professors:** Athena Alimirzaei, Moran Blueshtein, Judd Bradbury, John Gamino, Ayfer Gurun, Maria Hasenhuittl, Julie Haworth, Jeffery (Jeff) Hicks, Kristen Lawson, Vance Lewis, Liping Ma, Ravi Narayan, Dawn Owens, Anastasia V. Shcherbakova, Jeanne Sluder, Nassim Sohaee
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 Accounting³
ACCT 2302 Introductory Management Accounting³
BLAW 2301 Business and Public Law³
ECON 2301 Principles of Macroeconomics³, 4
ECON 2302 Principles of Microeconomics³, 4
MATH 1325 Applied Calculus I³, 4, 5
MATH 1326 Applied Calculus II³, 4, 5
OPRE 3333 Quantitative Business Analysis³

or MATH 2333 Matrices, Vectors, and Their Application³, 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:
• Business Economics
• 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

**Business Economic Concentration Core Courses (15 semester credit hours)**

[**ECON 3310**](#) Intermediate Microeconomic Theory
[**ECON 3311**](#) Intermediate Macroeconomic Theory
[**MECO 4342**](#) Financial and Business Negotiation Analysis
[**MECO 4351**](#) Industrial Organization and Corporate Strategy
[**MECO 4352**](#) Applied Econometrics and Times Series Analysis

**Business Economics Concentration Electives (9 semester credit hours)**

Nine semester credit hours selected from any upper division business course.

**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

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

Innovation and Entrepreneurship Concentration Core Courses: (12 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
or ENTP 4350 Corporate Entrepreneurship

Innovation and Entrepreneurship Concentration Electives (12 semester credit hours selected from the following courses. At least 6 semester credit hours must have an ENTP prefix.)
ENTP 4320 Small Business Management
or ENTP 4350 Corporate Entrepreneurship
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
HMGT 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  
OBHR 3311 Principles of Management  
MKT 4336 E-Retailing and Analytics  
MKT 4338 Marketing Digital Content Creation  

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  
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**

**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.
7. If not taken as core.

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