Naveen Jindal School of Management

Business Administration (BS)

Bachelor of Science in Business Administration

**Degree Requirements** [120 semester credit hours]¹

*View an Example of Degree Requirements by Semester*

**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, McClain Watson

**Associate Professors:** Nina Baranchuk, Norris Bruce, Jianqing Chen, Zhonglan Dai, Rebecca Files, Xianjun Geng, J. Richard Harrison, Ernan E. Haruvy, Surya N. Janakiraman, Robert L. Kieschnick Jr., Seung-Hyun Lee, Ningzhong Li, Lívia Markóczy, Amit Mehra, Toyah Miller, Alp Muharremoglu, Ramachandran (Ram) Natarajan, Valery Polkovnichenko, Ashutosh Prasad, Orlando C. Richard, Young U. Ryu, Gil Sadka, Jane Salk, Harpreet Singh, David J. Springate, Upender Subramanian, Kelsey D. Wei, Han (Victor) Xia, Jun Xia, Ying Xie, Yexiao Xu, Alejandro Zentner, Jiaying Zhang, Yuan Zhang, Feng Zhao, Zhiqiang (Eric) Zheng, Yibin Zhou

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

**Assistant Professors:** Mehmet Ayvaci, Emily Choi, Bernhard Ganglmair, Dorothée Honhon, Kyle Hyndman, Atanu Lahiri, Sheen Levine, Bin Li, Jun Li, Meng 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, Steven Xiao, Shengqi Ye, Nir Yehuda, Zhe (James) Zhang, Xiaofei Zhao

**Clinical Assistant Professors:** Athena Alimirzaei, Moran Blueshtein, Judd Bradbury, John Gamino, Ayfer Gurun, Maria Hasenhuttl, Julie Haworth, Jeffery (Jeff) Hicks, Kristen Lawson, Vance Lewis, Liping Ma, Ravi Narayan, Dawn Owens, Parneet Pahwa, Anastasia V. Shcherbakova, Jeanne Sluder, Nassim Sohaee

**Visiting Assistant Professor:** Lale Guler

**Senior Lecturers:** Arthur M. Agulnek, Semiramis Amirpour, Frank Anderson, Anindita Bardhan, Tiffany A. Bortz, Richard Bowen, Monica E. Brussolo, George DeCourcy, Eugene (Gene) Deluke, Alexander Edsel, Amal El-Ashmawi, Carol Flannery, Mary Beth Goodrich, Thomas (Tom) Henderson, Jennifer G. Johnson, Jackie Kimzey, Chris Linsteadt, Michele Lockhart, Joseph Mauriello, Victoria D. McCrady, Edward Meda, Prithi Narasimhan, Madison Pedigo, Matt Polze, James Richards, Debra Richardson, Margaret Smallwood, Steven Solcher, Luell (Lou) Thompson, Amy L. Troutman, Jeremy Vickers, Robert Wright, Kathy Zolton, Hubert Zydorek

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: 62-68 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: 29 semester credit hours

- **BA 1100** Business Basics and **BA 3100** Professional Development$^7$
  
  or **BA 3200** Introduction to Business Professional Development and Business Communication$^7$
- **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
or ENTP 3320 with prior permission of instructor
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 Analytics
- Business Economics
- Energy Management
- Innovation and Entrepreneurship
- Insurance
- Real Estate Investment Management
- Sales

Each Concentration has core courses plus concentration electives.

**General Business Option**

Core course (3 semester credit hours)

ENTP 3301 Innovation and Entrepreneurship

Electives (15 semester credit hours)

A practicum experience is required; the student has the option of zero to 3 semester credit hours, depending on the particular internship, and preference for additional electives.

BA 4V90 Management Internship

BA 4090 Management Internship

Choose from the following to fulfill remaining Elective semester credit hours. 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 Analytics Concentration

Core Courses (12 semester credit hours)
- **FIN 3390** Introduction to Financial Modeling
- **FIN 3395** Financial Modeling and Valuation
- **MKT 3340** Marketing Research
- **OBHR 4337** HR Analytics

Electives (9 semester credit hours)

A practicum experience is required; the student has the option of zero to 3 semester credit hours, depending on the particular internship, and preference for additional electives.

- **FIN 4V80** Practicum in Finance
- **FIN 4080** Practicum in Finance
- **ITSS 4V90** ITSS Internship
- **ITSS 4090** Information Technology and Systems Internship
- **MKT 4V90** Marketing Internship
- **MKT 4090** Marketing Internship

Choose from the following to fulfill remaining Elective semester credit hours:

- **ACCT 4301** or **ITSS 4301** Database Systems
- **ITSS 3312** Object-Oriented Programming
- **ITSS 4300** Database Fundamentals
- **OPRE 4320** or **ITSS 4343** Integrated SCM Information Systems

Business Economics Concentration

Core Courses (15 semester credit hours)
- **FIN 3350** Macroeconomics and Financial Markets
- **MECO 4351** Industrial Organization and Corporate Strategy
MECO 4352 Applied Econometrics and Times Series Analysis

And two courses approved by the department

Electives (9 semester credit hours)

A practicum experience is required; the student has the option of zero to 3 semester credit hours, depending on the particular internship, and preference for additional electives.

BA 4V90 Management Internship
BA 4090 Management Internship

Choose from the following to fulfill remaining Elective semester credit hours:

FIN 3390 Introduction to Financial Modeling
MECO 4342 Financial and Business Negotiation Analysis
RMIS 3370 or FIN 3370 Principles of Risk Management and Insurance
REAL 3305 or FIN 3305 Real Estate Principles
MKT 3340 Marketing Research

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

Electives (9 semester credit hours)

A practicum experience is required; the student has the option of zero to 3 semester credit hours, depending on the particular internship, and preference for additional electives.

BA 4V90 Management Internship
BA 4090 Management Internship

Choose from the following to fulfill remaining Elective semester credit hours:

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

Select 9 semester credit hours from the following:

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

Electives (12 semester credit hours)

A practicum experience is required; the student has the option of zero to 3 semester credit hours, depending on the particular internship, and preference for additional electives.

- **ENTP 4V90** Innovation and Entrepreneurship Internship
- **ENTP 4090** Innovation and Entrepreneurship Internship

Choose from the following to fulfill remaining Elective semester credit hours. At least 6 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
- **HMGT 3301** Introduction to Healthcare Management
- **IMS 4310** Export Market Development
- **IMS 4320** or **MKT 4320** International Marketing
- **IMS 4330** Global Human Resource Management
- **MKT 3330** Introduction to Professional Selling
- **MKT 3340** Marketing Research
- **ENTP 4335** or **MKT 4330** Digital and Internet Marketing
- **ENTP 4331** or **MKT 4331** Digital Prospecting
- **OBHR 3311** Principles of Management
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** or **FIN 4331** Business Liability Risk Management and Insurance
- **RMIS 4332** or **FIN 4332** Commercial Property Risk Management and Insurance
- **RMIS 4333** or **FIN 4333** Overview of Enterprise Risk Management
- **RMIS 4334** or **FIN 4334** Insurance Law and Contracts

Electives (9 semester credit hours)

A practicum experience is required; the student has the option of zero to 3 semester credit hours, depending on the particular internship, and preference for additional electives.

- **FIN 4V80** Practicum in Finance
- **FIN 4080** Practicum in Finance
- **MKT 4V90** Marketing Internship
- **MKT 4090** Marketing Internship

Choose from the following to fulfill remaining Elective 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

**Real Estate Investment Management Concentration**

Core Courses: (9 semester credit hours)

- **REAL 3305** or **FIN 3305** Real Estate Principles
- **REAL 3365** or **FIN 3365** Real Estate Finance and Principles
- **REAL 4321** or **FIN 4321** Real Estate Law and Contracts

Electives (15 semester credit hours)
A practicum experience is required; the student has the option of zero to 3 semester credit hours, depending on the particular internship, and preference for additional electives.

**REAL 4V80** Internship in Real Estate  
**REAL 4090** Real Estate Internship

Choose from the following to fulfill remaining Elective semester credit hours:

Any JSOM upper level courses, **PA 3377** or **GISC 4385**

### Sales Concentration

**Core Courses (12 semester credit hours)**

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

**Electives (12 semester credit hours)**

A practicum experience is required; the student has the option of zero to 3 semester credit hours, depending on the particular internship, and preference for additional electives.

- **MKT 4V90** Marketing Internship  
- **MKT 4090** Marketing Internship

Choose from the following to fulfill remaining Elective 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

### III. Elective Requirements: 10-16 semester credit hours (depending on the general or specific concentration plan)

**Free Electives: 10-16 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.

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. JSOM freshmen are required to take BA 1100 and BA 3100. Transfer students and students new to JSOM are required to take BA 3200.

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

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