Naveen Jindal School of Management

Business Administration (BS)

Bachelor of Science in Business Administration

**Degree Requirements** *(120 semester credit hours)*

View an Example of Degree Requirements by Semester

Faculty


**Professor Emeritus:** Dale Osborne

**Clinical Professors:** John Barden, Britt Berrett, Abhijit Biswas, Ranavir Bose, Pamela Foster Brady, Shawn Carrher, Larry Chasteen, Paul Convery, David Cordell, Kutsal Dogan, Howard Dover, Forney Fleming III, John Gamino, Randall S. Guttery, Charles Hazzard, William Hefley, Robert Hicks, Gerald (Jerry) Hoag, Marilyn Kaplan, Ching-Chung Kuo, Sonia Leach, Peter Lewin, Jeffrey Manzi, John F. McCracken, Dennis McCuistion, Diane S. McNulty, Joseph Picken, Divakar Rajamani, Daniel Rajaratnam, David Ritchey, Rajiv Shah, Mark Thouin, Keith Thurgood, Jeff Weekley, Habte Woldu, Fang Wu, Laurie L. Ziegler

**Associate Professors:** Nina Baranchuk, Norris Bruce, Jianqiing Chen, Zhonglan Dai, Rebecca Files, Xianjun Geng, J. Richard Harrison, Dorothee Honhon, Kyle Hyndman, Surya N. Janakiraman, Robert L. Kieschnick Jr., Atanu Lahiri, Jun Li, Ningzhong Li, Livia Markóczy, Amit Mehra, Toyah Miller, Ramachandran (Ram) Natarajan, Naim Bugra Ozel, H. Dennis Park, Valery Polkovnichenko, Cului Qian, 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, Jieying Zhang, Yuan Zhang, Feng Zhao, Yibin Zhou

**Clinical Associate Professors:** Steven Guengerich, Lale Guler, David Parks, Carolyn Reichert, Avanti P. Sethi, Kelly Slaughter, Jeanne Sluder, James Szot, McClain Watson

**Assistant Professors:** Mehmet Ayvaci, Qi (George) Chen, Khai Chiong, Emily Choi, Bernhard Ganglmair, Nathan Goldman, Ying Huang, Sora Jun, Sheen Levine, Meng Li, Xiaolin Li, Maria Loumioti, Jean-Marie Meier, Radha Mookerjee, Anyan Qi, Alejandro Rivera Mesias, Alessio Saretto, Simon
I. Core Curriculum Requirements: 42 semester credit hours

Communication: 6 semester credit hours

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

Mathematics: 3 semester credit hours

   MATH 1325 Applied Calculus

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

Choose one of the following:  
- **BA 1320** Business in a Global World³ 4  
- **ECON 2301** Principles of Macroeconomics³ 4  
- **ECON 2302** Principles of Microeconomics³ 4

Component Area Option: 6 semester credit hours

Choose two of the following:  
- **BA 1320** Business in a Global World³ 4  
- **ECON 2301** Principles of Macroeconomics³ 4  
- **ECON 2302** Principles of Microeconomics³ 4

II. Major Requirements: 59-68 semester credit hours (depending on the general or specific concentration plan)

**Major Preparatory Courses: 12 semester credit hours beyond Core Curriculum**

- **ACCT 2301** Introductory Financial Accounting³  
- **ACCT 2302** Introductory Management Accounting³  
- **BLAW 2301** Business and Public Law³  
- **MATH 1325** Applied Calculus I³ 4 5  
- **OPRE 3360** Managerial Methods in Decision Making Under Uncertainty  
  or **STAT 3360** Probability and Statistics for Management and Economics  
- **BA 1310** Principles of Business Decision Making  
  or **ECON 2301** Principles of Macroeconomics³ 4  
- **BA 1320** Business in a Global World³ 4  
  or **ECON 2302** Principles of Microeconomics³ 4

**Major Core Courses: 29-32 semester credit hours**

- **BA 1100** Business Basics and **BA 3100** Professional Development⁶  
  or **BA 3200** Introduction to Business and Professional Development⁶  
- **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
    or OBHR 3330 Introduction to Human Resource Management
MKT 3300 Principles of Marketing
BPS 4305 Strategic Management
    or ENTP 3320 Start-up Launch I (with prior permission of instructor)
IMS 3310 International Business

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

ENTP 4340 Social Sector Engagement and Community Outreach
BA 4095 Social Sector Engagement and Community Outreach Practicum

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
- Risk Management and 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 - BA, 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** Financial Markets and Institutions
- **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:

- **ENGY 3340** Energy Law and Contracts
- **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

BA 4V90 Management Internship

BA 4090 Management 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 Sector Engagement and Community Outreach

ENTP 4360 Innovation and Creativity

ENTP 4V00 Special Topics in Entrepreneurship

ENTP 4320 Small Business Management

or ENTP 4350 Corporate 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

MKT 4336 E-Retailing

MKT 4338 Marketing Content Creation

Another upper-division course may be substituted for the non-ENTP courses listed above with advance permission.

Risk Management and 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

RMIS 3375 Life, Accident and Health Insurance
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
- **BA 4V90** Management Internship
- **BA 4090** Management 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 (9 semester credit hours)

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

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.

- **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
III. Elective Requirements: 10-19 semester credit hours (depending on the general or specific concentration plan)

**Free Electives: 10-19 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 or MATH 2417.

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

7. ENTP 3320 can be used to fulfill elective hours for the Innovation and Entrepreneurship Concentration if not counted as a Major Core Course.

8. ENTP 4320 or ENTP 4350 can be used to fulfill elective hours for the Innovation and Entrepreneurship Concentration if not counted as a Concentration Core Course.

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

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