Naveen Jindal School of Management

Marketing (BS)

Bachelor of Science in Marketing

**Degree Requirements** (120 semester credit hours)\(^1\)

*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 Carraher, 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, Divakar Rajamani, Daniel Rajaratnam, David Ritchey, Rajiv Shah, Mark Thouin, Keith Thurgood, Jeff Weekley, Habte Woldu, Fang Wu, Laurie L. Ziegler

**Associate Professors:** Mehmet Ayvaci, Nina Baranchuk, Norris Bruce, Jianqing Chen, Zhonglan Dai, Rebecca Files, Jianjun Geng, J. Richard Harrison, Dorothée Honhon, Kyle Hyndman, Surya N. Janakiraman, Robert L. Kieschnick Jr., Atanu Lahiri, Jun Li, Ningzhong Li, Lívia Markóczy, Amit Mehra, Toyah Miller, Ramachandran (Ram) Natarajan, Naim Bugra Ozel, H. Dennis Park, Valery Polkovnichenko, Cuili 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:** Shawn Alborz, Steven Guengerich, Lale Guler, Dawn Owens, David Parks, Carolyn Reichert, Avanti P. Sethi, Kelly Slaughter, James Szot, McClain Watson

**Assistant Professors:** Qi (George) Chen, Khai Chiong, Emily Choi, Bernhard Ganglmair, Nathan Goldman, Ying Huang, Sora Jun, Sheen Levine, Meng Li, Xiaolin Li, Maria Loumioiti, Jean-Marie Meier, Radha Mookerjee, Anyan Qi, Alejandro Rivera Mesias, Alessio Saretto, Simon Siegenthaler, Serdar Simsek, Shaojie Tang, Christian Von-Drathen, Shouqiang Wang, Malcolm Wardlaw, Junfeng Wu, Steven Xiao,
Shengqi Ye, Nir Yehuda, Zhe (James) Zhang, Xiaofei Zhao

**Clinical Assistant Professors:** Athena Alimirzaei, Christina (Krysta) Betanzos, Moran Blueshtein, Judd Bradbury, Jerome Gafford, Ayfer Gurun, Maria Hasenhuttl, Julie Haworth, Jeffery (Jeff) Hicks, Revansiddha Khanapure, Kristen Lawson, Kathryn Lookadoo, Liping Ma, Sarah Moore, Ravi Narayan, Parneet Pahwa, Jason Parker, Drew Peabody, Jeanne Sluder, Nassim Sohaee

**Senior Lecturers:** Semiramis Amirpour, Frank Anderson, Vivek Arora, Tiffany A. Bortz, Richard Bowen, Monica E. Brussolo, Juliann Chapman, 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, Joseph Mauriello, Victoria D. McCrady, Edward Meda, Robert (Stephen) Molina, Prithi Narasimhan, Mohammad Naseri Taheri, Madison Pedigo, Matt Polze, James Richards, Debra Richardson, Anindita Roy Bardhan, Kashif Saeed, Margaret Smallwood, Steven Solcher, Luell (Lou) Thompson, Amy L. Troutman, Robert Wright, Kathy Zolton, Hubert Zydorek

I. Core Curriculum Requirements: 42 semester credit hours

**Communication: 6 semester credit hours**

- **COMM 1315** Public Speaking
  
  or **COMM 1311** Survey 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 1310 Making Choices in Free Market Systems
- BA 1320 Business in a Global World
- ECON 2301 Principles of Macroeconomics
- ECON 2302 Principles of Microeconomics

Component Area Option: 6 semester credit hours
Choose two of the following:
- BA 1310 Making Choices in Free Market Systems
- BA 1320 Business in a Global World
- ECON 2301 Principles of Macroeconomics
- ECON 2302 Principles of Microeconomics

II. Major Requirements: 62 semester credit hours

Major Preparatory Courses: 12 semester credit hours beyond Core Curriculum
- ACCT 2301 Introductory Financial Accounting
- ACCT 2302 Introductory Management Accounting
- BLAW 2301 Business and Public Law
- MATH 1325 Applied Calculus
- STAT 3360 Probability and Statistics for Management and Economics
  or OPRE 3360 Managerial Methods in Decision Making Under Uncertainty
- BA 1310 Making Choices in Free Market Systems
  or ECON 2302 Principles of Microeconomics
- BA 1320 Business in a Global World
  or ECON 2301 Principles of Macroeconomics

Major Core Courses: 26 semester credit hours
- BA 1100 Business Basics and MKT 3100 Professional Development
  or MKT 3200 Introduction to Business and 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 3330** Introduction to Human Resource Management

or **OBHR 3310** Organizational Behavior

**MKT 3300** Principles of Marketing

**IMS 3310** International Business

**Major Related Courses: 12 semester credit hours**

**MKT 3340** Marketing Research

**MKT 4330** Digital and Internet Marketing

**MKT 3330** Introduction to Professional Selling

**MKT 4380** Capstone Course in Marketing or **ENTP 3320** Start-up Launch I

**Guided 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

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.

**IMS 4335** Social Sector Entrepreneurship and Community Engagement

or **ENTP 4340** Social Sector Entrepreneurship and Community Engagement

or **MKT 4360** Social Marketing

or **BA 4095** Social Sector Engagement and Community Outreach Practicum

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

Nine semester credit hours to be selected from:

**MKT 3320, MKT 4331, MKT 4332, MKT 4333, MKT 4334, MKT 4335, MKT 4336, MKT 4337, MKT 4338, MKT 4340, MKT 4350, MKT 4360, MKT 4370, MKT 4V83, MKT 4V90, or MKT 4V93**

Remaining semester credit hours to be selected from:

**ATCM 3350, ATCM 2303, BA 4299, BA 4199, ENTP 3301, ENTP 4311, ENTP 4340, IMS 4310, or ITSS 4312.**
III. Elective Requirements: 16 semester credit hours

**Free Electives: 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 or MATH 2417.

6. Certain courses listed are prerequisites for major core (e.g., BA 1320 or ECON 2301 for IMS 3310), major concentration, or major related courses. Choose accordingly.

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

8. MKT 4V90 will count as three semester credit hours in one of the Elective options.

9. Courses listed can be used to fulfill hours for Marketing Guided Electives if not already used elsewhere.