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**


**Associate Professors:** Mehmet Ayvaci, Nina Baranchuk, Norris Bruce, Jianqing Chen, Zhonglan Dai, Rebecca Files, Dorothee Honhon, Bin Hu, Kyle Hyndman, Surya N. Janakiraman, Robert L. Kieschnick Jr., Atanu Lahiri, Jun Li, Ningzhong Li, Livia Markoczy, Amit Mehra, Toyah Miller, Ramachandran (Ram) Natarajan, Naim Bugra Ozel, H. Dennis Park, Cuili Qian, Orlando C. Richard, Young U. Ryu, Gil Sadka, 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

**Assistant Professors:** Khai Chiong, Emily Choi, Andrew Frazelle, Ying Huang, Joonhwi Joo, Sora Jun, Sheen Levine, Meng Li, Maria Loumioti, Jean-Marie Meier, Radha Mookerjee, Anyan Qi, Alejandro Rivera Mesias, Alessio Saretto, Simon Siegenthaler, Serdar Simsek, Shaojie Tang, Xiaoxiao Tang, Shervin Tehrani, Ashwin Venkataraman, Christian Von-Drathen, Guihua Wang, Shouqiang Wang, Junfeng Wu, Steven Xiao, Yingjie Zhang, Zhe (James) Zhang, Xiaofei Zhao

**Professors Emeriti:** Dale Osborne, John J. Wiorkowski

**Assistant Professors Emeriti:** J. Richard Harrison, Jane Salk

**Clinical Professors:** John Barden, Britt Berrett, Abhijit Biswas, Ranavir Bose, Shawn Carraher, Larry Chasteen, David Cordell, Howard Dover, John Gamino, Randall S. Guttery, Charles Hazzard, William Hefley, Marilyn Kaplan, Sonia Leach, Peter Lewin, Jeffrey Manzi, Diane S. McNulty, Divakar Rajamani, Daniel Rajaratnam, Kannan Ramanathan, David Ritchey, Rajiv Shah, Mark Thouin, Jeff Weekley, Habte Woldu, Fang Wu, Laurie L. Ziegler

**Clinical Associate Professors:** Shawn Alborz, Dawn Owens, Avanti P. Sethi, Ramesh Subramoniam,
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Clinical Assistant Professors: Athena Alimirzaei, Moran Blueshtein, Judd Bradbury, Sourav Chatterjee, 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, Nassim Sohaee

Assistant Professor of Instruction: Rasoul Ramezani


I. Core Curriculum Requirements: 42 semester credit hours

Communication: 6 semester credit hours

Select any 6 semester credit hours from Communication Core courses (see advisor)

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: 60-69 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 Accounting
- **ACCT 2302** Introductory Management Accounting
- **BLAW 2301** Business and Public Law
- **MATH 1325** Applied Calculus I
- **OPRE 3360** Managerial Methods in Decision Making Under Uncertainty
  or **STAT 3360** Probability and Statistics for Management and Economics

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

Major Core Courses: 30-33 semester credit hours

- **BCOM 1300** Introduction to Professionalism and Communication in Business
or **BCOM 3300** Professionalism and Communication in Business

**BCOM 4300** Managing Communications in Business

**IMS 3310** International Business

**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)

**BPS 4395** Capstone Senior Project- Business

or **ENTP 4395** Capstone Senior Project- Entrepreneurship

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

**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 (**General Business Option**) 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.

In any of the options, course prerequisites must be met.
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 groups (prefixes) to fulfill remaining Elective semester credit hours, not used in Major Core or Major Related Core, to fulfill remaining Elective semester credit hours. Students choosing this option must select their courses from at least 3 different 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 hour):

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
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

Other upper-division courses may be used to fulfill Electives with advance written permission from Business Analytics Program Director.

**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 Time 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 (12 semester credit hours):**

**ENGY 3301** Managing Carbon Assets: Oil, Gas, and Coal
**ENGY 3302** Managing Power and Renewable Energy Assets; Sustainability
And choose 2 of the following:

- **ENGY 3340** Energy Law and Contracts or **BLAW 4301** International Law
- **FIN 4313** or **ENGY 4313** Energy Finance
- **MECO 4342** Financial and Business Negotiation Analysis

**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.

- **BA 4V90** Management Internship
- **BA 4090** Management Internship

Choose from the following to fulfill remaining Elective semester credit hours, if not already chosen as energy core:

- **ENGY 3340** Energy Law and Contracts or **BLAW 4301** International Law
- **FIN 4313** or **ENGY 4313** Energy Finance
- **MECO 4342** Financial and Business Negotiation Analysis
- **MECO 3330** or **ENGY 3330** Energy Economics
- **MECO 4300** or **ENGY 4300** Energy Land Management
- **OPRE 4330** Global Logistics and Inventory Management
- **FIN 4340** Options and Futures Markets
- **FIN 4345** Financial Information and Analysis
- **NATS 2333** Energy, Water, and the Environment
- **GEOS 1303** Physical Geology

**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 Entrepreneurship and Community Engagement  
**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 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: (12 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
REAL 4328 or FIN 4328 Real Estate Valuation

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.

FIN 4V80 Practicum in Finance
FIN 4080 Practicum in Finance
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 Selling
- **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
- **HMG 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: 9-18 semester credit hours (depending on the general or specific concentration plan)

**Free Electives: 9-18 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.
Certificate in Innovation and Entrepreneurship: 9 semester credit hours

The Certificate in Innovation and Entrepreneurship introduces students to the curriculum available at Jindal School of Management while also offering tangible real-world experience in developing a startup concept or a foundation in corporate innovation.

**ENTP 3301** Innovation and Entrepreneurship

And 6 semester credit hours to be selected from:

**ENTP 4311** Entrepreneurial Strategy and Business Models

**ENTP 4320** Small Business Management

**ENTP 4350** Corporate Entrepreneurship

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

**ENTP 3320** Start-up Launch I

**ENTP 3321** Start-up Launch II

Students in a technical degree program can substitute a technical design capstone course for one of the selectable ENTP courses.

The technical capstone courses include any of the following:

**ATCM 4398** Capstone Project

**BMEN 4388** Senior Design Project I

or **BMEN 4389** Senior Design Project II

**CE 4388** or **EE 4388** Senior Design Project I

or **CE 4389** or **EE 4389** Senior Design Project II

**CS 4485** Computer Science Project

**MECH 4381** Senior Design Project I

or **MECH 4382** Senior Design Project II

**SE 4485** Software Engineering Project

Minor in Business Administration: 18 semester credit hours

**OBHR 3310** Organizational Behavior

**MKT 3300** Principles of Marketing
And an additional 6 semester credit hours of upper-division JSOM coursework as approved by the program director (students may not double count courses for both their major and their minor; thus, additional electives may need to be added).

All other prerequisites should be met.

**Minor in Business Intelligence and Analytics: 18 semester credit hours**

**STAT 3360** Probability and Statistics for Management and Economics

or **OPRE 3360** Managerial Methods in Decision Making Under Uncertainty

**ITSS 4300** Database Fundamentals

or **CS 4347** Database Systems

**ITSS 4351** Foundations of Business Intelligence

**ITSS 4352** Introduction to Web Analytics

**ITSS 4353** Business Analytics

Also choose one course from the following:

**ITSS 4354** Advanced Big Data Analytics

**ITSS 4355** Data Visualization

All other prerequisites should be met.

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 1310 or BA 1320 or ECON 2301 for IMS
3310), major concentration, or major related courses. Choose accordingly.

7. JSOM freshmen are required to take BCOM 1300. Transfer students and students new to JSOM are required to take BCOM 3300.

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

9. 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.

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

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