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

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Associate Professors: Mehmet Ayvaci, Nina Baranchuk, Norris Bruce, Zhonglan Dai, Rebecca Files, 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, Young U. Ryu, Gil Sadka, Harpreet Singh, Upender Subramanian, Shaojie Tang, Kelsey D. Wei, Han (Victor) Xia, Yexiao Xu, Alejandro Zentner, Jieying Zhang, Yuan Zhang, Feng Zhao, Yibin Zhou

Assistant Professors: Emily Choi, Joonhwi Joo, Sheen Levine, Meng Li, Radha Mookerjee, Anyan Qi, Alejandro Rivera Mesias, Alessio Saretto, Serdar Simsek, Shervin Tehrani, Christian Von-Drathen, Shouqiang Wang, Steven Xiao, Zhe (James) Zhang

Associate Professors Emeriti: J. Richard Harrison, Jane Salk

Clinical Professors: Abhijit Biswas, Larry Chasteen, David Cordell, Howard Dover, John Gamino, Randall S. Guttery, William Hefley, Sonia Leach, Peter Lewin, Jeffrey Manzi, Divakar Rajamani, Daniel Rajaratnam, Kannan Ramanathan, Mark Thouin, Jeff Weekley, Habte Woldu, Fang Wu, Laurie L. Ziegler

Clinical Associate Professors: Shawn Alborz, Carolyn Reichert, Avanti P. Sethi
Clinical Assistant Professors: Athena Alimirzai, Moran Blueshtein, Judd Bradbury, Ayfer Gurun, Jeffery (Jeff) Hicks, Revansiddha Khanapure, Liping Ma, Ravi Narayan, Parneet Pahwa, Drew Peabody

Professors of Instruction: Charles Hazzard, Chris Linsteadt, Luell (Lou) Thompson

Associate Professors of Instruction: Maria Hasenhuttl, Hubert Zydorek

Professors of Practice: Tiffany A. Bortz, Alexander Edsel, Rajiv Shah

Associate Professors of Practice: Jackie Kimzey, Steven Solcher

Assistant Professor of Practice: Edward Meda

Senior Lecturer: Prithi Narasimhan

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 3, 4, 5, 6

Or select any 3 semester credit hours from Mathematics Core courses (see advisor)

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

Or select any 6 semester credit hours from Government/Political Science Option courses (see advisor)

Social and Behavioral Sciences: 3 semester credit hours

Choose one of the following: 7

BA 1310 Making Choices in Free Market Systems 3, 4

BA 1320 Business in a Global World 3, 4

ECON 2301 Principles of Macroeconomics 3, 4

ECON 2302 Principles of Microeconomics 3, 4

Or select any 3 semester credit hours from Social and Behavioral Sciences Core courses (see advisor)

Component Area Option: 6 semester credit hours

Choose two of the following: 7

BA 1310 Making Choices in Free Market Systems 3, 4

BA 1320 Business in a Global World 3, 4

ECON 2301 Principles of Macroeconomics 3, 4

ECON 2302 Principles of Microeconomics 3, 4

Or select any 6 semester credit hours from Component Area Option Core courses (see advisor)

II. Major Requirements: 66-75 semester credit hours (depending on the general or specific concentration plan) 7

Major Preparatory Courses: 12 semester credit hours beyond Core Curriculum

ACCT 2301 Introductory Financial Accounting 3

ACCT 2302 Introductory Management Accounting 3
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: 36-39 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

BA 3300  Advanced Topics in Capitalism: Ideas and Challenges That Shape Our World

IMS 3310  International Business

FIN 3320  Business Finance

ITSS 3300  Information Technology for Business

OPRE 3310  Operations Management

OPRE 3330  Project 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 of at least 160 working hours 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 upper division courses, not used in Major Core, Major Preparatory, or Major Related Core, from the following groups (prefixes) 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, HMG, 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

or MKT 4337 Marketing Analytics

Electives: 9 semester credit hours

A practicum experience of at least 160 working hours 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 Finance Internship

ITSS 4V90 ITSS 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 of at least 160 working hours 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

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

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 of at least 160 working hours 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 of at least 160 working hours 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 or ENTP 4350 Small Business Management^10

or ENTP 4350 Corporate Entrepreneurship^10

HMGRT 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 of at least 160 working hours 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 Finance Internship
MKT 4V90 Marketing Internship
MKT 4090 Marketing Internship
BA 4090 Management Internship

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

RMIS 4336 or FIN 4336 Risk Control and Safety Engineering
RMIS 4338 or FIN 4338 Financial Decision-Making Processes for Risk Management
FIN 3305 or REAL 3305 Real Estate Principles
MKT 3330 Introduction to Professional Selling

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 of at least 160 working hours 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 Finance Internship
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: 12 semester credit hours

MKT 3330 Introduction to Professional Selling
MKT 3331 Principles of Category Management
MKT 4331 or ENTP 4331 Digital Prospecting
OBHR 4352 Negotiation and Dispute Resolution

Electives: 12 semester credit hours

A practicum experience of at least 160 working hours 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
BA 4090 Management Internship

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

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
III. Elective Requirements: 3-12 semester credit hours (depending on the general or specific concentration plan)

Free Electives: 3-12 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

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. In order to make timely degree progress, students should complete MATH 1325 or its equivalent by the end of their first semester at UT Dallas. Students who will not meet this requirement should contact their academic advisor to discuss their degree timeline.

7. Certain courses listed are prerequisites for major core (e.g., BA 1310 or ECON 2302 for BA 3300), major concentration, or major related courses. Choose accordingly.

8. JSOM first-time-in-college freshmen are required to take BCOM 1300 in their first semester. Transfer students and students new to JSOM are required to take BCOM 3300 in their first semester.

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

10. 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.

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

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