Naveen Jindal School of Management

Global Business (BS)

Bachelor of Science in Global Business

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

**View an Example of Degree Requirements by Semester**

A minimum of 9 semester credit hours must be earned during a semester of study abroad. Any 9 semester credit hours from the degree plan may be chosen, however, students should be aware that study abroad courses are subject to a pre-approval process to ensure transferability.

**Faculty**


**Associate Professors:** Mehmet Ayvaci, Nina Baranchuk, Norris Bruce, Zhonglan Dai, Rebecca Files, Dorothée Honhon, Bin Hu, Surya N. Janakiraman, Robert L. Kieschnick Jr., Atanu Lahiri, Jun Li, Ningzhong Li, Maria Loumioti, Lívia Markóczy, Toyah Miller, Ramachandran (Ram) Natarajan, Naim Bugra Ozel, H. Dennis Park, Anyan Qi, Young U. Ryu, Harpreet Singh, David J. Springate, Upender Subramanian, Shaojie Tang, Shouqiang Wang, Kelsey D. Wei, Han (Victor) Xia, Yexiao Xu, Alejandro Zentner, Jiying 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, Jean-Marie Meier, Radha Mookerjee, Alejandro Rivera Mesias, Alessio Saretto, Simon Siegenthaler, Serdar Simsek, Xiaoxiao Tang, Shervin Tehrani, Ashwin Venkataraman, Christian Von-Drathen, Guihua Wang, Junfeng Wu, Steven Xiao, Yingjie Zhang, Zhe (James) Zhang, Xiaofei Zhao

**Professor Emeritus:** John J. Wiorkowski

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

**Clinical Professors:** John Barden, Britt Berrett, Abhijit Biswas, Shawn Carraher, Larry Chasteen, David Cordell, Howard Dover, John Gamino, Randall S. Guttery, William Hefley, Marilyn Kaplan, Sonia Leach, Peter Lewin, Jeffrey Manzi, Diane S. McNulty, Divakar Rajamani, Daniel Rajaratnam, Kannan Ramanathan, Mark Thouin, McClain Watson, Jeff Weekley, Habte Woldu, Fang Wu, Laurie L. Ziegler
Clinical Associate Professors: Shawn Alborz, Dawn Owens, Carolyn Reichert, Avanti P. Sethi, Ramesh Subramoniam, Aysegul Toptal, David Widdifield

Clinical Assistant Professors: Athena Alimirzaei, Moran Blueshtein, Judd Bradbury, Jerome Gafford, Jeffery (Jeff) Hicks, Revansiddha Khanapure, Kristen Lawson, Kathryn Lookadoo, Liping Ma, Sarah Moore, Ravi Narayan, Parneet Pahwa, Jason Parker, Drew Peabody, Nassim Sohaee

Professors of Instruction: Semiramis Amirpour, Charles Hazzard, Luell (Lou) Thompson

Associate Professors of Instruction: Ayfer Gurun, Maria Hasenhuttl, Mohammad Naseri Taheri

Assistant Professors of Instruction: Negin Enayaty Ahangar, Julie Haworth, Rasoul Ramezani, Gaurav Shekhar

Professors of Practice: Ranavir Bose, Rajiv Shah

Associate Professor of Practice: David Parks

Assistant Professors of Practice: Abu Naser Islam, Scott Janke, Timothy Stephens

Senior Lecturers: Khatereh Ahadi, Tiffany A. Bortz, Richard Bowen, Monica E. Brussolo, Juliann Chapman, George DeCourcy, Alexander Edsel, Amal El-Ashmawi, 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, Madison Pedigo, Matt Polze, Margaret Smallwood, Steven Solcher, Guido Tirone, Robert Wright, Kathy Zolton, Hubert Zydorek

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 \[1, 5, 6, 7\]

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 Core courses (see advisor)

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

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:

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

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

II. Major Requirements: 60 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

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: 24 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 3330** Introduction to Human Resource Management
  - or **OBHR 3310** Organizational Behavior
- **MKT 3300** Principles of Marketing

**Major Related Courses: 24 semester credit hours**

- **IMS 4320** or **MKT 4320** International Marketing
- **FIN 3380** International Financial Management
- **IMS 4330** Global Human Resource Management
- **IMS 4373** Global Strategy
- **BLAW 4301** International Law
- **IMS 4395** Capstone Senior Project - Global Business
  - or **BPS 4395** Capstone Senior Project - Business
  - or **ENTP 4395** Capstone Senior Project - Entrepreneurship

Six semester credit hours of the same foreign language.

Students are strongly encouraged to meet with their Program Director every semester to discuss their progress, career interests, and international experiences.

At the 45 semester-hour audit, students are required to meet with Advising and declare a double major within major, a concentration, or a minor, if they have not already done so.
III. Elective Requirements: 18 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.

- IMS 4V90 Management Internship
- IMS 4090 Management Internship
- BA 4090 Management 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

Remaining electives may be used toward the choice of minor, concentration, or double major.

Students must select a focus by choosing one of the following:

- Double Major (listed below)
- Concentration (listed below)
- Minor (listed below)

**Double Majors**

1. Bachelor of Science in Global Business and Human Resource Management (128 semester credit hours)
2. Bachelor of Science in Global Business and International Political Economy (137 semester credit hours)
3. Bachelor of Science in Global Business and Marketing (128 semester credit hours)
4. Bachelor of Science in Global Business and Supply Chain Management (128 semester credit hours)

**Concentrations**

1. Business Analytics Concentration: (12 semester credit hours)
2. Business Economics Concentration: (15 semester credit hours)
3. Energy Management Concentration: (12 semester credit hours)
4. Innovation and Entrepreneurship Concentration: (12 semester credit hours)
5. **Risk Management and Insurance Concentration**: (15 semester credit hours)

6. **Real Estate Investment Management Concentration**: (12 semester credit hours)

7. **Sales Concentration**: (12 semester credit hours)

**Business Analytics Concentration**: (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

**Business Economics Concentration**: (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

**Energy Management Concentration**: (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

**Innovation and Entrepreneurship Concentration** (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

**Risk Management and Insurance Concentration**: (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

Real Estate Investment Management Concentration: (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

Sales Concentration: (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

Minors:
1. Minor in Business Intelligence and Analytics: 18 semester credit hours
2. Minor in Energy Management: 18 semester credit hours
3. Minor in Finance: 18 semester credit hours
4. Minor in Human Resource Management: 18 semester credit hours
5. Minor in Insurance: 18 semester credit hours
6. Minor in Marketing: 18 semester credit hours
7. Minor in Supply Chain Management: 18 semester credit hours

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.

**Minor in Energy Management: 18 semester credit hours**

Choose 4 courses from the following:

- **ENGY 3301** Managing Carbon Assets: Oil, Gas, and Coal
- **ENGY 3302** Managing Power and Renewable Energy Assets; Sustainability
- **ENGY 3340** Energy Law and Contracts
- **FIN 4313** or **ENGY 4313** Energy Finance
- **MECO 4342** Financial and Business Negotiation Analysis

Also choose 2 courses from the following:

- **GEOS 1303** Physical Geology
- **MECO 3330** or **ENGY 3330** Energy Economics
- **MKT 3340** Marketing Research
- **OPRE 4330** Global Logistics and Inventory Management

All other prerequisites should be met.

**Minor in Finance: 18 semester credit hours**

- **ACCT 2301** Introductory Financial Accounting
- **FIN 3320** Business Finance
- **FIN 3390** Introduction to Financial Modeling

And an additional 9 semester credit hours to be selected from upper-division finance courses listed as options under the finance degree.

All other prerequisites should be met.

**Minor in Human Resource Management: 18 semester credit hours**

Choose six courses from the following:

- **BLAW 3301** Employment Law
- **OBHR 3330** Introduction to Human Resource Management
OBHR 4310 Business Ethics
OBHR 4331 Compensation and Benefits Administration
OBHR 4333 Performance Management
OBHR 4334 Talent Acquisition and Management
OBHR 4335 Training and Development
OBHR 4336 Labor and Employee Relations
OBHR 4350 Introduction to Leading and Managing
OBHR 4352 Negotiation and Dispute Resolution
OBHR 4354 Leading Organizational Change
OBHR 4356 Power and Influence in Organizations

All other prerequisites should be met.

Minor in Insurance: 18 semester credit hours

Choose six courses from the following:

- RMIS 3370 or FIN 3370 Principles of Risk Management and Insurance
- RMIS 4331 Business Liability Risk Management and Insurance
- RMIS 4332 Commercial Property Risk Management and Insurance
- RMIS 4333 Enterprise Risk Management
- RMIS 4334 Insurance Law and Contracts
- RMIS 4336 Risk Control and Safety Engineering
- RMIS 4338 Financial Decision-Making Processes for Risk Management
- MKT 3330 Introduction to Professional Selling
- FIN 3305 or REAL 3305 Real Estate Principles

All other prerequisites should be met.

Minor in Marketing: 18 semester credit hours

- MKT 3300 Principles of Marketing
- MKT 3340 Marketing Research
- MKT 3330 Introduction to Professional Selling
- MKT 4330 Digital and Internet Marketing

With an additional 6 semester credit hours to be selected from:

- MKT 3331 Principles of Category Management
MKT 4331 Digital Prospecting
MKT 4332 Advanced Personal Selling
MKT 4335 Category Buying
MKT 4336 E-Retailing
MKT 4337 Marketing Analytics
MKT 4338 Marketing Content Creation
MKT 4339 Marketing Creative Skills and Testing
MKT 4340 Consumer Behavior
MKT 4341 Predictive Analytics
MKT 4350 Advertising
MKT 4360 Social Marketing
MKT 4370 Marketing Projects
MKT 4395 Capstone Senior Project - Marketing
MKT 4V83 Individual Study in Marketing
MKT 4V90 Marketing Internship

All other prerequisites should be met.

**Minor in Supply Chain Management: 18 semester credit hours**

OPRE 3320 Integrated Supply Chain Management
OPRE 3330 Project Management
OPRE 4310 Lean and Six Sigma Processes
OPRE 4330 Global Logistics and Inventory Management
OPRE 4340 Purchasing, Sourcing, and Contract Management

Plus one of the following three courses:

OPRE 4320 Integrated SCM Information Systems
OPRE 4350 Spreadsheet Modeling and Analytics
OPRE 4395 Capstone Senior Project - Supply Chain Management

All other prerequisites should be met.

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. Students with non-academic obligations (for example, full time jobs) who cannot study abroad for an entire semester may request a waiver to substitute 2 faculty-led international study trip courses (IMS 3091, IMS 3092, IMS 3093, IMS 3094, IMS 3095, IMS 3096, IMS 3V91, IMS 3V92, IMS 3V93, IMS 3V94, IMS 3V95, IMS 3V96). An international internship may also be substituted for the semester of study abroad.

3. 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.

4. Indicates a prerequisite class to be completed before enrolling for upper-division classes.

5. A required Major course that also fulfills a Core Curriculum requirement. Semester credit hours are counted in Core Curriculum.

6. Students may elect to substitute MATH 2413 or MATH 2417.

7. 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.

8. Certain courses listed are prerequisites for major core, major concentration, or major related courses. Choose accordingly.

9. 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.

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