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, Zhonglan Dai, Rebecca Files, Michael Hasler, Dorothée Honhon, Bin Hu, Surya N. Janakiraman, Robert L. Kieschnick Jr., Atanu Lahiri, Jun Li, Ningzhong Li, Maria Loumioti, Livia Markoczky, 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, Jieying Zhang, Yuan Zhang, Feng Zhao, Yibin Zhou

Assistant Professors: Khai Chiong, Rafael Copat, Soraya Fatehi, Andrew Frazelle, Ying Huang, Joonhwai Joo, Sora Jun, Jason Kautz, Tongli Kim, Sheen Levine, Christopher Mace, Samir Mamadehussene, Jean-Marie Meier, Zixuan Meng, Radha Mookerjee, Jedson Pinto, Ignacio Rios Uribe, Alejandro Rivera Mesias, Simon Siegenthaler, Serdar Simsek, Kirti Sinha, Shujing Sun, Xiaoxiao Tang, Shervin Tehran, Ashwin Venkataaraman, Christian Von-Drathen, Guihua Wang, Hongchang Wang, Pingle Wang, Junfeng Wu, Steven Xiao, Zhe (James) Zhang

Professor Emeritus: R. Chandrasekaran

**Clinical Associate Professors:** Shawn Alborz, Dawn Owens, Carolyn Reichert, Avanti P. Sethi, Ramesh Subramoniam, James Szot, Aysegul Toptal, David Widdifield

**Clinical Assistant Professors:** Athena Alimirzaei, Christina (Krysta) Betanzos, Moran Blueshtein, Judd Bradbury, Jeffery (Jeff) Hicks, Dupinderjeet Kaur, Revansiddha Khanapure, Kristen Lawson, Kathryn Lookadoo, Liping Ma, Sarah Moore, Parneet Pahwa, Jason Parker

**Professors of Instruction:** Semiramis Amirpour, Mary Beth Goodrich, Chris Linsteadt, Suzette Plaisance Bryan, Luell (Lou) Thompson

**Associate Professors of Instruction:** Monica E. Brussolo, Ayfer Gurun, Maria Hasenhuttl, Jennifer G. Johnson, Mohammad Naseri Taheri, Hirofumi Nishi, Daniel Sibley, Agnieszka Skuza, Hubert Zydorek

**Assistant Professors of Instruction:** Negin Enayaty Ahangar, Julie Haworth, Daniel Karnuta, Victoria D. McCrady, Rasoul Ramezani, Gaurav Shekhar

**Professors of Practice:** Gregory Ballew, Tiffany A. Bortz, Ranavir Bose, Alexander Edsel, Charles Haseman, Rajiv Shah, Donald Taylor, Keith Thurgood

**Associate Professors of Practice:** Nozar Hassanzadeh, Jackie Kimzey, Julie Lynch, Jennifer Murray, David Parks, Margaret Smallwood, Steven Solcher, Kathy Zolton

**Assistant Professors of Practice:** Khaterah Ahadi, Steven Haynes, Abu Naser Islam, Scott Janke, Edward Meda, Timothy Stephens

**Senior Lecturers:** Thomas (Tom) Henderson, Joseph Mauriello, Robert (Stephen) Molina, Prithi Narasimhan, Paul Nichols, Matt Polze, Guido Tirone, Robert Wright

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

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:

- **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: 66-75 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

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 Impact 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 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 Economics Concentration**
Core Courses: 15 semester credit hours

- **FIN 3350** Financial Markets and Institutions
- MECO 4303 Decisions, Behavior, and Business Policy
- **MECO 4351** Industrial Organization and Corporate Strategy
- **MECO 4352** Applied Econometrics and Time Series Analysis

And one course 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
- Any MECO upper-division course

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

The guided electives listed above can satisfy guided elective requirements in prior catalogs, as long as they are not used elsewhere on degree plan.

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
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
**Enterprise Risk Management**

**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 Systems and Theories
- **RMIS 4338** or **FIN 4338** Foundations of Risk Analytics and Applications
- **FIN 3305** or **REAL 3305** Real Estate Principles
- **MKT 3330** Introduction to Professional Selling

The guided electives listed above can satisfy guided elective requirements in prior catalogs, as long as they are not used elsewhere on degree plan.

**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-division 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
or MKT 4332 Advanced Professional Sales
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 3331 Principles of Category Management
MKT 4332 Advanced Professional Sales
MKT 4333 Retailing and Distribution
OBHR 4310 Business Ethics

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. MKT 3331 or MKT 4332 can be used to fulfill elective hours for the Sales Concentration if not counted as a Concentration Core Course.

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