Naveen Jindal School of Management

Business Administration (BS)

Bachelor of Science in Business Administration

*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 Carraver, 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 McCuiston, 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, Xianjun 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, Jiying 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, Jeanne Sluder, 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 Loumioti, Jean-Marie Meier, Radha Mookerjee, Anany Qi, Alejandro Rivera Mesias, Alessio Saretto, Simon Siegenthaler, Serdar

1 https://catalog.utdallas.edu/now/undergraduate/programs/jsom/business-administration
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, Nassim Sohaee


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: 62-71 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
- 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
- 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

Major Core Courses: 32-35 semester credit hours

- BA 1100 Business Basics and BA 3100 Professional Development
BA 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 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 4300 Senior Project

IMS 3310 International Business

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

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**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 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

**ITSS 4V90** ITSS Internship

**ITSS 4090** Information Technology and Systems Internship

**MKT 4V90** Marketing Internship

**MKT 4090** Marketing 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 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

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: 7-16 semester credit hours (depending on the general or specific concentration plan)

Free Electives: 7-16 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.

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 9 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** or **TE 4388** Senior Design Project I
  - or **CE 4389** or **EE 4389** or **TE 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. 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 BA 3100. Transfer students and students new to JSOM are required to take BA 3200.

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.

Updated: 2019-10-30 17:20:03 v24.46cb99