College of Business

Mission Statement

The College of Business is dedicated to creating and sharing knowledge that enhances the translation of theory to practice. The College combines rigor with relevance and provides innovative solutions to global business challenges.

All College of Business graduate business programs are accredited by AACSB International—The Association to Advance Collegiate Schools of Business—and conform to recommended guidelines.

College-wide Programs

- Executive Master of Business Administration (p. 1)
- Master of Business Administration (p. 1)
- Dual Master of Business Administration and Master of Public Health (p. 1)
- Master of Science in Business (p. 1)
- Master of Science in Data Analytics (p. 1)
- Doctor of Philosophy in Accounting (p. 1)
- Doctor of Philosophy in Finance (p. 1)
- Doctor of Philosophy in Information Technology (p. 1)
- Doctor of Philosophy in Management and Organization Studies (p. 1)
- Doctor of Philosophy in Marketing (p. 1)
- Graduate Certificate in the Business of Health (p. 13)

Department of Accounting (http://catalog.utsa.edu/graduate/business/accounting)

- Five-Year (150-Hour) Professional Accounting Program (http://catalog.utsa.edu/graduate/business/accounting/#degreeextext)
- Master of Accountancy (http://catalog.utsa.edu/graduate/business/accounting/#degreeextext)
- Doctor of Philosophy in Accounting (http://catalog.utsa.edu/graduate/business/accounting/#degreeextext)

Department of Economics (http://catalog.utsa.edu/graduate/business/economics)

- Master of Arts in Economics – General Economics Concentration (http://catalog.utsa.edu/graduate/business/economics/#degreeextext)
- Master of Arts in Economics – Financial Economics Concentration (http://catalog.utsa.edu/graduate/business/economics/#degreeextext)
- Master of Arts in Economics – Business Data Analysis and Forecasting Concentration (http://catalog.utsa.edu/graduate/business/economics/#degreeextext)

Department of Finance (http://catalog.utsa.edu/graduate/business/finance)

- Master of Science in Finance (http://catalog.utsa.edu/graduate/business/finance/#degreeextext)
- Master of Science in Finance – Real Estate Finance and Development Concentration (http://catalog.utsa.edu/graduate/business/finance/#degreeextext)
- Doctor of Philosophy in Finance (http://catalog.utsa.edu/graduate/business/finance/#degreeextext)
- Graduate Certificate in Real Estate Finance and Development (http://catalog.utsa.edu/graduate/business/finance/#certificatextext)

Department of Information Systems and Cyber Security (http://catalog.utsa.edu/graduate/business/informationsystemscybersecurity)

- Master of Science in Information Technology (http://catalog.utsa.edu/graduate/business/informationsystemscybersecurity/#degreeextext)
- Master of Science in Information Technology – Cyber Security Concentration (http://catalog.utsa.edu/graduate/business/informationsystemscybersecurity/#degreeextext)
- Master of Science in Management of Technology (http://catalog.utsa.edu/graduate/business/informationsystemscybersecurity/#degreeextext)
- Doctor of Philosophy in Information Technology (http://catalog.utsa.edu/graduate/business/informationsystemscybersecurity/#degreeextext)
- Graduate Certificate in Technology Entrepreneurship and Management (http://catalog.utsa.edu/graduate/business/informationsystemscybersecurity/#certificatextext)

Department of Management (http://catalog.utsa.edu/graduate/business/management)

- Doctor of Philosophy in Management and Organization Studies (http://catalog.utsa.edu/graduate/business/management/#degreeextext)

Department of Management Science and Statistics (http://catalog.utsa.edu/graduate/business/managementsciencestatistics)

- Master of Science in Applied Statistics (http://catalog.utsa.edu/graduate/business/managementsciencestatistics/#degreeextext)
- Doctor of Philosophy in Applied Statistics (http://catalog.utsa.edu/graduate/business/managementsciencestatistics/#degreeextext)
- Graduate Certificate in Operations and Supply Chain Management (http://catalog.utsa.edu/graduate/business/managementsciencestatistics/#certificatextext)

Department of Marketing (http://catalog.utsa.edu/graduate/business/marketing)

- Doctor of Philosophy in Marketing (http://catalog.utsa.edu/graduate/business/marketing/#degreeextext)

- M.B.A. (p. 2)
- M.S. in Business (p. 2)
- M.S. in Data Analytics (p. 3)
- Executive M.B.A. (p. 4)
- Dual M.B.A and Master of Public Health (p. 4)
- Ph.D. in Accounting (p. 4)
- Ph.D. in Finance (p. 6)
- Ph.D. in Information Technology (p. 8)
- Ph.D. in Management and Organization Studies (p. 10)
- Ph.D. in Marketing (p. 11)
Master of Business Administration Degree

The Master of Business Administration degree is designed to offer the opportunity for intensive education to qualified graduate students and is available to individuals with undergraduate degrees in the business administration areas, as well as to those with specializations outside the business field.

Students who enter the M.B.A. degree program must demonstrate proficiency with computer programs commonly used in business applications, including, but not limited to, spreadsheets, presentation, and word processing software. Special not-for-credit courses may be offered to address this need.

Program Admission Requirements

For admission to the M.B.A. program, applicants must meet University-wide graduate admission requirements. Applicants are further considered on the basis of demonstrated potential for success in graduate study in business administration as indicated by a combination of prior academic achievement, Graduate Management Admission Test (GMAT) scores, personal statement, résumé, and references (optional).

The M.B.A. Program Committee evaluates each applicant individually based on the complete package of submitted materials.

A complete application package will include:

- a completed application form
- transcripts from all universities attended
- official Graduate Management Admission Test (GMAT) scores (upon review of the M.B.A. Committee, GRE scores may be accepted in lieu of the GMAT scores)
- a personal statement
- a current résumé with employment or other experience
- letters of reference (optional).

Degree Requirements

The M.B.A. program requires 36 semester credit hours of work.

Candidates for the M.B.A. degree are required to successfully complete the M.B.A. Core courses, which are included in the following 27 semester credit hours:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACC 5003</td>
<td>Financial Accounting Concepts (students are required to complete this course in their first semester of enrollment)</td>
<td>3</td>
</tr>
<tr>
<td>ECO 5003</td>
<td>Economic Theory and Policy (students are required to complete this course in their first semester of enrollment)</td>
<td>3</td>
</tr>
<tr>
<td>ACC 5023</td>
<td>Accounting Analysis for Decision Making</td>
<td>3</td>
</tr>
<tr>
<td>ECO 5023</td>
<td>Managerial Economics</td>
<td>3</td>
</tr>
<tr>
<td>FIN 5023</td>
<td>Financial Management</td>
<td>3</td>
</tr>
<tr>
<td>MGT 5043</td>
<td>Management and Behavior in Organizations</td>
<td>3</td>
</tr>
<tr>
<td>MGT 5903</td>
<td>Strategic Management and Policy (Students who earn a grade of “B” (3.0) or better in this course will satisfy the comprehensive examination requirement. A student who receives a grade of “B-,” “C+,” or “C” may still satisfy the requirement by successfully passing a comprehensive examination as set out in this catalog.)</td>
<td>3</td>
</tr>
<tr>
<td>MKT 5023</td>
<td>Marketing Management</td>
<td>3</td>
</tr>
<tr>
<td>MS 5023</td>
<td>Decision Analysis and Production Management</td>
<td>3</td>
</tr>
</tbody>
</table>

Total Credit Hours 27

Flexible or Full-time Status

The general M.B.A. degree allows students to take the program at their own pace, whether on a full-time or a part-time (flexible) basis. In addition, students may switch this status from semester to semester without additional approvals or admissions processes. Samples of flexible and full-time degree plans can be found at the College of Business graduate Web site: http://business.utsa.edu/graduate/.

Degree Options

Students seeking the M.B.A. degree may select between two options to complete the required 36 semester credit hours.

Option 1: General M.B.A. Nonthesis Option

Under Option 1, students are required to complete the 27 semester credit hours listed above and 9 semester credit hours of electives. These electives may be taken either in the College of Business or in areas outside of the College of Business as approved by the Graduate Program Committee.

Option 2: General M.B.A. Thesis Option

Under Option 2, students are required to complete the 27 semester credit hours listed above, 6 semester credit hours of electives as approved by the Graduate Program Committee, and 3 semester credit hours of Master’s Thesis. See the University’s requirements for a thesis in Options for Master’s Degrees in Chapter 4 (http://catalog.utsa.edu/graduate/mastersdegreeregulations/degreerequirements).

Master of Science Degree in Business

The Master of Science in Business (M.S.B.) degree is designed to offer business skills and knowledge to qualified students with a non-business undergraduate major. The plan of study features cohort classes to allow students whose previous education has been in nonbusiness fields, such as liberal arts, science and engineering, to obtain graduate level business training as a complement to their previous education. The program, including admission, is supervised by the Graduate Program Committee in M.S.B. General Requirements for completion of the program consist of required business courses.

Program Admission Requirements

For admission to the M.S. in Business program, applicants must meet University-wide graduate admission requirements. Applicants are limited to individuals with non-business backgrounds and or degrees. Applicants will be considered on the basis of demonstrated potential for success in graduate study in business as indicated by a combination of standardized test scores, prior academic achievement, personal statement, résumé (optional), and letters of recommendation.
The M.S.B. Program Committee will evaluate each applicant individually based on the complete package of submitted materials.

A complete application package will include:

- a completed application form
- official Graduate Record Examination (GRE) scores from a recent (no more than five years old) administration of the examination. Or, Graduate Management Admission Test (GMAT) scores from a recent (no more than five years old) administration of the exam will be accepted in lieu of the GRE scores.
- transcripts from all universities attended
- a personal statement of academic and personal goals
- at least two letters of reference
- a current résumé with employment or other experience (optional).

Students who do not submit a standardized test score may be considered for Conditional Admission upon recommendation of the M.S.B. Admissions Committee.

Applicants whose undergraduate degree is in business should consider the MBA or a specialized Masters' degree. Applicants with a B.B.A or other undergraduate or graduate business degree, or significant business experience will not be admitted to this degree program.

**Full-time Status**
The M.S.B. is a full-time cohort program offered during the daytime.

**Degree Requirements**
M.S.B. students are required to complete 30 hours of business courses plus 3 credit hours of developmental courses.

A. 30 semester credit hours of required master’s level business courses

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACC 5003</td>
<td>Financial Accounting Concepts</td>
<td>3</td>
</tr>
<tr>
<td>ECO 5003</td>
<td>Economic Theory and Policy</td>
<td>3</td>
</tr>
<tr>
<td>FIN 5023</td>
<td>Financial Management</td>
<td>3</td>
</tr>
<tr>
<td>IS 5003</td>
<td>Introduction to Information Systems</td>
<td>3</td>
</tr>
<tr>
<td>MGT 5043</td>
<td>Management and Behavior in Organizations</td>
<td>3</td>
</tr>
<tr>
<td>MGT 5633</td>
<td>Effective Negotiating</td>
<td>3</td>
</tr>
<tr>
<td>MGT 5903</td>
<td>Strategic Management and Policy</td>
<td>3</td>
</tr>
<tr>
<td>MOT 5243</td>
<td>Essentials of Project and Program Management</td>
<td>3</td>
</tr>
<tr>
<td>MKT 5023</td>
<td>Marketing Management</td>
<td>3</td>
</tr>
<tr>
<td>MS 5003</td>
<td>Quantitative Methods for Business Analysis</td>
<td>3</td>
</tr>
</tbody>
</table>

B. 3 semester credit hours of developmental courses

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>MGT 6971</td>
<td>Special Problems (Business Writing)</td>
<td>3</td>
</tr>
<tr>
<td>MGT 6971</td>
<td>Special Problems (Business Speaking)</td>
<td>3</td>
</tr>
<tr>
<td>MGT 6971</td>
<td>Special Problems (Professional Development)</td>
<td>3</td>
</tr>
</tbody>
</table>

**Total Credit Hours** 33

**Master of Science Degree in Data Analytics**
The Master of Science in Data Analytics (M.S.D.A.) program focuses on data science and big data based business intelligence-oriented analytics algorithms, tools, techniques, and technologies. The plan of study features cohort classes, with students participating in formal internships and practical projects in a wide variety of application areas, including, but not limited to business analytics. The program, including admission, is supervised by the Graduate Program Committee in M.S.D.A. General requirements for completion of the program consist of required business courses.

**Program Admission Requirements**
For admission to the M.S.D.A. program, applicants must meet University-wide graduate admission requirements. A degree of B.A. or B.S. in statistics, mathematics, engineering, computer science, information systems, information technology, or a closely related field is highly recommended. Applicants will be evaluated for success in the program based on demonstrable academic preparation and/or experience with respect to mathematics, statistics, and information technology. Coursework in calculus, differential equations, stochastic processes, statistics, and data mining are not required, but show foundational mathematical preparation and are preferred in some combination. Information systems/technology courses, computer science courses, and/or professional experience related to databases, networks, distributed and cloud infrastructures, and programming are not required, but show foundational information technology preparation and are preferred in some combination.

Applicants will be considered on the basis of demonstrated potential for success in graduate study in business as indicated by a combination of standardized test scores, prior academic achievement, personal statement, résumé, and letters of recommendation.

The M.S.D.A. Program Committee will evaluate each applicant individually based on the complete package of submitted materials.

A complete application package will include:

- a completed application form
- official Graduate Record Examination (GRE) or Graduate Management Admission Test (GMAT) scores from a recent (no more than five years old) administration of the examination.
- transcripts from all universities attended
- a personal statement of academic history and personal goals
- letters of reference (optional)
- a current résumé with employment or other experience

**Day or Evening Status**
The M.S.D.A. offers both day and evening programs. Students may not switch status once enrolled. Both programs begin in the Fall semester.

**Degree Requirements**
M.S.D.A. students are required to complete 24 hours of required courses plus 6 hours of required practicum courses.

A. 24 semester hours of required master’s level courses

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>DA 6213</td>
<td>Data-Driven Decision Making and Design</td>
<td>3</td>
</tr>
<tr>
<td>DA 6223</td>
<td>Data Analytics Tools and Techniques</td>
<td>3</td>
</tr>
<tr>
<td>DA 6233</td>
<td>Data Analytics Visualization and Communication</td>
<td>3</td>
</tr>
<tr>
<td>DA 6813</td>
<td>Data Analytics Applications</td>
<td>3</td>
</tr>
<tr>
<td>IS 6713</td>
<td>Data Foundations</td>
<td>3</td>
</tr>
<tr>
<td>IS 6733</td>
<td>Big Data Technology</td>
<td>3</td>
</tr>
<tr>
<td>STA 6443</td>
<td>Data Analytics Algorithms I</td>
<td>3</td>
</tr>
<tr>
<td>STA 6543</td>
<td>Data Analytics Algorithms II</td>
<td>3</td>
</tr>
</tbody>
</table>

B. 6 semester credit hours of required practicum courses

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>DA 6823</td>
<td>Data Analytics Practicum I</td>
<td>3</td>
</tr>
</tbody>
</table>
The Executive Master of Business Administration (E.M.B.A.) is a version of the Master of Business Administration (M.B.A.) degree program structured specifically for executives, professionals, and rising leaders who have significant managerial experience. This five-semester plan of study features cohort classes, lock-step weekend class scheduling, and an emphasis on acquiring advanced skills and knowledge needed to solve the pressing concerns of today’s fast-paced economy. The E.M.B.A. is accredited by the AACSB International—The Association to Advance Collegiate Schools of Business—and conforms to its recommended guidelines.

**E.M.B.A. Program Admission Requirements**

Because of the special focus of the E.M.B.A. program, the application process is separate from and independent of the regular M.B.A. program. Admission decisions are not reciprocal, class size is limited, and admission decisions are made on a rolling basis until all available class positions are filled.

For admission to the E.M.B.A. program, applicants must meet University-wide graduate admission requirements and the following College of Business requirements:

- In general, applicants are expected to meet M.B.A. program admission requirements with special additional consideration given to professional experience and life accomplishments.

- Applicants are expected to have approximately 10 years of work experience with increasing managerial responsibility. Less experienced applicants will be considered if they can demonstrate exceptional accomplishment.

- Applicants must submit two letters of professional reference.

- Applicants are required to participate in a personal interview with the E.M.B.A. Admissions Subcommittee of the Executive Programs Committee.

Applicants who fail to meet these requirements can be admitted conditionally upon recommendation of the E.M.B.A. Admissions Subcommittee of the Executive Programs Committee and approval of the Dean of the Graduate School.

Students are expected to enter the E.M.B.A. program with basic computer skills, specifically in the use of Microsoft® Word, PowerPoint, and Excel. Special not-for-credit courses may be offered to address this need. Because of the lock-step nature of the E.M.B.A., students must complete all required courses without exception. There will be no course waivers. In addition, students who leave the program before completion for any reason are not eligible to rejoin the same class in a subsequent semester. Admission to future E.M.B.A. classes is dependent upon successful reaplication. Acceptance in a future program is not guaranteed.

**Dual Master of Business Administration Degree and Master of Public Health Degree Program**

This integrated dual degree program is designed to offer the opportunity for qualified graduate students to study both business administration and public health at the graduate level. It will assist students who enter with a wide range of work experience in their quest for advanced leadership and managerial or administrative roles within a variety of healthcare and public health organization types. The Master of Business Administration (M.B.A.) degree is offered through the UTSA College of Business, and the Master of Public Health (M.P.H.) degree is offered through The University of Texas School of Public Health (UTSPH) with courses available at its San Antonio Regional Campus.

Applicants will be admitted to the M.B.A. and M.P.H. degree programs independently, according to the admission schedule and policies of each institution. Applicants must submit all admission materials to each admission office independently and on time. Admission to the integrated dual degree program may occur after a student has already matriculated in the M.B.A., M.P.H., or both degree programs, as long as the student is still within the first-half of each program.

Each student shall be responsible for payment of tuition and fees at each institution at which the student is enrolled.

**Required Courses**

Students choosing the dual degree program must complete the 36 semester credit hours of M.B.A. coursework and the 45 semester credit hours of M.P.H. coursework. However, under this integrated dual-degree program, up to 12 semester credit hours of M.B.A. coursework can be applied to the M.P.H. requirements, and up to 12 semester credit hours of M.P.H. coursework can be applied to the M.B.A. requirements. These shared-credit courses substantially reduce the total time required for students to complete the programs, when compared with taking each of the two degree programs separately.

Students should refer to The University of Texas School of Public Health catalog (http://sph.uth.tmc.edu/campuses/san-antonio/) for M.P.H. program admission and degree requirements.

**Doctor of Philosophy Degree in Accounting**

The College of Business offers opportunities for advanced study and research leading to the Doctor of Philosophy degree in Accounting. The Ph.D. in Accounting is awarded to candidates who have displayed an in-depth understanding of the subject matter and demonstrated the ability to make an original contribution to knowledge in their field of specialty.

The regulations for this degree comply with the general University regulations (refer to Chapter 2, General Academic Regulations, and Chapter 5, Doctoral Degree Regulations).

**Admission Requirements**

Applicants must have a bachelor’s degree from an accredited university. The Ph.D. Program Committee in the major areas will evaluate applicants to the Ph.D. program based on several factors, including academic achievement, standardized test scores, employment history, a personal statement, letters of recommendation, and possibly an interview. All applicants must submit the following material for evaluation:
Candidates who do not possess a master’s degree in a business or business-related discipline with sufficient quantitative rigor are required to complete a program consisting of a minimum of 84 semester credit hours. The Ph.D. Program Committee for the major area discipline will determine a degree program for each candidate based upon that candidate’s particular background. Candidates whose backgrounds are determined to be insufficient may be directed to take additional background or leveling courses (See sections A, B, and C of the Program of Study below) before proceeding to the program’s required courses. Candidates who enter the program with the appropriate prior graduate coursework may be waived from some or all of the background requirements (sections A, B, and C).

Admission normally includes appointment to a teaching assistantship, research assistantship, or research fellowship. The Ph.D. Program Committee, comprised of members selected from the graduate faculty, is responsible for advising students.

Degree Requirements for Students that have not Obtained a Master's Degree

The degree requires a minimum of 84 semester credit hours beyond the bachelor's degree.

No course for which a grade of less than “C” was earned can be applied to the Doctoral degree program and no more than two courses with a grade of “C” may be applied to the program.

Program of Study

A. M.B.A. Core Courses

This requirement may be met by a master’s degree in business or business-related discipline. If a student does not have the appropriate graduate degree, a minimum of three courses (9 semester credit hours) outside of the student’s major discipline must be taken from the following list:

- ACC 5023 Accounting Analysis for Decision Making
- ECO 5023 Managerial Economics
- FIN 5023 Financial Management
- MGT 5043 Management and Behavior in Organizations
- MGT 5253 Ethics and Globalization
- MGT 5903 Strategic Management and Policy
- MKT 5023 Marketing Management
- MS 5023 Decision Analysis and Production Management

The Ph.D. Program Committee may consider the approval of transferring some or all of the credit hours of this requirement based on prior graduate coursework.

B. Discipline background courses (5000-level courses or higher) in the major field or in a field directly related to (or relevant for) the major field (9 semester credit hours).

The Ph.D. Program Committee may consider the approval of transferring up to 9 credit hours of this requirement based on prior graduate coursework.

C. Required Course

- GBA 7103 Doctoral Teaching Seminar

D. Statistics and Research Methodology

- ECO 6013 Microeconomic Theory
- ECO 6103 Econometrics and Business Forecasting
- ECO 6113 Mathematical Economics
- GBA 7013 Research Methods I
- GBA 7023 Research Methods II
- MS 7033 Applications in Causal Structural Modeling
- STA 6923 Advanced Statistical Learning/Data Mining
- STA 7013 Advanced Applied Business Statistical Methods
- STA 7023 Applied Linear Statistical Models
- STA 7033 Multivariate Statistical Analysis

E. Major Area Coursework

1. PhD Level Courses (12 semester credit hours)

- ACC 7013 Seminar in Empirical Research in Accounting
- ACC 7053 Current Topics in Accounting Research
- ACC 7113 Seminar in Financial Accounting Theory
- ACC 7123 Seminar in Managerial Accounting Theory

2. Directed Electives (9 semester credit hours)

- ACC 7043 Archival-Based Research Methods in Accounting

6 semester credit hours of graduate-level ACC courses as approved by the Ph.D. Program Committee.

F. Free elective

One course to be approved by the Ph.D. Program Committee. The course may be from within or outside the College of Business and must be at the graduate level.

G. Doctoral Research

This requirement is met by doctoral research coursework.

- ACC 7211 Doctoral Research
- ACC 7212 Doctoral Research
- ACC 7213 Doctoral Research
- ACC 7215 Doctoral Research
- ACC 7216 Doctoral Research

H. Doctoral Dissertation

The initial Program of Study must be approved by the Ph.D. Program Committee and must be submitted to the Dean of the Graduate School for final approval.

- ACC 7311 Doctoral Dissertation
- ACC 7312 Doctoral Dissertation
- ACC 7313 Doctoral Dissertation
- ACC 7314 Doctoral Dissertation
- ACC 7315 Doctoral Dissertation
### Degree Requirements for Students that have Obtained a Master’s Degree

The degree requires a minimum of 66 semester credit hours beyond the master's degree.

No course for which a grade of less than “C” was earned can be applied to the Doctoral degree program and no more than two courses with a grade of “C” may be applied to the program.

### Program of Study

**A. Required Course**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
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</thead>
<tbody>
<tr>
<td>ACC 7311</td>
<td>Doctoral Dissertation</td>
</tr>
</tbody>
</table>

**Total Credit Hours:** 84

**Doctor of Philosophy Degree in Finance**

The College of Business offers opportunities for advanced study and research leading to the Doctor of Philosophy degree in Finance. The Ph.D. in Finance is awarded to candidates who have displayed an in-depth understanding of the subject matter and demonstrated the ability to make an original contribution to knowledge in their field of specialty.

The regulations for this degree comply with the general University regulations (refer to Chapter 2, General Academic Regulations, and Chapter 5, Doctoral Degree Regulations).

### Admission Requirements

Applicants must have a bachelor’s degree from an accredited university. The Ph.D. Program Committee in the major areas will evaluate applicants to the Ph.D. program based on several factors, including academic achievement, standardized test scores, employment history, a personal statement, letters of recommendation, and possibly an interview. All applicants must submit the following material for evaluation:

- official transcripts of all undergraduate and graduate coursework completed
- Graduate Management Admission Test (GMAT) scores or Graduate Record Examination (GRE) scores from a recent (no more than five years old) administration of the examination
- three letters of recommendation from academic or professional sources familiar with the applicant’s background
- a résumé or curriculum vitae and a statement of academic interests and goals
- international students must also submit a score of at least 550 on the Test of English as a Foreign Language (TOEFL). TOEFL scores may not be more than two years old.

Candidates who do not possess a master’s degree in a business or business-related discipline with sufficient quantitative rigor are required to complete a program consisting of a minimum of 84 semester credit hours. The Ph.D. Program Committee for the major area discipline will determine a degree program for each candidate based upon that candidate’s particular background. Candidates whose backgrounds are determined to be insufficient may be directed to take additional background or leveling courses (See sections A, B, and C of the Program of Study below) before proceeding to the program’s required courses. Candidates who enter the program with the appropriate prior graduate coursework may be waived from some or all of the background requirements (sections A, B, and C).

Admission normally includes appointment to a teaching assistantship, research assistantship, or research fellowship. The Ph.D. Program

### Doctoral Teaching Seminar

<table>
<thead>
<tr>
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<th>Course Title</th>
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<tr>
<td>ACC 7311</td>
<td>Doctoral Dissertation</td>
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<tr>
<td>ACC 7312</td>
<td>Doctoral Dissertation</td>
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<td>ACC 7313</td>
<td>Doctoral Dissertation</td>
</tr>
<tr>
<td>ACC 7314</td>
<td>Doctoral Dissertation</td>
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<td>ACC 7315</td>
<td>Doctoral Dissertation</td>
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<tr>
<td>ACC 7316</td>
<td>Doctoral Dissertation</td>
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</table>

**Total Credit Hours:** 66
Committee, comprised of members selected from the graduate faculty, is responsible for advising students.

Degree Requirements for Students that have not Obtained a Master’s Degree

The degree requires a minimum of 84 semester credit hours beyond the bachelor’s degree.

No course for which a grade of less than “C” was earned can be applied to the Doctoral degree program and no more than two courses with a grade of “C” may be applied to the program.

Program of Study

A. M.B.A. Core Courses

This requirement may be met by a master’s degree in business or business-related discipline. If a student does not have the appropriate graduate degree, a minimum of three courses (9 semester credit hours) outside of the student’s major discipline must be taken from the following list:

- ACC 5023 Accounting Analysis for Decision Making
- ECO 5023 Managerial Economics
- FIN 5023 Financial Management
- MGT 5043 Management and Behavior in Organizations
- MGT 5253 Ethics and Globalization
- MGT 5903 Strategic Management and Policy
- MKT 5023 Marketing Management
- MS 5023 Decision Analysis and Production Management

The Ph.D. Program Committee may consider the approval of transferring some or all of the credit hours of this requirement based on prior graduate coursework.

B. Discipline background courses (5000-level courses or higher) in the major field or in a field directly related to (or relevant for) the major field (9 semester credit hours).

The Ph.D. Program Committee may consider the approval of transferring up to 9 credit hours of this requirement based on prior graduate coursework.

C. Required Course

- GBA 7103 Doctoral Teaching Seminar

D. Statistics and Research Methodology

18 semester credit hours of 6000- or 7000-level courses in Statistics, Research Methods, Management Science, or associated Economics courses as approved by the Ph.D. Program Committee. Courses include but are not limited to:

- ECO 6013 Microeconomic Theory
- ECO 6103 Econometrics and Business Forecasting
- ECO 6113 Mathematical Economics
- GBA 7013 Research Methods I
- GBA 7023 Research Methods II
- MS 7033 Applications in Causal Structural Modeling
- STA 6923 Advanced Statistical Learning/Data Mining
- STA 7013 Advanced Applied Business Statistical Methods
- STA 7023 Applied Linear Statistical Models
- STA 7033 Multivariate Statistical Analysis

E. Major Area Coursework

21 semester credit hours of 6000- or 7000-level courses in Statistics, Research Methods, Management Science, or associated Economics courses as approved by the Ph.D. Program Committee. Courses include but are not limited to:

- FIN 7023 Corporate Finance
- FIN 7033 Valuation
- FIN 7043 Empirical Finance
- FIN 7113 International Financial Markets
- FIN 7053 Topics in Financial Research

2. Directed Electives (9 semester credit hours)

F. Free elective

One course to be approved by the Ph.D. Program Committee. The course may be from within or outside the College of Business and must be at the graduate level.

G. Doctoral Research

9 semester credit hours of doctoral research coursework.

FIN 7211 Doctoral Research
FIN 7212 Doctoral Research
FIN 7213 Doctoral Research
FIN 7215 Doctoral Research
FIN 7216 Doctoral Research

H. Doctoral Dissertation

12 semester credit hours

The initial Program of Study must be approved by the Ph.D. Program Committee and must be submitted to the Dean of the Graduate School for final approval.

FIN 7311 Doctoral Dissertation
FIN 7312 Doctoral Dissertation
FIN 7313 Doctoral Dissertation
FIN 7315 Doctoral Dissertation
FIN 7316 Doctoral Dissertation

Total Credit Hours 84

Degree Requirements for Students that have Obtained a Master’s Degree

The degree requires a minimum of 66 semester credit hours beyond the master’s degree.

No course for which a grade of less than “C” was earned can be applied to the Doctoral degree program and no more than two courses with a grade of “C” may be applied to the program.

Program of Study

A. Required Course

- GBA 7103 Doctoral Teaching Seminar

B. Statistics and Research Methodology

18 semester credit hours of 6000- or 7000-level courses in Statistics, Research Methods, Management Science, or associated Economics courses as approved by the Ph.D. Program Committee. Courses include but are not limited to:

- ECO 6013 Microeconomic Theory
- ECO 6103 Econometrics and Business Forecasting
- ECO 6113 Mathematical Economics
- GBA 7013 Research Methods I
- GBA 7023 Research Methods II
- MS 7033 Applications in Causal Structural Modeling
- STA 6923 Advanced Statistical Learning/Data Mining

E. Major Area Coursework

21 semester credit hours of 6000- or 7000-level courses in Statistics, Research Methods, Management Science, or associated Economics courses as approved by the Ph.D. Program Committee. Courses include but are not limited to:

- FIN 7023 Corporate Finance
- FIN 7033 Valuation
- FIN 7043 Empirical Finance
- FIN 7113 International Financial Markets
- FIN 7053 Topics in Financial Research

6 semester credit hours of graduate-level FIN courses as approved by the Ph.D. Program Committee.
College of Business

STA 7013  Advanced Applied Business Statistical Methods
STA 7023  Applied Linear Statistical Models
STA 7033  Multivariate Statistical Analysis

C. Major Area Coursework  21
1. PhD Level Courses (12 semester credit hours)
   FIN 7013  Financial Theory
   FIN 7023  Corporate Finance
   FIN 7033  Valuation
   FIN 7043  Empirical Finance
   FIN 7113  International Financial Markets
2. Directed Electives (9 semester credit hours)
   FIN 7053  Topics in Financial Research
   6 semester credit hours of graduate-level FIN courses as approved by the Ph.D. Program Committee.

D. Free elective  3
   One course to be approved by the Ph.D. Program Committee. The course may be from within or outside the College of Business and must be at the graduate level.

E. Doctoral Research  9
   This requirement is met by doctoral research coursework.
   FIN 7211  Doctoral Research
   FIN 7212  Doctoral Research
   FIN 7213  Doctoral Research
   FIN 7215  Doctoral Research
   FIN 7216  Doctoral Research

F. Doctoral Dissertation  12
   The initial Program of Study must be approved by the Ph.D. Program Committee and must be submitted to the Dean of the Graduate School for final approval.
   FIN 7311  Doctoral Dissertation
   FIN 7312  Doctoral Dissertation
   FIN 7313  Doctoral Dissertation
   FIN 7315  Doctoral Dissertation
   FIN 7316  Doctoral Dissertation

Total Credit Hours  66

Doctor of Philosophy Degree in Information Technology

The College of Business offers opportunities for advanced study and research leading to the Doctor of Philosophy degree in Information Technology. The Ph.D. in Information Technology is awarded to candidates who have displayed an in-depth understanding of the subject matter and demonstrated the ability to make an original contribution to knowledge in their field of specialty.

The regulations for this degree comply with the general University regulations (refer to Chapter 2, General Academic Regulations, and Chapter 5, Doctoral Degree Regulations).

Admission Requirements

Applicants must have a bachelor’s degree from an accredited university. The Ph.D. Program Committee in the major areas will evaluate applicants to the Ph.D. program based on several factors, including academic achievement, standardized test scores, employment history, a personal statement, letters of recommendation, and possibly an interview. All applicants must submit the following material for evaluation:

- official transcripts of all undergraduate and graduate coursework completed
- Graduate Management Admission Test (GMAT) scores or Graduate Record Examination (GRE) scores from a recent (no more than five years old) administration of the examination
- three letters of recommendation from academic or professional sources familiar with the applicant’s background
- a résumé or curriculum vitae and a statement of academic interests and goals
- international students must also submit a score of at least 550 on the Test of English as a Foreign Language (TOEFL). TOEFL scores may not be more than two years old.

Candidates who do not possess a master’s degree in a business or business-related discipline with sufficient quantitative rigor are required to complete a program consisting of a minimum of 84 semester credit hours. The Ph.D. Program Committee for the major area discipline will determine a degree program for each candidate based upon that candidate’s particular background. Candidates whose backgrounds are determined to be insufficient may be directed to take additional background or leveling courses (See sections A, B, and C of the Program of Study below) before proceeding to the program’s required courses. Candidates who enter the program with the appropriate prior graduate coursework may be waived from some or all of the background requirements (sections A, B, and C).

Admission normally includes appointment to a teaching assistantship, research assistantship, or research fellowship. The Ph.D. Program Committee, comprised of members selected from the graduate faculty, is responsible for advising students.

Degree Requirements for Students that have not Obtained a Master’s Degree

The degree requires a minimum of 84 semester credit hours beyond the bachelor’s degree.

No course for which a grade of less than “C” was earned can be applied to the Doctoral degree program and no more than two courses with a grade of “C” may be applied to the program.

Program of Study

A. M.B.A. Core Courses  9
   This requirement may be met by a master’s degree in business or business-related discipline. If a student does not have the appropriate graduate degree, a minimum of three courses (9 semester credit hours) outside of the student’s major discipline must be taken from the following list:
   ACC 5023  Accounting Analysis for Decision Making
   ECO 5023  Managerial Economics
   FIN 5023  Financial Management
   MGT 5043  Management and Behavior in Organizations
   MGT 5253  Ethics and Globalization
   MGT 5903  Strategic Management and Policy
   MKT 5023  Marketing Management
   MS 5023  Decision Analysis and Production Management

Total Credit Hours  66

8 | 11/13/17
The Ph.D. Program Committee may consider the approval of transferring some or all of the credit hours of this requirement based on prior graduate coursework.

### B. Discipline background courses (5000-level courses or higher) in the major field or in a field directly related to (or relevant for) the major field (9 semester credit hours).

The Ph.D. Program Committee may consider the approval of transferring up to 9 credit hours of this requirement based on prior graduate coursework.

#### C. Required Course

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>GBA 7103</td>
<td>Doctoral Teaching Seminar</td>
</tr>
</tbody>
</table>

#### D. Statistics and Research Methodology

18 semester credit hours of 6000- or 7000-level courses in Statistics, Research Methods, Management Science, or associated Economics courses as approved by the Ph.D. Program Committee. Courses include but are not limited to:

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</tr>
<tr>
<td>STA 7033</td>
<td>Multivariate Statistical Analysis</td>
</tr>
</tbody>
</table>

#### E. Major Area Coursework

21

1. PhD Level Courses (12 semester credit hours)
   - IS 7013  Foundations of Information Systems Research
   - IS 7023  Behavioral and Organizational Information Systems Research
   - IS 7033  Topics in Information Systems Technology Research
   - IS 7043  Seminar in Software Development

2. Directed Electives (9 semester credit hours)

#### F. Free elective

One course to be approved by the Ph.D. Program Committee. The course may be from within or outside the College of Business and must be at the graduate level.

#### G. Doctoral Research

9 This requirement is met by doctoral research coursework.

<table>
<thead>
<tr>
<th>Course</th>
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<tbody>
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<tr>
<td>IS 7216</td>
<td>Doctoral Research</td>
</tr>
</tbody>
</table>

#### H. Doctoral Dissertation

12 The initial Program of Study must be approved by the Ph.D. Program Committee and must be submitted to the Dean of the Graduate School for final approval.

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<td>Doctoral Dissertation</td>
</tr>
<tr>
<td>IS 7316</td>
<td>Doctoral Dissertation</td>
</tr>
</tbody>
</table>

**Total Credit Hours**: 84

### Degree Requirements for Students that have Obtained a Master's Degree

The degree requires a minimum of 66 semester credit hours beyond the master's degree.

No course for which a grade of less than “C” was earned can be applied to the Doctoral degree program and no more than two courses with a grade of “C” may be applied to the program.

### Program of Study

#### A. Required Course

<table>
<thead>
<tr>
<th>Course</th>
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<tbody>
<tr>
<td>GBA 7103</td>
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#### B. Statistics and Research Methodology

18 semester credit hours of 6000- or 7000-level courses in Statistics, Research Methods, Management Science, or associated Economics courses as approved by the Ph.D. Program Committee. Courses include but are not limited to:

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</table>

#### C. Major Area Coursework

21

1. PhD Level Courses (12 semester credit hours)
   - IS 7013  Foundations of Information Systems Research
   - IS 7023  Behavioral and Organizational Information Systems Research
   - IS 7033  Topics in Information Systems Technology Research
   - IS 7043  Seminar in Software Development

2. Directed Electives (9 semester credit hours)

#### D. Free elective

One course to be approved by the Ph.D. Program Committee. The course may be from within or outside the College of Business and must be at the graduate level.

#### E. Doctoral Research

9 This requirement is met by doctoral research coursework.

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<td>Doctoral Research</td>
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#### F. Doctoral Dissertation

12 The initial Program of Study must be approved by the Ph.D. Program Committee and must be submitted to the Dean of the Graduate School for final approval.

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<td>Doctoral Dissertation</td>
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</table>

**Total Credit Hours**: 84
The initial Program of Study must be approved by the Ph.D. Program Committee and must be submitted to the Dean of the Graduate School for final approval.

<table>
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<tr>
<th>Course</th>
<th>Credits</th>
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<td>IS 7316</td>
<td>Doctoral Dissertation</td>
</tr>
</tbody>
</table>

Total Credit Hours 66

Doctor of Philosophy Degree in Management and Organization Studies

The College of Business offers opportunities for advanced study and research leading to the Doctor of Philosophy degree in Management and Organization Studies. The Ph.D. in Management and Organization Studies is awarded to candidates who have displayed an in-depth understanding of the subject matter and demonstrated the ability to make an original contribution to knowledge in their field of specialty.

The regulations for this degree comply with the general University regulations (refer to Chapter 2, General Academic Regulations, and Chapter 5, Doctoral Degree Regulations).

Admission Requirements

Applicants must have a bachelor’s degree from an accredited university. The Ph.D. Program Committee in the major areas will evaluate applicants to the Ph.D. program based on several factors, including academic achievement, standardized test scores, employment history, a personal statement, letters of recommendation, and possibly an interview. All applicants must submit the following material for evaluation:

- official transcripts of all undergraduate and graduate coursework completed
- Graduate Management Admission Test (GMAT) scores or Graduate Record Examination (GRE) scores from a recent (no more than five years old) administration of the examination
- three letters of recommendation from academic or professional sources familiar with the applicant’s background
- a résumé or curriculum vitae and a statement of academic interests and goals
- international students must also submit a score of at least 550 on the Test of English as a Foreign Language (TOEFL). TOEFL scores may not be more than two years old.

Candidates who do not possess a master’s degree in a business or business-related discipline with sufficient quantitative rigor are required to complete a program consisting of a minimum of 84 semester credit hours. The Ph.D. Program Committee for the major area discipline will determine a degree program for each candidate based upon that candidate’s particular background. Candidates whose backgrounds are determined to be insufficient may be directed to take additional background or leveling courses (See sections A, B, and C of the Program of Study below) before proceeding to the program’s required courses. Candidates who enter the program with the appropriate prior graduate coursework may be waived from some or all of the background requirements (sections A, B, and C).

Admission normally includes appointment to a teaching assistantship, research assistantship, or research fellowship. The Ph.D. Program Committee, comprised of members selected from the graduate faculty, is responsible for advising students.

Degree Requirements for Students that have not Obtained a Master’s Degree

The degree requires a minimum of 84 semester credit hours beyond the bachelor’s degree.

No course for which a grade of less than “C” was earned can be applied to the Doctoral degree program and no more than two courses with a grade of “C” may be applied to the program.

Program of Study

A. M.B.A. Core Courses

This requirement may be met by a master’s degree in business or business-related discipline. If a student does not have the appropriate graduate degree, a minimum of three courses (9 semester credit hours) outside of the student’s major discipline must be taken from the following list:

- ACC 5023 Accounting Analysis for Decision Making
- ECO 5023 Managerial Economics
- FIN 5023 Financial Management
- MGT 5043 Management and Behavior in Organizations
- MGT 5253 Ethics and Globalization
- MGT 5903 Strategic Management and Policy
- MKT 5023 Marketing Management
- MS 5023 Decision Analysis and Production Management

The Ph.D. Program Committee may consider the approval of transferring some or all of the credit hours of this requirement based on prior graduate coursework.

B. Discipline background courses (5000-level courses or higher) in the major field or in a field directly related to (or relevant for) the major field (9 semester credit hours).

The Ph.D. Program Committee may consider the approval of transferring up to 9 credit hours of this requirement based on prior graduate coursework.

C. Required Course

- GBA 7103 Doctoral Teaching Seminar

D. Statistics and Research Methodology

18 semester credit hours of 6000- or 7000-level courses in Statistics, Research Methods, Management Science, or associated Economics courses as approved by the Ph.D. Program Committee. Courses include but are not limited to:

- ECO 6013 Microeconomic Theory
- ECO 6103 Econometrics and Business Forecasting
- ECO 6113 Mathematical Economics
- GBA 7013 Research Methods I
- GBA 7023 Research Methods II
- MS 7033 Applications in Causal Structural Modeling
- STA 6923 Advanced Statistical Learning/Data Mining
- STA 7013 Advanced Applied Business Statistical Methods
- STA 7023 Applied Linear Statistical Models
- STA 7033 Multivariate Statistical Analysis

E. Major Area Coursework

1. PhD Level Courses (12 semester credit hours)

- MGT 7013 Seminar in Organizational Behavior
MGT 7023  Seminar in Organization Theory  
MGT 7033  Seminar in Human Resource Management  
MGT 7043  Foundations of Strategy  
2. Directed Electives (9 semester credit hours)  
MGT 7053  Empirical Approaches to Strategy  
MGT 7073  Seminar in Organization and Management Studies  
3 semester credit hours of graduate-level MGT course as approved by the Ph.D. Program Committee.

F. Free elective 3  
One course to be approved by the Ph.D. Program Committee. The course may be from within or outside the College of Business and must be at the graduate level.

G. Doctoral Research 9  
This requirement is met by doctoral research coursework.  
MGT 7211  Doctoral Research  
MGT 7212  Doctoral Research  
MGT 7213  Doctoral Research  
MGT 7214  Doctoral Research  
MGT 7215  Doctoral Research  
MGT 7216  Doctoral Research

H. Doctoral Dissertation 12  
The initial Program of Study must be approved by the Ph.D. Program Committee and must be submitted to the Dean of the Graduate School for final approval.

MGT 7311  Doctoral Dissertation  
MGT 7312  Doctoral Dissertation  
MGT 7313  Doctoral Dissertation  
MGT 7314  Doctoral Dissertation  
MGT 7315  Doctoral Dissertation  
MGT 7316  Doctoral Dissertation

| Total Credit Hours | 84 |

Degree Requirements for Students that have Obtained a Master’s Degree
The degree requires a minimum of 66 semester credit hours beyond the master’s degree.

No course for which a grade of less than “C” was earned can be applied to the Doctoral degree program and no more than two courses with a grade of “C” may be applied to the program.

Program of Study

A. Required Course 3  
GBA 7103  Doctoral Teaching Seminar

B. Statistics and Research Methodology 18  
18 semester credit hours of 6000- or 7000-level courses in Statistics, Research Methods, Management Science, or associated Economics courses as approved by the Ph.D. Program Committee. Courses include but are not limited to:  
ECO 6013  Microeconomic Theory  
ECO 6103  Econometrics and Business Forecasting  
ECO 6113  Mathematical Economics  
GBA 7013  Research Methods I  
GBA 7023  Research Methods II  
MS 7033  Applications in Causal Structural Modeling  
STA 6923  Advanced Statistical Learning/Data Mining  
STA 7013  Advanced Applied Business Statistical Methods  
STA 7023  Applied Linear Statistical Models  
STA 7033  Multivariate Statistical Analysis

C. Major Area Coursework 21  
1. PhD Level Courses (12 semester credit hours)  
MGT 7013  Seminar in Organizational Behavior  
MGT 7023  Seminar in Organization Theory  
MGT 7033  Seminar in Human Resource Management  
MGT 7043  Foundations of Strategy  
2. Directed Electives (9 semester credit hours)  
MGT 7053  Empirical Approaches to Strategy  
MGT 7073  Seminar in Organization and Management Studies  
3 semester credit hours of graduate-level MGT course as approved by the Ph.D. Program Committee.

D. Free elective 3  
One course to be approved by the Ph.D. Program Committee. The course may be from within or outside the College of Business and must be at the graduate level.

E. Doctoral Research 9  
This requirement is met by doctoral research coursework.  
MGT 7211  Doctoral Research  
MGT 7212  Doctoral Research  
MGT 7213  Doctoral Research  
MGT 7214  Doctoral Research  
MGT 7215  Doctoral Research  
MGT 7216  Doctoral Research

F. Doctoral Dissertation 12  
The initial Program of Study must be approved by the Ph.D. Program Committee and must be submitted to the Dean of the Graduate School for final approval.

MGT 7311  Doctoral Dissertation  
MGT 7312  Doctoral Dissertation  
MGT 7313  Doctoral Dissertation  
MGT 7314  Doctoral Dissertation  
MGT 7315  Doctoral Dissertation  
MGT 7316  Doctoral Dissertation

| Total Credit Hours | 66 |

Doctor of Philosophy Degree in Marketing
The College of Business offers opportunities for advanced study and research leading to the Doctor of Philosophy degree in Marketing. The Ph.D. in Marketing is awarded to candidates who have displayed an in-depth understanding of the subject matter and demonstrated the ability to make an original contribution to knowledge in their field of specialty.

The regulations for this degree comply with the general University regulations (refer to Chapter 2, General Academic Regulations, and Chapter 5, Doctoral Degree Regulations).

Admission Requirements
Applicants must have a bachelor’s degree from an accredited university. The Ph.D. Program Committee in the major areas will evaluate applicants to the Ph.D. program based on several factors, including academic
achievement, standardized test scores, employment history, a personal statement, letters of recommendation, and possibly an interview. All applicants must submit the following material for evaluation:

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- three letters of recommendation from academic or professional sources familiar with the applicant’s background
- a résumé or curriculum vitae and a statement of academic interests and goals
- international students must also submit a score of at least 550 on the Test of English as a Foreign Language (TOEFL). TOEFL scores may not be more than two years old.

Candidates who do not possess a master’s degree in a business or business-related discipline with sufficient quantitative rigor are required to complete a program consisting of a minimum of 84 semester credit hours. The Ph.D. Program Committee for the major area discipline will determine a degree program for each candidate based upon that candidate’s particular background. Candidates whose backgrounds are determined to be insufficient may be directed to take additional background or leveling courses (See sections A, B, and C of the Program of Study below) before proceeding to the program’s required courses. Candidates who enter the program with the appropriate prior graduate coursework may be waived from some or all of the background requirements (sections A, B, and C).

Admission normally includes appointment to a teaching assistantship, research assistantship, or research fellowship. The Ph.D. Program Committee, comprised of members selected from the graduate faculty, is responsible for advising students.

**Degree Requirements for Students that have not Obtained a Master’s Degree**

The degree requires a minimum of 84 semester credit hours beyond the bachelor’s degree.

No course for which a grade of less than “C” was earned can be applied to the Doctoral degree program and no more than two courses with a grade of “C” may be applied to the program.

**Program of Study**

### A. M.B.A. Core Courses

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACC 5023</td>
<td>Accounting Analysis for Decision Making</td>
</tr>
<tr>
<td>ECO 5023</td>
<td>Managerial Economics</td>
</tr>
<tr>
<td>FIN 5023</td>
<td>Financial Management</td>
</tr>
<tr>
<td>MGT 5043</td>
<td>Management and Behavior in Organizations</td>
</tr>
<tr>
<td>MGT 5253</td>
<td>Ethics and Globalization</td>
</tr>
<tr>
<td>MGT 5903</td>
<td>Strategic Management and Policy</td>
</tr>
<tr>
<td>MKT 5023</td>
<td>Marketing Management</td>
</tr>
</tbody>
</table>
| MS 5023     | Decision Analysis and Production Management      | 9

This requirement may be met by a master’s degree in business or business-related discipline. If a student does not have the appropriate graduate degree, a minimum of three courses (9 semester credit hours) outside of the student’s major discipline must be taken from the following list:

- GBA 7013 Doctoral Teaching Seminar

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECO 6013</td>
<td>Microeconomic Theory</td>
</tr>
<tr>
<td>ECO 6103</td>
<td>Econometrics and Business Forecasting</td>
</tr>
<tr>
<td>ECO 6113</td>
<td>Mathematical Economics</td>
</tr>
<tr>
<td>GBA 7013</td>
<td>Research Methods I</td>
</tr>
<tr>
<td>GBA 7023</td>
<td>Research Methods II</td>
</tr>
<tr>
<td>MS 7033</td>
<td>Applications in Causal Structural Modeling</td>
</tr>
<tr>
<td>STA 6923</td>
<td>Advanced Statistical Learning/Data Mining</td>
</tr>
<tr>
<td>STA 7013</td>
<td>Advanced Applied Business Statistical Methods</td>
</tr>
<tr>
<td>STA 7023</td>
<td>Applied Linear Statistical Models</td>
</tr>
<tr>
<td>STA 7033</td>
<td>Multivariate Statistical Analysis</td>
</tr>
</tbody>
</table>

### B. Discipline background courses (5000-level courses or higher)

- in the major field or in a field directly related to (or relevant for) the major field (9 semester credit hours).

- The Ph.D. Program Committee may consider the approval of transferring up to 9 credit hours of this requirement based on prior graduate coursework.

### C. Required Course

- GBA 7103 Doctoral Teaching Seminar

### D. Statistics and Research Methodology

- 18 semester credit hours of 6000- or 7000-level courses in Statistics, Research Methods, Management Science, or associated Economics courses as approved by the Ph.D. Program Committee. Courses include but are not limited to:

<table>
<thead>
<tr>
<th>Course Code</th>
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</tr>
</thead>
<tbody>
<tr>
<td>ECO 6013</td>
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<tr>
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<td>Applied Linear Statistical Models</td>
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<tr>
<td>STA 7033</td>
<td>Multivariate Statistical Analysis</td>
</tr>
</tbody>
</table>

### E. Major Area Coursework

- 21 semester credit hours

#### 1. PhD Level Courses (12 semester credit hours)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKT 7013</td>
<td>Seminar in Marketing Theory</td>
</tr>
<tr>
<td>MKT 7023</td>
<td>Behavioral Seminar I</td>
</tr>
<tr>
<td>MKT 7033</td>
<td>Behavioral Seminar II</td>
</tr>
<tr>
<td>MKT 7043</td>
<td>Seminar in Experimental Design</td>
</tr>
</tbody>
</table>

#### 2. Directed Electives (9 semester credit hours)

- 9 semester credit hours of graduate-level directed electives as approved by the Ph.D. Program Committee.

### F. Free elective

- 3 semester credit hours

One course to be approved by the Ph.D. Program Committee. The course may be from within or outside the College of Business and must be at the graduate level.

### G. Doctoral Research

- 9 semester credit hours

- This requirement is met by doctoral research coursework.

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKT 7211</td>
<td>Doctoral Research</td>
</tr>
<tr>
<td>MKT 7212</td>
<td>Doctoral Research</td>
</tr>
<tr>
<td>MKT 7213</td>
<td>Doctoral Research</td>
</tr>
<tr>
<td>MKT 7214</td>
<td>Doctoral Research</td>
</tr>
<tr>
<td>MKT 7215</td>
<td>Doctoral Research</td>
</tr>
<tr>
<td>MKT 7216</td>
<td>Doctoral Research</td>
</tr>
</tbody>
</table>

### H. Doctoral Dissertation

- 12 semester credit hours

- The initial Program of Study must be approved by the Ph.D. Program Committee and must be submitted to the Dean of the Graduate School for final approval.

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKT 7311</td>
<td>Doctoral Dissertation</td>
</tr>
<tr>
<td>MKT 7312</td>
<td>Doctoral Dissertation</td>
</tr>
<tr>
<td>MKT 7313</td>
<td>Doctoral Dissertation</td>
</tr>
</tbody>
</table>
A. Required Course

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>GBA 7103</td>
<td>Doctoral Teaching Seminar</td>
</tr>
</tbody>
</table>

B. Statistics and Research Methodology

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credit Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>STA 7013</td>
<td>Advanced Statistical Learning/Data Mining</td>
<td>3</td>
</tr>
<tr>
<td>STA 7016</td>
<td>Multivariate Statistical Analysis</td>
<td>3</td>
</tr>
</tbody>
</table>

C. Major Area Coursework

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credit Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKT 7311</td>
<td>Doctoral Dissertation</td>
<td>13</td>
</tr>
<tr>
<td>MKT 7312</td>
<td>Doctoral Dissertation</td>
<td>13</td>
</tr>
<tr>
<td>MKT 7313</td>
<td>Doctoral Dissertation</td>
<td>13</td>
</tr>
<tr>
<td>MKT 7314</td>
<td>Doctoral Dissertation</td>
<td>13</td>
</tr>
<tr>
<td>MKT 7315</td>
<td>Doctoral Dissertation</td>
<td>13</td>
</tr>
<tr>
<td>MKT 7316</td>
<td>Doctoral Dissertation</td>
<td>13</td>
</tr>
</tbody>
</table>

Total Credit Hours 84

Advancement to Candidacy

Advancement to candidacy requires a student to complete University and program requirements and to pass a written qualifying examination following completion of course requirements in the candidate’s major field of study. The examination is administered by the Ph.D. Program Committee. No more than two attempts to pass qualifying examinations are allowed. Results of the written and oral examinations must be reported to the Ph.D. Program Committee, the Dean of the College, and the Dean of the Graduate School. Admission into the doctoral program does not guarantee advancement to candidacy.

Dissertation

Candidates must demonstrate the ability to conduct independent research by completing and defending an original dissertation. The research topic is determined by the student in consultation with his or her supervising professor. A Dissertation Committee, selected by the student and supervising professor, guides and critiques the candidate’s research. The completed dissertation must be formally presented to and approved by the Dissertation Committee.

Following an open presentation of the dissertation findings, the Dissertation Committee conducts a closed meeting to determine the adequacy of the research and any further requirements for completion of the dissertation. Results of the meeting must be reported to the Dean of the College and to the Dean of the Graduate School.

Awarding of the degree is based on the approval of the Dissertation Committee, approved by the Dean. The UTSA Dean of the Graduate School certifies the completion of all University-wide requirements.

Graduate Certificate in the Business of Health

The Graduate Certificate in the Business of Health has been suspended from Fall 2017–Summer 2018.

The Graduate Certificate in the Business of Health is a 12-semester-credit-hour program designed to equip healthcare and business professionals with the knowledge and skills needed to lead in today’s rapidly-changing healthcare environment. The influence of political, social, legal, regulatory, environmental and technological issues on healthcare management decisions is critical to our practical, state-of-the-art classes.

Students who are currently enrolled in a graduate degree program at UTSA are eligible for admission to this certificate program. Students who have previously completed a master’s degree, equivalent-level professional degree (such as JD, MD, DDS, etc.) or higher (such as Ph.D., etc.) are not required to submit a graduate admission test for admission to this certificate program. Students who are currently enrolled
in a post-baccalaureate degree program are required to submit their graduate admission test results (such as from the DAT, GMAT, GRE, LSAT, MCAT, OAT, PCAT, etc.) If they have taken an admissions test for their current program. The GMAT requirement for students who do not have an advanced degree, or who have not taken a graduate admission test may be waived for this program. The decision will be made on a case-by-case basis.

To earn the Business of Health certificate, students must complete 12 semester credit hours:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>BOH 6123</td>
<td>Healthcare Strategic Management</td>
<td></td>
</tr>
<tr>
<td>or MGT 6123</td>
<td>Healthcare Strategic Management</td>
<td>3</td>
</tr>
<tr>
<td>BOH 6763</td>
<td>Legal and Tax Strategies for Healthcare Organizations</td>
<td>3</td>
</tr>
<tr>
<td>or ACC 6763</td>
<td>Legal and Tax Strategies for Not-For-Profit Organizations</td>
<td></td>
</tr>
<tr>
<td>BOH 6773</td>
<td>Seminar in Medicare Regulation</td>
<td>3</td>
</tr>
<tr>
<td>or ACC 6773</td>
<td>Seminar in Medicare Regulation</td>
<td></td>
</tr>
</tbody>
</table>

And one course chosen from the following: 3

<table>
<thead>
<tr>
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<th>Course Title</th>
<th>Credit Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>BOH 6133</td>
<td>Organizational and Managerial Issues in Healthcare Delivery</td>
<td></td>
</tr>
<tr>
<td>or MGT 6133</td>
<td>Organizational and Managerial Issues in Healthcare Delivery</td>
<td>3</td>
</tr>
<tr>
<td>BOH 6543</td>
<td>Healthcare Economics and Policy</td>
<td></td>
</tr>
<tr>
<td>or ECO 6543</td>
<td>Healthcare Economics and Policy</td>
<td></td>
</tr>
<tr>
<td>BOH 6553</td>
<td>Legal, Ethical, and Social Issues of Healthcare Management</td>
<td></td>
</tr>
<tr>
<td>or BLW 6553</td>
<td>Legal, Ethical, and Social Issues of Healthcare Management</td>
<td>3</td>
</tr>
<tr>
<td>BOH 6783</td>
<td>Accounting for Healthcare Organizations</td>
<td></td>
</tr>
<tr>
<td>or ACC 6783</td>
<td>Accounting for Healthcare Organizations</td>
<td></td>
</tr>
<tr>
<td>BOH 6923</td>
<td>Healthcare Management Internship</td>
<td></td>
</tr>
<tr>
<td>or MGT 6923</td>
<td>Healthcare Management Internship</td>
<td></td>
</tr>
</tbody>
</table>

Total Credit Hours 12

### Business of Health (BOH) Courses

**BOH 6123. Healthcare Strategic Management. (3-0) 3 Credit Hours.**
Prerequisite: MGT 5003, an equivalent, or consent of instructor. Strategic management of healthcare organizations involves both making good decisions about where you want your organization to go and deciding how to get there. This course will focus on both direction issues and execution issues. Students will do case studies of current healthcare organizations. (Same as MGT 6123. Credit cannot be earned for both MGT 6123 and BOH 6123).

**BOH 6133. Organizational and Managerial Issues in Healthcare Delivery. (3-0) 3 Credit Hours.**
Prerequisite: MGT 5003, an equivalent, or consent of instructor. An analysis of the organizational and managerial implications of clinical issues in the delivery of healthcare. Students have the opportunity to examine quality of care issues and concerns related to patient care that affect how healthcare organizations are managed. (Same as MGT 6133. Credit cannot be earned for both MGT 6133 and BOH 6133).

**BOH 6543. Healthcare Economics and Policy. (3-0) 3 Credit Hours.**
Prerequisite: ECO 5003, an equivalent, or consent of instructor. The application of economic principles and modeling to the healthcare marketplace. Students will be given the opportunity to apply theoretical and empirical economic analysis to business and public policy issues in the healthcare industry. (Same as ECO 6543. Credit cannot be earned for both ECO 6543 and BOH 6543).

**BOH 6553. Legal, Ethical, and Social Issues of Healthcare Management. (3-0) 3 Credit Hours.**
Prerequisite: BLW 5003, an equivalent, or consent of instructor. Introduction to problems, issues, and trends in organized healthcare delivery with a particular focus on related legal and ethical issues. (Same as BLW 6553. Credit cannot be earned for both BLW 6553 and BOH 6553).

**BOH 6763. Legal and Tax Strategies for Healthcare Organizations. (3-0) 3 Credit Hours.**
Prerequisite: ACC 5003, an equivalent, or consent of instructor. Overview of taxation and related legal issues affecting the healthcare industry. Topics include tax-exempt organizations, community benefit standards, choice of organizational form, and tax planning strategies for healthcare organizations and professionals. (Same as ACC 6763. Credit cannot be earned for both ACC 6763 and BOH 6763).

**BOH 6773. Seminar in Medicare Regulation. (3-0) 3 Credit Hours.**
Prerequisite: ACC 5003, an equivalent, or consent of instructor. Seminar in Medicare covered services, payment systems and compliance for healthcare providers. Emphasis is on understanding the role of Medicare in the American healthcare system, and developing the technical skills to identify and research problems in Medicare payments. Topics include Medicare administration and covered services, Part A hospital insurance benefits, Part B supplementary medical insurance benefits, Part C Medicare Advantage benefits, Part D prescription drug benefits, exclusions from coverage, provider payment rules, fraud & abuse, recovery audits, physician self-referral, anti-dumping rules, claims & appeals, and managed care plans. Includes practical experience using online research software, a comprehensive Medicare hospital cost report, and professional cost reporting software. (Same as ACC 6773. Credit cannot be earned for both ACC 6773 and BOH 6773).

**BOH 6783. Accounting for Healthcare Organizations. (3-0) 3 Credit Hours.**
Prerequisite: ACC 5003, an equivalent, or consent of instructor. Seminar in Medicare covered services, payment systems and compliance for healthcare providers. Emphasis is on understanding the role of Medicare in the American healthcare system, and developing the technical skills to identify and research problems in Medicare payments. Topics include Medicare administration and covered services, Part A hospital insurance benefits, Part B supplementary medical insurance benefits, Part C Medicare Advantage benefits, Part D prescription drug benefits, exclusions from coverage, provider payment rules, fraud & abuse, recovery audits, physician self-referral, anti-dumping rules, claims & appeals, and managed care plans. Includes practical experience using online research software, a comprehensive Medicare hospital cost report, and professional cost reporting software. (Same as ACC 6773. Credit cannot be earned for both ACC 6773 and BOH 6773).

**BOH 6873. Accounting for Healthcare Organizations. (3-0) 3 Credit Hours.**
Prerequisite: ACC 5003, an equivalent, or consent of instructor. Seminar in Medicare covered services, payment systems and compliance for healthcare providers. Emphasis is on understanding the role of Medicare in the American healthcare system, and developing the technical skills to identify and research problems in Medicare payments. Topics include Medicare administration and covered services, Part A hospital insurance benefits, Part B supplementary medical insurance benefits, Part C Medicare Advantage benefits, Part D prescription drug benefits, exclusions from coverage, provider payment rules, fraud & abuse, recovery audits, physician self-referral, anti-dumping rules, claims & appeals, and managed care plans. Includes practical experience using online research software, a comprehensive Medicare hospital cost report, and professional cost reporting software. (Same as ACC 6773. Credit cannot be earned for both ACC 6773 and BOH 6773).
BOH 6923. Healthcare Management Internship. (0-0) 3 Credit Hours. Prerequisites: Graduate standing, 15 semester credit hours of graduate work, and consent of instructor. Internship must be approved in advance by the Internship Coordinator and the student’s Graduate Advisor of Record. Supervised full- or part-time off-campus work experience and training in healthcare management. Individual conferences and written reports required. (Same as MGT 6923. Credit cannot be earned for both MGT 6923 and BOH 6923).

Data Analytics (DA) Courses

DA 6213. Data-Driven Decision Making and Design. (3-0) 3 Credit Hours. This course familiarizes students with basic scientific processes and formalisms, such as question formulation and hypothesis development. Students will be provided the opportunity to gain an understanding of how formulated questions and hypotheses can lead to data collection and analysis, as well as how data itself can be explored and summarized to generate such questions and hypotheses. The course also introduces students to foundational data analytics processes, such as the data-to-decision processes, data handling processes, and data analysis processes. Data provenance for data-to-decision traceability and critical scientific documentation principles important to scientific and analytic functions is also discussed.

DA 6223. Data Analytics Tools and Techniques. (3-0) 3 Credit Hours. Students will be provided the opportunity to gain education and experience with common tools and techniques used in a variety of data analytics application areas. Students will become familiar with database technology and leading commercial and open source analytics platforms. Students will also be provided the opportunity to learn how to use these technologies and platforms to solve data analytics problems by obtaining a basic understanding of database querying and basic scripting in analytics platforms. Students will not become scientific programmers from this course, nor will they learn the formalisms of programming per se; rather, they will be provided the opportunity to learn and experience how to develop functional scripts and leverage existing analytics libraries to solve data analytics problems using software.

DA 6233. Data Analytics Visualization and Communication. (3-0) 3 Credit Hours. Since the purpose data analytics is to inform and facilitate better data-driven decisions, and transform data to information and knowledge, the ability to effectively communicate data aggregations, summarizations, and analytic findings to decision makers is very important. The ability to communicate highly complex analyses and scientific findings to a non-technical audience is challenging. This course will educate students on common mistakes and success factors in technical communication, and give them experience communicating findings orally and in writing. The course will also focus heavily on data analytics visualization approaches and tools. Students will be provided the opportunity to learn common methods for data visualization for a wide variety of data types and data analytics applications.

DA 6813. Data Analytics Applications. (3-0) 3 Credit Hours. Students will be presented a big picture understanding of data analytics, including its purpose, common benefits and challenges, important analytic processes, and what is needed to perform data analytics, such as skills, tools, technology, etc. Students will be introduced to a wide variety of data analytics applications in a wide variety of fields, such as information technology, cyber security, bioinformatics, biomedical/health, insurance and risk, finance, economics, accounting, business intelligence, crime and fraud detection, marking and customer analytics, energy and environmental, manufacturing and operations, and logistics and supply chain. Data analytics applications will be demonstrated through case-based study and guest lectures from data analytics experts and managers in the various application areas listed above.

DA 6823. Data Analytics Practicum I. (3-0) 3 Credit Hours. Prerequisites: DA 6213, DA 6813, and STA 6443. This course presents students with the practical knowledge, skills, and experience needed to conduct real-world, high-quality data analytics in an application area of interest. Students will meet formally with their peers and the instructor for the purpose of facilitating the practicum experience. Students will simultaneously engage in formal internships and regular meetings with key members of the organizations hosting and facilitating student practicum project(s). During this practicum, students will engage in the following steps of the data analytics process: problem defining, question formulation, hypothesis development, preliminary analytics, analytical design, data acquisition, data preparation and pre-processing, and initial data analysis.

DA 6833. Data Analytics Practicum II. (3-0) 3 Credit Hours. Prerequisite: DA 6823. This course continues the practicum experience in the same manner as Data Analytics Practicum I. Students will continue and finish their major data analytics project, focusing on the analysis and presentation of results portion of the process. The next steps will be detailed data analysis, conclusion drawing, report preparation and refinement, presentation preparation and final presentation. The practicum will culminate in a formal, completed report to the supporting organization, as well as to data analytics peers and professors. Students who earn a grade of “B” (3.0) or better in this course will satisfy the comprehensive examination requirement. A student who receives a grade of “B-,” “C+,” or “C” may still satisfy this requirement by successfully passing a comprehensive examination as set out in this catalog.

General Business Administration (GBA) Courses

GBA 6883. Global Business Immersion. (0-0) 3 Credit Hours. Prerequisite: 6 College of Business semester credit hours and official admission into the Business Immersion Program. An advanced field-trip course designed to provide intensive exposure to the business practices of the locations visited. The pre-departure activities enhance prior knowledge of the local business climate and culture. The in-country activities include visits to local companies and workshops hosted by local professors. The post-immersion components engage students in reflection opportunities and applied project experiences. This course relies heavily on experiential components. Attendance to all official course events is required. This course may be repeated for credit.

GBA 6973. Special Topics in General Business Administration. (3-0) 3 Credit Hours. Prerequisite: Consent of instructor. An organized course offering the opportunity for specialized study not normally or not often available as part of the regular course offerings. Special Topics courses may be repeated for credit when topics vary, but no more than 6 hours, regardless of discipline, will apply to the degree.
GBA 7013. Research Methods I. (3-0) 3 Credit Hours.
Prerequisite: Consent of instructor. An introduction to the research process. The course examines the scientific method, issues in the philosophy of science, ethical issues in research, and an introduction to basic experimental and quasi-experimental design principles and threats to validity. The course also examines the elements of scientific paper writing.

GBA 7023. Research Methods II. (3-0) 3 Credit Hours.
Prerequisite: Consent of instructor. A survey of contemporary research design and data collection methods, including archival data, surveys, interviews, and qualitative research methods.

GBA 7103. Doctoral Teaching Seminar. (3-0) 3 Credit Hours.
A critical examination of teaching philosophies and pedagogical styles. Topics include course construction, content selection, and student learning.