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/#degreestext)
- Master of Accountancy (http://catalog.utsa.edu/graduate/business/accounting/#degreestext)
- Doctor of Philosophy in Accounting (http://catalog.utsa.edu/graduate/business/accounting/#degreestext)

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

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

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

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/#degreestext)

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

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

- 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</td>
<td>3</td>
</tr>
<tr>
<td>ECO 5003</td>
<td>Economic Theory and Policy</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</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/graduatedegreeregulations/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
   ACC 5003   Financial Accounting Concepts  3
   ECO 5003   Economic Theory and Policy    3
   FIN 5023   Financial Management          3
   IS 5003    Introduction to Information Systems 3
   MGT 5043   Management and Behavior in Organizations 3
   MGT 5633   Effective Negotiating          3
   MGT 5903   Strategic Management and Policy 3
   MOT 5243   Essentials of Project and Program Management 3
   MKT 5023   Marketing Management          3
   MS 5003    Quantitative Methods for Business Analysis 3
   B. 3 semester credit hours of developmental courses 3
      MGT 6971   Special Problems (Business Writing) 3
      MGT 6971   Special Problems (Business Speaking) 3
      MGT 6971   Special Problems (Professional Development) 3

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
   DA 6213   Data-Driven Decision Making and Design  3
   DA 6223   Data Analytics Tools and Techniques  3
   DA 6233   Data Analytics Visualization and Communication 3
   DA 6813   Data Analytics Applications  3
   IS 6713   Data Foundations  3
   IS 6733   Big Data Technology  3
   STA 6443   Data Analytics Algorithms I  3
   STA 6543   Data Analytics Algorithms II  3
   B. 6 semester credit hours of required practicum courses
   DA 6823   Data Analytics Practicum I  3
Executive Master of Business Administration

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 reapplication. 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

<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>
<tr>
<td>MS 5023</td>
<td>Decision Analysis and Production Management</td>
</tr>
</tbody>
</table>

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:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACC 7013</td>
<td>Accounting Analysis for Decision Making</td>
</tr>
<tr>
<td>ECO 7023</td>
<td>Managerial Economics</td>
</tr>
<tr>
<td>FIN 7023</td>
<td>Financial Management</td>
</tr>
<tr>
<td>MGT 7043</td>
<td>Management and Behavior in Organizations</td>
</tr>
<tr>
<td>MGT 7253</td>
<td>Ethics and Globalization</td>
</tr>
<tr>
<td>MGT 7903</td>
<td>Strategic Management and Policy</td>
</tr>
<tr>
<td>MKT 7023</td>
<td>Marketing Management</td>
</tr>
<tr>
<td>MS 7023</td>
<td>Decision Analysis and Production Management</td>
</tr>
</tbody>
</table>

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 Code</th>
<th>Course 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:

<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>

E. Major Area Coursework

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACC 7013</td>
<td>Seminar in Empirical Research in Accounting</td>
</tr>
<tr>
<td>ACC 7053</td>
<td>Current Topics in Accounting Research</td>
</tr>
<tr>
<td>ACC 7113</td>
<td>Seminar in Financial Accounting Theory</td>
</tr>
<tr>
<td>ACC 7123</td>
<td>Seminar in Managerial Accounting Theory</td>
</tr>
<tr>
<td>ACC 7143</td>
<td>Seminar in Advanced Cost Accounting Theory</td>
</tr>
</tbody>
</table>

2. Directed Electives (9 semester credit hours)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACC 7043</td>
<td>Archival-Based Research Methods in Accounting</td>
</tr>
</tbody>
</table>

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.

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

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.

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

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.
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 3

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

C. Major Area Coursework

- 21 semester credit hours of graduate-level ACC courses as approved by the Ph.D. Program Committee.
- 6 semester credit hours of graduate-level ACC courses as approved by the Ph.D. Program Committee.
- ACC 7043 Archival-Based Research Methods in Accounting
- ACC 7311 Doctoral Dissertation
- ACC 7312 Doctoral Dissertation
- ACC 7313 Doctoral Dissertation
- ACC 7314 Doctoral Dissertation
- ACC 7315 Doctoral Dissertation
- ACC 7316 Doctoral Dissertation

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
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

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** 3

- GBA 7103 Doctoral Teaching Seminar

**D. 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

**E. Major Area Coursework** 21

1. PhD Level Courses (12 semester credit hours)

- FIN 7013 Financial Theory

2. Directed Electives (9 semester credit hours)

- FIN 7023 Corporate Finance
- FIN 7033 Valuation
- FIN 7043 Empirical Finance
- FIN 7113 International Financial Markets

3. 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.

**F. 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

**G. 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** 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

**E. Major Area Coursework** 21

1. PhD Level Courses (12 semester credit hours)

- FIN 7013 Financial Theory

2. Directed Electives (9 semester credit hours)

- FIN 7023 Corporate Finance
- FIN 7033 Valuation
- FIN 7043 Empirical Finance
- FIN 7113 International Financial Markets

3. 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.

**F. 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

**G. 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** 84

---
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

<table>
<thead>
<tr>
<th>Course Code</th>
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<tbody>
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<tr>
<td>MKT 5023</td>
<td>Marketing Management</td>
</tr>
<tr>
<td>MS 5023</td>
<td>Decision Analysis and Production Management</td>
</tr>
</tbody>
</table>

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

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<td>MGT 5903</td>
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<td>MKT 5023</td>
<td>Marketing Management</td>
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<tr>
<td>MS 5023</td>
<td>Decision Analysis and Production Management</td>
</tr>
</tbody>
</table>
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

3

GBA 7103 Doctoral Teaching Seminar

D. 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

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)

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.

F. Doctoral Research

9

This requirement is met by doctoral research coursework.

IS 7211 Doctoral Research
IS 7212 Doctoral Research
IS 7213 Doctoral Research
IS 7214 Doctoral Research
IS 7215 Doctoral Research
IS 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.

IS 7311 Doctoral Dissertation
IS 7312 Doctoral Dissertation
IS 7313 Doctoral Dissertation

IS 7315 Doctoral Dissertation
IS 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)
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

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.

IS 7211 Doctoral Research
IS 7212 Doctoral Research
IS 7213 Doctoral Research
IS 7214 Doctoral Research
IS 7215 Doctoral Research
IS 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.
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

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:

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<td>MGT 5043</td>
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<td>MKT 5023</td>
<td>Marketing Management</td>
</tr>
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<td>MS 5023</td>
<td>Decision Analysis and Production Management</td>
</tr>
</tbody>
</table>

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 Code</th>
<th>Course 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:

<table>
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<td>Microeconomic Theory</td>
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<td>ECO 6103</td>
<td>Econometrics and Business Forecasting</td>
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<td>Mathematical Economics</td>
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<td>GBA 7013</td>
<td>Research Methods I</td>
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<td>STA 7023</td>
<td>Applied Linear Statistical Models</td>
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</tr>
</tbody>
</table>

E. Major Area Coursework

1. PhD Level Courses (12 semester credit hours)

<table>
<thead>
<tr>
<th>Course Code</th>
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</tr>
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<tbody>
<tr>
<td>MGT 7013</td>
<td>Seminar in Organizational Behavior</td>
</tr>
</tbody>
</table>
College of Business

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

C. 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.

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
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
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:

- 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

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 3

- GBA 7103 Doctoral Teaching Seminar

D. 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

E. Major Area Coursework 21

1. PhD Level Courses (12 semester credit hours)
- MKT 7013 Seminar in Marketing Theory
- MKT 7023 Behavioral Seminar I
- MKT 7033 Behavioral Seminar II
- MKT 7043 Seminar in Experimental Design

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

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.

- MKT 7211 Doctoral Research
- MKT 7212 Doctoral Research
- MKT 7213 Doctoral Research
- MKT 7214 Doctoral Research
- MKT 7215 Doctoral Research
- MKT 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.

- MKT 7311 Doctoral Dissertation
- MKT 7312 Doctoral Dissertation
- MKT 7313 Doctoral Dissertation
### 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
  - STA 7013  Advanced Applied Business Statistical Methods
  - STA 7023  Applied Linear Statistical Models
  - STA 7033  Multivariate Statistical Analysis

#### C. Major Area Coursework
- 21 credit hours
  - 1. PhD Level Courses (12 semester credit hours)
    - MKT 7013  Seminar in Marketing Theory
    - MKT 7023  Behavioral Seminar I
    - MKT 7033  Behavioral Seminar II
    - MKT 7043  Seminar in Experimental Design
  - 2. Directed Electives (9 semester credit hours)
    - 9 semester credit hours of graduate-level directed electives as approved by the Ph.D. Program Committee.

#### D. Free elective
- 3 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.

#### E. Doctoral Research
- 9 credit hours
- This requirement is met by doctoral research coursework.
- MKT 7211  Doctoral Research
- MKT 7212  Doctoral Research
- MKT 7213  Doctoral Research
- MKT 7214  Doctoral Research
- MKT 7215  Doctoral Research
- MKT 7216  Doctoral Research

#### F. Doctoral Dissertation
- 12 credit hours

### 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.

### 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.

Awardsing 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 central 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>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BOH 6123</td>
<td>Healthcare Strategic Management</td>
<td>3</td>
</tr>
<tr>
<td>or MGT 6123</td>
<td>Healthcare Strategic Management</td>
<td></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:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BOH 6133</td>
<td>Organizational and Managerial Issues in Healthcare Delivery</td>
<td>3</td>
</tr>
<tr>
<td>or MGT 6133</td>
<td>Organizational and Managerial Issues in Healthcare Delivery</td>
<td></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>3</td>
</tr>
<tr>
<td>or BLW 6553</td>
<td>Legal, Ethical, and Social Issues of Healthcare Management</td>
<td></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