

Ph.D. in Business Administration

The Woody L. Hunt College of Business, through the departments of Accounting and Information Systems, Economics and Finance, and Marketing and Management, offers a PhD in Business Administration. The PhD program is accredited by AACSB International, the Association to Advance Collegiate Schools of Business. It is designed to prepare a new generation of faculty from diverse backgrounds to meet critical challenges projected in business education. The full-time program is housed in the Woody L. Hunt College of Business and emphasizes strong quantitative research methods and business core sequences, as well as opportunities for research in accounting, finance, information systems, management, and marketing. Course approval and course substitution approval requests will be coordinated by the PhD Director at the direction of the Dean.

Admission Requirements

1. Transcripts according to the requirements of the Graduate School.
2. Official scores on the GMAT or GRE. (GMAT preferred.)
3. Two letters of reference, preferably from professors who are knowledgeable about the student's potential ability to perform at the doctoral level.
4. A statement describing the applicant's reasons for wanting to obtain a PhD in Business Administration.
5. A current resume or curriculum vitae.
6. Applicants from countries where English is not the first language are required to demonstrate English proficiency. Please consult the graduate school (<http://catalog.utep.edu/admissions/graduate/graduate-student/>) website for required courses.
7. As part of the review of an applicant's file, an interview or additional information can be required. In such a case, the applicant will be notified.
8. Students who do not have a master's degree in business (or related field) or wish to enter directly upon completion of a bachelor's degree must complete at least 24 graduate-level credit hours in business administration or equivalent.

Admission decisions are based on demonstration of academic performance and potential as measured by undergraduate GPA, graduate GPA (if applicable), standardized test scores, and other factors. Admission decisions can also reflect consideration of candidates' socio-economic background, publication record, and academic experience.

Students entering the PhD program are expected to have knowledge of elementary calculus and statistics. Students without a master's degree in business or a related field must take the business foundation courses or demonstrate competency in the knowledge areas represented. It is anticipated that students entering the program with a master's degree in business or related field will have already taken these courses or their equivalent (students entering the Accounting and Finance Specialization must take ECON 5302 Microeconomic Theory, or the equivalent as part of the business foundation coursework). Students can demonstrate achievement of proficiency in any or all of these areas by examination, subject to the approval of the Director of the PhD Program.

A copy of the dissertation in PDF or Word electronic format must be submitted to the Graduate school for format check prior to the scheduled defense date. The dissertation, including an abstract not to exceed 350 words, must be prepared according to the Graduate School's thesis and dissertation guidelines available at the Graduate School Web site. The student will receive email confirmation from the Graduate School after the format has been approved. The final Graduate School-approved dissertation must be submitted to the Graduate School in PDF electronic format by the deadline as published in the Class Schedule, along with a hard copy of the signature page with original signatures of the dissertation committee members. The signature page must be included in the PDF file, but it should not be signed.

Degree Requirements

Grade Point Average Requirements

The student must maintain at least a 3.00 grade point average over the nine hours of Supporting Area sequence. If a student receives two "Cs" or one "D" or one "F" in any course from any Professor, the student will be automatically dismissed from the program. Students must maintain a 3.00 GPA over all graduate work attempted, excluding dissertation credit. Failure to maintain these averages constitutes unsatisfactory progress and will result in the student's dismissal from the program.

Comprehensive Exams (0 semester hours)

After completing coursework but prior to beginning the dissertation proposal, each student must pass a series of comprehensive examinations. The Director of the PhD Program will schedule the exams in consultation with the Woody L. Hunt College of Business' PhD Policy Committee.

Other Requirements

In addition to all Woody L. Hunt College of Business requirements falling under this heading, please review the Policy Handbook for PhD in Business Administration for more detailed information applying to all Business doctoral students.

As part of the Elective requirements, all students will be required to register for one 3 hour credit MBA or MACC level course within the area of their concentration. They will need to work with a professor to conduct research related to the topics of that course.

Degree Plan

Required Credits: 72

Code	Title	Hours
Business Foundation Courses		
Course Options:		
Select eight courses from the following: ¹		24
ACCT 6301	Financial Accounting	
CIS 5313	Strategic Information Systems	
ECON 5302	Microeconomic Theory ¹	
ECON 6311	Managerial Economics	
ECON 6360	Global Econ Environment-Mgrs	
FIN 6311	Financial Management	
MGMT 6311	Organizational Mgmt Seminar	
MKT 6311	Marketing Management	
OSCM 5308	Concepts of Production Mgmt	
Supporting Area (All courses require a grade of B or better)		
Select three courses from the following:		9
ACCT 6310	Intl Accounting Environment	3
ACCT 6323	Topics in Intl Acct Research	3
ACCT 6325	Seminar in Intl Manag Acct	3
ACCT 6354	Accounting Topics in Intl Bus	3
FIN 6332	Seminar in Intl Capital Mkts	3
FIN 6354	Finance Topics in Intl Bus	3
MGMT 6319	Seminar in Intl Management	3
MGMT 6354	Management Topics in Intl Bus	3
MKT 6313	Seminar in Intl Marketing	3
MKT 6354	Marketing Topics in Intl Bus	3
MKT 6363	International Business Theory	3
Students may take doctoral courses outside of the College of Business with the approval of the Program Director		
Research Methods (All courses require a grade of C or better)		
Required Courses:		
ECON 6370	Applied Econometrics	3
ECON 6372	Panel Data & Discr Chce Modls	3
Select two courses from the following:		6
FIN 6350	Financial Econometrics I	
FIN 6360	Financial Econometrics II	
MGMT 6303	Advanced Regression Analysis	
MGMT 6307	Survey Research Methods	
MGMT 6308	Research Philosophy & Design	
MKT 6309	Structural Equation Modeling	
MKT 6371	Business Analytics I	
MKT 6372	Business Analytics II	
ECON 6371	Econometric Forecasting	
Elective Courses (All courses require a grade of C or better)		
Select five courses from the following:		15
ACCT 6320	Accounting Behavioral Research (required course for Accounting students)	
ACCT 6321	Sem in Intl Financial Acct	
ACCT 6323	Topics in Intl Acct Research	
ACCT 6324	Seminar in International Tax	
ACCT 6325	Seminar in Intl Manag Acct	
ACCT 6354	Accounting Topics in Intl Bus	

ACCT 6389	Accounting Independent Study
FIN 6331	Seminar in Theory of Finance
FIN 6332	Seminar in Intl Capital Mkts
FIN 6333	Seminar in Corp Finance
FIN 6334	Seminar in Investments
FIN 6354	Finance Topics in Intl Bus
FIN 6389	Finance Independent Study
IS 6341	Strategic Information Systems
IS 6342	Difusion and ICT Impact
IS 6343	Info Systems Outsourcing
IS 6344	Information Systems Security
IS 6389	Info Systems Independent Study (with approval of Program Director)
MGMT 6316	Intrnat'l Prod Op/Supply Chain
MGMT 6351	International Mgmt & Strategy
MGMT 6352	Internation Entrepreneurship
MGMT 6353	Intl Org Behav & HR Mgmt
MGMT 6354	Management Topics in Intl Bus
MGMT 6389	Management Independent Study (with approval of Program Director)
MGMT 6390	Seminar in Orgztnal Behavior
MGMT 6391	Seminar in HR Mgmt
MGMT 6393	Int'l Op/Supply Chain Mgmt
MKT 6329	Seminar in Marketing Theory
MKT 6354	Marketing Topics in Intl Bus
MKT 6355	Research in Consumer Behavior
MKT 6356	Sales and Services Mgmt Res
MKT 6362	Sem in Cross-Cult Mark
MKT 6364	Topics in Int Marketing
MKT 6365	Int'l Marketing Strategy
MKT 6389	Marketing Independent Study (with approval of Program Director)

MACC/MBA-LEVEL COURSE WITH ADDITIONAL WORK WITH PROFESSOR

Business Administration Program (All courses require a grade of C or better)

Comprehensive Exams:

Pass a series of comprehensive examinations after completing coursework but prior to beginning dissertation proposal

Dissertation Proposal:

Complete a doctoral dissertation with a minimum of twelve hours from the following: 12

ACCT 6398	Accounting Dissertation I
ACCT 6399	Accounting Dissertation II
FIN 6398	Finance Dissertation I
FIN 6399	Finance Dissertation II
IS 6398	Info Systems Dissertation I
IS 6399	Info Systems Dissertation II
MGMT 6398	Management Dissertation I
MGMT 6399	Management Dissertation II
MKT 6398	Marketing Dissertation I
MKT 6399	Marketing Dissertation II

Total Hours 72

1 Accounting and Finance specialization must take ECON 5302 Microeconomic Theory or equivalent.

Concentrations

Accounting

Code	Title	Hours
Business Foundation Courses		
Course Options:		
Select eight courses from the following:		24
ACCT 6301	Financial Accounting	
CIS 5313	Strategic Information Systems	
ECON 6302	Seminar, Microeconomic Theory	
ECON 6311	Managerial Economics	
ECON 6360	Global Econ Environment-Mgrs	
FIN 6311	Financial Management	
MGMT 6311	Organizational Mgmt Seminar	
MKT 6311	Marketing Management	
OSCM 5308	Concepts of Production Mgmt	
Supporting Area (All courses require a grade of B or better)		
Select three courses from the following:		9
ACCT 6310	Intl Accounting Environment	
ACCT 6323	Topics in Intl Acct Research	
ACCT 6325	Seminar in Intl Manag Acct	
ACCT 6354	Accounting Topics in Intl Bus	
FIN 6332	Seminar in Intl Capital Mkts	
Students may also take doctoral courses outside of the College of Business with the approval of the Program Director		
Quantitative & Survey Methods (All courses require a grade of C or better)		
Required Courses:		6
ECON 6370	Applied Econometrics	3
ECON 6372	Panel Data & Discr Chce Modls	3
Select two courses from the following:		6
ECON 6371	Econometric Forecasting	
FIN 6350	Financial Econometrics I	
FIN 6360	Financial Econometrics II	
MGMT 6303	Advanced Regression Analysis	
MGMT 6307	Survey Research Methods	
MGMT 6308	Research Philosophy & Design	
MKT 6309	Structural Equation Modeling	
MKT 6371	Business Analytics I	
MKT 6372	Business Analytics II	
Elective Courses (All courses require a grade of C or better)		
Required:		15
ACCT 6320	Accounting Behavioral Research	
Select four from the following:		
ACCT 6321	Sem in Intl Financial Acct	
ACCT 6323	Topics in Intl Acct Research	
ACCT 6324	Seminar in International Tax	
ACCT 6325	Seminar in Intl Manag Acct	
ACCT 6354	Accounting Topics in Intl Bus	
ACCT 6389	Accounting Independet Study	
FIN 6331	Seminar in Theory of Finance	
FIN 6332	Seminar in Intl Capital Mkts	
FIN 6333	Seminar in Corp Finance	
FIN 6334	Seminar in Investments	

MACC/MBA-LEVEL COURSE WITH ADDITIONAL WORK WITH PROFESSOR

Business Administration Program (All courses require a grade of C or better)**Comprehensive Exams:**

Pass a series of comprehensive examinations after completing coursework but prior to beginning dissertation proposal

Dissertation Proposal:

Complete a doctoral dissertation with a minimum of twelve hours from the following: 12

ACCT 6398	Accounting Dissertation I
ACCT 6399	Accounting Dissertation II

Total Hours**78****Finance**

Code	Title	Hours
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Business Foundation Courses

Course Options:

Select eight courses from the following: 24

ACCT 6301	Financial Accounting
CIS 5313	Strategic Information Systems
ECON 6302	Seminar, Microeconomic Theory
ECON 6311	Managerial Economics
ECON 6360	Global Econ Environment-Mgrs
FIN 6311	Financial Management
MGMT 6311	Organizational Mgmt Seminar
MKT 6311	Marketing Management
OSCM 5308	Concepts of Production Mgmt

Supporting Area (All courses require a grade of B or better)

Select three courses from the following: 9

ACCT 6310	Intl Accounting Environment
ACCT 6323	Topics in Intl Acct Research
ACCT 6325	Seminar in Intl Manag Acct
FIN 6332	Seminar in Intl Capital Mkts
FIN 6354	Finance Topics in Intl Bus

Students may also take doctoral courses outside of the College of Business with the approval of the Program Director

Quantitative & Survey Methods (All courses require a grade of C or better)

Required Courses: 6

ECON 6370	Applied Econometrics	3
ECON 6372	Panel Data & Discr Chce Modls	3

Select two courses from the following: 6

ECON 6371	Econometric Forecasting
FIN 6350	Financial Econometrics I
FIN 6360	Financial Econometrics II
MGMT 6303	Advanced Regression Analysis
MGMT 6307	Survey Research Methods
MGMT 6308	Research Philosophy & Design
MKT 6309	Structural Equation Modeling
MKT 6371	Business Analytics I
MKT 6372	Business Analytics II

Elective Courses (All courses require a grade of C or better) 15

Select five from the following:

ACCT 6320	Accounting Behavioral Research
ACCT 6321	Sem in Intl Financial Acct
ACCT 6324	Seminar in International Tax
ACCT 6325	Seminar in Intl Manag Acct
FIN 6331	Seminar in Theory of Finance

FIN 6332	Seminar in Intl Capital Mkts
FIN 6333	Seminar in Corp Finance
FIN 6334	Seminar in Investments
FIN 6354	Finance Topics in Intl Bus
FIN 6389	Finance Independent Study

MACC-LEVEL COURSE WITH ADDITIONAL WORK WITH PROFESSOR

Business Administration Program (All courses require a grade of C or better)

Comprehensive Exams:

Pass a series of comprehensive examinations after completing coursework but prior to beginning dissertation proposal

Dissertation Proposal:

Complete a doctoral dissertation with a minimum of twelve hours from the following: 12

FIN 6398	Finance Dissertation I
FIN 6399	Finance Dissertation II

Total Hours 78

Information Systems

Code	Title	Hours
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Business Foundation Courses

Course Options:

Select eight courses from the following: 24

ACCT 6301	Financial Accounting
CIS 5313	Strategic Information Systems
ECON 6302	Seminar, Microeconomic Theory
ECON 6311	Managerial Economics
ECON 6360	Global Econ Environment-Mgrs
FIN 6311	Financial Management
MGMT 6311	Organizational Mgmt Seminar
MKT 6311	Marketing Management
OSCM 5308	Concepts of Production Mgmt

Supporting Area (All courses require a grade of B or better)

Select three courses from the following: 9

ACCT 6310	Intl Accounting Environment
ACCT 6323	Topics in Intl Acct Research
ACCT 6325	Seminar in Intl Manag Acct
FIN 6332	Seminar in Intl Capital Mkts
MKT 6313	Seminar in Intl Marketing
MKT 6363	International Business Theory
MGMT 6319	Seminar in Intl Management

Students may also take doctoral courses outside of the College of Business with the approval of the Program Director

Quantitative & Survey Methods (All courses require a grade of C or better)

Required Courses: 6

ECON 6370	Applied Econometrics	3
ECON 6372	Panel Data & Discr Chce Modls	3

Select two courses from the following: 6

ECON 6371	Econometric Forecasting
FIN 6350	Financial Econometrics I
FIN 6360	Financial Econometrics II
MGMT 6303	Advanced Regression Analysis
MGMT 6307	Survey Research Methods
MGMT 6308	Research Philosophy & Design
MKT 6309	Structural Equation Modeling
MKT 6371	Business Analytics I

MKT 6372	Business Analytics II	
Elective Courses (All courses require a grade of C or better)		15
Select five from the following:		
IS 6341	Strategic Information Systems	
IS 6342	Difusion and ICT Impact	
IS 6343	Info Systems Outsourcing	
IS 6344	Information Systems Security	
IS 6389	Info Systems Independent Study	
MBA-LEVEL COURSE WITH ADDITIONAL WORK WITH PROFESSOR		
Business Administration Program (All courses require a grade of C or better)		
Comprehensive Exams:		
Pass a series of comprehensive examinations after completing coursework but prior to beginning dissertation proposal		
Dissertation Proposal:		
Complete a doctoral dissertation with a minimum of twelve hours from the following:		12
IS 6398	Info Systems Dissertation I	
IS 6399	Info Systems Dissertation II	
Total Hours		78

Marketing

Code	Title	Hours
Business Foundation Courses		
Course Options:		
Select eight courses from the following:		24
ACCT 6301	Financial Accounting	
CIS 5313	Strategic Information Systems	
ECON 6302	Seminar, Microeconomic Theory	
ECON 6311	Managerial Economics	
ECON 6360	Global Econ Environment-Mgrs	
FIN 6311	Financial Management	
MGMT 6311	Organizational Mgmt Seminar	
MKT 6311	Marketing Management	
OSCM 5308	Concepts of Production Mgmt	
Supporting Area (All courses require a grade of B or better)		
Select three courses from the following:		9
MKT 6313	Seminar in Intl Marketing	
MKT 6354	Marketing Topics in Intl Bus	
MKT 6363	International Business Theory	
MGMT 6319	Seminar in Intl Management	
Students may also take doctoral courses outside of the College of Business with the approval of the Program Director		
Quantitative & Survey Methods (All courses require a grade of C or better)		
Required Courses:		6
ECON 6370	Applied Econometrics	3
ECON 6372	Panel Data & Discr Chce Modls	3
Select two courses from the following:		6
ECON 6371	Econometric Forecasting	
FIN 6350	Financial Econometrics I	
FIN 6360	Financial Econometrics II	
MGMT 6303	Advanced Regression Analysis	
MGMT 6307	Survey Research Methods	
MGMT 6308	Research Philosophy & Design	
MKT 6309	Structural Equation Modeling	
MKT 6371	Business Analytics I	

MKT 6372	Business Analytics II	
Elective Courses (All courses require a grade of C or better)		15
Select five from the following:		
ACCT 6320	Accounting Behavioral Research	
MGMT 6316	Intrnat'l Prod Op/Supply Chain	
MGMT 6351	International Mgmt & Strategy	
MGMT 6352	Internation Entrepreneurship	
MGMT 6353	Intl Org Behav & HR Mgmt	
MGMT 6390	Seminar in Orgztnal Behavior	
MGMT 6391	Seminar in HR Mgmt	
MGMT 6393	Int'l Op/Supply Chain Mgmt	
MKT 6329	Seminar in Marketing Theory	
MKT 6354	Marketing Topics in Intl Bus	
MKT 6362	Sem in Cross-Cult Mark	
MKT 6364	Topics in Int Marketing	
MKT 6365	Int'l Marketing Strategy	
MKT 6389	Marketing Independent Study	
MKT 6355	Research in Consumer Behavior	
MKT 6356	Sales and Services Mgmt Res	
MBA-LEVEL COURSE WITH ADDITIONAL WORK WITH PROFESSOR		
Business Administration Program (All courses require a grade of C or better)		
Comprehensive Exams:		
Pass a series of comprehensive examinations after completing coursework but prior to beginning dissertation proposal		
Dissertation Proposal:		
Complete a doctoral dissertation with a minimum of twelve hours from the following:		12
MKT 6398	Marketing Dissertation I	
MKT 6399	Marketing Dissertation II	
Total Hours		78

Management

Code	Title	Hours
Business Foundation Courses		
Course Options:		
Select eight courses from the following:		24
ACCT 6301	Financial Accounting	
CIS 5313	Strategic Information Systems	
ECON 6302	Seminar, Microeconomic Theory	
ECON 6311	Managerial Economics	
ECON 6360	Global Econ Environment-Mgrs	
FIN 6311	Financial Management	
MGMT 6311	Organizational Mgmt Seminar	
MKT 6311	Marketing Management	
OSCM 5308	Concepts of Production Mgmt	
Supporting Area (All courses require a grade of B or better)		
Select three courses from the following:		9
MKT 6313	Seminar in Intl Marketing	
MKT 6363	International Business Theory	
MGMT 6319	Seminar in Intl Management	
MGMT 6354	Management Topics in Intl Bus	
Students may also take doctoral courses outside of the College of Business with the approval of the Program Director		
Quantitative & Survey Methods (All courses require a grade of C or better)		
Required Courses:		6

ECON 6370	Applied Econometrics	3
ECON 6372	Panel Data & Discr Chce Modls	3

Select two courses from the following: 6

ECON 6371	Econometric Forecasting	
FIN 6350	Financial Econometrics I	
FIN 6360	Financial Econometrics II	
MGMT 6303	Advanced Regression Analysis	
MGMT 6307	Survey Research Methods	
MGMT 6308	Research Philosophy & Design	
MKT 6309	Structural Equation Modeling	
MKT 6371	Business Analytics I	
MKT 6372	Business Analytics II	

Elective Courses (All courses require a grade of C or better) 15

Select five from the following:

ACCT 6320	Accounting Behavioral Research	
MGMT 6316	Intrnat'l Prod Op/Supply Chain	
MGMT 6351	International Mgmt & Strategy	
MGMT 6352	Internation Entrepreneurship	
MGMT 6353	Intl Org Behav & HR Mgmt	
MGMT 6354	Management Topics in Intl Bus	
MGMT 6389	Management Independent Study	
MGMT 6390	Seminar in Orgztnal Behavior	
MGMT 6391	Seminar in HR Mgmt	
MGMT 6393	Int'l Op/Supply Chain Mgmt	
MKT 6329	Seminar in Marketing Theory	
MKT 6355	Research in Consumer Behavior	
MKT 6356	Sales and Services Mgmt Res	
MKT 6362	Sem in Cross-Cult Mark	
MKT 6364	Topics in Int Marketing	
MKT 6365	Int'l Marketing Strategy	

MBA-LEVEL COURSE WITH ADDITIONAL WORK WITH PROFESSOR

Business Administration Program (All courses require a grade of C or better)

Comprehensive Exams:

Pass a series of comprehensive examinations after completing coursework but prior to beginning dissertation proposal

Dissertation Proposal:

Complete a doctoral dissertation with a minimum of twelve hours from the following: 12

MGMT 6398	Management Dissertation I	
MGMT 6399	Management Dissertation II	

Total Hours

78