

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                                               |                                                                                                           |                                                                                                       |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------|
| <br><b>FLORIDA ATLANTIC UNIVERSITY</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | <b>NEW/CHANGE PROGRAM REQUEST</b><br><b>Graduate Programs</b> |                                                                                                           | UGPC Approval _____<br>UFS Approval _____<br>Banner _____<br>Catalog _____                            |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Department Management<br>College Business                     |                                                                                                           |                                                                                                       |
| <b>Program Name</b><br>PhD in Business Administration                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                               | <input type="checkbox"/> New Program*<br><input checked="" type="checkbox"/> Change Program*              | <b>Effective Date</b><br>(TERM & YEAR)<br>Spring 2026                                                 |
| <p><b>Please explain the requested change(s) and offer rationale below or on an attachment.</b></p> <p>Request the following changes be made in the catalog as reflected in the attached tracked changes document.</p> <p>1. In the course tables for the Accounting, Finance, Information Technology and Operations Management, Management, and Marketing concentrations, please replace ECO 6930 Special Topics with ECO 6427 Advanced Panel Data Analysis for 3 credits. This change is required to incorporate the previously approved ECO 6427, which was taught under the temporary number (ECO 6930).</p> <p>2. In the course table for the Management concentration, please add EXP 6609 Seminar in Cognition to list of elective courses. Management faculty determined that its PhD students should be able to take this course as an elective if it is consistent with their research interests.</p> <p>3. Correct a broken hyperlink in the catalog description under Admission Requirements.</p> |                                                               |                                                                                                           |                                                                                                       |
| *All new programs and changes to existing programs must be accompanied by a catalog entry showing the new or proposed changes.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                               |                                                                                                           |                                                                                                       |
| <b>Faculty Contact/Email/Phone</b><br>Mark Kohlbeck / mkohlbec@fau.edu / 561-297-1363                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                               | <b>Consult and list departments that may be affected by the change(s) and attach documentation</b><br>N/A |                                                                                                       |
| <b>Approved by</b><br>Program Director <u>Mark Kohlbeck</u><br>Department Chair _____<br>College Curriculum Chair <u>Robert Pinsker</u><br>College Dean <u>Marc Rhorer</u><br>UGPC Chair _____<br>UGC Chair _____<br>Graduate College Dean _____<br>UFS President _____<br>Provost _____                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                               |                                                                                                           | <b>Date</b><br>April 21, 2025<br>April 22, 2025<br>April 22, 2025<br>_____<br>_____<br>_____<br>_____ |

Email this form and attachments to [UGPC@fau.edu](mailto:UGPC@fau.edu) 10 days before the UGPC meeting.

## Doctoral program

### Business Administration

Doctor of Philosophy (Ph.D.)

#### Concentrations:

Accounting

Finance

Information Technology and Operations Management

Management

Marketing

Executive

The College of Business offers a Doctor of Philosophy (Ph.D.) degree in Business Administration with concentrations in Accounting, Finance, Information Technology and Operations Management, Management and Marketing (collectively referred to as the specialized concentrations) as well as an [Executive](#) concentration. Required courses consist of a set of tool courses (such as statistics and econometrics), a set of courses tailored to the student's concentration and a dissertation. Students accepted into the program are required to enroll on a full-time basis.

The doctoral program's specialized concentrations prepare students for university teaching and research. Students entering the doctoral program and pursuing a specialized concentration typically have a master's in a Business Administration program and require about four to five years to complete the requirements for the Ph.D. in Business Administration. The Executive Doctorate concentration of the doctoral program enhances research and consulting capabilities. Students entering the doctoral program pursuing an Executive Doctorate have significant business experience and require three years to complete requirements for the Ph.D. in Business Administration.

#### Admission Requirements

Admission to the program is restricted to students who show exceptionally high promise for mastering the conceptual and analytic tools required for doctoral study in business. Evidence of such promise is obtained by evaluation of previous graduate and undergraduate class standing, the score on the Graduate Management Admission Test (GMAT) or Graduate Record Examination (GRE), letters of recommendation and the applicant's statement of career goals. In addition, if feasible, applicants are interviewed either in person, by video or by telephone. The minimum criteria for admission include the following:

1. The student must satisfactorily meet the general University requirements for admission to graduate programs. International applicants must also satisfactorily meet any additional requirements of the Graduate College. Additional details are found [here for the specialized concentrations and here for the executive concentration.](#) [here.](#)

**Commented [MK1]:** The "here" in this sentence are hyperlinks

2. The student must hold a master's in a related discipline or an M.B.A. degree, preferably from an AACSB-accredited, graduate-level institution.
3. Typically the student presents a minimum score of 600 on the GMAT or a comparable score on the GRE, taken within the last five years.
4. An applicant whose native language is not English must present a minimum score as set by the Graduate College on the Test of English as a Foreign Language (TOEFL) or the Test of Spoken English (TSE). Applicants who have completed a minimum of two years of postsecondary education in the United States are exempt from this requirement.

An entering student is expected to be proficient in computer and quantitative skills. An exceptionally qualified student with a master's degree in a non-business discipline may also enter the program, but must undertake additional work that is sufficient to establish knowledge of the material comprising the AACSB M.B.A. core requirements. The minimum criteria do not guarantee acceptance into the program, as enrollment in any year is limited.

#### **Application Process and More Information**

For details about admission and degree requirements for the Ph.D. degree in Business Administration, contact [Program Admissions](#), 561-297-2179.

#### **Degree Requirements**

1. Basic Tool Areas: Doctoral-level courses such as Statistics, Quantitative Methods and Economics.
2. Area of Concentration: Several courses are required in the student's area of concentration.
3. Comprehensive Examination: Students pursuing specialized concentrations must pass a comprehensive examination that will be administered in the area of the concentration after completion of all required coursework.
4. Dissertation: A minimum of 18 credits of dissertation must be taken, and the completed dissertation, reflecting an original contribution to knowledge, must be successfully defended at both the proposal stage as well as at the final completed stage.
5. A minimum of 80 credits is required (including dissertation credits).
6. To remain in good standing, Ph.D. students must maintain a minimum grade point average of 3.0 (based on a 4.0 scale) on all courses taken for the doctoral program (individual concentrations may have higher minimums). If a Ph.D. student receives a grade below "B" for any course or has a grade point average below the minimum permitted for the student's area of concentration, a Ph.D. committee of professors within the student's area of concentration will decide whether any action (such as

remedial coursework requirements, dismissal, etc.) should be taken.

### Accounting Concentration in the Ph.D. Program in Business Administration

#### Foundation and Statistics Courses - 21 credits

|                                          |          |   |
|------------------------------------------|----------|---|
| Scientific Method in Business            | ACG 7884 | 3 |
| Seminar in University Business Education | BTE 7175 | 3 |
| Advanced Microeconomics                  | ECO 6115 | 3 |
| Advanced Econometrics                    | ECO 6426 | 3 |
| Research Methods 1                       | QMB 7565 | 3 |

#### Select 6 credits from the following list

|                                                    |                     |            |
|----------------------------------------------------|---------------------|------------|
| Topics in Econometrics                             | ECO 6424            | 3          |
| <u>Advanced Special Topics Panel Data Analysis</u> | <u>ECO 69306427</u> | <u>1-3</u> |
| Empirical Methods in Finance                       | FIN 7817            | 3          |
| Advanced Business Analytics                        | ISM 6405            | 3          |
| Research Methods 2                                 | QMB 7566            | 3          |
| Measurement Design and Evaluation                  | QMB 7567            | 3          |
| Experimental Design 2                              | PSY 6207            | 3          |
| Advanced Statistics                                | STA 7114            | 3          |

#### Accounting Core Courses - 18 credits

|                                               |          |   |
|-----------------------------------------------|----------|---|
| Seminar in Financial Accounting               | ACG 7145 | 3 |
| Seminar in Accounting Information Systems     | ACG 7415 | 3 |
| Seminar in Auditing                           | ACG 7646 | 3 |
| Seminar in Current Accounting Research Issues | ACG 7918 | 3 |
| Qualifying Research Project                   | ACG 7916 | 3 |

|              |          |   |
|--------------|----------|---|
| Summer Paper | ACG 7917 | 3 |
|--------------|----------|---|

#### Elective Courses - 9 credits

**Select 9 credits from the following courses, 6 of which must be at the 7000 level**

|                                                                                           |          |   |
|-------------------------------------------------------------------------------------------|----------|---|
| Seminar on Accounting Research and Capital Markets                                        | ACG 7896 | 3 |
| Special Topics in Accounting <i>(may be taken multiple times if topics vary)</i>          | ACG 7935 | 3 |
| Advanced Macroeconomics Fluctuations                                                      | ECO 6206 | 3 |
| Advanced Game Theory and Applications                                                     | ECO 6409 | 3 |
| Introduction to Qualitative Theory                                                        | EDA 6415 | 3 |
| Financial Markets                                                                         | FIN 6246 | 3 |
| Investment Management                                                                     | FIN 6515 | 3 |
| Advanced Financial Management                                                             | FIN 6806 | 3 |
| Seminar in Capital Markets                                                                | FIN 7247 | 3 |
| Seminar in Corporate Financial Theory                                                     | FIN 7449 | 3 |
| Seminar in Investments                                                                    | FIN 7527 | 3 |
| Seminar in Financial Institutions                                                         | FIN 7811 | 3 |
| Empirical Methods in Finance                                                              | FIN 7817 | 3 |
| Seminar in Current Financial Research <i>(may be taken multiple times if topics vary)</i> | FIN 7932 | 3 |
| Seminar in International Finance                                                          | FIN 7938 | 3 |
| Business Transformation in Information Systems and Operations Management                  | ISM 7345 | 3 |
| Big Data Research Methods                                                                 | ISM 7888 | 3 |
| Seminar in Information Systems                                                            | ISM 7935 | 3 |
| Organizational Theory                                                                     | MAN 7207 | 3 |

|                                                                              |                                     |       |
|------------------------------------------------------------------------------|-------------------------------------|-------|
| Organizational Behavior                                                      | MAN 7275                            | 3     |
| Seminar in Operations and Supply Chain Management                            | MAN 7768                            | 3     |
| Business Impact of Artificial Intelligence and Emerging Technologies         | MAN 7926                            | 3     |
| Advanced Social Behavior                                                     | SOP 6079                            | 3     |
| Cognitive Behavioral Theory and Techniques for Social Work                   | SOW 6128                            | 3     |
| <b>Dissertation - 33 credits (minimum)</b>                                   |                                     |       |
| Advanced Research in Accounting<br>(may be taken multiple times)             | ACG 7978                            | 15-18 |
| Doctoral Dissertation in Accounting<br>(may be taken multiple times)         | ACG 7980                            | 18-24 |
| <b>Finance Concentration in the Ph.D. Program in Business Administration</b> |                                     |       |
| <b>Foundation and Statistics Courses - 18 credits</b>                        |                                     |       |
| Seminar in University Business Education                                     | BTE 7175                            | 3     |
| Advanced Microeconomics                                                      | ECO 6115                            | 3     |
| Advanced Econometrics                                                        | ECO 6426                            | 3     |
| <u>Advanced Panel Data Analysis</u> <del>Special Topics</del>                | <u>ECO 6930</u> <del>ECO 6427</del> | 3     |
| Empirical Methods in Finance                                                 | FIN 7817                            | 3     |
| Research Methods 1                                                           | QMB 7565                            | 3     |
| <b>Finance Core Courses - 12 credits</b>                                     |                                     |       |
| Seminar in Capital Markets                                                   | FIN 7247                            | 3     |
| Seminar in Corporate Financial Theory                                        | FIN 7449                            | 3     |
| Seminar in Investments                                                       | FIN 7527                            | 3     |

|                                  |          |   |
|----------------------------------|----------|---|
| Seminar in International Finance | FIN 7938 | 3 |
|----------------------------------|----------|---|

#### **Elective Courses - 15 credits**

***Select a total of 15 credits from the following list***

|                                                                                           |          |     |
|-------------------------------------------------------------------------------------------|----------|-----|
| Advanced Accounting Theory                                                                | ACG 6135 | 3   |
| Seminar in Financial Accounting                                                           | ACG 7145 | 3   |
| Advanced Macroeconomics Fluctuations                                                      | ECO 6206 | 3   |
| Advanced Mathematical Economics                                                           | ECO 6403 | 3   |
| Advanced Game Theory and Applications                                                     | ECO 6409 | 3   |
| Topics in Econometrics                                                                    | ECO 6424 | 3   |
| Advanced International Monetary Economics                                                 | ECO 6716 | 3   |
| Financial Markets                                                                         | FIN 6246 | 3   |
| Financial Management: Investment Decisions and Policy                                     | FIN 6436 | 3   |
| Quantitative Methods in Finance                                                           | FIN 6456 | 3   |
| Investment Management                                                                     | FIN 6515 | 3   |
| Financial Risk Management and Derivatives                                                 | FIN 6537 | 3   |
| Multinational Finance                                                                     | FIN 6605 | 3   |
| Theory of Financial Management                                                            | FIN 6804 | 3   |
| Advanced Financial Management                                                             | FIN 6806 | 3   |
| Directed Independent Study                                                                | FIN 6906 | 1-3 |
| Special Topics                                                                            | FIN 6936 | 1-3 |
| Seminar in Financial Institutions                                                         | FIN 7811 | 3   |
| Seminar in Current Financial Research <i>(may be taken multiple times if topics vary)</i> | FIN 7932 | 3   |

|                                                               |          |     |
|---------------------------------------------------------------|----------|-----|
| Advanced Research in Finance<br>(may be taken multiple times) | FIN 7978 | 1-9 |
|---------------------------------------------------------------|----------|-----|

|                               |          |   |
|-------------------------------|----------|---|
| Risk Management and Insurance | RMI 6016 | 3 |
|-------------------------------|----------|---|

|                           |          |   |
|---------------------------|----------|---|
| Corporate Risk Management | RMI 6356 | 3 |
|---------------------------|----------|---|

|                              |          |   |
|------------------------------|----------|---|
| Applied Time Series Analysis | STA 6857 | 3 |
|------------------------------|----------|---|

|                     |          |   |
|---------------------|----------|---|
| Advanced Statistics | STA 7114 | 3 |
|---------------------|----------|---|

**Dissertation - 36 credits (minimum)**

|                                                               |          |    |
|---------------------------------------------------------------|----------|----|
| Advanced Research in Finance<br>(may be taken multiple times) | FIN 7978 | 18 |
|---------------------------------------------------------------|----------|----|

|                                                                              |          |       |
|------------------------------------------------------------------------------|----------|-------|
| Doctoral Dissertation - Finance/Real Estate<br>(may be taken multiple times) | FIN 7980 | 18-24 |
|------------------------------------------------------------------------------|----------|-------|

**Information Technology and Operations Management Concentration in the Ph.D. Program in Business Administration**

**Foundation and Statistics Courses - 18 credits**

|                                          |          |   |
|------------------------------------------|----------|---|
| Seminar in University Business Education | BTE 7175 | 3 |
|------------------------------------------|----------|---|

|                           |          |   |
|---------------------------|----------|---|
| Big Data Research Methods | ISM 7888 | 3 |
|---------------------------|----------|---|

|                               |          |   |
|-------------------------------|----------|---|
| Scientific Method in Business | MAN 7640 | 3 |
|-------------------------------|----------|---|

|                    |          |   |
|--------------------|----------|---|
| Research Methods 1 | QMB 7565 | 3 |
|--------------------|----------|---|

**Select 3 credits from the following list**

|                    |          |   |
|--------------------|----------|---|
| Research Methods 2 | QMB 7566 | 3 |
|--------------------|----------|---|

|                                   |          |   |
|-----------------------------------|----------|---|
| Measurement Design and Evaluation | QMB 7567 | 3 |
|-----------------------------------|----------|---|

**Select 3 credits from the following list**

|                        |          |   |
|------------------------|----------|---|
| Topics in Econometrics | ECO 6424 | 3 |
|------------------------|----------|---|

|                       |          |   |
|-----------------------|----------|---|
| Advanced Econometrics | ECO 6426 | 3 |
|-----------------------|----------|---|

|                                                                                    |                                     |                       |
|------------------------------------------------------------------------------------|-------------------------------------|-----------------------|
| Experimental Design 2                                                              | PSY 6207                            | 3                     |
| Advanced Statistics                                                                | STA 7114                            | 3                     |
| <b>ITOM Core Courses - 12 credits</b>                                              |                                     |                       |
| Business Transformation in Information Systems and Operations Management           | ISM 7345                            | 3                     |
| Seminar in Information Systems                                                     | ISM 7935                            | 3                     |
| Seminar in Operations and Supply Chain Management                                  | MAN 7768                            | 3                     |
| Business Impact of Artificial Intelligence and Emerging Technologies               | MAN 7926                            | 3                     |
| <b>Elective Courses - 15 credits</b>                                               |                                     |                       |
| <b>Select a total of 15 credits from the following list</b>                        |                                     |                       |
| Seminar in Accounting Information Systems                                          | ACG 7415                            | 3                     |
| Advanced Microeconomics                                                            | ECO 6115                            | 3                     |
| Advanced Mathematical Economics                                                    | ECO 6403                            | 3                     |
| <del>Advanced Panel Data Analysis</del> <u>Special Topics (such as Panel Data)</u> | <del>ECO 6930</del> <u>ECO 6427</u> | <del>1</del> <u>3</u> |
| Introduction to Qualitative Inquiry                                                | EDA 6415                            | 3                     |
| Seminar in Current Financial Research                                              | FIN 7932                            | 3                     |
| Data Mining and Predictive Analysis                                                | ISM 6136                            | 3                     |
| Management of Information Assurance and Security                                   | ISM 6328                            | 3                     |
| Introduction to Business Analytics and Big Data                                    | ISM 6404                            | 3                     |
| Advanced Business Analytics                                                        | ISM 6405                            | 3                     |
| Web-Based Business Development                                                     | ISM 6508                            | 3                     |
| Operations Management                                                              | MAN 6501                            | 3                     |

|                                                                                     |          |       |
|-------------------------------------------------------------------------------------|----------|-------|
| Business Process Improvement Management                                             | MAN 6525 | 3     |
| International Shipping Trade Port Management                                        | MAN 6565 | 3     |
| Supply Chain Management                                                             | MAN 6596 | 3     |
| Organizational Theory                                                               | MAN 7207 | 3     |
| Organizational Behavior                                                             | MAN 7275 | 3     |
| Strategic Management Seminar                                                        | MAN 7729 | 3     |
| Supply Chain Analytics                                                              | QMB 6616 | 3     |
| <b>Dissertation - 36 credits (minimum)</b>                                          |          |       |
| Advanced Research in Information Technology<br><i>(may be taken multiple times)</i> | ISM 7978 | 18    |
| Doctoral Dissertation Research<br><i>(may be taken multiple times)</i>              | ISM 7980 | 18-24 |

#### Management Concentration in the Ph.D. Program in Business Administration

##### Foundation and Statistics Courses - 15 credits

|                                          |          |   |
|------------------------------------------|----------|---|
| Seminar in University Business Education | BTE 7175 | 3 |
| Scientific Method in Business            | MAN 7640 | 3 |
| Research Methods 1                       | QMB 7565 | 3 |
| Measurement Design and Evaluation        | QMB 7567 | 3 |

##### **Select 3 credits from the following list**

|                     |          |   |
|---------------------|----------|---|
| Research Methods 2  | QMB 7566 | 3 |
| Advanced Statistics | STA 7114 | 3 |

##### Management Core Courses - 12 credits

|                         |          |   |
|-------------------------|----------|---|
| Theory Entrepreneurship | ENT 7168 | 3 |
|-------------------------|----------|---|

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|                                                                                           |                                         |          |
|-------------------------------------------------------------------------------------------|-----------------------------------------|----------|
| Organizational Theory                                                                     | MAN 7207                                | 3        |
| Organizational Behavior                                                                   | MAN 7275                                | 3        |
| Strategic Management Seminar                                                              | MAN 7729                                | 3        |
| <b>Elective Courses - 18 credits</b>                                                      |                                         |          |
| <b>Select a total of 18 credits from the following list</b>                               |                                         |          |
| Advanced Econometrics                                                                     | ECO 6426                                | 3        |
| <del>Advanced Panel Data Analysis</del> <del>Special Topics</del>                         | <del>ECO 6930</del> <del>ECO 6427</del> | 3        |
| Introduction to Qualitative Theory                                                        | EDA 6415                                | 3        |
| Advanced Qualitative Inquiry                                                              | EDA 7416                                | 3        |
| <u>Seminar in Cognition</u>                                                               | <u>EXP 6609</u>                         | <u>3</u> |
| Seminar in Current Financial Research <i>(may be taken multiple times if topics vary)</i> | FIN 7932                                | 3        |
| International Business Operations                                                         | MAN 6614                                | 3        |
| Managing Effectively in Emerging Market Economies                                         | MAN 6728                                | 3        |
| Directed Independent Study                                                                | MAN 6905                                | 1-4      |
| Special Topics in Management <i>(may be taken multiple times if topics vary)</i>          | MAN 7931                                | 3        |
| Advanced Research in Management                                                           | MAN 7978                                | 1-9      |
| Grant Writing and Project Management                                                      | PAD 6233                                | 3        |
| Seminar in Organization Theory                                                            | PAD 7107                                | 3        |
| Organizational Behavior and Development                                                   | PAD 7155                                | 3        |
| Qualitative Methods in Public Affairs Research                                            | PAF 7820                                | 3        |
| Advanced Social Behavior                                                                  | SOP 6079                                | 3        |
| Cognitive Behavioral Theory and Techniques for Social Work                                | SOW 6128                                | 3        |

|                                         |          |   |
|-----------------------------------------|----------|---|
| Seminar in Advanced Qualitative Methods | SYA 6315 | 3 |
|-----------------------------------------|----------|---|

#### **Dissertation - 36 credits (minimum)**

|                                                                        |          |    |
|------------------------------------------------------------------------|----------|----|
| Advanced Research in Management ( <i>may be taken multiple times</i> ) | MAN 7978 | 18 |
|------------------------------------------------------------------------|----------|----|

|                                                                           |          |       |
|---------------------------------------------------------------------------|----------|-------|
| Doctoral Dissertation - Management ( <i>may be taken multiple times</i> ) | MAN 7980 | 18-24 |
|---------------------------------------------------------------------------|----------|-------|

### **Marketing Concentration in the Ph.D. Program in Business Administration**

#### **Foundation and Statistics Courses - 15 credits**

|                                          |          |   |
|------------------------------------------|----------|---|
| Seminar in University Business Education | BTE 7175 | 3 |
|------------------------------------------|----------|---|

|                               |          |   |
|-------------------------------|----------|---|
| Scientific Method in Business | MAR 7785 | 3 |
|-------------------------------|----------|---|

|                    |          |   |
|--------------------|----------|---|
| Research Methods 1 | QMB 7565 | 3 |
|--------------------|----------|---|

|                                   |          |   |
|-----------------------------------|----------|---|
| Measurement Design and Evaluation | QMB 7567 | 3 |
|-----------------------------------|----------|---|

#### **Select 3 credits from the following list**

|                    |          |   |
|--------------------|----------|---|
| Research Methods 2 | QMB 7566 | 3 |
|--------------------|----------|---|

|                     |          |   |
|---------------------|----------|---|
| Advanced Statistics | STA 7114 | 3 |
|---------------------|----------|---|

#### **Marketing Core Courses - 12 credits**

|                                                |          |   |
|------------------------------------------------|----------|---|
| Interorganizational Relationships in Marketing | MAR 7459 | 3 |
|------------------------------------------------|----------|---|

|                              |          |   |
|------------------------------|----------|---|
| Seminar in Consumer Behavior | MAN 7507 | 3 |
|------------------------------|----------|---|

|                                                                                                                  |          |   |
|------------------------------------------------------------------------------------------------------------------|----------|---|
| Seminar in Marketing 1 and 2 (students take the course once as seminar 1, and then as seminar 2, 3 credits each) | MAR 7936 | 6 |
|------------------------------------------------------------------------------------------------------------------|----------|---|

#### **Elective Courses - 18 credits**

#### **Select a total of 18 credits from the following list**

|                        |          |   |
|------------------------|----------|---|
| Topics in Econometrics | ECO 6424 | 3 |
|------------------------|----------|---|

|                       |          |   |
|-----------------------|----------|---|
| Advanced Econometrics | ECO 6426 | 3 |
|-----------------------|----------|---|

|                                                                                    |                          |       |
|------------------------------------------------------------------------------------|--------------------------|-------|
| <del>Advanced Panel Data Analysis</del><br>Special Topics                          | ECO <del>6930</del> 6427 | 3     |
| Introduction to Qualitative Theory                                                 | EDA 6415                 | 3     |
| Seminar in Human Perception                                                        | EXP 6208                 | 3     |
| Seminar in Cognition                                                               | EXP 6609                 | 3     |
| Special Topics in Cognition                                                        | EXP 6930                 | 3     |
| Organizational Theory                                                              | MAN 7207                 | 3     |
| Organizational Behavior                                                            | MAN 7275                 | 3     |
| Strategic Management Seminar                                                       | MAN 7729                 | 3     |
| Special Topics in Marketing ( <i>may be taken multiple times, if topics vary</i> ) | MAR 7931                 | 3     |
| Special Topics in Personality and Social Psychology                                | PPE 6930                 | 3     |
| <b>Dissertation - 36 credits (minimum)</b>                                         |                          |       |
| Advanced Research in Marketing ( <i>may be taken multiple times</i> )              | MAR 7978                 | 18    |
| Doctoral Dissertation in Marketing ( <i>may be taken multiple times</i> )          | MAR 7980                 | 18-24 |
| <b>Executive Concentration in the Ph.D. Program in Business Administration</b>     |                          |       |
| <b>Foundation and Statistics Courses - 12 credits</b>                              |                          |       |
| Topics in Econometrics                                                             | ECO 6424                 | 3     |
| Scientific Methods in Business                                                     | MAN 7640                 | 3     |
| Research Methods 1                                                                 | QMB 7565                 | 3     |
| Research Methods 2                                                                 | QMB 7566                 | 3     |
| <b>Executive Core Courses - 36 credits</b>                                         |                          |       |

|                                                                                                                        |          |      |
|------------------------------------------------------------------------------------------------------------------------|----------|------|
| Survey of Accounting Behavioral Research                                                                               | ACG 7837 | 3 or |
| Seminar in Current Accounting Research Issues                                                                          | ACG 7918 | 3    |
| Survey of Archival Accounting Research                                                                                 | ACG 7886 | 3    |
| Microeconomic Foundations of Strategic Decision Making                                                                 | ECO 7178 | 3    |
| Contemporary Issues in Global Macroeconomics                                                                           | ECO 7296 | 3    |
| Theory of Corporate Finance: Readings and Empirics                                                                     | FIN 7808 | 3    |
| State-of-the-Art Managerial Finance                                                                                    | FIN 7895 | 3    |
| Business Transformation in Information Systems and Operations Management                                               | ISM 7345 | 3    |
| Seminar in Information Systems                                                                                         | ISM 7935 | 3    |
| Strategic Management Seminar                                                                                           | MAN 7729 | 3    |
| Advanced Management Theory                                                                                             | MAN 7779 | 3    |
| Seminar in Marketing 1 and 2<br>(Students take course twice, once as seminar 1 and then as seminar 2, 3 credits each.) | MAR 7936 | 6    |
| <b>Dissertation - 32 credits (minimum)</b>                                                                             |          |      |
| <b>Choose 6 credits in area of interest</b> (may be taken multiple times)                                              |          |      |
| Advanced Research in Accounting                                                                                        | ACG 7978 | 1-6  |
| Advanced Research in Economics                                                                                         | ECO 7978 | 1-6  |
| Advanced Research in Finance                                                                                           | FIN 7978 | 1-6  |
| Advanced Research in Information Technology                                                                            | ISM 7978 | 1-6  |
| Advanced Research in Management                                                                                        | MAN 7978 | 1-6  |
| Advanced Research in Marketing                                                                                         | MAR 7978 | 1-6  |
| <b>Choose courses in area of interest - 26 credits</b><br>(may be taken multiple times)                                |          |      |

|                                             |          |      |
|---------------------------------------------|----------|------|
| Doctoral Dissertation in Accounting         | ACG 7980 | 1-15 |
| Doctoral Dissertation in Economics          | ECO 7980 | 1-15 |
| Doctoral Dissertation - Finance/Real Estate | FIN 7980 | 1-15 |
| Doctoral Dissertation Research              | ISM 7980 | 1-15 |
| Doctoral Dissertation - Management          | MAN 7980 | 1-15 |
| Doctoral Dissertation in Marketing          | MAR 7980 | 1-15 |