

BUSINESS ADMINISTRATION (MANAGEMENT)

Program Information

The Ph.D. program in business administration in the Department of Management prepares students for careers as faculty members of universities that emphasize research and teaching. The program is designed so that the student will:

1. develop strong competence in the base discipline crucial to the study of organizations and organization processes and
2. follow a field of specialization in organizational behavior or strategy.

Admission requirements for the Ph.D. include:

1. a minimum grade point average of 3.0,
2. a minimum GMAT score of 600, and
3. for nonnative speakers of English, a minimum score of 550 on the TOEFL. Although these are the minimum requirements, most students accepted into the Ph.D. in management have a GPA above 3.5 and a GMAT score above 650.

The research interests of the faculty are quite broad and details of current research interests can be found on the management departments' faculty page. Students will also have exposure to scholars and faculty members from other universities, and from other departments in the University, who are invited to give workshops in the Department.

Breadth Requirement: It is preferred, but not required that students pursuing the Ph.D. be well versed in the structure and functioning of business organizations and the environment within which they operate. This expectation may be met through undergraduate or master's level work in business administration, but a background in business administration is not required for the Ph.D.

Research Skills Requirement: The general nature of the research requirement has been specified by the Graduate Committee of the Warrington College of Business. Students must take at least six methods and statistical courses, some which are offered in the department and college, and some which are taken through other colleges. The specific program is determined by the Ph.D. Coordinator in conjunction with the student's advisor and will be tailored to fit the student's prior preparation and the specialization that the student chooses.

Major Course Requirements: The program of study for each student will include required management seminars covering topics in both Organizational Behavior and Strategy.

Program Milestones: To maintain acceptable progress in the Ph.D. program, each student is required to present a first year research project in the second year and a second year research project in the third year. Procedures for these qualifying papers, dissertation, and final examination are given in the Requirements for the PhD. section of this catalog.

For more information, please see our website: <http://warrington.ufl.edu/graduate/academics/phd-mgt> (<http://warrington.ufl.edu/graduate/academics/phd-mgt/>).

Degrees Offered

Degrees Offered with a Major in Business Administration

- Doctor of Philosophy
 - concentration in Management

Requirements for these degrees are given in the Graduate Degrees (<http://gradcatalog.ufl.edu/graduate/degrees/>) section of this catalog.

Courses

Management Departmental Courses

Code	Title	Credits
BUL 5810	Legal Environment of Business	3
BUL 5811	Law, Ethics, and Organizations	2
BUL 5832	Commercial Law for Accountants	2
BUL 6441	Business Ethics and Corporate Social Responsibility	2
BUL 6516	Law of Real Estate Transactions	2
BUL 6841	Employment Law	2
BUL 6852	International Business Law	2
BUL 6905	Individual Work	1-5
BUL 6930	Special Topics	1-3
ENT 6006	Entrepreneurship	2
ENT 6008	Entrepreneurial Opportunity	2
ENT 6116	Business Plan Formation	2
ENT 6416	Venture Finance	2
ENT 6506	Social Entrepreneurship	2
ENT 6616	Creativity in Entrepreneurship	2
ENT 6905	Individual Work in Entrepreneurship	1-4
ENT 6930	Special Topics	1-4
ENT 6933	Entrepreneurship Lecture Series	1-4
ENT 6946	Entrepreneurial Consulting Project	2
ENT 6950	Integrated Technology Ventures	1-4
ENT 7932	Entrepreneurship	3
GEB 5114	Entrepreneurship and Venture Finance	3
GEB 6366	Fundamentals of International Business	2
MAN 5245	Organizational Behavior	3
MAN 5246	Organizational Behavior	2
MAN 6149	Developing Leadership Skills	2
MAN 6266	Managing Groups and Teams in Organizations	2
MAN 6331	Compensation in Organizations	2
MAN 6365	Organizational Staffing	3
MAN 6366	Organizational Staffing	2
MAN 6375	Human Capital Analytics	2
MAN 6446	Negotiations	3
MAN 6447	Art and Science of Negotiation	2
MAN 6635	International Aspects of Human Resource Management	2
MAN 6636	Global Strategic Management	2
MAN 6637	Global Strategic Management	3
MAN 6721	Business Policy	3
MAN 6724	Strategic Management	2
MAN 6900	Capstone Project	2
MAN 6905	Individual Work in Management	1-5
MAN 6910	Supervised Research	1-5
MAN 6930	Special Topics	1-3
MAN 6940	Supervised Teaching	1-5
MAN 6973	Project in Lieu of Thesis	1-4

MAN 7108	Seminar in Research Concepts and Methods in Management	1-4
MAN 7109	Seminar in Motivation, Attitudes and Leadership	1-4
MAN 7208	Seminar in Contemporary Approaches to Entrepreneurship and Organizations	1-2
MAN 7249	Org Behavior	3
MAN 7267	Seminar on Groups and Teams Research	1-2
MAN 7328	Seminar on Staffing and Selection	1-3
MAN 7778	Seminar in Behavioral Approaches to Strategy	1-2
MAN 7779	Seminar in Strategic Processes, Innovation, and Entrepreneurship	1-2
MAN 7934	Org Res Methods Sem	4
MAN 7935	Strategic Management	3
MAN 7979	Advanced Research	1-12
MAN 7980	Research for Doctoral Dissertation	1-15

Accounting Departmental Courses

Code	Title	Credits
ACG 5005	Financial Accounting	2
ACG 5025	Financial Accounting	3
ACG 5065	Financial and Managerial Accounting	3
ACG 5075	Managerial Accounting	2
ACG 5076	Managerial Accounting	3
ACG 5226	Advanced Accounting	2
ACG 5505	Governmental Accounting	2
ACG 5637	Auditing I	2
ACG 5647	Auditing II	2
ACG 5815	Accounting Regulation	2
ACG 6107	Accounting for Income Taxes	2
ACG 6136	Accounting Theory	2
ACG 6175	Financial Reporting and Analysis	2
ACG 6207	Accounting for Risk	2
ACG 6385	Controllership	2
ACG 6635	Issues in Audit Practice	2
ACG 6685	Forensic Accounting	2
ACG 6691	International Auditing	2
ACG 6697	Information Systems Assurance	2
ACG 6841	Data Analytics for Accounting	2
ACG 6905	Individual Work in Accounting	1-4
ACG 6935	Special Topics in Accounting	1-4
ACG 6940	Supervised Teaching	1-5
ACG 7399	Accounting Research and Analysis	3
ACG 7848	Data Analysis Skills	2
ACG 7849	Web Crawling and Textual Analysis	2
ACG 7850	Advanced Data and Regression Techniques	3
ACG 7885	Overview of Accounting Research	4
ACG 7886	Accounting Research II	4
ACG 7887	Research Analysis in Accounting	3
ACG 7939	Theoretical Constructs in Accounting	3
ACG 7979	Advanced Research	1-12
ACG 7980	Research for Doctoral Dissertation	1-15
TAX 5025	Federal Income Tax 1	2
TAX 5027	Federal Income Tax 2	2
TAX 5065	Tax Professional Research	2
TAX 6105	Corporate Taxation	2
TAX 6115	Advanced Corporate Taxation	2
TAX 6205	Partnership Taxation	2

TAX 6526	International Taxation	2
TAX 6877	State and Local Taxation	2

Finance, Insurance, and Real Estate Departmental Courses

Code	Title	Credits
FIN 5405	Business Financial Management	3
FIN 5437	Finance I: Asset Valuation, Risk, and Return	2
FIN 5439	Finance II: Capital Structure and Risk Management Issues	2
FIN 6108	Personal Financial Management	1
FIN 6246	Money and Capital Markets	3
FIN 6296	Capitalism	2
FIN 6306	Investment Banking	2
FIN 6425	Corporation Finance	3
FIN 6427	Measuring and Managing Value	2
FIN 6429	Financial Decision Making	2
FIN 6432	Asset Valuation and Corporate Finance	2
FIN 6438	Study in Valuation	2
FIN 6465	Financial Statement Analysis	2
FIN 6477	Entrepreneurial Finance	2
FIN 6489	Financial Risk Management	2
FIN 6496	Mergers & Acquisitions	2
FIN 6518	Investment Concepts	2
FIN 6525	Asset Management Project	1
FIN 6526	Portfolio Theory	2
FIN 6528	Asset Allocation and Investment Strategy	2
FIN 6537	Derivative Securities	2
FIN 6545	Fixed Income Security Valuation	2
FIN 6547	Interest Rate Risk Management	2
FIN 6549	Special Topics in Fixed Income Securities	2
FIN 6575	Emerging Markets Finance I	2
FIN 6576	Emerging Markets Finance II	2
FIN 6585	Securities Trading	2
FIN 6596	Introduction to Computational Methods & Derivative Pricing	2
FIN 6608	Financial Management of the Multinational Corporation	2
FIN 6626	International Finance	3
FIN 6636	Open Economy Macrofinance	2
FIN 6638	International Finance	2
FIN 6728	Capitalism and Regulation	2
FIN 6729	Economics Organizations and Markets	3
FIN 6779	Artificial Intelligence & Machine Learning Applications for Finance & FINTECH	2
FIN 6785	Investment Banking and Corporate Financial Modeling I	2
FIN 6786	Investment Banking and Corporate Financial Modeling II	2
FIN 6905	Individual Work in Finance	1-4
FIN 6930	Special Topics in Finance	1-4
FIN 6935	Finance Professional Speaker Series	1
FIN 6936	Special Topics In Investment Finance	2
FIN 6957	International Studies in Finance	1-4
FIN 6958	International Finance Study Tour	2
FIN 7446	Financial Theory I	4
FIN 7447	Financial Theory II	4
FIN 7808	Corporate Finance	4
FIN 7809	Investments	4
FIN 7938	Finance Research Workshop	1-4
FIN 7979	Advanced Research	1-12

FIN 7980	Research for Doctoral Dissertation	1-15
REE 6007	Fundamentals of Real Estate Development	2
REE 6045	Introduction to Real Estate	2
REE 6058	Real Estate Research and Technology	1
REE 6105	Real Estate Appraisal	2
REE 6206	Primary Mortgage Markets and Institutions	2
REE 6208	Secondary Mortgage Markets and Securitization	2
REE 6315	Real Estate Market and Transaction Analysis	2
REE 6395	Investment Property Analysis	2
REE 6397	Real Estate Securities and Portfolios	2
REE 6705	Geographic Information Systems and Location Analysis	2
REE 6737	Real Estate Development	2
REE 6905	Individual Work in Real Estate	1-6
REE 6930	Special Topics in Real Estate	1-4
REE 6935	Real Estate Case Studies	1-2
REE 6948	Capstone Seminar and Applied Project	2

Information Systems and Operations Management Departmental Courses

Code	Title	Credits
ISM 5021	Information Systems in Organizations	3
ISM 6022	Management Information Systems	2
ISM 6128	Advanced Business Systems Design and Development I	2
ISM 6129	Advanced Business Systems Design and Development II	2
ISM 6215	Business Database Systems I	2
ISM 6216	Business Database Systems II	2
ISM 6222	Business Telecom Strategy and Applications I	2
ISM 6223	Business Telecom Strategy and Applications II	2
ISM 6224	Business Telecom Strategy and Applications III	2
ISM 6226	Business Telecom Strategy and Applications	3
ISM 6236	Business Objects I	2
ISM 6239	Business Objects II	2
ISM 6251	Programming for Business Analytics	2
ISM 6257	Intermediate Business Programming	2
ISM 6258	Advanced Business Programming	2
ISM 6259	Business Programming	2
ISM 6405	Business Intelligence	2
ISM 6413	Introduction to Python	2
ISM 6423	Data Analysis for Decision Support	2
ISM 6485	Electronic Commerce and Logistics	2
ISM 6486	eCommerce Technologies	2
ISM 6487	Risks and Controls in eCommerce	2
ISM 6562	Business Data Presentation and Visualization	2
ISM 6942	Electronic Commerce Practicum	2
MAN 5501	Management	3
MAN 5502	Production and Operations Management	2
MAN 6508	Management of Service Operations	2
MAN 6511	Contemporary Issues in Supply Chain Analytics	2
MAN 6528	Principles of Logistics/Transportation Systems	2
MAN 6573	Purchasing and Materials Management	2
MAN 6575	Purchasing and Supplier Relationship Management	3

MAN 6581	Project Management	2
MAN 6598	Logistics and Distribution Management	3
MAN 6617	International Operations/Logistics	2
MAN 6619	International Logistics	3
QMB 5303	Managerial Statistics	3
QMB 5304	Introduction to Managerial Statistics	2
QMB 5305	Advanced Managerial Statistics	2
QMB 6304	Artificial Intelligence Methods in Business	2
QMB 6358	Statistical Analysis for Managerial Decisions I	2
QMB 6359	Statistical Analysis for Managerial Decisions II	2
QMB 6616	Business Process Analysis	3
QMB 6693	Quality Management and Control Systems	2
QMB 6755	Managerial Quantitative Analysis I	2
QMB 6756	Managerial Quantitative Analysis II	2
QMB 6845	Supply Chain Analytics: Gaming the Supply Chain	2
QMB 6905	Individual Work in Information Systems and Operations Management	1-5
QMB 6910	Supervised Research	1-5
QMB 6930	Special Topics in Information Systems and Operations Management	1-4
QMB 6938	Analytics Processes for Business – Bootcamp	1
QMB 6940	Supervised Teaching	1-5
QMB 6941	Internship	1-4
QMB 6942	Analytics Projects Practicum 1	1
QMB 6943	Analytics Practicum 2	1
QMB 6944	Analytics Practicum 3	1
QMB 6945	ISOM Department Business Practicum	2
QMB 6957	International Studies in Quantitative Methods	1-4
QMB 6971	Research for Master's Thesis	1-15
QMB 7565	Stat Research Methods	3
QMB 7931	Special Topics in Information Systems and Operations Management	1-4
QMB 7933	Seminar in Information Systems and Operations Management	1-4
QMB 7979	Advanced Research	1-12
QMB 7980	Research for Doctoral Dissertation	1-15

Marketing Departmental Courses

Code	Title	Credits
MAR 5805	Problems and Methods in Marketing Management	3
MAR 5806	Problems and Methods in Marketing Management	2
MAR 6105	Marketing Ethics	2
MAR 6157	International Marketing	2
MAR 6158	International Marketing	3
MAR 6237	The Art and Science of Pricing	2
MAR 6256	Strategy and Tactics of Pricing	3
MAR 6335	Building and Managing Brand Equity	2
MAR 6456	Business-to-Business Marketing	2
MAR 6479	Professional Selling	2
MAR 6507	Customer Insights and Analysis	3
MAR 6508	Customer Analysis	2
MAR 6590	Managerial and Consumer Decision Making	3
MAR 6591	Consumer and Managerial Decision-Making	2
MAR 6601	Entrepreneurial Marketing I	2
MAR 6602	Entrepreneurial Marketing II	2

MAR 6646	Marketing Research for Managerial Decision Making	3
MAR 6648	Marketing Research for Managerial Decision Making	2
MAR 6667	Marketing Analytics Methods	2
MAR 6668	Marketing Analytics 1	2
MAR 6669	Marketing Analytics 2	2
MAR 6722	Web-Based Marketing	2
MAR 6816	Advanced Marketing Management (MBA)	3
MAR 6818	Advanced Marketing Management	2
MAR 6833	Product Development and Management	2
MAR 6838	Brand Management	3
MAR 6839	Product Development and Management	3
MAR 6861	Customer Relationship Management	2
MAR 6862	Customer Relationship Management	3
MAR 6905	Individual Work	1-4
MAR 6910	Supervised Research	1-5
MAR 6930	Special Topics in Marketing	1-4
MAR 6940	Supervised Teaching	1-5
MAR 6957	International Studies in Marketing	1-4
MAR 6971	Research for Master's Thesis	1-15
MAR 7507	Perspectives on Consumer Behavior	3
MAR 7588	Consumer Information Processing and Decision Making	3
MAR 7589	Judgment and Decision Making	3
MAR 7626	Multivariate Statistical Methods in Marketing	3
MAR 7636	Research Methods in Marketing	3
MAR 7666	Marketing Decision Models	3
MAR 7671	Artificial Intelligence and Machine Learning	3
MAR 7925	Workshop in Marketing Research	3
MAR 7979	Advanced Research	1-12
MAR 7980	Research for Doctoral Dissertation	1-15

Warrington College of Business Courses

Code	Title	Credits
BTE 7171	Preparing to Teach in Business	2
GEB 5212	Professional Writing in Business	1-3
GEB 5215	Professional Communication in Business	1-3
GEB 5929	Foundations Review	1-3
GEB 6229	Professional Communication for Accountants	2
GEB 6365	International Business	3
GEB 6905	Individual Work	1-4
GEB 6930	Special Topics	1-3
GEB 6941	Internship	1-4
GEB 6957	International Studies in Business	1-4