Ph.D.
in Business Administration
Ph.D. in Business Administration

Our Doctor of Philosophy (Ph.D.) Program in Business Administration is designed to prepare new generations of faculty from diverse backgrounds, to meet critical research and teaching challenges projected in business education.

The full-time program emphasizes strong quantitative research methods and business core sequences, as well as opportunities for research in accounting, finance, information systems, management, and marketing. Within the context of these specializations, students are provided a strong base in theoretical knowledge, state-of-the-art methodological skills and an extensive library of databases.

Students teach in their field of interest while in the program and are placed in academic positions fully qualified to teach as specified under Southern Association of Colleges and Schools (SACS) faculty qualification provision.

Why earn a Ph.D. in Business?

**INTELLECTUAL STIMULATION**
- Engage in research
- Discover and disseminate knowledge
- Inspire the next generation of business professionals through teaching

**WORK-LIFE BALANCE**
- Traditional contract is nine months, flexible schedule
- Attractive salaries, with an average nine-month salary for new business professors over $100,000

**JOB SECURITY**
- High demand for business professors
- Tenure System

Why a Ph.D. in Business Administration at UTEP

**HIGH PROGRAM QUALITY**
- A one-to-one faculty to student ratio. Students work closely with faculty members in their area of concentration. This enhances their portfolio of research and teaching which is critical to advancing their careers.
- Accredited by AACSBI International. UTEP College of Business Administration (COBA) is among the less than 5% of Business schools worldwide who have obtained this designation.
- A highly qualified and diverse faculty. COBA faculty come from all over the world, have vast professional experience in their fields, and have published research in top scholarly journals which include but are not limited to:

  - **Accounting:**
    - Journal of Accounting Research; Journal of Accounting Auditing & Finance; International Journal of Accounting
  
  - **Finance:**
    - Review of Financial Studies; Journal of Financial & Quantitative Analysis

  - **Information Systems:**
    - MIS Quarterly; Information Systems Research; Communications of the ACM; Journal of Management Information Systems; Artificial Intelligence

  - **Management:**
    - Strategic Management Journal; Academy of Management Journal; Journal of Management; Strategic Organization; Personnel Psychology; Journal of Applied Psychology

  - **Marketing:**
    - Journal of Marketing; Journal of Marketing Research; Journal of the Academy of Marketing Science; Journal of International Marketing; Journal of Consumer Psychology

**FINANCIAL SUPPORT**
- Stipends. Ph.D. students currently receive a $19,000 annual stipend as part of a research and teaching assistantship. Depending on the department, there is also the option to teach in the summer and earn an additional $4000-$6000.
- Competitive fellowships. Available on a competitive basis and cover the cost of tuition.
- Health Insurance: Included with the stipend.

**LOCATION**
- Friendly and safe international city with a low cost of living. El Paso is part of a vibrant binational, tri-state metropolitan area that comprises Las Cruces, New Mexico and Ciudad Juarez and ranks not only as one of the safest cities in the U.S. but also as one of the most affordable.
Program Specializations:

Accounting  Finance  Information Systems  Management  Marketing

Dr. George O. White III  
University of Michigan-Flint  
Flint, MI  
Associate Professor of Strategic Management  
UoM Ph. D. 2008

“One of the things the program emphasized the most was high quality research. The program provides all the tools we needed to be successful.”

Dr. Julia Kokina  
Babson College  
Wellesley, MA  
Assistant Professor of Accounting  
UoM Ph. D. 2014

“The Ph. D. Program opened doors to a very fulfilling and exciting career in the Academia. I am grateful to UoM for this truly life changing opportunity.”

Dr. Gabriela Flores  
Southern University  
Georgetown, TX  
Assistant Professor of Business  
UoM Ph. D 2016

“UTEPS's professors are generous with their time and knowledge and want every student to be successful. To this day, I continue to work with, and learn from, many of my previous professors.”

Placement of Graduates

- Babson College
- California State University-Chico
- Denver Metropolitan State
- Eastern Michigan University
- Eastern Washington University
- Emporia State University
- Illinois State University
- Indiana University-Southeast
- Indiana University-Purdue University
- Iona College
- James Madison University
- John Carroll University
- Marshall University
- New Mexico State University
- Northern Kentucky University
- Old Dominion University
- Pacific Lutheran University
- Salisbury University
- Sam Houston State University
- Springfield College
- Southern Illinois University
- Southwestern University
- St. John’s University
- Suffolk University
- Texas A&M University-Commerce
- Texas Woman’s University
- Truman State University
- University of Houston-Clear Lake
- University of Houston-Downtown
- University of Houston-Victoria
- University of Maine
- University of Mary Washington
- University of Southern Indiana
- University of Wisconsin-Whitewater
- Wright State University
- Zayed University

Research Output

Graduates of the program are trained to plan and execute high quality research publishable in major scholarly journals. Results of their research are expected to advance both the theory and practice of business and related disciplines.

Ph.D. students develop research competencies by completing course requirements and working with faculty advisors on research projects. Our doctoral students have published their research in leading academic journals, including:

- Auditing: A Journal of Practice and Theory
- Career Development Quarterly
- Entrepreneurship: Theory and Practice
- Global Finance Journal
- Human Resource Management
- Industrial Marketing Management Journal
- International Business Review
- International Journal of Selection and Assessment
- International Journal of Conflict Management
- International Marketing Review
- Journal of Accounting and Finance
- Journal of Business Research
- Journal of Cleaner Production
- Journal of Macromarketing
- Journal of Managerial Psychology
- Journal of Marketing Theory and Practice
- Managerial Finance
- Quarterly Journal of Finance
- Strategic Management Journal
All applicants must submit the following materials to apply:

- Graduate Degree Program Application (including non-refundable application fee).

- Official transcripts of all undergraduate and graduate coursework completed. While preferred, a master's in business or related field is not required to apply. Students who enter the program without a master's degree will be required to take additional coursework known as Business Foundations before entering doctoral coursework.

- Graduate Management Admission Test (GMAT) scores. Although GMAT scores are preferred, Graduate Records Examination (GRE) scores will be accepted in some cases. Test scores may not be more than five years old. Information about the GMAT can be found at gmac.com

- At least two letters of recommendation from academic or professional sources familiar with the applicant’s background.

- A current resume or curriculum vitae.

- A personal statement of academic interests and goals.

- International students must also submit acceptable scores on the Test of English as Foreign Language (TOEFL). Test scores may not be more than two years old. Those with a degree from a country where English is the official language are exempt from this requirement.

For more information:

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utep.edu/business/phd

AACSB Accreditation

UTEP offers the only AACSB Accredited business programs in the El Paso border region. The UTEP College of Business Administration has earned AACSB Accreditation for both its Business Administration and Accounting programs.

Less than 5 percent of business schools world-wide have earned this prestigious designation from AACSB International – The Association to Advance Collegiate Schools of Business – which provides global leadership in advancing management education. So you know the degree you’ll earn from UTEP Business is of high quality— and highly regarded by the business community.