Application Process

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.
- Internal 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

Richard A. Posthuma, JD, Ph.D.
Professor of Management
Ph.D. Program Director
rposthuma@utep.edu

The University of Texas at El Paso
College of Business Administration
El Paso, Tx. 79968-0545

AACSB Accreditation

UTEP offers the only accredited Ph.D. in Business Administration by the Association to Advance Collegiate Schools of Business (AACSB) 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 worldwide have earned this prestigious designation from AACSB International which provides global leadership in advancing management education through their earned excellence in accrediting the best business schools in the world.

http://www.utep.edu/business/graduate/phd/phd.html
Why a Ph.D. in Business?  
INTELLECTUAL STIMULATION  
• Engage in research  
• Discover and disseminate knowledge  
WORK-LIFE BALANCE  
• Traditional contract is nine months, flexible schedule  
• Attractive salaries  
• Average nine-month salary for new business professors is over $100,000  
JOB SECURITY  
• High demand for business professors  
• Tenure System  

Why a Ph.D. in Business Administration at UTEP  
HIGH PROGRAM QUALITY  
• Accredited by AACSB 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 backgrounds, 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  
• 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.  

FINANCIAL SUPPORT  
• Stipends: PhD 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 cross-border 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 as one of the most affordable.  

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  
• Southern Utah University  
• St. John’s University  
• Suffolk University  
• Texas A&M University-Commerce  
• Texas Woman’s University  
• Truman State University  
• University of Colorado-Boulder  
• University of Houston-Victoria  
• University of Maine  
• University of Maryland  
• University of Maryland-Baltimore  
• University of Southern Indiana  
• University of Wisconsin-Whitewater  
• Wright State University  
• Zayed University in the UAE  

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  
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• Industrial Marketing Management Journal  
• International Business Review  
• International Journal of Accounting Research  
• Journal of Business Research  
• Journal of Contemporary Business  
• Journal of Entrepreneurship, Innovation & Organization  
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Why a 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.  

Current Doctoral Program Specializations:  
• Accounting  
• Finance  
• Information Systems  
• Management  
• Marketing  

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Dr. George O White III  
University of Michigan-Flint  
Flint, MI  
Associate Professor of  
Strategic Management  
UTEP Ph.D. 2008  
“A wonderful program that gives you all the tools to be successful in the scholarly world. I was very well prepared for my academic career. The faculty genuinely care about their students and provide tremendous research and teaching support. I appreciate all that COBA has done for me.”  

Dr. Julia Kokina  
Babson College  
Wellesley, MA  
Assistant Professor of  
Accounting  
UTEP Ph.D. 2014  
“The Ph.D. Program in COBA opened doors to a very fulfilling and exciting career in the academics. I am grateful to the university for this truly life changing opportunity.”  

Dr. Gabriela Flores  
Southwestern University  
Georgetown, TX  
Assistant Professor of  
Business  
UTEP Ph.D. 2016  
“The professors at UTEP 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. For me, these lasting relationships are the true value of UTEP’s Ph.D. program.”