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.
- 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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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 contracts are nine months, flexible schedule
• Attractive salaries
• Average nine-month salary for new business professors is over $100,000

JOB SECURITY
• Tenure system
• Average nine-month salary for new business professors is over $100,000
• Attractive salaries

LOCATION
• Las Cruces, New Mexico and Ciudad Juarez
• Friendly and safe international city with a low cost of living

FINANCIAL SUPPORT
• High demand for business professors
• Attractive salaries
• Average nine-month salary for new business professors is over $100,000

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 least 3% 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
  - Accounting Review of Financial Studies
  - Journal of Financial & Quantitative Analysis
  - Information Systems MIS Quarterly
  - Information Systems Research
  - Communications of the ACM
  - Journal of Management
  - Management: Strategic Management Journal
  - Academy of Management Journal
  - Journal of Management; Strategic Organization
  - Personnel Psychology Journal of Applied Psychology
  - 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 $4,600.
• Competitive fellowships. Available on a competitive basis and cover the cost of tuition.
• Health insurance. Included with the stipend.

LOCATION
• 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.

Marketing
• Journal of Marketing
• Journal of Marketing Research
• Journal of the Academy of Marketing Science
• Journal of Marketing Theory and Practice

Management
• Journal of Managerial Psychology
• Journal of Management
• Journal of Management Studies

Accounting
• Journal of Accounting Research
• Journal of Accounting Auditing & Finance
• Journal of Accounting & Economics

Finance
• Journal of Finance
• Review of Financial Studies
• Journal of Financial & Quantitative Analysis

Information Systems
• MIS Quarterly
• Information Systems Research
• Communications of the ACM

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. PhD 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

Placement of Graduates
• Babson College
• California State University-Chico
• Denver Metropolitan State
• Eastern Michigan University
• Emporia State University
• Eastern Washington University
• Illinois State University
• Indiana University-Jennison
• 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 in the UAE

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

Dr. Adolfo Coronado
Indiana University-Purdue Fort Wayne, IN
Assistant Professor of Computer Science
UTEp Ph.D. 2012
“Wonderful faculty in COBA, in my experience, all the faculty were accessible and helpful in terms of research and teaching support, which is rare in Ph.D. programs.”

Dr. He Li
University of Wisconsin Whitewater, WI
Assistant Professor of Finance
UTEp Ph.D. 2017
“There are always challenges in the future that I can not foresee, but my experience at UTEP gave me the tools of mind to face them head on.”

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 academia. I am grateful to the university for this truly life changing opportunity.”