



THE UNIVERSITY OF TEXAS AT EL PASO  
COLLEGE OF BUSINESS ADMINISTRATION

# 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, 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 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 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*

#### 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 \$21,000 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

Management

Marketing

## Dr. George O. White III

*University of Michigan-Flint  
Flint, MI*

*Associate Professor of Strategic Management  
UTEP 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  
UTEP Ph.D. 2014*



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

## Dr. Gabriela Flores

*Southwestern University  
Georgetown, TX*

*Assistant Professor of Business  
UTEP Ph.D. 2016*



“UTEP’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
- CSU San Marcos
- Eastern Michigan University
- Eastern Washington University
- Emporia State University
- Illinois State University
- Indiana University Southeast
- Iona College
- James Madison University
- John Carroll University
- Marshall University
- MSU Denver
- New Mexico State University

- Northern Kentucky University
- Old Dominion University
- Pacific Lutheran University
- Penn State Scranton
- Sacred Heart University
- Salisbury University
- Sam Houston State University
- San Jose State University
- Southwestern University
- Springfield College
- St. John’s University
- Suffolk University
- Texas A&M University - Kingsville

- Texas Woman's University
- Truman State University
- University of Houston - Downtown
- University of Maine
- University of Mary Washington
- University of Michigan-Flint
- University of Southern Indiana
- University of Wisconsin - LaCrosse
- Wright State University
- Zayed University in Abu Dhabi

## 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*
- *Entrepreneurship Theory and Practice*
- *Global Finance Journal*
- *Human Resource Management*
- *Industrial Marketing Management*
- *International Business Review*
- *International Journal of Conflict Management*

- *International Journal of Selection and Assessment*
- *International Marketing Review*
- *Journal of Business Research*
- *Journal of Cleaner Production*
- *Journal of Consumer Behaviour*
- *Journal of Macromarketing*

- *Journal of Managerial Psychology*
- *Journal of Marketing Theory and Practice*
- *Managerial Finance*
- *Organizational Dynamics*
- *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 [mba.com](http://mba.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 TOEFL, IELTS, or Duolingo English Test. Scores may not be more than two years old.

### For more information:

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College of Business Administration  
El Paso, TX 79968-0545

[utep.edu/business/phd](http://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.