

BUSINESS ADMINISTRATION (SMEAL)

Degree Requirements

Master of Business Administration (M.B.A.)

Requirements listed here are in addition to Graduate Council policies listed under GCAC-700 Professional Degree Policies (<https://gradschool.psu.edu/graduate-education-policies/>).

The M.B.A. program consists of two distinct portions:

1. preprogram competency expectations, including accounting, economics, mathematics, and statistics; and
2. a minimum of 35 credits at the 500 or 800 levels, with a minimum of 18 at the 500 or 800 level and at least 6 credits at the 500 level.

Code	Title	Credits
Required Courses		
BA 512	Quantitative Analysis for Managerial Decision Making	2
BA 533	Economics for Managers	2
BA 800	Marketing Management	2
BA 801	Management	2
BA 802	Team Process and Performance	2
BA 804	Ethical Leadership	2
BA 805	Negotiation Theory and Skills	1
BA 810	Supply Chain and Operations Management	2
BA 811	Financial Accounting	2
BA 815	Business Statistics for Contemporary Decision Making	2
BA 817	Communication Skills for Management	4
BA 821	Foundation in Managerial Accounting	2
BA 830	Emerging Technology Trends in Business	1
BA 831	Foundations in Finance	2
BA 832	Global Business Environment	1
BA 835	Global Perspectives	1
BA 836	Global Immersion	1
BA 880	Leadership Immersion	2
Culminating Experience		
BA 571	Strategic Management ¹	2
Total Credits		35

¹ The culminating experience for the M.B.A. is BA 571. This course is designed to bring together the many functional areas previously studied and integrate them into a strategic analysis of the entire firm.

Master of Science (M.S.)

Requirements listed here are in addition to Graduate Council policies listed under GCAC-600 Research Degree Policies. (<https://gradschool.psu.edu/graduate-education-policies/>)

Admission to the M.S. program is only available to students previously admitted to the Ph.D. program, with the approval of the Director of the Ph.D. program. The M.S. degree requires a minimum of 30 credits at the 400, 500, 600, or 800 level in business administration or related areas,

including a thesis or scholarly paper. Students who complete a thesis must take at least 18 credits at the 500 or 600 level, with a minimum of 6 credits in thesis research (BA 600 or BA 610). The thesis must be accepted by the committee members, the head of the graduate program, and the Graduate School. Students who choose the non-thesis option must take at least 18 credits at the 500 level, and complete a satisfactory scholarly paper while enrolled in BA 596.

Doctor of Business Administration (D.B.A.)

Requirements listed here are in addition to Graduate Council policies listed under GCAC-700 Professional Degree Policies (<https://gradschool.psu.edu/graduate-education-policies/>).

The total number of required credits for the Doctor of Business Administration program is 54 credits at the 400, 500, or 800 level, with a minimum of 24 at the 500 or 800 level. The required minimum 54 credits include, 30 core credits, 6 elective credits, and 18 culminating research project credits.

Code	Title	Credits
Required Courses		
<i>Core Courses</i>		
MGMT 548		3
SCIS 501	Business Analytics	3
BA 511	Seminar on Statistical Analysis	3
SCIS 502	Supply Chain Strategy	3
FIN 588		3
ACCTG 502	Accounting Research and Analysis	3
BA 560		3
MKTG 556	Marketing Management	3
MGMT 591	Organizational Research Design	3
BA 559	Qualitative Analysis in Business	3
<i>Electives</i>		
	The remaining 6 elective credits must be chosen from a list of approved elective courses maintained by the graduate program office.	6
<i>Culminating Experience</i>		
BA 580	Doctorate of Business Administration Culminating Research Project	18
Total Credits		54

BA 580, in fulfillment of GCAC-707, is the Professional Doctoral Culminating Experience for the DBA program. There are several requirements and expectations associated with the culminating experience.

1. The student must engage in an original research project, wherein they collect primary (e.g., employee or customer data) or secondary (e.g., firm characteristics and performance, review of scholarly literature) data in the pursuit of answering a research question. They must analyze that data, form conclusions based upon their analyses, and produce a written product that documents the entire research project.
2. After producing the written product, the student must present their research product to their committee (noting that this is a public oral presentation). This presentation should occur at the end of the third year of study. The committee should evaluate both the written portion and the presentation on quality, documenting the originality of ideas, accuracy of research methods and analyses, and insightfulness of conclusions. Two-thirds of the committee and the

faculty director of the program must vote to pass in order for the student to successfully complete this requirement.

3. The Professional Doctoral committee must meet all Graduate Council requirements

Expectations for the Culminating Research Project:

- An applied research question that may not result in creating new theory but leverages and tests existing theory to answer a research question pertinent to others in their field. This may alternately involve creating new algorithms or mathematical models to explore research questions.
- Involves the collection of data (primary or secondary), analysis of that data, and an interpretation of the results.
- The final written product should be thought of as translational work – that is, it should both be based upon and demonstrate disciplinary knowledge but is aimed at applied practitioners. Think about targeting a version of the Culminating Research Project at Harvard Business Review, or other practitioner-oriented outlets.

Other Requirements

The qualifying examination will be completed after the first year in the program. There are several requirements and expectations associated with the qualifying exam.

1. The purpose of the qualifying exam is to provide an early assessment of whether the student has the potential to develop the knowledge, skills, and attributes included in the program.
2. The qualifying exam will be a written assessment of the student's ability to complete the Doctor of Business Administration.
3. The written product will be assessed by the Qualifying Exam Committee, which will be drawn from Graduate Faculty who are primarily faculty in the program. The committee should evaluate the written product on its quality. Two-thirds of the committee must vote to pass in order for the student to successfully complete this requirement. D.B.A. students must also pass a Comprehensive Examination. English competence shall be formally attested to by the graduate program before the doctoral student's Comprehensive Examination is scheduled.

Doctor of Philosophy (Ph.D.)

Requirements listed here are in addition to Graduate Council policies listed under GCAC-600 Research Degree Policies. (<https://gradschool.psu.edu/graduate-education-policies/>)

Competency Expectations

Entrance into the doctoral program in business administration does not require the completion of an undergraduate degree specifically in business. While almost any major at the undergraduate level may be acceptable, graduate study in business administration does presume a minimum level of competency in mathematics, statistics, and computing. No transcript credit is required for entering doctoral students in these areas, except where specified by particular fields of specialization. However, it must be emphasized that lack of minimum competency in mathematics, statistics and computing could be a significant disadvantage to the student.

Breadth Requirement

All students are expected to develop a broad understanding of the functions of the business organization. To achieve breadth, all Ph.D. students must show competency by completing 12 credits at the 400, 500, or 800 level in a minimum of two of the approved fields of study

within the Smeal College of Business and/or in Economics in the College of the Liberal Arts. The 12 credits in the breadth requirement must be taken in fields outside or separate from a student's primary, supporting, and research competency fields.

Primary Field Requirements

All students are required to achieve competency in a primary field of business administration. The primary field is the sphere of scholarship that commands the most extensive and intensive portion of a program and is the area in which the student's dissertation research is conducted and the Ph.D. committee chair is selected. Primary fields may be selected from the following:

- accounting;
- finance;
- insurance and real estate;
- management and organization;
- marketing;
- supply chain and information systems.

Graduate work in a selected primary field may require competency in prerequisite areas, including undergraduate work in the field itself as well as prior work in mathematics, statistics, computer science, economics, and social and behavioral sciences. The prerequisite work will be specified by each primary field.

Supporting Field Requirements

All students must select a supporting field of study from business administration or related outside areas. Those spheres of scholarship complement the student's primary field. Supporting fields from business administration include all the primary fields. Outside supporting fields include, but are not limited to,

- anthropology,
- civil engineering,
- computer science,
- economics,
- industrial engineering,
- mathematics,
- political science,
- psychology,
- sociology,
- statistics.

Research Methods Field

All students must develop a broad understanding of the scientific research process and in-depth competency in the research methods used in the primary field. Each student's Ph.D. committee shall specify a minimum of 4 courses/12 credits at the 400, 500, or 800 level (beyond the M.B.A. core courses) to constitute a supporting field in research methods. These courses should cover specific methods and tools relevant for research in the primary fields. A member of the Ph.D. committee shall be designated to represent the research methods field and shall be responsible for evaluating the student's competence in the field.

Research Paper and Presentation Requirement

To introduce students early to the research process, each Ph.D. student must complete a written research paper within two years after admission to the Ph.D. program. The student must then present the paper at an open departmental workshop or seminar within one semester after the paper

is approved by the department committee and chair. The student must work under the guidance of a Research Paper Supervisor (who may or may not later be the dissertation adviser). The research paper supervisor mentors the student, possibly suggesting the research topic, monitoring progress, providing ideas and feedback, and helping the student develop appropriate research, writing, and presentation skills. The paper must substantially represent the student's work, and must be written by the student. The paper must clearly define and motivate the problem being addressed, contain a comprehensive literature review, and present the research contributions and conclusions. Approval of written paper and presentation can be used as a means to satisfy the Graduate Council English competence and communication requirement (to be completed before the comprehensive examination).

Dissertation

To earn the Ph.D. degree, doctoral candidates must write a dissertation that is accepted by the Ph.D. committee, the head of the graduate program, and the Graduate School, and the student must pass a final oral examination (the dissertation defense).