

To earn a Ph.D. in Management, students must successfully complete a minimum of 36 credit hours of graduate courses. Additionally, you are required to fulfill a minimum of 18 dissertation credit hours in order to receive the Ph.D. degree. You complete the coursework in four areas – required courses, support courses, common body knowledge courses (if applicable), and dissertation credits.

## Required Courses

### A. Conceptual Foundation in Management (15 credit hours)

Five seminars in the Management (**required**)

- MGMT 645 Seminar in Human Resources Management (3credits)
- MGMT 650 Seminar in Organizational Behavior (3 credits)
- MGMT 660 Research Design & Methodology (3 credits)
- MGMT 670 Seminar in Operations Management (3 credits)
- MGMT 675 Seminar in Strategic Management (3 credits)

### B. Support Ph.D. Level Seminars in Marketing (minimum 6 credit hours)

- MKTG 640 Measurement and Structural Equation Modeling (**required 3 credits**)

Select one seminar from the following:

- MKTG 601 Marketing Strategy (3 credits)
- MKTG 620 Advertising Research (3 credits)
- MKTG 625 Consumer Behavior (3 credits)
- MKTG 670 Marketing Theory (3 credits)

### C. Methods/Tools (minimum 12 credit hours)

The Management Department recommends A ST 505, A ST 506, A ST 507 & A ST 555. Students may substitute equivalent courses listed below based on availability, area of concentration, or scheduling with approval by the faculty mentor.

- **Method 1 (required)**  
A ST 505 Statistical Inference I (4 credits) OR  
PSY 507 Quantitative Methods in Psychology I (3 credits)
- **Method 2 (required)**  
A ST 506 Statistical Inference II (3 credits) OR  
PSY 508 Quantitative Methods in Psychology II (3 credits)
- **Method 3 (required)**  
A ST 507 Advanced Regression (3 credits) OR  
PSY 509 Quant. Methods in Psych III: Multiple Regression and Correlation (3 credits)
- **Method 4 (required)**  
A ST 555 Multivariate Analysis (3 credits) OR  
MGT 598 Special Topics Qualitative Methods (3 credits)
- **Method 5 (elective)**

PSY 529 Methods in Social Psychology (3 credits) OR SOC 550 Qualitative Research Methods (3 credits) OR Any 500+ level course in research methods (3 credits) (with Ph.D. committee approval)

### Support Courses

#### **D. Support Graduate Courses** (minimum **3 credit hours**; maximum 6 credit hours)

Graduate-level courses in consultation with the faculty advisor and approved by the doctoral committee). Enrollment in MGMT 600 – Doctoral Research (3 credits) falls under this section.

Students are strongly encouraged to take any additional courses in support of their research. Any additional courses will not be allowed to substitute for the required minimum 36 credit hour course work as set forth in the program.

### Common Body of Knowledge Courses

#### **E. Common Body Knowledge Courses**

Please note that admission to the program without a graduate business degree, such as an MBA, places you on provisional status. To satisfy the common body of knowledge (CBK) requirement, you **MUST** complete the equivalents of MBA core classes in any/all of the following areas:

- Managerial Accounting
- Management/Organizational Theory
- Operations Management
- Financial Management
- Marketing Management
- Managerial Economics

Any deficiencies in the CBK will be identified at the time of admission by the Ph.D. Program Director, in consultation with the Head of the Management Department. Fulfillment of the CBK requirement can be achieved by successfully completing the following NMSU MBA courses (or equivalents) to satisfy the CBK requirements:

- ACCT 503 Managerial Accounting
- ECON 503 Managerial Economics
- BFIN 503 Financial Management
- MKTG 503 Marketing Management
- MGMT 502 Operations Management
- MGMT 503 Organizational Behavior/Management Processes

### Dissertation Credits

#### **F. Dissertation Credits** (minimum **18 credit hours**)

MGT 700 Dissertation Credit Hours. In addition to the 36 hours of coursework, each student must complete a **minimum of 18 dissertation credit hours** to receive a Ph.D. degree.