

**Note: The paper-assignments shown below have a First- and Second-Reader (faculty members) whose approval, via signatures, is needed to ensure that the quality of the papers meet “A” journal-standards; typically, these papers are empirically-based and can lead to dissertation-products. As a result, any individual term paper is not sufficient for meeting the First-year, Second-year, and Third-year paper-requirements.*

Programs	First Year			Second Year			Third Year	Required Coursework	Dissertation	
	Qualifying Exam (on or before June 22 nd)	Paper With Faculty-Sign-off*	Paper Presentation to Dept Faculty	Comprehensive Exam (on or before June 22 nd) with format varying across Programs	Paper With Faculty-Sign-off*	Paper Presentation to Dept Faculty	Paper With Faculty-Sign-off*	Completed w/ Satisfactory Grade	Proposal Defense	Final Defense
AIA			X	X		X		X	X	X
FIN	X	X		X	X			X	X	X
LBPP/Supply		X		X	X			X	X	X
MKT				X	X	X		X	X	X
DOIT – IS		X	X	X				X	X	X
DOIT – OM/MS	X			X				X	X	X
M&O – HR				X	X			X	X	X
M&O – OB				X	X			X	X	X
M&O - SM				X	X			X	X	X

Course Requirements for Major, Minor and Research Methods by Program

Program	Major	Minor	Methods
AIA	Introduction to Accounting Research; Corporate Governance and Accounting; Seminar in Financial Accounting; Analytic Modeling in Accounting; Seminar in Management Accounting	Students are required to take four courses in an area determined jointly with the AIA PhD program faculty-representative.	Applied Multivariate Analysis; Econometrics I; Econometrics II; Elective in Statistics or Quantitative Analysis
FIN	Theory of Finance; Seminar in Corporate Finance; Seminar in Asset Pricing; Interaction of Finance and Industrial Organization (or a substitute special topics course); Special Topics I and II (1 credit each); Research Seminar	The requirements for the required minor are usually fulfilled by taking four courses in economics.	Four courses in appropriate area are required. These courses are chosen in consultation with the Finance Ph.D. faculty Representative.
DO & IT: IS	Social and Behavioral Research in Information Systems; Research Methods in Information Technology; Strategic Management of Information Technology; Information Systems Economics; Current Topics in IS research (taken twice)	4 courses in the minor, determined in consultation with the student's advisor and the IS PhD program faculty-representative.	Applied Microeconomics; Applied Regression; Applied Multivariate Analysis I; Applied Multivariate Analysis II
DO & IT: OMMS	Seminar in Operations Management and five additional courses that are open to choice with approval of advisor regarding sequence	Four courses in an area of choice, determined in consultation with the OM-MS Ph.D. Program faculty-representative.	Operations Research: Linear Programming; Operations Research: Probabilistic Models; Doctoral Seminar: Applied Microeconomics or equivalent; Doctoral Seminar: Applied Regression Analysis or equivalent
M&O: OB	Seminar in Motivation; Seminar in Leadership; Seminar in Decision Making; Seminar in Work Groups and Teams; Seminar in Conflict Management; Seminar in Performance Management; Seminar in Selection and Recruitment; Doctoral Seminar - Special Topics in OB	Subject to approval by the Ph.D. Faculty Representative, students may choose a set of four courses for their minor that significantly enhances their ability to make scientific contributions to their major field and that will improve their placement prospects. These courses can be from within M&O, other departments within Smith, or outside of Smith.	Research Methodology Course; (1) Quantitative Methods 1 (PSYC) and Quantitative Methods 2 (PSYC) or (2) Quantitative Methods 1 (EDMS), Quantitative Methods 2 (EDMS) and Applied Multiple Regression Analysis (EDMS); Advanced Analytical Methods in Management; Factor Analysis; Structural Equation Modeling; Multivariate Regression

Course Requirements for Major, Minor and Research Methods by Program

Program	Major	Minor	Methods
M&O: SM	Seminar in Theories of Competition; Seminar in the Scope of the Enterprise; Seminar in Cognition in Strategic Management; Seminar in Organizational Theory; Seminar in Organizational Learning; Seminar in Innovation and Entrepreneurship; With permission-Industrial Organizational Economics	Subject to approval by the Ph.D. Faculty Representative, students are at liberty to pick any set of four courses that will help them most in becoming the type of scholar that they wish to become. These courses could be from within M&O, other departments within Smith, or outside Smith.	Research Methodology Course; Depending on track (3 tracks total - economics, sociology, psychology) there is a progression of research classes including Applied Econometrics 1 and 2, Empirical Microeconomics, Event History, Network Analysis, Statistics 1 and 2, Quantitative Methods 1 and 2, Factor Analysis, Structural Equation Modeling, Multivariate Regression, Applied Multivariate Regression Analysis
M&O: HR	Seminar in Decision Making; Seminar in Performance Management; Seminar in Motivation; Seminar in Selection & Recruitment; Seminar in Conflict Management; Seminar in Leadership; Seminar in Work Groups and Teams; Doctoral Seminar - Special Topics in HR or OB	Subject to approval by the Ph.D. Faculty Representative, students may choose a set of four courses for their minor that significantly enhances their ability to make scientific contributions to their major field and that will improve their placement prospects. These courses could be from within M&O, other departments within Smith, or outside of Smith.	Research Methodology Course; (1) Quantitative Methods 1 (PSYC) and Quantitative Methods 2 (PSYC) or (2) Quantitative Methods 1 (EDMS), Quantitative Methods 2 (EDMS) and Applied Multiple Regression Analysis (EDMS); Advanced Analytical Methods in Management; Factor Analysis; Structural Equation Modeling; Multivariate Regression
MKT	Marketing Strategy; Consumer Behavior; Marketing Models; Experimental Design; Information Processing; Behavioral Decision Theory; Marketing Models in R; Bayesian Marketing Models; Complex Systems in Business; Mathematical Models in Marketing	Four courses in a discipline that reflects the student's interests and methodological preferences. Students typically choose either Economics or Psychology. Other disciplines may be discussed with the Department Doctoral Coordinator(s).	At least four graduate courses in research methodology. May take sequence of courses offered by the marketing department (Marketing Models, Marketing Experiments, Behavioral Research in Marketing, Marketing Models in R, Bayesian Statistics in Marketing, Complex Systems in Business, Mathematical Models in Marketing), or other methods courses offered in the Business School. Most students also take research methods courses offered elsewhere in the university, in particular in the Economics, Psychology and Statistics departments.
LBPP	Advanced Supply Chain Management: Models and Applications; Industrial Organization Economics: Application to Supply Chain Strategic Management; Transportation and Supply Chain Economics; Logistics Research (Two 3 credit courses); Operations Management	Four courses, typically at the doctoral level, in Operations Management, Marketing or another appropriate area subject to approval from the LBPP Ph.D. Program faculty-representative.	Four courses in statistics, operations research or other appropriate subject areas, typically at the doctoral level.

Additional Course Requirements are as follows:

Students in Accounting and Information Assurance (AIA), Finance, Organizational Behavior/Human Resource Management (OB/HR), and Strategic Management (SM) are required to take two courses from the MBA core with a waiver of requirement for students with an MBA degree, a Bachelor's degree in Business or a minor in the core. For programs in OB/HR and SM, students may also obtain a waiver for equivalent courses taken in conjunction with a related degree.

AIA students are also required to take two graduate Economics courses required (which may count towards minor): (1) Microeconomic Analysis I (2) Macroeconomic Analysis I or Microeconomic Analysis II.

Information Systems students must enroll in Math Camp if not waived by sufficient math skills. Also, they must take their department's doctoral seminar: Research in Decision, Operations & Information Technologies (1 credit, taken 4 times) and two technology-related courses if without sufficient technology background, generally BUDT 620 and one other MBA-level course.

Operations Management/Management Science (OM/MS) students must take Research in Decision, Operations, & Information Technologies (1 credit) every semester during first two years, two business breadth courses at graduate- or doctoral-level for those without an undergraduate or graduate business degree, each from a different functional area outside of OM/MS.

Logistics and Transportation students must take BULM 732 or independent study in logistics, with waiver of requirement for students with at least an introductory undergraduate or graduate courses in logistics management or sufficient years of logistics work experience; One graduate course in microeconomics.