Texas A&M University  Marketable Skills: Doctoral

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<tr>
<th>Program:</th>
<th>PhD Program</th>
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<tr>
<td>Degree:</td>
<td>PhD</td>
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<tr>
<td>Department:</td>
<td>Business Administration</td>
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<tr>
<td>Contact Name:</td>
<td>Dr. Duane Ireland/ Crystal Garcia-Williams</td>
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<tr>
<td>Contact Phone:</td>
<td>979-458-0493</td>
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**Outcome**
Master degree-program requirements, including theories, concepts, principles, and practice; develop a coherent understanding of the subject matter through synthesis across courses and experiences; and apply subject matter knowledge to solve problems and make decisions.

** Marketable Skills**
- Knowledge of principles and methods for curriculum and training design, teaching and instruction for individuals and groups, and the measurement of training effects.
- Analyzing information and evaluating results to choose the best solution and solve problems.
- Keeping up-to-date technically and applying new knowledge to your job.

**Outcome**
Apply a variety of strategies and tools, use a variety of sources, and evaluate multiple points of view to analyze and integrate information and to conduct critical, reasoned arguments.

** Marketable Skills**
- Knowledge of business and management principles involved in strategic planning, resource allocation, human resources modeling, leadership technique, production methods, and coordination of people and resources.
- Knowledge of administrative and clerical procedures and systems such as word processing, managing files and records, designing forms, and other office procedures and terminology.
- Identifying the underlying principles, reasons, or facts of information by breaking down information or data into separate parts.

**Outcome**
Communicate effectively.

** Marketable Skills**
- Communicating effectively in writing and presenting as appropriate for the needs of the audience.
- The ability to listen to and understand information and ideas presented through spoken words and sentences.
- Giving full attention to what other people are saying, taking time to understand the points being made, asking questions as appropriate, and not interrupting at inappropriate times.

**Outcome**
Develop clear research plans, conduct valid, data-supported, theoretically consistent, and appropriate venues to a range of audiences.

** Marketable Skills**
- Conduct research in a particular field of knowledge and publish findings in professional journals, books, or electronic media.
- Selecting and using training/instructional methods and procedures appropriate for the situation when learning or teaching new things.
- Establishing long-range objectives and specifying the strategies and actions to achieve them.

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<tr>
<th>Outcome</th>
<th>Use appropriate technologies to communicate, collaborate, conduct research, and solve problems.</th>
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| Marketable Skills | - Utilize the following for research- SAS Hot technology; SPSS; StataCorp Stata; Matlab; Python; DOC Cop; Google Scholar; iParadigms Turnitin; Collaborative editing software; Google Docs Hot technology; Microsoft Word; Data-analytic tools.  
- Keep abreast of developments in the field by reading current literature, talking with colleagues, and participating in professional organizations and conferences.  
- Evaluate and grade students' class work, assignments, and papers. |

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<th>Outcome</th>
<th>Teach and explain the subject matter in their discipline.</th>
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| Marketable Skills | - Prepare and deliver lectures to undergraduate or graduate students on topics such as financial accounting, principles of marketing, investment analysis, asset valuation, strategic management, and operations management.  
- Evaluate and grade students' class work, assignments, and papers.  
- Initiate, facilitate, and moderate classroom discussions. |

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<th>Outcome</th>
<th>Choose ethical courses of action in research and practice.</th>
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| Marketable Skills | - Using relevant information and individual judgment to determine whether events or processes comply with laws, regulations, or standards.  
- The ability to tell when something is wrong or is likely to go wrong. It does not involve solving the problem, only recognizing there is a problem.  
- Observing, receiving, and otherwise obtaining information from all relevant sources. |