



**AUTONOMOUS UNIVERSITY OF AGUASCALIENTES**  
**DOCTORATE IN MANAGEMENT SCIENCES**  
**PROGRAM<sup>1</sup>**

**I. PROGRAM IDENTIFICATION**

Responsible academic center:	Center for Economic and Management Sciences
Responsible academic departments:	Management and Marketing
Modality:	On-campus
Level:	Doctorate
Program Orientation:	Scientific research
Program Engagement:	Full time
Duration:	3 years, divided in 6 semesters
Academic Credits:	210
Kind of academic program:	Institutional Program
Approval date by the HUC <sup>2</sup> :	2018

**II. QUALITY CERTIFICATIONS**

National:	National Postgraduate Quality Program (PNPC) <b>Level:</b> In development
International:	Accreditation Council for Business Schools and Programs (ACBSP)

**III. PROGRAM OBJECTIVES**

To form high level researchers that generate and apply knowledgements in the field of the management sciences, emphasizing on the organizational culture and behavior, in the management strategies and in the innovation in SMEs, and that way to impact with new contributions to the solution of problems and the organizational development in the state, national and international areas.

**IV. LINES OF RESEARCH**

1. Management Strategies
2. Organizational Behavior and Culture
3. Innovation in SMEs

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<sup>1</sup> (Web version)

<sup>2</sup> Honorable University Council

## V. APPLICANT AND GRADUATE PROFILES

APPLICANTS	GRADUATES
<p><i>Knowledge in:</i></p> <ol style="list-style-type: none"> <li>1. Methodologies for data research.</li> <li>2. Management sciences, in areas such: management, marketing, finances, economics and basic statistics.</li> </ol>	<p><i>Knowledge in:</i></p> <ol style="list-style-type: none"> <li>1. The main approaches of the methodological research in general and of the management sciences in particular.</li> <li>2. The main approaches in management sciences, through the contemporary trend of management and organizations theory.</li> <li>3. Qualitative and quantitative methodology applied to management sciences.</li> <li>4. The statistical methods for data analysis, validation and development of measurement scales applied to management sciences.</li> <li>5. Theoretical and empiric knowledge in one of the lines of research of the doctorate.</li> </ol>
<p><i>Skills:</i></p> <ol style="list-style-type: none"> <li>1. Situational analysis and problem-solving approach.</li> <li>2. Understanding and management of mathematical and statistic reasoning.</li> <li>3. Critical thinking</li> <li>4. Reading and writing, especially of complex and idea inference texts.</li> <li>5. Comprehension of written texts in English.</li> </ol>	<p><i>Skills for:</i></p> <ol style="list-style-type: none"> <li>1. The research, analysis and systematization of documental information.</li> <li>2. Applying the scientific method and other methodological approaches in the statement and hypothesis testing, in a systematic way.</li> <li>3. The design of original and innovative researches with reliable and validated information.</li> <li>4. Participating in academic research teams and in interdisciplinary webs oriented to generate updated scientific knowledge in a high level.</li> <li>5. Developing and directing national and international research projects.</li> <li>6. Communicating his/her scientific contributions by oral and written way.</li> </ol>
<p><i>Attitudes</i></p> <ol style="list-style-type: none"> <li>1. Engagement to full-time study.</li> <li>2. Perseverance in the individual work.</li> <li>3. Collaborative work, tolerance to the divergence of ideas.</li> <li>4. Interest on going on with his/her professional formation.</li> <li>5. Proactivity and action attached to values.</li> </ol>	<p><i>Attitudes in:</i></p> <ol style="list-style-type: none"> <li>1. Showing proactivity in the face of changes and innovations in organizations and trends in management sciences in the field of organizational behavior and culture and management strategies.</li> <li>2. Showing openness towards different epistemological, theoretical and methodological approaches of the management sciences.</li> <li>3. Showing assertiveness towards the integration of interdisciplinary or multidisciplinary teams in research in the different phases of development and openness towards critical opinion.</li> <li>4. Manifesting reliability and responsibility in the use of data sources and disclosure of results in which the contributions of others and their own are recognized.</li> <li>5. The balance of the interests of the company and society in general.</li> </ol>
<p><i>Values</i></p> <ol style="list-style-type: none"> <li>1. Responsibility.</li> <li>2. Intellectual honesty.</li> </ol>	<p><i>Values:</i></p> <ol style="list-style-type: none"> <li>1. Autonomy and social responsibility.</li> <li>2. Quality.</li> <li>3. Humanism.</li> <li>4. Pluralism.</li> </ol>

## VI. ADMISSION AND SELECTION REQUIREMENTS

### Admission

1. To pass the EXANI III exam with a minimum score of a 1,000 points (30% of the final grade).
2. Master's degree and that the object of their thesis be related to the topics of the Doctorate in Management Sciences (evaluated through the interview).
3. Minimum 8.0 (eight) grade point average obtained in the Master's program.
4. Motivation letter.
5. Letter of academic recommendation.
6. To send CV to the Academic Council of the doctorate.
7. To pass a general exam of knowledge in the area (20% of the final grade).
8. Personal interview with the Academic Council (20% of the final grade).
9. Evaluation of the research protocol for the doctoral dissertation or thesis, which has to be related with the lines of research of the doctorate (30% of the final grade).
10. To pass the TOEFL test with a grade higher than 500 points, but the applicant can be admitted with 480 points, but he/she must obtain 500 points during the first years after starting the doctorate.
11. To accomplish with all the documents specified and required by the Records Office.

## VII. CURRICULAR ORGANIZATION AND STRUCTURE OF THE PROGRAM

### Program Organization

FORMATION AXIS	DESCRIPTION
<b>Disciplinary of professional</b>	The student, according to his/her area of interested, will have the chance of deepening in the theoretic-methodologic and technic knowledge of the profession, oriented to generate the learning of the professional exercise or applied research.
<b>Terminal</b>	It is considered as the integrating axis of the knowledge and the professional abilities of the student. It is an ax that gathers integrating-applicative education spaces, which are oriented to the specialty and that enforce the theoretic-instrumental knowledge and the specific methodology of the doctorate. The research projects increase.
<b>Electives</b>	The elective subjects are taken from the second semester on and seek to enforce the formation of the future Ph.D. These subjects are chosen next to the tutor, with the approval of the tutorial committee and the Academic Council.
<b>Complementary activities</b>	This formation ax will encourage the development of research abilities and the communication of the knowledge obtained through the advance of the dissertation or thesis project. These activities can be taken from the second semester on.

## Curriculum Map

Formation axes	1 <sup>st</sup> Semester	2 <sup>nd</sup> Semester	3 <sup>rd</sup> Semester	4 <sup>th</sup> Semester		5 <sup>th</sup> Semester	6 <sup>th</sup> Semester
<b>Disciplinary</b> 14 Credits	<b>Research Methodology And Qualitative Methods</b> TH: 2 HP: 3 Credits: 7	<b>Quantitative Methods for Management Sciences</b> TH: 2 PH: 3 Credits: 7					
<b>Terminal</b> 120 Credits	<b>Research seminar I</b> TH: 0 PH:20 Credits: 20	<b>Research seminar II</b> TH: 0 PH:20 Credits: 20	<b>Research seminar III</b> TH: 0 PH: 20 Credits: 20	<b>Research seminar IV</b> TH: 0 PH: 20 Credits: 20	<b>Candidacy Exam</b>	<b>Research seminar V</b> TH: 0 PH: 20 Credits: 20	<b>Research seminar VI</b> TH: 0 PH:20 Credits: 20
<b>Electives</b> 14 Credits		<b>Electives*</b>					
<b>Activities</b> 52 Credits		<b>Stays; referred articles, chapters, posters writing; presentations; participation in projects.</b>					
TH: Theoretical hours per week, PH: Practice Hours per Week							

### \*Complementary Activities and Elective Credits

Kind of activity of complementary learning	Value
National research stays (at least a month).	10 credits
International research stays (at least a month).	15 credits
Works stay (at least a month).	10 credits
Articles refereed and published in ISSN journals	5 credits
Articles refereed and published in indexed journals	10 credits
Articles refereed and published in indexed Scopus or JCR journals	15 credits
Capítulos publicados o con carta de aceptación para su publicación	5 credits
Refereed lectures	
National academic congress	5 credits
International academic congress	10 credits
Refereed poster expositions	5 credits
Participation in internal or external research projects	5 credits
<b>Elective credits</b>	<b>Value</b>
Electives (Workshops, courses and subjects)	The credits will depend on the amount of hours and the institution where the activities are held.

## **VIII. PERMANENCE REQUIREMENTS**

1. Those established on the General Regulation of Teaching of the Autonomous University of Aguascalientes.
2. The subjects and research seminars must be passed with a minimum grade of 7.
3. At the end of each semester, the student must present the thesis advances established by the tutor or the tutorial committee.
4. To pass all academic activities assigned by the tutor in the time established by the curriculum.
5. In case of not passing the foreign language test, the student would have a year to pass it from the moment he/she enters to the doctorate.

## **IX. GRADUATION REQUIREMENTS**

1. To pass all the subjects and research seminars, and to accomplish with the elective credits and the complementary activities.
2. Obtain an 8.0 (eight) grade point average.
3. Before starting the 5th semester, take the predoctoral examination, which has three results: pass; conditional pass, then the student has a deadline to pass before 6th semester; or fail, so the student is expelled from the doctorate.
4. To defend orally the dissertation or thesis in the terms and times pointed by the Institutional Regulation. Besides, the student must accomplish with all the stipulated graduation requirements pointed by the General Regulation of Teaching of the Autonomous University of Aguascalientes.
5. For those students who aspire to graduate through traditional thesis, they must show the publication or acceptance of an article in an indexed journal. This article must be related to the thesis, written in collaboration with the tutor and, preferably, with the rest of the members of the tutorial committee.
6. For those students who aspire to graduate through the thesis for published articles, they must show the publication of two indexed articles generated from the thesis, in collaboration with the tutor and, preferably, with the rest of the members of the tutorial committee.
7. The thesis must accomplish all the regulation contained in the "Manual for the Elaboration of Receptional Projects in Postgraduate Studies: Thesis or Practical Project"; and, according to the General Regulation of Teaching, it is mandatory to elaborate the receptional project and present it orally. In the case of this doctorate, being a program oriented to the scientific research, a thesis must be elaborated, existing two modalities: traditional thesis and thesis for published articles.

## X. CORE FACULTY

Name	Full Time	Degree	Institution Where the Degree Was Obtained	SNI Level	Line of Research	Academic Group	Internacional Collaborations*
Gabriela Citlalli López Torres	Yes	Ph. D.	University of Manchester, United Kingdom	I	Management Strategies	Organization Management (in consolidation)	
Gonzalo Maldonado Guzmán	Yes	Ph. D.	University of Valencia / Spain	I	Innovation in SMEs Organizational Behavior and Culture	Management in SMEs (consolidated)	Published articles: 14 (2017) 10 (2016) 10 (2015) Designations: 6 (2017) 3 (2016) 3 (2015) Stays: 1 (2017) 1 (2016) Paper presentations: 2 (2017) 9 (2015) Book chapters: 2 (2016)
Ismael Manuel Rodríguez Herrera	Yes	Ph. D.	University of Nebrija, Spain	I	Organizational Behavior and Culture	Socioeconomic Analysis and Tourism Management (in consolidation)	Published articles: 3 (2017) 3 (2016) 1 (2015) Stays: 1 (2016) Paper presentations: 2 (2017) 3 (2016) 2 (2015) Book chapters: 4 (2017) 1 (2016)
José Trinidad Marín Aguilar	Yes	Ph. D.	University of Valencia / Spain	C	Management Strategies Innovation in SMEs		Published articles: 1 (2016) Stays: 1 (2017) Book: 1 (2018)
Manuel Díaz Flores	Yes	Ph. D.	National Autonomous University of Mexico	I	Management Strategies	Local Development (consolidated)	Published articles: 4 (2016) 1 (2015) Paper presentations: 5 (2017)
María del Carmen Martínez Serna	Yes	Ph. D.	Autonomous University of Aguascalientes	I	Organizational Behavior and Culture Innovation in SMEs	Management in SMEs (consolidated)	Paper presentations: 2 (2017) Book chapters: 1 (2017)

Miguel Ángel Oropéza Tagle	Yes	Ph. D.	University of Cantabria, Spain	I	Management Strategies	Accounting and taxes (information)	Stays: 2 (2017)
Roberto González Acolt	Yes	Ph. D.	Autonomous University of Puebla	I	Management Strategies	Local Development (consolidated)	Paper presentations: 2 (2017) 1 (2016) 2 (2015) Published articles: 3 (2017) 2 (2016) 1 (2015)
Sandra Yesenia Pinzón Castro	Yes	Ph. D.	Autonomous University of San Luis Potosí	I	Management Strategies Innovation in SMEs		
Rubén Macías Acosta	Yes	Ph. D.	East Free School of Politic Sciences and Public Administration	I	Management Strategies	Local Development (consolidated)	
Silvia Mata Zamores	Yes	Ph. D.	Autonomous University of Querétaro	No	Organizational Behavior and Culture		

## **XI. PROGRAM FLEXIBILITY**

The program design has a flexible structure, since, from the second semester, the student can pass his/her subjects in any other institution through academic mobility. According to the General Regulation of Teaching, the students have the chance to move to other institution and that the subjects passed in other institutions be taken into account in the UAA; in order to do so, it is necessary that the student to accomplish all the administrative procedure and that the Academic Council of the program approves the mobility.

The elective credits can be taken from the second semester on. The student must pass 14 credits. Regarding to the complementary activities, they have a value of 52 credits and they must be passes of a gradual way through the semesters.

Both the elective subjects and the complementary activities must be related to the student's doctoral thesis. Therefore, the student along with his/her tutor, will elaborate a work plan at the beginning of each semester, where he/she will point which signatures would be taken and what complementary activities would be accomplished. Then, the student must fill the specific form at the moment established by the approved calendar and to submit it to the Academic Council, who will verify that the activities be related to the lines of research of the program and that they enforce the doctoral formation of the student. From the 3<sup>rd</sup> semester on, at the end of each semester, the student must submit a report and the evidence of the done activities, so the tutor and the Academic Council verify that the establish criteria be accomplished.

In the specific case for research stays in other higher education institutions, it is recommended that the stays be made in universities or research centers where there is a researcher that cooperates with the doctorate program, or, that be a collaborator of a professor part of the core faculty.

The current program seeks to accomplish the institutional regulations related to coming double degree policies.