

MBA MAJOR TRACKS: REQUIREMENTS and ELECTIVES

BUSINESS ANALYTICS (BSAN) 3 REQUIRED* & CHOOSE 3			
ITAO70210	* Predictive Analytics (Spring)	Choose 3 (cont'd)	
ITAO70220	* Data Exploration & Visualization (Spring)	ITAO70440	Healthcare Analytics (Fall)
ITAO70240	* Data Management (Fall/Spring)	ITAO70650	Time Series Forecasting (Fall)
Choose 3		ITAO70750	Strategic Business Technology (Spring)
ITAO70200	Advanced Statistical Inference (Fall)	ITAO70950	Supply Chain Analytics (Fall)
ITAO70230	Spreadsheet Decision Modeling (Spring '22 only)	ITAO74770	Data and Digital Innovation (Fall, Silicon Valley)
ITAO70420	Sports Analytics (Spring)	MARK70120	Marketing Analytics (Spring '22 graduates only)
BUSINESS LEADERSHIP (BSLD) CHOOSE 4 & 1 & 1			
Choose 4		Choose 4 (cont'd)	
MGTO70100	Managerial Decision Making (Fall)	MGTO83150	Theory & Research in Org. Behavior (Fall - full)
MGTO70200	Organizational Consulting (Fall)	MARK70110	Competitive Growth Strategy (Fall)
MGTO70300	Judgment (Fall)	Choose 1	
MGTO70305	Business on the Frontlines (Spring - full)	ITAO70200	Advanced Statistical Inference (Fall)
MGTO70310	International Management (Spring)	ITAO70230	Spreadsheet Decision Modeling (Spring '22 only)
MGTO70315	Frontlines in America (Spring)	ITAO70920	International Operations (Fall)
MGTO70325	Frontline Engagement (Fall - full)	MARK70100	Marketing Research (Fall/Spring)
MGTO70355	WORC - South Bend (Fall)	MARK70120	Marketing Analytics (Spring)
MGTO70510	Innovation and Design Thinking (Fall)	Choose 1	
MGTO70560	Business Model Innovation (Spring)	ACCT70120	Corporate Financial Reporting (Fall)
MGTO70620	Negotiation (Fall/Spring)	ACCT70200	Strategic Cost Management (Spring)
MGTO70735	Spirituality of Leadership (Spring)	ITAO70750	Strategic Business Technology (Spring)
CORPORATE FINANCE (COFI) 2 REQUIRED* & CHOOSE 4			
FIN70420	* Capital Allocation (Spring)	Choose 4 (cont'd)	
FIN70440	* Financial Policy (Spring)	FIN70430	Financing the Corporation (Spring)
Choose 4		FIN70450	Bond Issue Process (Fall)
ACCT70200	Strategic Cost Management (Spring)	FIN70460	Working Capital Management (Spring)
FIN60720	Real Estate Development Process (Spring)	FIN70470	Strategic Finance & Valuation (Fall)
FIN60725	Real Estate Private Equity (Spring)	FIN70500	Multinational Financial Management (Fall)
FIN60730	Real Estate Colloquium: Finance and Law (Fall/Spring - full)	FIN70620	Options & Futures (Fall)
FIN70140	Economics of Financial Crisis (Spring)	FIN70640	Applied Investment Mgmt (AIM)** (Spring - full)
FIN70230	Business Forecasting (Fall)	MBGR74060	Latin American Economics (Fall, Chile)
FIN70400	Mergers & Acquisitions (Spring)	MBGR74020	International Finance (Fall, Chile)
FIN70410	Mergers & Acquisitions Practicum (Spring)		
**If you are accepted into AIM, you are not required to take Equity Valuation. You still must complete six courses from this track.			
DIGITAL MARKETING AND MARKETING ANALYTICS (DMMA) CHOOSE 4 & CHOOSE 2 FROM EITHER DMMA OR MRTG			
MARK70100	Marketing Research (Fall/Spring)	MARK70500	Digital Marketing (Fall)
MARK70120	Marketing Analytics (Spring)	MARK70510	Applied Digital Marketing (Spring)
MARK70130	Marketing Decision Models (Fall)	MARK70600	Social Media Strategy (Spring)
MARK70350	Customer Valuation & Management (Fall/Spring)	MARK70700	Pricing and Distribution (Spring)
INNOVATION & ENTREPRENEURSHIP (INNE) CHOOSE ANY 6			
FIN76040	Seed Investor Practicum (Spring)	MGTO70520	Entrepreneurship (Fall)
MARK70110	Competitive Growth Strategy (Fall)	MGTO70355	WORC - South Bend (Fall)
MARK70450	New Product Development (Spring)	MGTO70540	Launching New Ventures (Spring)
MGTO70315	Frontlines in America (Fall)	MGTO70550	Social Innovation (Fall)
MGTO70325	Frontline Engagement (Fall - full)	MGTO70560	Business Model Innovation (Spring)
MGTO70505	Strategic Foresight (Spring)	ITAO74770	Data and Digital Innovation (Fall, Silicon Valley)
MGTO70510	Innovation & Design Thinking (Fall)	ITAO74760	Digital Product Management (Fall, Silicon Valley)
INVESTMENTS (INVS) 3 REQUIRED* & CHOOSE 3			
FIN70610**	* Equity Valuation (Fall/Spring)	Choose 3 (cont'd)	
FIN70650	* Fixed Income Securities I (Fall)	FIN70470	Strategic Finance & Valuation (Fall)
FIN70670	* Investments (Fall/Spring)	FIN70620	Options & Futures (Fall)
Choose 3		FIN70640	Applied Investment Mgmt (AIM)** (Spring - full)
FIN60720	Real Estate Development Process (Spring)	FINxxxxx	Trading Markets (Spring)
FIN60725	Real Estate Private Equity (Spring)	FIN70980	Private Equity (Fall)
FIN60730	Real Estate Colloquium: Finance and Law (Fall/Spring - full)	FIN70990	Behavioral Finance (Fall)
FIN70100	Investing and Philanthropy (Spring)	FIN76040	Seed Investor Practicum (Spring)
FIN70140	Economics of Financial Crisis (Spring)		
**If you are accepted into AIM, you are not required to take Equity Valuation. You still must complete six courses from this track.			
MARKETING (MRTG) CHOOSE 4 & CHOOSE 2 FROM EITHER DMMA OR MRTG			
MARK70150	Business-to-Business Marketing (Fall)	MARK74100	Marketing Research (Fall, Chicago)
MARK60550	Consumer Behavior (Spring)	MARK70110	Competitive Growth Strategy (Fall)
MARK70100	Marketing Research (Spring)	MARK70501	Advertising Management (Fall)
MARK70300	Brand Strategy (Fall/Spring)	MBGR74010	International Marketing (Fall, Chile - MRTG only)
MARK70450	New Products Development (Spring)		
STRATEGY (STGY) CHOOSE ANY 6			
ACCT70120	Corporate Financial Reporting (Fall)	MARK70350	Customer Valuation & Management (Fall/Spring)
ACCT70200	Strategic Cost Management (Spring)	MGTO70100	Managerial Decision Making (Fall)
FIN70230	Business Forecasting (Fall)	MGTO70315	Frontlines in America (Fall)
FIN70400	Mergers & Acquisitions (Spring)	MGTO70325	Frontline Engagement (Fall - full)
FIN70430	Financing the Corporation (Spring)	MGTO70355	WORC - South Bend (Fall)
FIN70440	Financial Policy (Spring)	MGTO70200	Organizational Consulting (Fall)
ITAO70230	Spreadsheet Decision Modeling (Spring '22 only)	MGTO70300	Judgment (Fall)
ITAO70750	Strategic Business Technology (Spring)	MGTO70305	Business on the Frontlines (Spring - full)
ITAO70920	International Operations (Fall)	MGTO83125	Theory & Research in Strategy (Spring - full)
ITAO70910	Project Management (Fall)	MGTO70510	Innovation & Design Thinking (Fall)
MARK70100	Marketing Research (Fall/Spring)	MGTO70520	Entrepreneurship (Fall)
MARK70110	Competitive Growth Strategy (Fall)	MGTO70620	Negotiation (Fall/Spring)
MARK70300	Brand Strategy (Fall/Spring)		
SUPPLY CHAIN MANAGEMENT (SOMG) 2 REQUIRED* & CHOOSE 4			
ITAO70920	* International Operations (Fall)	Choose 4 (cont'd)	
ITAO70950	* Supply Chain Analytics (Fall)	ITAO70750	Strategic Business Technology (Spring)
Choose 4		ITAO70910	Project Management (Fall)
ACCT70200	Strategic Cost Management (Spring)	MGTO70620	Negotiation (Fall/Spring)
ITAO70210	Predictive Analytics (Spring)	ITAO74970	Smart Supply Chain Innovation (Fall, Silicon Valley)
ITAO70230	Spreadsheet Decision Modeling (Spring '22 only)		