

## Evening & Weekend MBA Advising Worksheet

<b>CORE (1<sup>st</sup> year)</b>		<b>units</b>	<b>MANAGEMENT OF TECHNOLOGY (MOT)</b>	<b>units</b>
Microeconomics	Fall A	2	Biotechnology	2
Organizational Behavior	Fall A	2	Intro to Management of Technology	3
Marketing	Fall B	2	Managing Innovation & Change	3
Financial Accounting	Fall B	2		
Operations	Spr A	2	<b>MARKETING (MKT)</b>	
Finance	Spr A	2	Advertising	3
Macroeconomics	Spr B	2	Branding	3
Ethics	Spr B	1	Consumer Behavior	3
Communications	Spr B	1	High-Tech Marketing	3
Leadership	Spr B	1	Info- & Tech- Based Marketing	3
			Internet Strategy	3
<b>ADVANCED COURSES (2<sup>nd</sup> &amp; 3<sup>rd</sup> year)</b>			Marketing Research	3
<b>ACCOUNTING (ACC)</b>			Marketing Strategy	3
Corporate Financial Reporting		3	Pricing	3
Financial Information Analysis		3	Product Management	3
Taxes & Firm Strategy		3	Sales Management	3
Technology Sector Literacy		2	Strategic Marketing Planning	3
<b>BUSINESS &amp; PUBLIC POLICY (BPP)</b>			<b>OPERATIONS &amp; INFO TECH MGT (OITM)</b>	
Business Law		3	Enabling eBusiness Transformation	3
Communications Economics		3	Information Technology Strategy	3
Corp Resp in the Global Economy		2	Service Strategy	3
Deals		3	Supply Chain Management	3
Global Strategy		3	Telecommunications	3
Managing Innovation & Change		3		
Managing Intellectual Property		3	<b>ORGANIZATIONAL BEHAVIOR (OBIR)</b>	
			Business Strategies for Emerging Markets	3
<b>ECON ANALYSIS &amp; POLICY (EAP)</b>			Global Management	3
Competitive Strategy		3	Leadership	3
Game Theory		3	Managing Teams	3
International Finance		3	Negotiations	3
			Organizing for Strategic Advantage	3
<b>ENTREPRENEURSHIP (ENT)</b>				
Entrepreneurship		3	<b>REAL ESTATE (RE)</b>	
New Telecom Ventures		2	Real Estate and Urban Land	3
New Venture Finance		2	Real Estate Finance	3
Venture Capital & Private Equity		3	Real Estate Investment	3
<b>FINANCE (FIN)</b>			<b>ONE-UNIT COURSES &amp; OTHER</b>	
Behavioral Finance		2	Active Communicating	1
Corporate Finance		3	Entertainment Marketing	1
Corporate Financial Management		3	Managerial Communications	1
Derivatives		2	Nonprofit Boards	1
Financial Decisions		2	Project Management	1
Financial Modeling		2	Independent Study	1-3
Futures & Options Markets		3		
Global Financial Services		3	<b>PROGRAM REQUIREMENTS:</b>	
Investment Strategies & Styles		2	Orientation	0
Mergers & Acquisitions		3	Writing Requirement (2 papers)	0
Money Markets & Financial Institutions		3	Mid-Program Academic Retreat (MPAR)	1
Securities Markets		3	<b>Total Units Required for MBA degree</b>	<b>42</b>