



**MASTER OF BUSINESS ADMINISTRATION (MBA)**  
*Curriculum Grid*

Module I <sup>1</sup> FUNCTIONAL COURSES - 27credits (All Module 1 Courses are Required)		
Course Code	Course Title	Credits
<a href="#">ACCT 615</a>	Management Accounting	3
<a href="#">FIN 600</a>	Corporate Finance I	3
<a href="#">ECON 610</a>	Managerial Economics	3
<a href="#">HRM 601</a>	Organizational Behavior	3
<a href="#">MGMT 691</a>	Legal and Ethical Issues in a Digital World	3
<a href="#">MIS 645</a>	Information Systems Principles	3
or <a href="#">IS 677</a>	Information System Principles	
or <a href="#">MGMT 630</a>	Decision Analysis	3
<a href="#">MRKT 620</a>	Competing in Global Markets	3
<a href="#">MGMT 692</a>	Strategic Management	3
or <a href="#">MGMT 680</a>	Entrepreneurial Strategy	
Module II MANAGING KNOWLEDGE, TECHNOLOGY & INNOVATION – 9 Credits (Select three of the following)		
<a href="#">MGMT 620</a>	Management of Technology	3
<a href="#">MGMT 635</a>	Data Mining and Analysis	3
<a href="#">MGMT 640</a>	New Venture Management	3
<a href="#">MGMT 650</a>	Knowledge Management	3
<a href="#">MGMT 670</a>	International Business	3
<a href="#">MGMT 654</a>	Management Consulting	3
<a href="#">MIS 648</a>	Decision Support Systems for Managers	3
<a href="#">EM 636</a>	Project Management	3
<a href="#">HRM 630</a>	Managing Technological and Organizational Change	
Module III CONCENTRATION AREAS – 12 credits (Select four courses in one concentration)		
<b>Management Information Systems</b>		
<a href="#">MGMT 630</a>	Decision Analysis	3
<a href="#">MGMT 650</a>	Knowledge Management	3
<a href="#">MGMT 635</a>	Data Mining and Analysis	3
<a href="#">MIS 648</a>	Decision Support Systems for Managers	3
<a href="#">IS 601</a>	Web Systems Development	3
<a href="#">IS 631</a>	Enterprise Database Management	3

<a href="#">IS 663</a>	System Analysis and Design	3
<a href="#">IS 665</a>	Data Analytics for Info System	3
<a href="#">IS 678</a>	IT Service Management	3
<a href="#">IS 684</a>	Business Process Innovation	3
<a href="#">IS 688</a>	Web Mining	3
<b>Finance Concentration Courses</b>		
<a href="#">FIN 611</a>	Introduction to Topics in Fin Tech	3
<a href="#">FIN 624</a>	Corporate Finance II (Prerequisite: FIN 600)	3
<a href="#">FIN 626</a>	Financial Investment Institutions (Prerequisite: FIN 600)	3
<a href="#">FIN 634</a>	Mergers, Acquisitions, & Restructuring (Prerequisite: FIN 600)	3
<a href="#">FIN 641</a>	Derivatives Markets (Prerequisite: FIN 600)	3
<a href="#">FIN 650</a>	Investment Analysis and Portfolio Theory (Prerequisite: FIN 600)	3
<b>Marketing Concentration Courses</b>		
<a href="#">MRKT 631</a>	Marketing Research	3
<a href="#">MRKT 632</a>	Marketing Strategy for Technology-Based Organizations	3
<a href="#">MRKT 636</a>	Design and Development of High Technology Products	3
<a href="#">MRKT 645</a>	Digital Marketing Strategy	3
<a href="#">MRKT 638</a>	Sales Management for Technical Professionals	3
<a href="#">MNE 655</a>	Concurrent Engineering	3
<a href="#">IE 659</a>	Supply Chain Engineering	3
<a href="#">IS 664</a>	Customer Discovery	3
<b>Innovation and Entrepreneurship Concentration Courses <sup>2</sup></b>		
<a href="#">MGMT 620</a>	Management of Technology	3
<a href="#">MGMT 640</a>	New Venture Management	3
<a href="#">MGMT 645</a>	New Venture Finance	3
<a href="#">MGMT 680</a>	Entrepreneurial Strategy	3
<a href="#">MRKT 636</a>	Design and Development of High Technology Products	3
<a href="#">HRM 630</a>	Managing Technological and Organizational Change	3

<b>IT Sales &amp; Analytics</b> <sup>3</sup>		
<a href="#">MRKT 631</a>	Marketing Research	3
<a href="#">MRKT 655</a>	Sales Process and Analytics	3
<a href="#">MRKT 632</a>	Marketing Strategy for Technology-Based Organizations	3
<a href="#">MRKT 645</a>	Digital Marketing Strategy	3
<a href="#">IS 678</a>	IT Service Management	3
<a href="#">MRKT 638</a>	Sales Management for Technical Professionals	3
<b>Custom Concentration</b>		
<i>Students are encouraged to choose their own four course sequence. Courses can be from MTSM or offered at another NJIT college.</i>		
1 <sup>st</sup> Elective		3
2 <sup>nd</sup> Elective		3
3 <sup>rd</sup> Elective		3
4 <sup>th</sup> Elective		3
<b>Total Credits</b>		<b>48</b>

1 All courses required

2 On-campus program only

3 MRKT 655 & IS 678 Required