



Master of Business Administration (MBA)

Curriculum Grid

Module 1: Functional Courses (27 Credits)		
Must take all courses below		
Course Code	Name	Credits
ACCT 615	Management Accounting	3
ECON 610	Managerial Economics	3
FIN 600	Corporate Finance I	3
HRM 601	Organizational Behavior	3
MGMT 630	Decisions Analysis	3
MGMT 691	Legal and Ethical Issues	3
MIS 645	Information Systems Principles	3
MRKT 620	Global Marketing Management	3
MGMT 680 or MGMT 692	Entrepreneurial Strategy/Strategic Management* <i>Capstone Course</i>	3
Module II: Managing Knowledge, Technology, and Innovation (9 Credits)		
Choose three courses from the following		
HRM 630	Managing Technological and Organizational Change	3
MGMT 620	Management of Technology	3
MGMT 635	Data Mining and Analysis	3
MGMT 640	New Venture Management	3
EM 636	Global Project Management	3
MGMT 650	Knowledge Management	3
MGMT 670	International Business	3
MGMT 699	ST: Management Consulting	3
MIS 648	Decision Support Systems for Managers	3

**Module III: Concentration Areas
(12 Credits)**

Choose four courses from one concentration

Concentration 1: Management Information Systems

IS 601	Web Systems Development	3
IS 631	Enterprise Database Management (Prerequisite: IS 601)	3
IS 663	Systems Analysis & Design (Prerequisite: IS 601)	3
IS 665	Data Analytics for Info Systems (Prerequisite: IS 601)	3
IS 678	IT Service Management (Prerequisite: IS 663)	3
IS 684	Business Process Innovation (Prerequisite: IS 663)	3
MIS 648	Decision Support Systems for Managers (Prerequisite: MIS 645)	3
MGMT 635	Data Mining and Analysis	3
MGMT 630	Decision Analysis	3
EM 636	Global Project Management	3
MGMT 650	Knowledge Management	3

Concentration 2: Finance

FIN 611	Introduction to Topics in Financial Technology (FinTech)	3
FIN 624	Corporate Finance II (Prerequisite: FIN 600)	3
FIN 626	Financial Investment Institutions (Prerequisite: FIN 600)	3
FIN 634	Mergers, Acquisitions, and Restructuring (Prerequisite: FIN 600)	3
FIN 641	Derivatives Markets (Prerequisite: FIN 600)	3
FIN 650	Investment Analysis and Portfolio Theory (Prerequisite: FIN 600)	3

Concentration 3: Marketing

IE 659	Supply Chain Engineering	3
IS 664	Customer Discovery	3
MNE 655	Concurrent Engineering	3

MRKT 631	Marketing Research	3
MRKT 632	Strategic Marketing Management	3
MRKT 636	Design and Development of High Technology Products	3
MRKT 638	Professional Sales and Sales Management	3
MRKT 645	Digital Marketing Strategy	3
Concentration 4: IT Sales and Analytics		
MRKT 638	Professional Sales and Sales Management	3
IS 678	IT Service Management	3
MRKT 655	Sales Process and Analytics	3
MRKT 631, 632, or MRKT 645	Marketing Research, Strategic Marketing Management, or Digital Marketing Strategy	3
Concentration 5: Innovation and Entrepreneurship		
*Students must take either MGMT 645 MGMT 620 or MGMT 649		
**Concentration Only On-Campus		
HRM 630 or IS 664	Managing Technological and Organizational Change/ Customer Discovery	3
*MGMT 620 or MGMT 649	Management of Technology/Convention, Creativity and Innovation	3
MGMT 640	New Venture Management	3
*MGMT 645	New Venture Finance	3
MRKT 631	Marketing Research	3
MRKT 636	Design and Development of High Technology Products	3
MRKT 645	Digital Marketing Strategy	3
Concentration 6: Custom		
1st Elective	Students are encouraged to choose their own four course sequence. Courses can be from MTSM or offered at another NJIT college. MTSM encourages students to complete a graduate certificate of their choice (assuming they meet course criteria).	3
2nd Elective		3
3rd Elective		3
4th Elective		3