

Martin Tuchman School of Management MBA

Projected Course Offerings: Summer 2021 - Spring 2023

Note: Only courses offered by MTSM are included in this guide.

For a complete list of curriculum course offerings, please refer to the NJIT course catalog:
<https://catalog.njit.edu/graduate/management/management/technology-mba/>

Course Delivery Modes: FF = Face-to-face HY = Hybrid ONL = Online								
Course category	Course Number	Course Name	Summer 2021	Fall 2021	Spring 2022	Summer 2022	Fall 2022	Spring 2023
<i>Module I (Core)</i>	ACCT 615	Management Accounting	ONL	FF, ONL	ONL	ONL	FF, ONL	ONL
	ECON 610	Managerial Economics	ONL	FF	ONL	ONL	FF	ONL
	FIN 600	Corporate Finance I	ONL	FF, ONL	FF, ONL	ONL	FF, ONL	FF, ONL
	HRM 601	Organizational Behavior	ONL	FF, ONL	FF, ONL	ONL	FF, ONL	FF, ONL
	MGMT 630	Decision Analysis	ONL	FF, ONL	ONL	ONL	FF, ONL	ONL
	MGMT 680	Entrepreneurial Strategy		FF			FF	
	MGMT 691	Legal and Ethical Issues		FF	ONL		FF	ONL
	MGMT 692	Strategic Management		ONL	ONL		ONL	ONL
	MIS 645	Information Systems Principles	ONL	HY, ONL	HY, ONL	ONL	HY, ONL	HY, ONL
MRKT 620	Global Marketing Management	ONL	ONL	FF, ONL	ONL	ONL	FF, ONL	

<i>Module II (Electives)</i>	HRM 630	Managing Tecnological and Organizational Change		FF			FF	
	MGMT 620	Management Technology			FF			FF
	MGMT 635	Data Mining and Analysis	ONL	FF, ONL	FF, ONL	ONL	FF, ONL	FF, ONL
	MGMT 640	New Venture Management		HY	ONL		HY	ONL
	MGMT 641	Global Project Management						
	MGMT 650	Knowledge Management	ONL	FF	FF	ONL	FF	F
	ECON 610	Managerial Economics	ONL	FF	ONL	ONL	FF	ONL
	MRKT 645	Digital Marketing Strategy			FF			FF
	FIN 616	Data Driven Financial Modeling		FF			FF	
	MGMT 630	Decision Analysis	ONL	FF, ONL	ONL	ONL	FF, ONL	ONL
	MGMT 635	Data Mining and Analysis	ONL	FF, ONL	FF, ONL	ONL	FF, ONL	FF, ONL
	MGMT 650	Knowledge Management	ONL	FF	FF	ONL	FF	FF
	MGMT 699	ST in Management	ONL		ONL	ONL		ONL
	MGMT 670	International Business		ONL			ONL	
	MIS 648	Decision Support Systems for Managers	ONL	ONL	FF	ONL	ONL	FF

Concentrations:

<i>MIS</i>	MGMT 630	Decision Analysis	ONL	FF, ONL	ONL	ONL	FF, ONL	ONL
	MGMT 635	Data Mining and Analysis	ONL	FF, ONL	FF, ONL	ONL	FF, ONL	FF, ONL
	MGMT 650	Knowledge Management	ONL	FF	FF	ONL	FF	FF
	MIS 648	Decision Support Systems for Managers	ONL	ONL	1 FF	ONL	ONL	FF

<i>Finance</i>	FIN 611	Intro to Topics in Fin Tech		FF			FF	
	FIN 624	Corporate Finance II		ONL	HY		ONL	HY
	FIN 626	Financial Investment Institutions			ONL			ONL
	FIN 634	Mergers, Acquisitions, and Restructuring			FF			FF
	FIN 641	Derivatives Markets	ONL	FF		ONL	FF	
	FIN 650	Investment Analysis and Portfolio Theory		ONL			ONL	

<i>Marketing</i>	MRKT 631	Marketing Research		HY	ONL		HY	ONL
	MRKT 636	Design and Development of High Technology		HY			HY	
	MRKT 638	Sales Management for Technical Professionals			ONL			ONL
	MRKT 645	Digital Marketing Strategy			FF			FF

<i>IT Sales & Analytics</i>	MGMT 635	Data Mining and Analysis	ONL	FF, ONL	FF, ONL	ONL	FF, ONL	FF, ONL
	MIS 648	Decision Support Systems for Managers	ONL	ONL	FF	ONL	ONL	FF
	MRKT 631	Marketing Research		HY	ONL		HY	ONL
	MRKT 632	Marketing Strategy for Technology Based Organizations		ONL			ONL	
	MRKT 638	Sales Management for Technical Professionals			ONL			ONL
	MRKT 655	Sales Process And Analytics			ONL			ONL

<i>Innovation & Entrepreneurship</i>	HRM 630	Managing Technological and Organizational Change		FF			FF	
	MGMT 620	Management of Technology			FF			FF
	MGMT 640	New Venture Management		HY	ONL		HY	ONL
	MGMT 645	New Venture Finance		FF	ONL		FF	ONL
	MRKT 631	Marketing Research		HY	ONL		HY	ONL
	MRKT 636	Design and Development of High Technology		HY			HY	
	MRKT 645	Digital Marketing Strategy			FF			FF