

# Business Administration, MBA—Part-Time

Northeastern University's D'Amore-McKim School of Business prepares business leaders to navigate the challenges of today's tech-forward business world. D'Amore-McKim's Part-Time MBA ([https://damore-mckim.northeastern.edu/programs/part-time-mba/?utm\\_medium=website&utm\\_source=catalog&utm\\_campaign=part-time-mba](https://damore-mckim.northeastern.edu/programs/part-time-mba/?utm_medium=website&utm_source=catalog&utm_campaign=part-time-mba)) program helps students build broad business skill sets and specialized knowledge in their field. In this flexible program, students build skills they can apply in real time—and complete their degree part-time.

## Integrate Classroom and Professional Experiences

Learning by doing is a hallmark of a Northeastern MBA. Students apply their knowledge to actual business challenges through experience-fueled electives and class projects. Students gain unique perspectives as they learn from entrepreneurs and executives at top firms who have led through times of rapid change.

## Select Up to Two Concentrations

Students may specialize their degree by selecting up to two in-demand business concentrations. Students gain exposure to diverse perspectives as they build competencies in multiple disciplines. This combination prepares them to lead in a complex business world.

## Program Requirements

- Concentrations and course offerings may vary by campus and/or by program modality. Please consult with your advisor or admissions coach for the course availability each term at your campus or within your program modality.
- Certain options within the program may be *required* at certain campuses or for certain program modalities. Please consult with your advisor or admissions coach for requirements at your campus or for your program modality.

## Core Requirements

Code	Title	Hours
<b>Accounting</b>		
ACCT 6200	Financial Reporting and Managerial Decision Making 1	3
ACCT 6201	Financial Reporting and Managerial Decision Making 2	1.5
<b>Management</b>		
HRMG 6200	Managing People and Organizations	3
INTB 6200	Managing the Global Enterprise	3
MGSC 6200	Information Analysis	3
MGSC 6204	Managing Information Resources	1.5
SCHM 6201	Operations and Supply Chain Management	3
STRT 6200	Strategic Decision Making in a Changing Environment	3
<b>Marketing</b>		
MECN 6200	Global Competition and Market Dominance	3
MKTG 6200	Creating and Sustaining Customer Markets	3
<b>Finance</b>		
FINA 6200	Value Creation through Financial Decision Making	3
<b>Entrepreneurship</b>		
INNO 6200	Enterprise Growth and Innovation	3

## Optional Concentration

Students may complete up to two of the following concentrations. Courses taken to fulfill concentrations may be used toward the elective section below.

- Analytics (p. 2)
- Brand Management (p. 2)
- Business Management for Healthcare (p. 2)
- Corporate Finance (p. 3)
- Corporate Innovation (p. 3)
- Corporate Renewal (p. 3)
- Entrepreneurship (p. 4)

- International Business (p. 4)
- Investments (p. 4)
- Leading People and Organizations (p. 5)
- Marketing (p. 5)
- Marketing Analytics (p. 5)
- Mutual Fund Management (p. 5)
- Operation and Supply Chain Management (p. 5)
- Sustainability and Business (p. 6)

## Electives

Code	Title	Hours
In consultation with advisor, complete 27 graduate-level semester hours for which prerequisites have been met. Choose from the following subject codes:		27

ACCT, BUSN, ENTR, FINA, HRMG, INNO, INTB, MECN, MGMT, MKTG, SCHM, and STRT

No more than 6 semester hours can be drawn from 1-semester-hour courses.

## Program Credit/GPA Requirements

60 semester hours required

Minimum 3.000 GPA required

### CONCENTRATION IN ANALYTICS

Code	Title	Hours
<b>Required</b>		
MISM 6200	Introduction to Business Analytics	3
<b>Electives</b>		
In consultation with advisor, complete 6 graduate-level semester hours from the following for which prerequisites have been met:		6
MISM 6202	Foundations of Data Analysis for Business	
MISM 6205	Data Wrangling for Business	
MISM 6210	Information Visuals and Dashboards for Business	
MISM 6212	Data Mining and Machine Learning for Business	
MISM 6213	Business Information Design, Quality, and Strategy	
MKTG 6230	Driving Marketing Performance: Measure, Analyze, Profit	
MKTG 6234	Marketing Analytics	
SCHM 6215	Supply Chain Analytics	
STRT 6210	Workforce Metrics and Analytics	

### CONCENTRATION IN BRAND MANAGEMENT

Code	Title	Hours
<b>Required</b>		
MKTG 6223	Brand and Advertising Management	3
<b>Electives</b>		
In consultation with advisor, complete 6 graduate-level semester hours from the following for which prerequisites have been met:		6
MKTG 6210	Marketing Research	
MKTG 6214	New Product Development	
MKTG 6218	Managing Customer Engagement in a Service World	
MKTG 6226	Consumer Behavior	
MKTG 6230	Driving Marketing Performance: Measure, Analyze, Profit	

### CONCENTRATION IN BUSINESS MANAGEMENT FOR HEALTHCARE

Code	Title	Hours
<b>Required</b>		
HINF 5105	The American Healthcare System	3
HRMG 6220	Health Organization Management	3

STRT 6220	Strategic Management for Healthcare Organizations	3
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**Elective**

In consultation with advisor, complete 3 graduate-level semester hours from the following for which prerequisites have been met:		3
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ENTR 6214	Social Enterprise	
FINA 6220	Healthcare Finance	
HINF 5101	Introduction to Health Informatics and Health Information Systems	
HINF 6202	Business of Healthcare Informatics	
HINF 6205	Creation and Application of Medical Knowledge	
MGMT 6214	Negotiations	
MKTG 6218	Managing Customer Engagement in a Service World	
MKTG 6226	Consumer Behavior	
PHTH 5232	Evaluating Healthcare Quality	
PHTH 5234	Economic Perspectives on Health Policy	
SCHM 6223	Managing Healthcare Supply Chain Operations	

**CONCENTRATION IN CORPORATE FINANCE**

Code	Title	Hours
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**Required**

FINA 6205	Financial Strategy	3
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**Electives**

In consultation with advisor, complete 6 graduate-level semester hours from the following for which prerequisites have been met:		6
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FINA 6204	International Financial Management	
FINA 6207	Financial Modeling	
FINA 6211	Financial Risk Management	
FINA 6213	Investment Banking	
FINA 6214	Mergers and Acquisitions	
FINA 6215	Business Turnarounds	
FINA 6216	Valuation and Value Creation	
FINA 6217	Real Estate Finance and Investment	
FINA 6260	Entrepreneurial Finance and Venture Capital	

**CONCENTRATION IN CORPORATE INNOVATION**

Code	Title	Hours
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In consultation with advisor, complete 9 graduate-level semester hours from the following for which prerequisites have been met:		9
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ARTG 5610	Design Systems	
GE 5100	Product Development for Engineers	
HRMG 6212	Creating an Innovative Organization	
HRMG 6280	The Human Side of Innovation	
INNO 6217	Lean Innovation	
INNO 6222	Competing in Dynamic, Innovation-Driven Markets	
INNO 6225	Acquisitions, Alliances, and Growth	
INNO 6230	Platform Innovation	
MGMT 6280	Innovation for Next-Generation Products and Systems	

**CONCENTRATION IN CORPORATE RENEWAL**

Code	Title	Hours
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In consultation with advisor, complete 9 graduate-level semester hours from the following for which prerequisites have been met:		9
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ENTR 6214	Social Enterprise	
FINA 6215	Business Turnarounds	
FINA 6216	Valuation and Value Creation	
HRMG 6212	Creating an Innovative Organization	
HRMG 6218	Great Companies	

HRMG 6223	Global Talent Management
MGMT 6214	Negotiations
MKTG 6216	Market Focused Strategy

**CONCENTRATION IN ENTREPRENEURSHIP**

Code	Title	Hours
In consultation with advisor, complete 9 graduate-level semester hours from the following for which prerequisites have been met:		
ENTR 6210	Managing Operations in Early Stage Ventures	9
ENTR 6212	Business Planning for New Ventures	
ENTR 6214	Social Enterprise	
ENTR 6218	Business Model Design and Innovation	
ENTR 6219	Financing Ventures from Early Stage to Exit	
ENTR 6240	Emerging and Disruptive Technologies	
ENTR 6241	Entrepreneurial Marketing and Selling	
ENTR 6250	Lean Design and Development	
ENTR 6300	Managing a Technology-Based Business	
ENTR 6340	The Technical Entrepreneur as Leader	
FINA 6260	Entrepreneurial Finance and Venture Capital	
GE 5030	Iterative Product Prototyping for Engineers	
INNO 6230	Platform Innovation	
MKTG 6214	New Product Development	

**CONCENTRATION IN INTERNATIONAL BUSINESS**

Code	Title	Hours
<b>Required</b>		
INTB 6212	Cultural Aspects of International Business	3
<b>Electives</b>		
In consultation with advisor, complete 6 graduate-level semester hours from the following for which prerequisites have been met:		
FINA 6204	International Financial Management	6
INNO 6225	Acquisitions, Alliances, and Growth	
INTB 6217		
INTB 6226	Becoming a Global Leader	
INTB 6230	Global Field Study	
INTB 6249	Digitization of International Business	
MKTG 6212	International Marketing	
SCHM 6213	Global Supply Chain Strategy	

**CONCENTRATION IN INVESTMENTS**

Code	Title	Hours
<b>Required</b>		
FINA 6203	Investment Analysis	3
<b>Electives</b>		
In consultation with advisor, complete 6 graduate-level semester hours from the following for which prerequisites have been met:		
FINA 6207	Financial Modeling	6
FINA 6211	Financial Risk Management	
FINA 6212	Fixed-Income Securities and Risk	
FINA 6213	Investment Banking	
FINA 6217	Real Estate Finance and Investment	
FINA 6219	Portfolio Management	
FINA 6292	Advanced Topics in Finance	

**CONCENTRATION IN LEADING PEOPLE AND ORGANIZATIONS**

Code	Title	Hours
In consultation with advisor, complete 9 graduate-level semester hours from the following for which prerequisites have been met:		9
HRMG 6212	Creating an Innovative Organization	
HRMG 6218	Great Companies	
HRMG 6221	Power and Influence	
HRMG 6223	Global Talent Management	
INTB 6226	Becoming a Global Leader	
MGMT 6214	Negotiations	
STRT 6210	Workforce Metrics and Analytics	

**CONCENTRATION IN MARKETING**

Code	Title	Hours
In consultation with advisor, complete 9 graduate-level semester hours from the following for which prerequisites have been met:		9
MKTG 6210	Marketing Research	
MKTG 6212	International Marketing	
MKTG 6214	New Product Development	
MKTG 6216	Market Focused Strategy	
MKTG 6218	Managing Customer Engagement in a Service World	
MKTG 6222	Digital Marketing	
MKTG 6223	Brand and Advertising Management	
MKTG 6224	B2B and Strategic Sales	
MKTG 6226	Consumer Behavior	
MKTG 6230	Driving Marketing Performance: Measure, Analyze, Profit	
MKTG 6234	Marketing Analytics	

**CONCENTRATION IN MARKETING ANALYTICS**

Code	Title	Hours
<b>Required</b>		
MKTG 6234	Marketing Analytics	3
<b>Electives</b>		
In consultation with advisor, complete 6 graduate-level semester hours from the following for which prerequisites have been met:		6
MKTG 6210	Marketing Research	
MKTG 6216	Market Focused Strategy	
MKTG 6222	Digital Marketing	
MKTG 6230	Driving Marketing Performance: Measure, Analyze, Profit	

**CONCENTRATION IN MUTUAL FUND MANAGEMENT**

Code	Title	Hours
<b>Required</b>		
FINA 6203	Investment Analysis	3
FINA 6219	Portfolio Management	3
<b>Electives</b>		
Complete 3 semester hours through our student-managed mutual fund. Each course is 1 semester hour and may be taken multiple times. At least 1 semester hour must be as a fund manager (FINA 6361).		3
FINA 6360 or FINA 6361	Fund Management for Analysts Fund Management for Managers	

**CONCENTRATION IN OPERATION AND SUPPLY CHAIN MANAGEMENT**

Code	Title	Hours
In consultation with advisor, complete 9 graduate-level semester hours from the following for which prerequisites have been met:		9
SCHM 6211	Logistics and Transportation Management	
SCHM 6213	Global Supply Chain Strategy	

SCHM 6214	Sourcing and Procurement
SCHM 6215	Supply Chain Analytics
SCHM 6221	Sustainability and Supply Chain Management
SCHM 6223	Managing Healthcare Supply Chain Operations
SCHM 6224	Demand Planning and Forecasting

**CONCENTRATION IN SUSTAINABILITY AND BUSINESS**

Code	Title	Hours
In consultation with advisor, complete 9 graduate-level semester hours from the following for which prerequisites have been met:		9

ENTR 6214	Social Enterprise
ENTR 6216	Global Social Entrepreneurship and Innovation
INTB 6217	
MECN 6205	Sustainability and the Economics of Markets
MGMT 6225	Sustainability and Leadership
MGMT 6226	Sustainability and the Business Environment
SCHM 6221	Sustainability and Supply Chain Management