The flexibility of D’Amore-McKim’s part-time MBA program allows students to complete their degree in as little as two or as long as seven years. Students can commit to courses just one night a week or accelerate their studies by taking multiple classes that fit individual schedules, including classes online and on Saturdays.

Beyond building a strong foundation of management and leadership skills, students can choose a concentration that meets their specific career objectives, such as marketing, corporate finance, investments, or supply chain management.

Earning an MBA from the D’Amore-McKim School of Business can help you build a strong peer-to-peer and alumni network to support you as an MBA student, in your current job, and throughout your career. Learn more about the student and alumni experience (http://www.damoremckim.northeastern.edu/academic-programs/graduate-programs/mba/part-time/student-experiences).

Program Requirements
Complete all courses and requirements listed below unless otherwise indicated.

Required Courses
Accounting
ACCT 6200 Financial Reporting and Managerial Decision Making 1 3
ACCT 6201 Financial Reporting and Managerial Decision Making 2 1.5
Management
HRMG 6200 Managing People and Organizations 3
INTB 6200 Managing the Global Enterprise 3
MGSC 6204 Managing Information Resources 1.5
SCHM 6210 Supply Chain Management 3
Marketing
MKTG 6200 Creating and Sustaining Customer Markets 3
MECN 6200 Global Competition and Market Dominance 3
Analysis
FINA 6200 Value Creation through Financial Decision Making 3
MGSC 6200 Information Analysis 3
STRT 6200 Strategic Decision Making in a Changing Environment 3
Entrepreneurship
ENTR 6200 Enterprise Growth and Innovation 3
Electives
Note: students may opt to take an additional concentration in lieu of elective coursework

Concentration Options
This major requires a concentration. Complete one of the following concentrations:

- Corporate finance (p. 1)
- Corporate renewal (p. 2)
- Entrepreneurship (p. 2)
- Healthcare management (p. 2)
- International business (p. 2)
- Investments (p. 2)
- Marketing (p. 1)
- Mutual fund management (p. 3)
- Supply chain management (p. 1)
- Technical entrepreneurship (p. 2)

Consult your college administrator for more information.

CONCENTRATION IN CORPORATE FINANCE
Required Course Work
FINA 6205 Financial Strategy 3
FINA 6200 Value Creation through Financial Decision Making 3
Restricted Electives
Complete two of the following: 6
FINA 6204 International Finance Management
FINA 6213 Investment Banking
FINA 6214 Mergers and Acquisitions
FINA 6215 Business Turnarounds
FINA 6216 Valuation and Value Creation
FINA 6221 Entrepreneurial Finance
FINA 6222 Risk Management and Insurance
FINA 6260 Entrepreneurial Finance, Innovation Valuation, and Private Equity

CONCENTRATION IN MARKETING
Required Course Work
MKTG 6200 Creating and Sustaining Customer Markets 3
Restricted Electives
Complete three of the following: 9
MKTG 6210 Marketing Research
MKTG 6212 International Marketing
MKTG 6214 New Product Development
MKTG 6216 Market Focused Strategy
MKTG 6218 Marketing in Service Sector
MKTG 6222 Digital Marketing
MKTG 6223 Brand and Advertising Management
MKTG 6224 B2B and Strategic Sales
MKTG 6226 Consumer Behavior
MKTG 6260 Special Topics in Marketing

CONCENTRATION IN SUPPLY CHAIN MANAGEMENT
Restricted Electives
Complete three of the following: 9
SCHM 6211 Logistics and Transportation Management
SCHM 6212 Executive Roundtable in Supply Chain Management
or SCHM 6222 Managing Emerging Issues in Supply Chain 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 HEALTHCARE MANAGEMENT**

Required Course Work
HINF 5105 The American Healthcare System 3
STRT 6220 Strategic Management for Healthcare Organizations 3
HRMG 6220 Health Organization Management 3

Restricted Elective
Complete one of the following: 3

- PHTH 5234 Economic Perspectives on Health Policy
- PHTH 5232 Evaluating Healthcare Quality
- HINF 5101 Introduction to Health Informatics and Health Information Systems
- SCHM 6223 Managing Healthcare Supply Chain Operations

**CONCENTRATION IN INVESTMENTS**

Required Course Work
FINA 6200 Value Creation through Financial Decision Making 3
FINA 6203 Investment Analysis 3

Restricted Electives
Complete two of the following: 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 6218 Personal Financial Planning
- FINA 6219 Portfolio Management
- FINA 6222 Risk Management and Insurance
- FINA 6292 Advanced Topics in Finance

**CONCENTRATION IN CORPORATE RENEWAL**

Required Course Work
FINA 6200 Value Creation through Financial Decision Making 3

Restricted Electives
Complete three of the following: 9

- ENTR 6214 Social Enterprise
- ENTR 6222 Competing in Dynamic, Innovation-Driven Markets
- FINA 6215 Business Turnarounds
- HRMG 6216 Valuation and Value Creation
- TECE 6300 Managing a Technology-Based Business
- HRMG 6218 Great Companies
- MGMT 6210 Law for Managers and Entrepreneurs
- MGMT 6214 Negotiations
- MKTG 6216 Market Focused Strategy

**CONCENTRATION IN INTERNATIONAL BUSINESS**

Required Course Work
INTB 6200 Managing the Global Enterprise 3
INTB 6212 Cultural Aspects of International Business 3

Restricted Electives
Complete two of the following: 6

- ENTR 6225 Corporate Entrepreneurship through Global Growth, Acquisitions, and Alliances
- FINA 6204 International Finance Management
- INTB 6217 Creating Sustainable Competitive Advantage through Global Innovation
- INTB 6226 Becoming a Global Leader
- INTB 6230 International Field Study
- INTB 6232 Doing Business in Emerging Markets
- MKTG 6212 International Marketing
- SCHM 6213 Global Supply Chain Strategy

**CONCENTRATION IN ENTREPRENEURSHIP**

Required Course Work
ENTR 6200 Enterprise Growth and Innovation 3

Restricted Electives
Complete three of the following: 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 6220 Family Business Leadership and Governance
- ENTR 6222 Competing in Dynamic, Innovation-Driven Markets
- ENTR 6223 Cross-Cultural Innovation Management
- ENTR 6225 Corporate Entrepreneurship through Global Growth, Acquisitions, and Alliances
- ENTR 6293 Design Thinking for Market-Driven Innovation
- MGMT 6210 Law for Managers and Entrepreneurs
- MKTG 6214 New Product Development
- SCHM 6213 Global Supply Chain Strategy

**CONCENTRATION IN TECHNICAL ENTREPRENEURSHIP**

Required Course Work
ENTR 6200 Enterprise Growth and Innovation 3

Restricted Electives
Complete three of the following: 9

- ENTR 6212 Business Planning for New Ventures
- ENTR 6222 Competing in Dynamic, Innovation-Driven Markets
<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
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<tbody>
<tr>
<td>FINA 6250</td>
<td>Entrepreneurial Finance, Innovation Valuation, and Private Equity</td>
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<tr>
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<td>Emerging and Disruptive Technologies</td>
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<tr>
<td>TECE 6240</td>
<td>Finance For Technology-Based Entrepreneurial Firms</td>
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<tr>
<td>TECE 6250</td>
<td>Lean Design and Development</td>
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<td>Managing a Technology-Based Business</td>
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<td>TECE 6340</td>
<td>The Technical Entrepreneur as Leader</td>
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**CONCENTRATION IN MUTUAL FUND MANAGEMENT**

**Required Course Work**

<table>
<thead>
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<th>Course Code</th>
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<th>Credits</th>
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<tr>
<td>FINA 6200</td>
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<tr>
<td>FINA 6203</td>
<td>Investment Analysis</td>
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</tr>
<tr>
<td>FINA 6219</td>
<td>Portfolio Management</td>
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</table>

**Restricted Elective**

Complete 3 semester hours of restricted electives. At least one credit must be from FINA 6361.

- FINA 6360 Fund Management for Analysts
- FINA 6361 Fund Management for Managers

**Electives**

**Marketing**

- MKTG 6210 Marketing Research
- MKTG 6212 International Marketing
- MKTG 6214 New Product Development
- MKTG 6216 Market Focused Strategy
- MKTG 6218 Marketing in Service Sector
- MKTG 6222 Digital Marketing
- MKTG 6223 Brand and Advertising Management
- MKTG 6224 B2B and Strategic Sales
- MKTG 6226 Consumer Behavior
- MKTG 6260 Special Topics in Marketing

**Finance Group A**

<table>
<thead>
<tr>
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<tr>
<td>FINA 6204</td>
<td>International Finance Management</td>
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<tr>
<td>FINA 6211</td>
<td>Financial Risk Management</td>
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<tr>
<td>FINA 6212</td>
<td>Fixed Income Securities and Risk</td>
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<tr>
<td>FINA 6213</td>
<td>Investment Banking</td>
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<tr>
<td>FINA 6217</td>
<td>Real Estate Finance and Investment</td>
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<td>FINA 6218</td>
<td>Personal Financial Planning</td>
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<td>FINA 6219</td>
<td>Portfolio Management</td>
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<td>FINA 6222</td>
<td>Risk Management and Insurance</td>
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**Finance Group B**

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<td>FINA 6205</td>
<td>Financial Strategy</td>
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<td>FINA 6204</td>
<td>International Finance Management</td>
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<td>FINA 6213</td>
<td>Investment Banking</td>
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<tr>
<td>FINA 6214</td>
<td>Mergers and Acquisitions</td>
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<tr>
<td>FINA 6215</td>
<td>Business Turnarounds</td>
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<td>Valuation and Value Creation</td>
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<td>Entrepreneurial Finance</td>
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</tr>
<tr>
<td>FINA 6222</td>
<td>Risk Management and Insurance</td>
<td></td>
</tr>
<tr>
<td>FINA 6250</td>
<td>Entrepreneurial Finance, Innovation Valuation, and Private Equity</td>
<td></td>
</tr>
</tbody>
</table>

**Supply Chain Management**

- SCHM 6211 Logistics and Transportation Management
- SCHM 6212 Executive Roundtable in Supply Chain Management
- SCHM 6222 Managing Emerging Issues in Supply Chain 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

**Entrepreneurship**

- 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 6220 Family Business Leadership and Governance
- ENTR 6222 Competing in Dynamic, Innovation-Driven Markets
- ENTR 6223 Cross-Cultural Innovation Management
- ENTR 6293 Design Thinking for Market-Driven Innovation
- MGMT 6210 Law for Managers and Entrepreneurs
- MKTG 6214 New Product Development
- TECE 6300 Managing a Technology-Based Business

**Technical Entrepreneurship**

- TECE 6222 Emerging and Disruptive Technologies
- TECE 6300 Entrepreneurial Marketing and Selling
- TECE 6250 Lean Design and Development
- TECE 6300 Managing a Technology-Based Business
- TECE 6340 The Technical Entrepreneur as Leader
- ENTR 6212 Business Planning for New Ventures
- ENTR 6222 Competing in Dynamic, Innovation-Driven Markets
- FINA 6260 Entrepreneurial Finance, Innovation Valuation, and Private Equity

**Healthcare**

- HINF 5105 The American Healthcare System
- HRMG 6220 Health Organization Management
- STRT 6220 Strategic Management for Healthcare Organizations
- HINF 5101 Introduction to Health Informatics and Health Information Systems
- PHTH 5232 Evaluating Healthcare Quality
- PHTH 5234 Economic Perspectives on Health Policy
- SCHM 6223 Managing Healthcare Supply Chain Operations

**Mutual Fund Management**
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<th>Course Code</th>
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<tbody>
<tr>
<td>FINA 6203</td>
<td>Investment Analysis</td>
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<tr>
<td>FINA 6219</td>
<td>Portfolio Management</td>
</tr>
<tr>
<td>FINA 6360</td>
<td>Fund Management for Analysts</td>
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<tr>
<td>FINA 6361</td>
<td>Fund Management for Managers</td>
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**International Business**

<table>
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<tr>
<th>Course Code</th>
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<tbody>
<tr>
<td>INTB 6212</td>
<td>Cultural Aspects of International Business</td>
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<tr>
<td>FINA 6204</td>
<td>International Finance Management</td>
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<tr>
<td>INTB 6217</td>
<td>Creating Sustainable Competitive Advantage through Global Innovation</td>
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<td>INTB 6226</td>
<td>Becoming a Global Leader</td>
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<tr>
<td>INTB 6230</td>
<td>International Field Study</td>
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<td>MKTG 6212</td>
<td>International Marketing</td>
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<tr>
<td>SCHM 6213</td>
<td>Global Supply Chain Strategy</td>
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**Corporate Renewal**

<table>
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<tr>
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<tbody>
<tr>
<td>ENTR 6214</td>
<td>Social Enterprise</td>
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<td>FINA 6215</td>
<td>Business Turnarounds</td>
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<td>FINA 6216</td>
<td>Valuation and Value Creation</td>
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<td>HRMG 6212</td>
<td>Creating an Innovative Organization</td>
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<td>Leadership</td>
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<td>Great Companies</td>
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<tr>
<td>MKTG 6216</td>
<td>Market Focused Strategy</td>
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**Program Credit/GPA Requirements**

60 total semester hours required
Minimum 3.000 GPA required