“One of the best things about being in Course 15 is that you continuously interact with so many of the up-and-coming business leaders in the world today; through your interactions, you can see that these brilliant individuals are not very different from you, and with some help you can accomplish some great feats of your own.” –CATHY MELNIKOW ’10
The MIT Sloan School of Management (Course 15) offers unsurpassed management education to top students from around the world. The undergraduate program was founded in 1914 as a curriculum in Business and Engineering Administration. Since then, MIT management faculty and alumni have led the way in advancing the theory and practice of management. Today, MIT Sloan offers three distinctive undergraduate programs:

- Bachelor of Science (SB) in Management Science
- Minor in Management
- Minor in Management Science
WHAT IS MANAGEMENT SCIENCE?
Management science (also known as operations research), is a professional discipline that employs scientific and mathematical approaches to managerial decision-making. It combines quantitative methods such as probabilistic analysis, statistical inference, optimization, mathematical modeling, and computer programming with qualitative skills in communication, psychology, and organizational behavior. Management science is applied in virtually all areas of business, industry, and government, including:

- Financial services
- Marketing
- Operations management
- Technology, engineering, and manufacturing
- Transportation systems
- Service industries such as health care and insurance
- Strategic consulting
Management science is concerned with the design and administration of complex systems, and it is used to investigate a wide range of strategic and logistical problems. For example, a financial analyst might apply management science techniques to answer the following questions:

- What portfolio of investments has the highest return for a given level of risk?
- What is the relation between option prices and stock prices?
- What is the optimal combination of financial products for a given client?

These are complex, multifaceted problems involving uncertainty and risk. Management science provides a systematic approach to problem solving, using quantitative tools to support decision making. These techniques are combined with qualitative methods that address a range of interrelated business objectives. Management science is not a purely theoretical discipline; it takes real world complications and constraints into consideration in an effort to provide sound, viable solutions to managerial problems. This can result in a significant savings of time, money, resources, and even lives.
“The classes are great, especially 15.279. It taught me so much about communication and about myself, all in a supportive environment that really fostered my learning. I think it is one of the most applicable classes I have taken at MIT, and it’s something I wish every student had the opportunity to experience.”

—MELISSA CROWELL ’11
MANAGEMENT SCIENCE AT MIT

MIT Sloan’s program in management science is consistently ranked as one of the best undergraduate business programs in the nation by *U.S. News and World Report*, and it continues to be one of the most popular majors at the Institute.

The MIT Sloan School of Management is in a unique position to offer an outstanding program in management science. All MIT undergraduates, regardless of major, complete a common set of Institute requirements. These required courses (in math, physical science, humanities, arts, and social science) provide a strong foundation for the study of management science. Course 15 majors also complete a set of management science core requirements and a concentration in one of four areas: finance, information technologies, marketing science, or operations research. The course work is rigorous and intensive. Undergraduates take many of their classes at the graduate level alongside MBA and other graduate students.
“My favorite class in Course 15 so far has been 15.812, Marketing Management. This course provided a really wonderful introduction to marketing terms, issues, and ideas. It solidified my choice of marketing as my concentration, and I’m looking forward to more marketing classes in future terms!” –TINA MARGIOTTA ’11
“Last semester, I signed up for 15.501, Corporate Financial Accounting, because everyone said the material was very useful. Walking into lecture on the first day, I was expecting to learn practical information about what a balance sheet is and how to depreciate assets, which I did. What I was not expecting was to encounter such an engaging, charismatic, and enthusiastic professor. Professor Chris Noe was all of these things and more. I can honestly say he is the best professor I have had so far at MIT. Professor Noe is both enthusiastic about the topic he teaches and able to make it pertinent to students. In his class we didn't just look at examples; we studied the actual financial statements of real companies. Professors like Christopher Noe make Course 15 not only extremely practical, but also exciting and engaging.” –ZACHARY DEARING ’12
Minor in Management

The minor in management provides students in other MIT majors with an understanding of the economic, business, social, and organizational dimensions of scientific and technological enterprise. This comprehensive program combines core managerial knowledge with a choice of electives that accommodate a wide range of interests.

Minor in Management Science

The minor in management science introduces undergraduates in other MIT majors to the techniques of quantitative business analysis and their application to practical problems. Like the major in management science (see page two), the minor combines analytical problem solving methods with qualitative approaches.
MIT Sloan faculty members are vital to the undergraduate student experience. They lead their fields in teaching and research, and shape the practice of management across the globe. Sloan courses are enhanced by innovative faculty research, and, in true MIT spirit, undergraduates often work directly with faculty members on research projects through the Undergraduate Research Opportunities Program (UROP).

Sloan faculty are not only world-renowned researchers and engaging instructors, they are also approachable mentors. Many serve as undergraduate academic advisors, offering advice and guidance on class selection, academic interests, and career paths.

“Prof. Rodrigo Verdi was my favorite professor in Course 15. He was a mentor to me and encouraged me to do everything within my power to realize my dreams.”

—ZAWADI LEMAYIAN ’09
STUDENTS

MIT Sloan students are not only talented and creative; they possess the vision, initiative, and commitment necessary to bring their ideas to fruition. They understand the value of collaboration and willingly share their time and knowledge with others. Student groups such as the Sloan Undergraduate Management Association (SUMA) organize academic, career, and social events for fellow students throughout the year.

“My course 15 advisor has been amazing. She knows all about who I am, what I’m involved in, and things that are important to me. I always appreciate her quick response time, help, and advice—it has been some of the most valuable that I have received in my time at MIT.” –BRITTANY HOLLAND-MARCUS ’10

STAFF

The Sloan undergraduate program staff assists students with all aspects of their MIT Sloan education from Orientation to Commencement. We manage administrative processes, such as registration, and provide programming, resources and support to students. We are also an integral part of the Sloan advising team, offering information and guidance to students and their faculty advisors.
Life at MIT

ON CAMPUS...
It’s been said that getting an education from MIT is like taking a drink of water from a fire hose: it’s fast-paced, powerful, and seemingly limitless.

Student life at MIT provides a similar experience. In addition to living and collaborating with students from around the globe, there is a wealth of fun activities to explore. Whether your interests lie in sports or politics, fine arts or mass media, there’s a club or team for you. In fact, there may be several: there are over 480 student-run clubs and activities.
AND OFF

Off campus, the museums, shops, parks, and nightlife of Cambridge and Boston beckon. Go to a Red Sox game, visit the Museum of Fine Arts, or take a relaxing walk along the scenic Charles River. Spend the day shopping downtown or sampling the numerous food and entertainment options at Quincy Market. Greater Boston is one of the most culturally rich communities in the world. Music, dance, theatre, cafés, parks, and sports are all within easy reach of public transportation.
Our students often say that their years at MIT Sloan are some of the most challenging and rewarding years of their lives. What happens after they finish the program? Some of our graduates pursue advanced degrees, but many choose to enter the workforce. MIT Sloan has an excellent reputation among employers. Our students are heavily recruited and often have their choice of job offers.

Recent graduates of the program work in the following positions (among many others):

- Financial analysts in capital markets, fixed income, sales and trading, investment banking, asset management, and equity research
- Consultants in management, strategy, finance, marketing, and IT
- Product managers (technical and marketing positions)
- Marketing managers
- IT managers, software engineers

A few of our students start their own business as their first professional job.

Whatever path they take, our graduates are well prepared with the skills needed to succeed in their personal and professional lives.
MIT admits some of the best and brightest students in the world today. Undergraduates are admitted without designation of a department or course of study; students choose a major at the end of their freshman year, after completing many of their Institute requirements and having explored the wealth of opportunities available at MIT.

For additional information about academic requirements, the admissions process, and financial aid please contact the MIT Office of Admissions at the following address:

- **MIT Office of Admissions**
  77 Massachusetts Avenue, Room 3-108
  Cambridge, MA 02139-4307

- Phone: 617 253-4791
- E-mail: admissions@mit.edu
- Web: [http://web.mit.edu/admissions/](http://web.mit.edu/admissions/)