Please note that some courses may not be offered this academic year and/or may experience scheduling or unit changes. Consult the Sloan Course Browser for the most current scheduling information about Sloan subjects (those numbered 15.xxx), and visit the MIT Subject Listing & Schedule for up-to-date information about courses taught in other departments.

MBA students may complete one or more Sloan certificate programs. Students who choose to complete more than one program may have a maximum overlap of two subjects between each pair of programs.

For more information, visit Enterprise Management Certificate.

1. REQUIRED SUBJECTS Students must complete the subjects below. Students must take either 15.761, 15.814, or 15.900 in their first term; 15.401 may not be taken in their first term.
   - 15.830 Enterprise Management Lab (Fall into IAP, 3 units in Fall, 6 units in IAP, required during 1st year)
   - E5.608 SIP Workshop: Management Practice Hack-A-Thon (Required during 1st Spring SIP)
   - 15.401 Managerial Finance (Fall/Spring, 9 units) OR 15.402 Corporate Finance (Fall/Spring, 9 units)
     15.401 is a pre-requisite for 15.402. Students who have not taken 15.401 may register for 15.402 with the permission of the instructor or by passing the finance waiver exam.
   - 15.761 Introduction to Operations Management (Fall/Spring, 9 units)
   - 15.814 Marketing Innovation (Fall/Spring, 9 units)
   - 15.900 Competitive Strategy (Fall/Spring, 9 units)

2. ELECTIVE SUBJECTS Students must take a minimum of one elective. Electives are categorized below by career interest and industry, and students are encouraged to use these categories to ensure both sufficient specialization on their desired career and the broad background which is the signature of the EM Certificate.

Product and Innovation Management/Marketing
   - 15.283 Social Media Management: Persuasion in Networked Culture (Spring, 9 units)
   - 15.356 Lead User Innovation Methods (Spring H4, 9 units, not offered AY22-23)
   - 15.387 Entrepreneurial Sales (Fall/Spring, 12 units)
   - 15.570 Digital Marketing and Social Media Analytics (Fall, 6 units)
   - 15.783J, 2.739J Product Design and Development (Spring, 12 units)*
   - 15.785 Digital Product Management (Spring H3, 6 units)
   - 15.818 Pricing (Fall H1, 6 units)
   - 15.819 Marketing Analytics (Spring, 9 units, not offered AY22-23)
   - 15.821 Listening to the Customer (Spring H3, 6 units)
   - 15.833 Business-to-Business Marketing (Fall H2, 6 units)
   - 15.834 Marketing Strategy (Spring H3, 6 units)
   - 15.846 Branding (Spring H4, 6 units)
   - 15.847J, 9.550J Consumer Behavior (Spring, 9 units)*
   - 15.910 Innovation Strategy (Spring H3, 6 units)

Operations/Supply Chain Management
   - 15.762J, 1.273J, IDS.735J Supply Chain: Inventory Analytics (Spring H3, 6 units)*
   - 15.763J, 1.274J, IDS.736J Supply Chain: Capacity Analytics (Spring H4, 6 units)*
   - 15.769 Operations Strategy (Spring, 9 units)
   - 15.774 The Analytics of Operations Management (Fall, 12 units)
   - 15.871 Introduction to System Dynamics (Fall H1/Spring H3, 6 units) or 15.873 System Dynamics for Business and Policy (Fall/Spring, 9 units)
   - 15.784 Operations Laboratory (Spring, 9 units)
Leadership Development/Strategy

- **15.013** Economics for Strategic Decisions (Fall, 9 units)
- **15.232** Breakthrough Ventures: Effective Business Models in Frontier Markets (Spring H3, 6 units)
- **15.320** Strategic Organizational Design (Fall, 9 units)
- **15.369** Seminar in Corporate Entrepreneurship (Spring H3, 9 units)
- **15.386** Leading in Ambiguity: Steering Through Strategic Inflection Points (Fall H2/Spring H4, 6 units)
- **15.398** Corporations at the Crossroads: Leading an Organization Through Change & Challenge (Fall/Spring, 6 units)
- **15.445** Mergers, Acquisitions and Private Equity (Spring, 9 units)
- **15.535** Business Analysis Using Financial Statements (Fall/Spring, 9 units)
- **15.768** Management of Services: Concepts, Design, and Delivery (Fall, 9 units)
- **15.903** Managing the Modern Organization: Organizational Economics and Corporate Strategy (Fall H2/Spring H4, 6 units)
- **15.904** Strategy and the CEO (Spring H4, 6 units, not offered AY22-23)
- **15.911** Entrepreneurial Strategy (Fall H1 / Spring H3, 9 units)

Industry Specific Courses

**Analytics**

- **15.034** Econometrics for Managers: Correlation & Causality in a Big Data World (Spring, 9 units)
- **15.068** Statistical Consulting (Spring, 9 units)
- **15.071** The Analytics Edge (Fall/Spring, 12 units)

**Healthcare**

- **15.141J, HST.918J** Economics of Health Care Industries (Spring H3, 6 units)*
- **15.363J, HST.971J** Strategic Decision Making in the Life Sciences (Spring, 9 units)*
- **15.777** Healthcare Lab: Introduction to Healthcare Delivery in the United States (Fall into IAP, 9 units for Fall, 6 units for IAP)

**Sustainability**

- **15.915** Business Strategies for a Sustainable Future (Spring, 9 units)

**Technology**

- **15.358** Platform Strategy and Entrepreneurship (Spring H4, 6 units, not offered AY22-23)
- **15.567** The Economics of Information: Strategy, Structure and Pricing (Spring H3, 6 units)

Approved Substitution: ________________________________

* Sloan students should register for the Course 15 subject number for courses offered jointly with another MIT department.