1. REQUIRED SUBJECTS  
You must complete each of the following subjects.

- **15.830** Enterprise Management Lab (Required during 1st term)
- **ES.608** SIP Workshop: Management Practice Hack-A-Thon (Required during 1st Spring term)
- **15.814** Marketing Innovation *(OR former course 15.810 Marketing Management)*
- **15.761** Introduction to Operations Management
- **15.900** Competitive Strategy
- **15.401** Managerial Finance *OR 15.402* Corporate Finance
  - 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.

2. ELECTIVE SUBJECTS  
You must complete 3 additional electives from the categories below. We recommend taking one subject from each category.

### Advanced Strategy

- **15.398** Corporations at the Crossroads...
- **15.769** Operations Strategy
- **15.821** Listening to the Customer

### Management Practice

- **15.013** Industrial Economics for Strategic Decisions
- **15.386** Managing in Adversity
- **15.445** Mergers, Acquisitions and Private Equity
- **15.535** Business Analysis Using Financial Statements
- **15.570** Digital Marketing and Social Media...
- **15.762** Supply Chain Planning
- **15.763** Manufacturing Systems...
- **15.765** Global Supply Chain Management
- **15.774** The Analytics of Operations Mgmt.
- **15.783** Product Design and Development

### Exploration/Specialization

- **15.034** Econometrics for Managers: Correlation...
- **15.068** Statistical Consulting
- **15.071** The Analytics Edge
- **15.141** Economics of Health Care Industries
- **15.220** New Models for Global Business
- **15.232** Effective Business Models in Frontier Markets
- **15.356** Product and Service Development in the...
- **15.358** Software and Internet Entrepreneurship
- **15.363** Strategic Decision Making in the Biomedical...
- **15.369** Seminar in Corp. Entrepreneurship

- **15.387** Entrepreneurial Sales
- **15.567** The Economics of Information...
- **15.571** Enterprise Transformations... *(T-Lab)*
- **15.676** Healthcare Lab
- **15.768** Management of Services: Concepts, Design...
- **15.822** Strategic Market Measurement
- **15.911** Entrepreneurial Strategy
- **15.914** Competitive Dynamics and Strategy...
- **15.915** Lab for Sustainable Business *(S-Lab)*
- **15.933** Strategic Opp. in Energy

or Approved Substitution: ____________________________