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.

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

- **15.830** Enterprise Management Lab (Required during 1st year, Fall into IAP, 6)
- **ES.608** SIP Workshop: Management Practice Hack-A-Thon (Required during 1st Spring term)
- **15.401** Managerial Finance (F/S, 9) **OR** **15.402** Corporate Finance (F/S, 9)
  
  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 (F/S, 9)
- **15.814** Marketing Innovation (F/S, 9) **OR** former course **15.810** Marketing Management
- **15.900** Competitive Strategy (F/S, 9)

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: The CEO Perspective (S, 6)
- **15.769** Operations Strategy (S, 9)
- **15.821** Listening to the Customer (S, 6)
- **15.903** Managing the Modern Organization: Organizational Economics and Corporate Strategy (F/S, 6)
- **15.904** Advanced Strategic Management (S, 6)
- **15.910** Innovation Strategy (S, 6)

### Management Practice

- **15.013** Industrial Economics for Strategic Decisions (F, 9)
- **15.386** Leading in Ambiguity: Steering Through Strategic Inflection Points (F/S, 6)
- **15.445** Mergers, Acquisitions and Private Equity (S, 9)
- **15.535** Business Analysis Using Financial Statements (F/S, 9)
- **15.570** Digital Marketing and Social Media Analytics (F, 6, not offered in AY19-20)
- **15.762J / 1.273J / IDS.735J** Supply Chain Planning (S, 6)
- **15.763J / 1.274J / IDS.736J** Manufacturing System and Supply Chain Design (S, 6)
- **15.765J / 1.265J / 2.965J / SCM.265J** Global Supply Chain Management (S, 6)
- **15.774** The Analytics of Operations Management (F, 12)
- **15.783J / 2.739J** Product Design and Development (S, 12)
- **15.785** Digital Product Management (S, 6)
- **15.818** Pricing (F, 6)
- **15.819** Marketing Analytics (S, 6)
- **15.828** Product Management (F, 9, not offered in AY19-20)
- **15.833** Business-to-Business Marketing (F, 6)
- **15.834** Marketing Strategy (S, 6, not offered in AY19-20)
- **15.846** Branding (S, 6)
- **15.847** Consumer Behavior (S, 9)
- **15.871** Introduction to System Dynamics (F/S, 6)
Exploration/Specialization

☐ 15.034 Econometrics for Managers: Correlation & Causality in a Big Data World (F, 9, not offered in AY19-20)
☐ 15.068 Statistical Consulting (S, 9)
☐ 15.071 The Analytics Edge (F/S, 12)
☐ 15.141J / HST.918J Economics of Health Care Industries (S, 6)
☐ 15.232 Effective Business Models in Frontier Markets (S, 6)
☐ 15.320 Strategic Organizational Design (S, 9, not offered in AY19-20)
☐ 15.356 Product and Service Development in the Internet Age (S, 9)
☐ 15.358 Software and Internet Entrepreneurship (S, 9)
☐ 15.363 Strategic Decision Making in the Life Sciences (S, 9)
☐ 15.369 Seminar in Corporate Entrepreneurship (F, 9)
☐ 15.387 Entrepreneurial Sales (F/S, 12)
☐ 15.567 The Economics of Information: Strategy, Structure and Pricing (F, 6, not offered in AY19-20)
☐ 15.767 Management of Services: Concepts, Design, and Delivery (F, 9)
☐ 15.784 Operations Laboratory (S, 9)
☐ 15.822 Strategic Market Measurement (S, 6)
☐ 15.911 Entrepreneurial Strategy (S, 9)
☐ 15.913 Strategies for Sustainable Business (S, 6, not offered in AY19-20)
☐ 15.914 Competitive Dynamics and Strategy: Winning in Technology Markets (S, 9, not offered in AY19-20)
☐ 15.915 Laboratory for Sustainable Business (S, 12)
☐ 15.933 Strategic Opportunities in Energy (F, 6, not offered in AY19-20)

☐ Approved Substitution: __________________________________________