

**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 1<sup>st</sup> year, Fall into IAP, 6)
- ES.608 SIP Workshop: Management Practice Hack-A-Thon (Required during 1<sup>st</sup> 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](#) (F, 9, not offered in AY19-20) or [15.777](#) (Fall into IAP, 15) Healthcare Lab: Intro. to Healthcare Delivery in the U.S.
- [15.768](#) 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: \_\_\_\_\_