All emphasis areas are 12 – total credit hours and emphasis areas do not appear on the student’s diploma, but appear on the student’s transcript. Students must complete any noted prerequisites before enrolling in emphasis/elective courses. Prerequisites are noted in parentheses. An emphasis area is optional in this program. Students opting for a more general program will select their electives from within the emphasis areas below or from courses available in Accounting or Public Administration.

**ENTREPRENEURSHIP**

Select four courses from the following:
- ENT 5525 Entrepreneurship: Managing Creativity & Innovation (ENT 5502)
- ENT 5527 Creating the New Venture Experiential Learning (ENT 5502)
- ENT 5532 Managing the New Venture Experiential Learning (ENT 5502) (also an E-Scholar course)
- ENT 5545 Entrepreneurship & New Venture Creation (ENT 5502)
- ENT 5552 Entrepreneurial Marketing (ENT 5502)
- ENT 5585 Entrepreneurial Finance & Venture Capital Investment (ENT 5502)

**FINANCE**

**Required:**
- FIN 5550 Advanced Financial Management Theory & Policies (Six hours of finance coursework beyond FIN 5501/5532 suggested)

Select three courses from the following:
- FIN 5551 International Financial Management (FIN 5501/5532)
- FIN 5552 Global Financial Markets & Institutions (FIN 5501/5532)
- FIN 5553 Investment Analysis (FIN 5501/5532)
- FIN 5557 Derivative Securities (ACTG 5501, FIN 5501/5532 and DSOM 5505)
- FIN 5560 Financial Modeling (Completion of introductory course work in accounting, economics, statistics and finance)
- FIN 5561 Financial Statement Analysis (Completion of introductory course work in accounting, economics, statistics and finance)
- FIN 5562 Fixed Income Analysis (Graduate standing in Bloch School and completion of FIN 5501/5532)
- FIN 5563 Valuation/Mergers & Acquisitions (Completion of introductory course work in accounting, economics, statistics and finance)
- FIN 5564 Portfolio Management (Completion of introductory course work in accounting, economics, statistics and finance)
- FIN 5565 Alternative Investments (Completion of introductory course work in accounting, economics, statistics and finance)
- FIN 5566 Information Technology Analysis (FIN 5501/5532)
- FIN 5567 Financial Modeling (Completion of introductory course work in accounting, economics, statistics and finance)
- FIN 5568 Financial Statement Analysis (Completion of introductory course work in accounting, economics, statistics and finance)
- FIN 5569 Fixed Income Analysis (Graduate standing in Bloch School and completion of FIN 5501/5532)
- FIN 5570 Introduction to Personal Financial Planning
- FIN 5571 Retirement Planning and Employee Benefits (FIN 5570)
- FIN 5572 Income Tax Planning (FIN 5570)
- FIN 5573 Estate Planning (FIN 5570)
- FIN 5574 Student Fund Management I (1.5 cr hrs.)
- FIN 5575 Student Fund Management II (FIN 5574 1.5 cr hrs.)

**INTERNATIONAL BUSINESS**

Required:
- MGT 5545 International Management (prerequisite for all Int’l Bus courses)

Select three courses from the following:
- MGT 5546 Seminar in International Management (MGT 5545)
- MGT 5552 International Study in Business (limit of 3 hrs. in emphasis)
- DSOM 5544 Global Supply Chain & Logistics Mgmt. (DSOM 5507 or instructor consent)
- FIN 5551 International Financial Management (FIN 5501/5532)
- FIN 5552 Global Financial Markets & Institutions (FIN 5501/5532) (previous graduate course work recommended)
- MKT 5555 International Marketing (MKT 5501)

**LEADING AND MANAGING PEOPLE**

Select four courses from the following:
- MGT 5516 Leading Teams (MGT 5502)
- MGT 5517 Leading Through Influence and Persuasion (MGT 5502)
- MGT 5518 Leadership and Motivation (MGT 5502)
- MGT 5533 Leading and Managing Change (MGT 5502)
- MGT 5566 Attract, Retain, and Develop Human Capital (MGT 5502)
- MGT 5567 Total Rewards Management (MGT 5502)
- MGT 5587 Special Topics: Leadership & Negotiations (MGT 5502)
- MGT 5587 Special Topics: Leading Beyond Boundaries (MGT 5502)
- PA 5548 Leadership for Public Service
- PA 5570 Diversity in the Workplace

**MANAGEMENT INFORMATION SYSTEMS**

Select four courses from the following:
- MIS 5552 Database Management (MIS 5503)
- MIS 5554 System Analysis, Design & Engineering (MIS 5503)
- MIS 5558 Management of Information Technology (MIS 5503)
- MIS 5587 Special Topics: Business Analytics (MIS 5503)

Or:
- ACTG 5565 Advanced Accounting Systems (ACTG 350 or instructor consent)
- ACTG 5567 Info Systems Control & Audit (one grad course in Actg Systems, MIS or Computer Science)
- DSOM 5543 Project Management (DSOM 5507)
- DSOM 5544 Global Supply Chain & Logistics Management (DSOM 5507)

*Students may use only one ACTG or DSOM course for credit in the MIS emphasis.*
MARKETING

Required:
MKT 5575 Advanced Marketing Strategies (MKT 5501)

Select three courses from the following:
MKT 5539 Digital (and Direct) Marketing (MKT 5501)
MKT 5555 International Marketing (MKT 5501)
MKT 5560 Buyer Behavior (MKT 5501)
MKT 5562 Marketing Research (MKT 5501 & DSOM 5505)
MKT 5587 Special Topics: Customer Data Analytics (MKT 5501)

REAL ESTATE

Required:
RL-EST 5556 Entrepreneurial Real Estate Process
RL-EST 5571 Advanced Real Estate Finance (FIN 5501/5532)

Select one from the following: (Prerequisite RL EST 5556)
RL-EST 5555 Real Estate Forum (Law- 1cr hr.)
RL-EST 5572 Global Real Estate
RL-EST 5573 RE Market Feasibility and Market Analysis (DSOM 5505, FIN 5501/5532)
RL-EST 5574 Construction Means and Methods
RL-EST 5576 Property Management
RL-EST 5577 Valuation
RL-EST 5578 Legal Contexts of Real Estate Decision Making

SUPPLY CHAIN AND OPERATIONS MANAGEMENT

Select four courses from the following:
DSOM 5540 Service Operations Management (DSOM 5507)
DSOM 5543 Project Management (DSOM 5507)
DSOM 5544 Global Supply Chain & Logistics Management (DSOM 5507)
DSOM 5587 Special Topics: Strategic Sourcing/Supplier Management (DSOM 5507)

Additional elective courses may be selected from the following:
ACTG 5556 Cost Management (ACTG 5501)

(Students should see an OM faculty member regarding suggested electives. Appropriate substitutions may be made for any of the requirements listed)