BUSINESS ANALYTICS (BSAN) | FOR CLASS OF 2022 Complete six courses: three REQUIRED* and three ELECTIVES	
ITAO70210	* Predictive Analytics (Spring)
ITAO70220	* Data Exploration & Visualization (Spring)
ITAO70240	* Data Management (Fall/Spring)
ITAO70200	Applied Regression Modeling (*formerly Advanced Statistical Inference*) (Fall/Spring)
ITAO70230	Spreadsheet Decision Modeling (Spring)
ITAO70330	Ethics of Data Analytics (Spring)
ITAO70420	Sports Analytics (Spring)
ITAO70440	Healthcare Analytics (Fall)
ITAO70460	Architectures of Analytics (Spring)
ITAO70650	Time Series Forecasting (Fall)
ITAO70750	Strategic Business Technology (Spring)
ITAO70950	Supply Chain Analytics (Fall)
ITAO74770	Data and Digital Innovation (Fall, Silicon Valley)
MARK70120	Marketing Analytics (Spring)
MARK70130	Marketing Decision Models (Fall)

BUSINESS ANALYTICS (BSAN) | FOR CLASS OF 2023 Complete six courses: four REQUIRED*, one CATEGORY A, and one CATEGORY B	
ITAO70210	* Predictive Analytics (Spring)
ITAO70220	* Data Exploration & Visualization (Fall)
ITAO70240	* Data Management (Fall/Spring)
ITAO70460	* Architectures of Analytics (Spring)
CATEGORY A	
ITAO70200	Applied Regression Modeling (*formerly Advanced Statistical Inference*) (Fall/Spring)
ITAO70950	Supply Chain Analytics (Fall)
ITAO74770	Data and Digital Innovation (Fall, Silicon Valley)
CATEGORY B	
ITAO70330	Ethics of Data Analytics (Spring)
ITAO70650	Time Series Forecasting (Fall)
ITAO70750	Strategic Business Technology (Spring)
MARK70120	Marketing Analytics
MARK70130	Marketing Decision Models (Fall)

BUSINESS LEADERSHIP (BSLD) Complete six couses: four CATEGORY A, one CATEGORY B, and one CATEGORY C	
CATEGORY A	
MARK70110	Competitive Growth Strategy (Fall)
MGTO70100	Managerial Decision Making (Fall)
MGTO70200	Organizational Consulting (Fall)
MGTO70300	Judgment (Fall)
MGTO70305	Business on the Frontlines (Spring - full)
MGTO70310	International Management (Spring)
MGTO70315	Frontlines in America (Fall)
MGTO70325	Frontline Engagement (Fall - full)
MGTO70355	WORC - South Bend (Fall)
MGTO70510	Innovation and Design Thinking (Fall)
MGTO70560	Business Model Innovation (Spring)
MGTO70620	Negotiation (Fall/Spring)
MGTO70735	Spirituality of Leadership (Spring)
MGTO83125	Theory & Research in Strategy (Spring)
MGTO83150	Theory & Research in Org. Behavior (Fall - full)
CATEGORY B	
ITAO70200	Advanced Statistical Inference (Fall)
ITAO70230	Spreadsheet Decision Modeling
ITAO70920	International Operations (Fall)
MARK70100	Marketing Research (Fall/Spring)
MARK70120	Marketing Analytics (Spring)
CATEGORY C	
ACCT70120	Corporate Financial Reporting (Fall)
ACCT70200	Strategic Cost Management (Spring)
ITAO70750	Strategic Business Technology (Spring)

MARKETING (MRTG) Complete six courses: four in MRTG and two in either MRTG or DMMA	
MARK60550	Consumer Behavior (*no longer offered in Spring*)
MARK70100	Marketing Research (Spring)
MARK70110	Competitive Growth Strategy (Fall)
MARK70150	Business-to-Business Marketing (Fall)
MARK70300	Brand Strategy (Fall/Spring)
MARK70450	New Products Development (Spring)
MARK70501	Advertising Management (Fall)
MARK74100	Marketing Research (Fall, Chicago)
MBGR74010	International Marketing (Fall, Chile - MRTG only)

DIGITAL MARKETING & MARKETING ANALYTICS (DMMA) Complete six courses: four DMMA and two from either DMMA OR MRTG	
MARK70100	Marketing Research (Fall/Spring)
MARK70120	Marketing Analytics (Spring)
MARK70130	Marketing Decision Models (Fall)
MARK70350	Customer Valuation & Management (Fall/Spring)
MARK70500	Digital Marketing (Fall)
MARK70510	Applied Digital Marketing (Spring)
MARK70600	Social Media Strategy (Spring)
MARK70700	Retail Analytics and Pricing (Spring)
MGTO70300	Judgment (Fall)
MGTO70305	Business on the Frontlines (Spring - full)
MGTO70510	Innovation & Design Thinking (Fall)
MGTO70520	Entrepreneurship (Fall)
MGTO70620	Negotiation (Fall/Spring)
MGTO83125	Theory & Research in Strategy (Spring - full)

CORPORATE FINANCE (COFI)
Complete six: two REQUIRED* and four ELECTIVES

**If accepted into AIM, Equity Valuation is not required, but you still must complete six courses.

Code	Course
FIN70420	* Capital Allocation (Spring)
FIN70440	* Financial Policy (Spring)
ACCT70200	Strategic Cost Management (Spring)
FIN60720	Real Estate Development Process (Spring)
FIN60725	Real Estate Private Equity (Spring)
FIN60730	Real Estate Colloquim: Finance and Law (Fall/Spring - full)
FIN70140	Economics of Financial Crisis (Spring)
FIN70230	Business Forecasting (Fall)
FIN70400	Mergers & Acquisitions (Spring)
FIN70410	Mergers & Acquisitions Practicum (Spring)
FIN70430	Financing the Corporation (Spring)
FIN70450	Bond Issue Process (Fall)
FIN70460	Working Capital Management (Spring)
FIN70470	Strategic Finance & Valuation (Fall)
FIN70500	Multinational Financial Management (Fall)
FIN70620	Options & Futures (Fall)
FIN70640	Applied Investment Mgmt (AIM)** (Spring - full)
MBGR74060	Latin American Economics (Fall, Chile)
MBGR74020	International Finance (Fall, Chile)

INVESTMENTS (INVS)
Complete six courses: three REQUIRED* and three ELECTIVES

**If accepted into AIM, Equity Valuation is not required, but you still must complete six courses.

Code	Course
FIN70610**	* Equity Valuation (Fall/Spring)
FIN70650	* Fixed Income Securities I (Fall)
FIN70670	* Investments (Fall/Spring offering TBD)
FIN60720	Real Estate Development Process (Spring)
FIN60725	Real Estate Private Equity (Spring)
FIN60730	Real Estate Colloquim: Finance and Law (Fall/*not offered Spring*- full)
FIN70100	Investing and Philanthropy (Spring)
FIN70140	Economics of Financial Crisis (Spring)
FIN70470	Strategic Finance & Valuation (Fall)
FIN70620	Options & Futures (Fall)
FIN70640	Applied Investment Mgmt (AIM)** (Spring - full)
FIN70980	Private Equity (Fall)
FIN70990	Behavioral Finance (Fall)
FIN76040	Seed Investor Practicum (Spring)

INNOVATION & ENTREPRENEURSHIP (INNE)
Complete six courses

Code	Course
FIN76040	Seed Investor Practicum (Spring)
MARK70110	Competitive Growth Strategy (Fall)
MARK70450	New Product Development (Spring)
MGTO70315	Frontlines in America (Fall)
MGTO70325	Frontline Engagement (Fall - full)
MGTO70505	Strategic Foresight (Spring)
MGTO70510	Innovation & Design Thinking (Fall)
MGTO70520	Entrepreneurship (Fall)
MGTO70355	WORC - South Bend (Fall)
MGTO70540	Launching New Ventures (Spring)
MGTO70550	Social Innovation (Fall)
MGTO70560	Business Model Innovation (Spring)
ITAO74770	Data and Digital Innovation (Fall, Silicon Valley)
ITAO74760	Digital Product Management (Fall, Silicon Valley)

SUPPLY CHAIN MANAGEMENT (SOMG)
Complete six courses: two REQUIRED* and four ELECTIVES

Code	Course
ITAO70920	* International Operations (Fall)
ITAO70950	* Supply Chain Analytics (Fall)
ACCT70200	Strategic Cost Management (Spring)
ITAO70210	Predictive Analytics (Spring)
ITAO70230	Spreadsheet Decision Modeling (Spring)
ITAO70750	Strategic Business Technology (Spring)
ITAO70910	Project Management (Fall)
MGTO70620	Negotiation (Fall/Spring)
ITAO74970	Smart Supply Chain Innovation (Fall, Silicon Valley)

STRATEGY (STGY)
Complete six courses

Code	Course
ACCT70120	Corporate Financial Reporting (Fall)
ACCT70200	Strategic Cost Management (Spring)
FIN70230	Business Forecasting (Fall)
FIN70400	Mergers & Acquisitions (Spring)
FIN70430	Financing the Corporation (Spring)
FIN70440	Financial Policy (Spring)
ITAO70230	Spreadsheet Decision Modeling (Spring)
ITAO70750	Strategic Business Technology (Spring)
ITAO70920	International Operations (Fall)
ITAO70910	Project Management (Fall)
MARK70100	Marketing Research (Fall/Spring)
MARK70110	Competitive Growth Strategy (Fall)
MARK70300	Brand Strategy (Fall/Spring)
MARK70350	Customer Valuation & Management (Fall/Spring)
MGTO70100	Managerial Decision Making (Fall)
MGTO70315	Frontlines in America (Fall)
MGTO70325	Frontline Engagement (Fall - full)
MGTO70355	WORC - South Bend (Fall)
MGTO70200	Organizational Consulting (Fall)
MGTO70300	Judgment (Fall)
MGTO70305	Business on the Frontlines (Spring - full)
MGTO70510	Innovation & Design Thinking (Fall)
MGTO70520	Entrepreneurship (Fall)
MGTO70620	Negotiation (Fall/Spring)
MGTO83125	Theory & Research in Strategy (Spring - full)