

# Graduate Business Programs

# **HANDBOOK & STUDENT GUIDE**

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2021



Northeastern University's D'Amore-McKim School of Business is nationally and globally recognized as the leading experience-based business school.

Through strong academic programs, the School prepares its graduates for employment at organizations seeking highly motivated business leaders who have the professional skills and ethical training to make a positive impact at all levels.

D'Amore-McKim faculty members engage in knowledge creation that advances the practice and theory of management with particular focus on global management, innovation, and corporate governance.

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# D'AMORE-MCKIM SCHOOL OF BUSINESS

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## Full-Time MBA Program

The full-time MBA program starts in the Fall Semester and is 55 credits. There are 16 credits of core coursework and 24 credits of concentration coursework. Students must also take 15 elective credits, of which 3 credits must be experiential in nature and 6 credits must be interdisciplinary (outside of DMSB). Most elective credits are taken in the evening or on Saturdays. Students may receive Transfer credit of up to 9 credits. A grade point average of 3.000 is required for graduation.

### Required Courses

#### ***Semester One (Fall)***

##### *Module One*

ACCT 6318	Accounting Data for Strategic Decision Making	2 cr
HRMG 6318	Managing the Organization	2 cr
SCHM 6318	Managing Operations & Supply Chain	2 cr
MKTG 6318	Customer Value & the Enterprise	2 cr

##### *Module Two*

FINA 6318	Financial Management	2 cr
ENTR 6318	Innovating & Creating Futures	2 cr
STRT 6318	Strategic Planning for the Future	2 cr
BUSN 6363	Social Impact of Business	2 cr

##### *Full Semester*

BUSN 6950	MBA Skills Workshop	0 cr
BUSN 6200	Career Management*	0 cr

\*required for corporate residency

*Total for Term: 16 cr*

#### ***Remainder (39 Credits)***

BUSN 6200: Career Management	0 cr
Corporate Residency	0 cr
3 months	
6 months	
6 months, 6 months	
Concentration 1 Courses	12 cr
Concentration 2 Courses	12 cr
Open Electives	15 cr
Experiential Credits (3 credits)	3 cr

*Total for Term: 12 cr*

### **MBA Electives**

Complete open electives in the following subject areas: ACCT, BUSN, ENTR, FINA, HRMG, INTB, MECN, MKTG, MGMT, SCHM, STRT, and TECE. At least three elective credits and no more than six must be experiential in nature, and six credits must be interdisciplinary (outside DMSB). No more than six elective credits can be drawn from one-credit courses.

### **Corporate Residency**

Students in the full-time MBA program are expected to complete a three-month, six-month, or two six-month corporate residency work assignment[s]. This is a critical component of the Northeastern MBA learning experience. The corporate residency must be embedded within the course curriculum and cannot be approved after completion of all coursework. Students must successfully complete the Career Management class to participate in the corporate residency recruiting process.

Students will work with the Graduate Career Center to develop an appropriate corporate residency placement. While corporate residencies are not guaranteed, it is the expectation of the program that all students will complete a residency after their first year of classes, barring exceptional circumstances. Students on residency are expected to work full-time in the residency and will not be permitted to take any classes during the day and must receive prior approval from their advisor for any evening/weekend classes (maximum six credits per semester).

The Graduate Career Center must approve all placements intended to fulfill the corporate residency component of the program. Students are required to provide the Graduate Career Center a copy of their offer letter for corporate residency and a job description if the position is self-developed.

While rare, students failing to obtain an approved corporate residency will take classes Summer 2 and Fall semesters and apply for a corporate residency position for January- June. Students must be authorized by the Graduate Career Center to pursue a January residency. Note: Students on an International Visa cannot have residency in their final term so if they do a January - June residency, they are required to take classes the following Summer 2.

Students on academic probation are not eligible to participate in the Corporate Residency program. Students with a GPA under 2.8 after Fall semester, year 1, may not search for a residency until they have satisfied the conditions of their probation.

Students placed on probation after Spring semester and who have already secured a residency position will be permitted to participate. However, if a residency placement has

not been confirmed after academic progress has been evaluated following the end of the academic term, the students must defer the residency until they have been removed from probation.

There will be opportunities to extend corporate residency up to twelve months based on employer needs and subject to OGS policies. This is particularly valuable to students with less work experience coming to the program or those who are making significant career changes. Students who elect to perform a second six-month residency, January - June, will likely have their graduation date changed from August to December. Students interested in a possible extended residency must make their interest known to the Career Center and work closely with the staff to identify opportunities and complete the appropriate processes. Students who complete a second six-month residency must take at least one credit of coursework during their time working to demonstrate forward progress in their degree.

## Concentrations

Students will elect to pursue two of nine available concentrations. Students will choose their concentrations during the fall semester of their first year prior to spring semester registration in November. Students are encouraged to consult with their academic advisor throughout their program to ensure they are registered for the correct courses and that the requirements of the concentrations are met. Each concentration is 12 credits and consists of the following:

### Business Analytics

*Required (3 credits):*

BUSN 6365	Business Analytics
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*Select Three (9 credits):*

SCHM 6215	Supply Chain Analytics
MKTG 6230	Driving Marketing Performance: Measure, Analyze, Profit
MKTG 6234	Marketing Analytics
STRT 6210	Workforce Metrics & Analytics
MISM 6203	Business Analytics Methods
MISM 6210	Information Visuals & Dashboard for Business
MISM 6212	Data Mining & Machine Learning for Business
MISM 6213	Business Info Design, Quality, & Strategy
PPUA 5302	Information Design & Visual Analytics (4 credits)
CS 5200	Database Management Systems (4 credits)
CS 5100	Foundations of Artificial Intelligence (4 credits)
ECON 5140	Applied Econometrics (4 credits)
IE 6600	Computation and Visualization for Analytics (4 credits)



## **Corporate Innovation & Venturing**

*Required (3 credits):*

ENTR 6320                      Innovation, Entrepreneurship & Dynamic Competition

*Select Three (9 credits):*

ENTR 6212                      Business Planning for New Ventures  
ENTR 6218                      Business Model Design & Innovation  
ENTR 6222                      Competing in Dynamic, Innovation-Driven Markets  
ENTR 6224                      Intellectual Property & Other Legal Aspects of Business & Innovation  
  
ENTR 6225                      Corporate Entrepreneurship through Global Growth, Acquisitions, & Alliances  
  
ENTR 6230                      Platform Innovation  
HRMG 6212                      Creating an Innovative Organization  
HRMG 6280                      The Human Side of Innovation  
TECE 6222                      Emerging & Disruptive Technologies  
TECE 6250                      Lean Design and Development  
GE 5100                         Product Development for Engineers (4 credits)  
ARTG 5610                      Design Systems (4 credits)

## **Entrepreneurship**

*Required (3 credits):*

ENTR 6320                      Innovation, Entrepreneurship & Dynamic Competition

*Select Three (9 credits):*

ENTR 6200                      Entrepreneurship & Enterprise Growth  
ENTR 6218                      Business Model Design & Innovation  
ENTR 6219                      Financing Ventures from Early Stage to Exit  
ENTR 6222                      Competing in Dynamic, Innovation-Driven Markets  
ENTR 6224                      Intellectual Property & Other Legal Aspects of Business & Innovation  
  
ENTR 6225                      Corporate Entrepreneurship through Global Growth, Acquisitions, & Alliances  
  
ENTR 6230                      Platform Innovation  
ENTR 6214                      Social Enterprise  
FINA 6260                      Entrepreneurial Finance, Innovation Valuation & Private Equity  
TECE 6230                      Entrepreneurial Marketing & Selling  
TECE 6300                      Managing a Technology-Based Business  
GE 5030                         Iterative Product Prototyping for Engineers (4 credits)  
GE 5100                         Product Development for Engineers (4 credits)

## **Finance - Corporate**

*Required (3 credits):*

FINA 6320                      Advanced Financial Management

*Select One (3 credits):*

FINA 6203                      Investment Analysis  
FINA 6260                      Entrepreneurial Finance, Innovation Value & Private Equity  
FINA 6216                      Valuation & Value Creation

*Select Two (6 credits):*

FINA 6203                      Investment Analysis\*  
FINA 6204                      International Financial Management  
FINA 6205                      Financial Strategy  
FINA 6207                      Financial Modeling  
FINA 6211                      Financial Risk Management  
FINA 6213                      Investment Banking  
FINA 6214                      Mergers & Acquisitions  
FINA 6215                      Business Turnarounds  
FINA 6216                      Valuation & Value Creation\*  
FINA 6217                      Real Estate Finance & Investment  
FINA 6260                      Entrepreneurial Finance, Innovation Valuation & Private Equity  
MECN 6200                      Global Competition and Market Dominance

\*if not taken as the required track course

## **Finance - Investments**

*Required (6 credits):*

FINA 6320                      Advanced Financial Management  
FINA 6203                      Investment Analysis

*Select Two (6 credits):*

FINA 6204                      International Finance Management  
FINA 6207                      Financial Modeling  
FINA 6211                      Financial Risk Management  
FINA 6212                      Fixed Income Securities and Risk  
FINA 6213                      Investment Banking  
FINA 6214                      Mergers & Acquisitions  
FINA 6216                      Valuation & Value Creation  
FINA 6217                      Real Estate Finance & Investment  
FINA 6219                      Portfolio Management  
FINA 6260                      Entrepreneurial Finance, Innovation Value & Private Equity  
FINA 6360                      Fund Management for Analysts (1 credit)  
FINA 6361                      Fund Management for Managers (1 credit)  
MECN 6200                      Global Competition and Market Dominance

## **Healthcare Management**

*Required (9 credits):*

HINF 5105	The American Healthcare System (or equivalent)
HRMG 6220	Health Organization Management
STRT 6220	Strategic Management for Healthcare Orgs

*Select One (3 credits):*

SCHM 6223	Managing Healthcare Supply Chain
FINA 6220	Healthcare Finance

*(Additional open elective recommendations available.)*

## **International Business**

*Required (3 credits):*

INTB 6208 or 6200	Global Strategy
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*Select Three (9 credits):*

INTB 6226	Becoming a Global Leader
INTB 6232	Emerging Markets & Corporate Strategy
INTB 6260	Advanced Topics in Global Management & Strategy
INTB 6212	Cultural Aspects of International Business
INTB 6224	Competing to Win in Emerging Markets
INTB 6230	International Field Study
FINA 6204	International Financial Management
MKTG 6212	International Marketing

## **Leading People & Organizations**

*Select Four (12 credits):*

HRMG 6210	Managing Professionals and High Performance Teams
HRMG 6212	Creating an Innovative Organization
HRMG 6213	Leadership
HRMG 6214	A Management Perspective of Human Resources Management
HRMG 6218	Great Companies
HRMG 6219	Leadership & Sustainability
HRMG 6221	Power & Influence
HRMG 6223	Global Talent Management
HRMG XXXX	Managing a Diverse Workforce
INTB 6226	Becoming a Global Leader
MGMT 6214	Negotiations
STRT 6210	Workforce Metrics and Analytics

## **Marketing**

*Required (3 credits):*

MKTG 6320	Advanced Marketing Management
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*Select Three (9 credits):*

MKTG 6210	Marketing Research
MKTG 6212	International Marketing
MKTG 6214	New Product Development
MKTG 6216	Market Focused Strategy
MKTG 6218	Marketing in the Service Sector
MKTG 6222	Digital Marketing
MKTG 6223	Brand and Advertising Management
MKTG 6224	B2B Strategic Sales
MKTG 6226	Consumer Behavior
MKTG 6230	Driving Marketing Performance: Measure, Analyze, Profit
MKTG 6234	Marketing Analytics
MKTG 6260	Special Topics in Marketing

## **Supply Chain Management**

*Required (3 credits):*

SCHM 6213	Global Supply Chain Strategy
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*Select Three (9 credits):*

SCHM 6211	Logistics & Transportation Management
SCHM 6212	Executive Roundtable in Supply Chain Management
SCHM 6214	Sourcing & Procurement
SCHM 6215	Supply Chain Analytics
SCHM 6221	Sustainability & Supply Chain Management
SCHM 6223	Managing Healthcare Supply Chain Operations
SCHM 6224	Demand Planning & Forecasting

## **Full-Time MBA x Computer Science**

The full-time MBA x Computer Science program starts in the Fall Semester and is 55 credits. There are 16 credits of core coursework and 24 credits of concentration coursework. One concentration will be completed within DMSB, and the other concentration will be completed within the Khoury College of Computer Sciences. Students must also take 15 elective credits, of which 3 credits must be experiential in nature. Most elective credits are taken in the evening or on Saturdays. Students may receive Transfer credit of up to 9 credits. A grade point average of 3.000 is required for graduation.

Students with no prior background in computer science will complete the “bridge

courses” within the Khoury College of Computer Sciences. Those who need the foundational coursework must complete an additional 16 credits in the year prior to taking MBA concentration classes. This adds one year to the full-time MBA.

**Concentrations**

Students will elect to pursue two concentrations. Students will chose one of four available computer science concentrations, where courses will be taken in the Khoury College of Computer Sciences. Students will also choose one of the nine available concentrations listed above for the full-time MBA. Students will choose their concentrations during the fall semester of their first year prior to spring semester registration in November. Students are encouraged to consult with their academic advisor throughout their program to ensure they are registered for the correct courses and that the requirements of the concentrations are met. Each concentration is 12 credits and consists of the following:

**Artificial Intelligence**

*Required (12 credits):*

CS 5100	Foundations of Artificial Intelligence (4 cr)
CS 6120	Natural Language Processing (4 cr)
CS 6140	Machine Learning (4 cr)

**Cybersecurity**

*Required (12 credits):*

CS 5770	Software Vulnerabilities and Security (4 cr)
CS 6750	Cryptography and Communications Security (4 cr)
CS 6760	Privacy, Security, and Usability (4 cr)

**Data Science**

*Required (12 credits):*

CS 5200	Database Systems Management (4 cr)
CS 6140	Machine Learning (4 cr)
CS 6220	Data Mining Techniques

**Software Development**

*Required (12 credits):*

CS 5500	Managing Software Development
CS 5610	Web Development Processing
CS 5520	Mobile Application Development

The curriculum is subject to change by D’Amore-McKim faculty. Please monitor the website for updates. Note that in any given term/year, only a subset of these electives will be available.

# Full-Time MBA x Design Communication

The full-time MBA x Design Communication program starts in the Fall Semester and is 55 credits. There are 16 credits of core coursework and 24 credits of concentration coursework. One concentration will be completed within DMSB, and the other concentration will be completed within the College of Arts, Media, & Design. Students must also take 15 elective credits, of which 3 credits must be experiential in nature. Most elective credits are taken in the evening or on Saturdays. Students may receive Transfer credit of up to 9 credits. A grade point average of 3.000 is required for graduation.

## Concentrations

Students will elect to pursue two concentrations. Students will chose one of four available design communication concentrations, where courses will be taken in the College of Arts, Media, and Design. Students will also choose one of the nine available concentrations listed above for the full-time MBA. Students will choose their concentrations during the fall semester of their first year prior to spring semester registration in November. Students are encouraged to consult with their academic advisor throughout their program to ensure they are registered for the correct courses and that the requirements of the concentrations are met. Each concentration is 12 credits and consists of the following:

### Data Visualization

*Required (8 credits):*

ARTG 5150/5151	Information Visualization Principles & Practices
ARTG 5330	Visualization Technologies 1

*Electives (4 credits, select one):*

ARTG 5310	Visual Cognition
ARTG 6110	Information Design Theory & Critical Thinking
ARTG 6330	Information Design Mapping Strategies

### Experience Design

*Required (8 credits):*

ARTG 5610	Design Systems
ARTG 6310	Design for Behavior and Experience

*Electives (4 credits, select one):*

ARTG 5600	Experience Design Studio 1: Principles
ARTG 5620	Notational Systems for Experience
ARTG 5640	Prototyping for Experience Design

### Game Design & Analytics

*Required (8 credits):*

GSND 5110	Game Design & Analysis
GSND 6350	Data-Driven Player Modeling

*Electives (4 credits, select one):*

GSND 6320	Psychology of Play
GSND 6330	Player Experience
GSND 6340	Biometrics for Design

### **Media Innovation & Advocacy**

*Required (8 credits):*

JRNL 5400	Media & Advocacy in Theory & Practice
JRNL 6340	Fundamentals of Digital Journalism

*Electives (4 credits, select one):*

ARTG 5150/5151	Information Visualization Principles & Practices
JRNL 5311	Design for Storytelling
JRNL 6305	Topics in Contemporary Journalism & Media
JRNL 6341	Telling Your Story With Data

The curriculum is subject to change by D’Amore-McKim faculty. Please monitor the website for updates. Note that in any given term/year, only a subset of these electives will be available.

## **Full-Time MBA x Life Sciences**

The full-time MBA x Life Sciences program starts in the Fall Semester and is 55 credits. There are 16 credits of core coursework and 24 credits of concentration coursework. One concentration will be completed within DMSB, and the other concentration will be completed within the College of Science. Students must also take 15 elective credits, of which 3 credits must be experiential in nature. Most elective credits are taken in the evening or on Saturdays. Students may receive Transfer credit of up to 9 credits. A grade point average of 3.000 is required for graduation.

### **Concentrations**

Students will elect to pursue two concentrations. Students will choose one of four available design communication concentrations, where courses will be taken in the College of Science. Students will also choose one of the nine available concentrations listed above for the full-time MBA. Students will choose their concentrations during the fall semester of their first year prior to spring semester registration in November. Students are encouraged to consult with their academic advisor throughout their program to ensure they are registered for the correct courses and that the requirements of the concentrations are met. Each concentration is 12 credits and

consists of the following:

### **Biotechnology Industry**

*Required (11 credits):*

BIOT 5120	Introduction to Biotechnology
BIOT 5631	Cell Culture Process for Biopharmaceutical Production
BIOT 6214	Experimental Design & Biostats (2 cr)
CHEM 7317	Analytical Biotechnology

*Electives (1 credit, select one):*

Any graduate level BUSN course (1 cr).

### **Bioinformatics**

*Required (12 credits):*

BINF 6308	Bioinformatics Computational Methods 1
BINF 6309	Bioinformatics Computational Methods 2
BINF 7385	Bioinformatics Programming

The curriculum is subject to change by D'Amore-McKim faculty. Please monitor the website for updates. Note that in any given term/year, only a subset of these electives will be available.



# Part-Time MBA Program

Students enter the part-time MBA program in either the Fall semester or the Spring semester. There are 33 credits of required courses and 27 credits of elective courses for a total of 60 credits. Students may receive Waiver and/or Transfer credit of up to 20 credits (transfer credit is limited to 9 credits). Consult the Waiver Guidelines in Appendix A, page 78. A grade point average of 3.000 is required for graduation. A number of elective concentrations are available.

## Required Courses (33 credits)

ACCT 6200	Financial Reporting and Managerial Decision Making 1	3 cr
ACCT 6201	Financial Reporting and Managerial Decision Making 2	1.5 cr
HRMG 6200	Managing People and Organizations	3 cr
INTB 6200	Managing the Global Enterprise	3 cr
MGSC 6204	Managing Information Resources	1.5 cr
SCHM 6201	Operations and Supply Chain Management	3 cr
MKTG 6200	Creating and Sustaining Customer Markets	3 cr
MECN 6200	Global Competition and Market Dominance	3 cr
FINA 6200	Value Creation Through Financial Decision Making	3 cr
MGSC 6200	Information Analysis	3 cr
STRT 6200	Strategic Decision Making in a Changing Environment	3 cr
ENTR 6200	Enterprise Growth and Innovation	3 cr

Elective courses - 27 credits. Elective courses are either 1 or 3 credits. Of the 27 elective credits, no more than 6 can be drawn from one-credit courses.

Part-Time MBA students typically follow a three-year academic plan, based on the semester in which the student enters. To the extent a student deviates from the sequence, the Graduate School cannot guarantee that required courses will be available in a given semester. Students are encouraged to consult with their academic advisor throughout their program to ensure they are registered for the correct courses and that future courses are planned appropriately.

**Typical 3-year Fall term start  
one**

<b>Fall term</b>	
ACCT 6200	3 credits
HRMG 6200	3 credits
<b>Spring term</b>	
ACCT 6201	1.5 credits
MGSC 6204	1.5 credits
MGSC 6200	3 credits
<b>Summer 1 term</b>	
SCHM 6201	3 credits
INTB 6200	3 credits
<b>Summer 2 term</b>	
Elective	3 credits

**Year two**

<b>Fall term</b>	
MKTG 6200	3 credits
MECN 6200	3 credits
<b>Spring term</b>	
FINA 6200	3 credits
ENTR 6200	3 credits
<b>Summer 1 term</b>	
Elective	3 credits
Elective	3 credits
<b>Summer 2 term</b>	
Elective	3 credits

**Year three**

<b>Fall term</b>	
STRT 6200	3 credits
Elective	3 credits
<b>Spring term</b>	
Elective	3 credits
Elective	3 credits
<b>Summer 1 term</b>	
Elective	3 credits
Elective	3 credits

**Typical 3-year Spring term start Year  
one**

<b>Spring term</b>	
ACCT 6200	3 credits
HRMG 6200	3 credits
<b>Summer 1 term</b>	
ACCT 6201	1.5 credits
MGSC 6204	1.5 credits
MGSC 6200	3 credits
<b>Fall term</b>	
SCHM 6201	3 credits
INTB 6200	3 credits

**Year two**

<b>Spring term</b>	
MKTG 6200	3 credits
MECN 6200	3 credits
<b>Summer 1 term</b>	
Elective	3 credits
Elective	3 credits
<b>Summer 2 term</b>	
Elective	3 credits
<b>Fall term</b>	
FINA 6200	3 credits
ENTR 6200	3 credits

**Year three**

<b>Spring term</b>	
STRT 6200	3 credits
Elective	3 credits
<b>Summer 1 term</b>	
Elective	3 credits
Elective	3 credits
<b>Summer 2 term</b>	
Elective	3 credits
<b>Fall term</b>	
Elective	3 credits
Elective	3 credits

## Online MBA Courses

Part-time MBA students are allowed to take up to five online elective courses towards their degree. These courses must be taken after they complete all core classes. Since online courses are five-week intensive classes, part-time students are unable to register for an on-campus semester long course at the same time.

## Elective Concentrations

Students in the Part-Time MBA program may choose electives to specialize in an area of concentration within their MBA program. Concentrations require 9 credits (unless noted otherwise) of course work as outlined below. Students may apply for up to two concentrations. An individual course may only count toward a single concentration.

### Corporate Finance

FINA 6205	Financial Strategy (Required)	3 cr
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Select 6 credits from these courses:

FINA 6204	International Financial Management	3 cr
FINA 6207	Financial Modeling	3 cr
FINA 6213	Investment Banking	3 cr
FINA 6214	Mergers and Acquisitions	3 cr
FINA 6215	Business Turnarounds	3 cr
FINA 6216	Valuation and Value Creation	3 cr
FINA 6221	Entrepreneurial Finance	3 cr
FINA 6231	Disrupting Finance and Insurance	3 cr
FINA 6260	Entrepreneurial Fin, Innovation Valuation and Private Equity	3 cr

### Investments

FINA 6203	Investment Analysis (Required)	3 cr
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Select 6 credits from these courses:

FINA 6207	Financial Modeling	3 cr
FINA 6211	Financial Risk Management	3 cr
FINA 6212	Fixed Income Securities and Risk	3 cr
FINA 6213	Investment Banking	3 cr
FINA 6217	Real Estate Finance and Investment	3 cr
FINA 6218	Personal Financial Planning	3 cr
FINA 6219	Portfolio Management	3 cr
FINA 6292	Advanced Topics in Finance	3 cr

### Mutual Fund Management

FINA 6203	Investment Analysis (Required)	3 cr
FINA 6219	Portfolio Management (Required)	3 cr

Complete one of the following elective courses:

FINA 6360	Mutual Fund Management for Analysts OR	1 cr
FINA 6361	Fund Management for Managers	1 cr
(Three credits required for course credit, at least one credit must be from FINA 6361)		

### **Corporate Renewal**

Select 9 credits from these courses:

ENTR 6214	Social Enterprise	3 cr
ENTR 6224	Intellectual Property/Other Legal Aspects of Business and Innovation	3 cr
FINA 6215	Business Turnarounds	3 cr
FINA 6216	Valuation and Value Creation	3 cr
HRMG 6212	Creating an Innovative Organization	3 cr
HRMG 6218	Great Companies	3 cr
HRMG 6213	Leadership	3 cr
MGMT 6210	Law for Managers and Entrepreneurs	3 cr
MGMT 6214	Negotiations	3 cr
MKTG 6214	New Product Development	3 cr
MKTG 6216	Market Focused Strategy	3 cr

### **Supply Chain Management**

Select 9 credits from these courses:

SCHM 6211	Logistics and Transportation Management	3 cr
SCHM 6213	Global Supply Chain Strategy	3 cr
SCHM 6214	Sourcing and Procurement	3 cr
SCHM 6215	Supply Chain Analytics	3 cr
SCHM 6221	Sustainability and Supply Chain Management	3 cr
SCHM 6223	Managing Health Care Supply Chain Operations	3 cr
SCHM 6224	Demand Planning and Forecasting	3 cr

### **International Business**

INTB 6212	Cultural Aspects of International Business (Required)	3 cr
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Select 6 credits from these courses:

FINA 6204	International Finance Management	3 cr
INTB 6217	Creating Sustainable Competitive Advantage Through Global Innovation	3 cr
INTB 6224	Competing to Win in Emerging Markets	3 cr
INTB 6226	Becoming a Global Leader	3 cr

INTB 6230	International Field Study	3 cr
INTB 6232	Doing Business in Emerging Markets	3 cr
MKTG 6212	International Marketing	3 cr
SCHM 6213	Global Supply Chain Strategy	3 cr
ENTR 6225	Corporate Entrepreneurship through Global Growth/Acquisitions/Alliances	3 cr

### **Marketing**

Select 9 credits from these courses:

MKTG 6210	Marketing Research	3 cr
MKTG 6212	International Marketing	3 cr
MKTG 6214	New Product Development	3 cr
MKTG 6216	Market Focused Strategy	3 cr
MKTG 6218	Marketing in the Service Sector	3 cr
MKTG 6222	Digital Marketing	3 cr
MKTG 6223	Brand and Advertising Management	3 cr
MKTG 6224	B2B and Strategic Sales	3 cr
MKTG 6226	Consumer Behavior	3 cr
MKTG 6234	Marketing Analytics	3 cr
MKTG 6260	Special Topics in Marketing Analytics	3 cr

### **Entrepreneurship**

Select 9 credits from these courses:

ENTR 6212	Business Planning for New Ventures	3 cr
ENTR 6214	Social Enterprise	3 cr
ENTR 6218	Business Model Design and Innovation	3 cr
ENTR 6219	Financing Ventures from Early Stages to Exit	3 cr
ENTR 6220	Family Business Leadership and Governance	3 cr
ENTR 6222	Competing in Dynamic, Innovation-Driven Markets	3 cr
ENTR 6224	Intellectual Property/Other Legal Aspects of Business Innovation	3 cr
ENTR 6225	Corporate Entrepreneurship through Global Growth/Acquisitions/Alliances	3 cr
ENTR 6230	Platform Innovation	3 cr
TECE 6300	Managing a Technology-Based Business	3 cr
MKTG 6214	New Product Development	3 cr

## Technological Entrepreneurship

Select 9 credits from these courses:

ENTR 6212	Business Planning for New Ventures	3 cr
ENTR 6219	Financing Ventures from Early Stage to Exit	3 cr
ENTR 6224	Intellectual Property/Other Legal Aspects of Bus. Innov.	3 cr
FINA 6225	Entrepreneurial Finance for High-Tech Companies	3 cr
TECE 6222	Emerging and Disruptive Technologies	3 cr
TECE 6230	Entrepreneurial Marketing and Selling	3 cr
TECE 6250	Lean Design and Development	3 cr
TECE 6300	Managing Technology-Based Business	3 cr
TECE 6340	The Technical Entrepreneur as Leader	3 cr
FINA 6260	Entrepreneurial Finance, Innovation, Valuation, and Private Equity	3 cr

## Health Care Management (12 credits required)

HINF 5105	The American Healthcare System (Required)	3 cr
STRT 6220	Strategic Mgmt for Healthcare Organizations (Required)	3 cr
HRMG 6220	Health Organization Management (Required)	3 cr

Select 3 credits from these courses:

PHTH 5234	Economic Perspectives on Health Policy	3 cr
PHTH 5232	Evaluating Healthcare Quality	3 cr
HINF 5101	Introduction to Health Informatics and Health Info	3 cr
SCHM 6223	Managing Healthcare Supply Chain Operations	3 cr
FINA 6220	Health Care Finance	3 cr

Note that groups offering specializations may periodically modify specialization courses.

## Access to the Graduate Career Center

Students in the Part-Time MBA program immediately have access to online research tools, Career Clips videos, and a comprehensive career management manual.

- Career Expos – You will be eligible to attend MBA Career Expos both on campus and virtually.
- Networking Events, Webinars and Employer Events – You will have access to these events. Schedules will be posted in the newsletter. Registration will be required.

Students also have access to individual career services once they have completed at least 50% of their program and must be in good academic standing. Once the Career Center receives confirmation from your advisor that you are eligible for services you

can work with the Career Center as follows:

- Career Advisor – Work with a career advisor for resume review, cover letter review, job search strategy, networking strategy, etc.
- Access to Job Postings – Once your advisor approves your final resume you will be granted access to the Northeastern job posting system so you can post your resume and apply for posted positions.

## MS in Innovation

The Master of Science in Innovation is a part-time program offered 100% online and is designed specifically for working professionals who want to become innovation leaders. The program covers the fundamentals of innovation in business from multiple perspectives by using case studies and experiential innovation projects. The program starts in January.

### Required Courses

MGMT 6280	Innovation for Next-Generation Products and Systems	3 cr
MKTG 6280	Gaining Customer Insight	3 cr
ACCT 6280	Planning and Budgeting for Innovation	3 cr
MKTG 6283	Marketing and Selling Innovation	3 cr
ENTR 6217	Lean Innovation	3 cr
ENTR 6222	Competing in Dynamic, Innovation-Driven Markets	3 cr
FINA 6284	Financing Innovation and Growth	3 cr
HRMG 6280	The Human Side of Innovation	3 cr
MGSC 6281	Service Innovation and Management	3 cr
ENTR 6225	Corporate Entrepreneurship through Global Growth, Acquisitions and Alliances	3 cr

### Access to the Graduate Career Center

Students in the MS in Innovation program immediately have access to online research tools, Career Clips videos, and a comprehensive career management manual.

- Career Expos – You will be eligible to attend MBA Career Expos both on campus and virtually.
- Networking Events, Webinars and Employer Events – You will have access to these events. Schedules will be posted in the newsletter. Registration will be required. Job search webinars are available on our website. All DMSB students are eligible to participate in Career Center Career Expos, workshops, webinars, and networking events. Communication of these events will be sent to your husky email.

Students also have access to individual career services once they have completed at

least 50% of their program and must be in good academic standing. Once the Career Center receives confirmation from you advisor that you are eligible for services you can work with the Career Center as follows:

- Career Advisor – Work with a career advisor for resume review, cover letter review, job search strategy, networking strategy, etc.
- Access to Job Postings – Once your advisor approves your final resume you will be granted access to the Northeastern job posting system so you can post your resume and apply for posted positions.

## MS in Quantitative Finance (MSF) Program – Full-Time Day

The MSF Day Track requires 30 credits, and is a lock-step cohort program, beginning in September and ending the following August. This program integrates economics, mathematics, and computer science with financial theory and application, preparing you to pursue new and emerging positions in the financial industry that require great analytical rigor and fintech expertise.

Students may only complete this program as a 12-month track and on a full time basis. Participation in a corporate residency or co-op is not possible in this program.

Students are required to complete 30 credits and maintain a grade point average of 3.000, which is required for graduation.

### MS in Quantitative Finance Full-Time Curriculum:

#### *Required Course Work*

FINA 6331	Corporate Finance	3 cr
FINA 6332	Fundamentals of Financial Math & Financial Markets	3 cr
FINA 6203	Investment Analysis	3 cr
FINA 6333	Data Analytics in Finance	3 cr
FINA 6334	Empirical Methods in Finance	3 cr
FINA 6335	Derivatives and Risk Analysis	3 cr

#### *Complete four FINA electives\*: [a sampling of previous offerings]*

FINA 6207	Financial Modeling	3 cr
FINA 6211	Financial Risk Management	3 cr
FINA 6212	Fixed Income Securities and Risk	3 cr
FINA 6214	Mergers and Acquisitions	3 cr
FINA 6217	Real Estate Finance and Investment	3 cr



FINA 6219	Quantitative Portfolio Management	3 cr
FINA 6260	Entrepreneurial Finance, Innovation Valuation, Private Equity	3 cr
FINA 6292	Advanced Topics in Finance	3 cr
BUSN 6200	Career Management	0 cr

*\*Finance elective offerings vary at the discretion of the finance department.*

*Electives offered outside of D'Amore-McKim:*

CS 5100	Foundations of Artificial Intelligence	4 cr
CS 5200	Database Management Systems	4 cr
ECON 5140	Applied Econometrics	4 cr

### **Access to the Graduate Career Center**

Students in the Day MSF program will work closely with the Career Center Staff.

Students in good academic standing can work with the Career Center as follows:

- Career Management Class – You may elect to enroll into a career management class with the Career Center team to address your job search tools, skills and preparation.
- Career Advisor – Work with a career advisor for resume review, cover letter review, job search strategy, networking strategy, etc.
- Access to Job Postings – Once your advisor approves your final resume you will be granted access to the Northeastern job posting system so you can post your resume and apply for posted positions.
- Career Expos – You will be eligible to attend MBA Career Expos both on campus and virtually.
- Networking Events, Webinars and Employer Events – You will have access to these events. Schedules will be posted in the newsletter. Registration will be required.

## **MS in Finance (MSF) Program – Evening**

The Master of Science in Finance program requires 30 credits, 18 credits of required courses and 12 credits of electives (three credits may be non-finance electives).

Students interested in pursuing the Chartered Financial Analyst (CFA) or Certified Financial Planner (CFP) designations should select appropriate electives.

Students begin the program in the Fall term. Students may complete the program on a full-time or part-time basis. Participation in a corporate residency, coop or internship is not possible in this program.

Students may receive waiver and/or transfer credit for up to 9 credits. A minimum of

21 credits must be taken within the D’Amore-McKim School of Business. A grade point average of 3.000 is required for graduation.

Required Courses (18 credits)

FINA 6201*	Financial Theory and Policy	3 cr
FINA 6202	Analysis of Financial Institutions and Markets	3 cr
FINA 6203	Investment Analysis	3 cr
FINA 6204	International Finance Management	3 cr
FINA 6205	Financial Strategy	3 cr
FINA 6206	Finance Seminar	3 cr

*\*FINA 6200 may be substituted for FINA 6201*

Elective Courses (12 credits). Nine credits must be Finance courses. One three credit open elective from ACCT, ENTR, FINA, HRMG, INTB, MECN, MKTG, MGMT, SCHM, or STRT.

**Full-time MSF program plan:** (students may choose one of three tracks):

**Track 1: 10 Month Completion** (Fall, Spring and Summer 1 Terms)

<i>Fall Term</i>	<i>Spring Term</i>	<i>Summer 1 Term</i>
FINA 6201	FINA 6205	FINA 6204
FINA 6202	FINA 6206	Finance Elective
FINA 6203	Finance Elective	
Open Elective	Finance Elective	

Note: Students must select this option prior to the start of the Fall Term in order to be properly registered. The open elective may be finance or non-finance elective

**Track 2: 12 Month Completion** (Fall, Spring, Summer 1 and Summer 2 Terms)

<i>Fall Term</i>	<i>Spring Term</i>	<i>Summer 1 Term</i>
FINA 6201	FINA 6205	FINA 6204
FINA 6202	FINA 6206	Finance Elective
FINA 6203	Finance Elective	
	Finance Elective	<i>Summer 2 Term</i>
		Open Elective

### **Track 3: 16 Month Completion** (Fall, Spring and Fall Terms)

<i>Fall Term</i>	<i>Spring Term</i>	<i>Fall Term (2)</i>
FINA 6201	FINA 6205	FINA 6204
FINA 6202	Finance Elective	FINA 6206
FINA 6203	Finance Elective	Open Elective
	Finance Elective	

Note: This option provides for no classes during the Summer Term and students are expected to return home. For some students, FINA 6206 may be taken in the Spring Term and FINA 6205 in the second Fall Term.

#### **Part-time MSF program plan:**

<i>Fall Term (1)</i>	<i>Summer Term</i>	<i>Fall Term (2)</i>
FINA 6201	Finance Elective	FINA 6206
FINA 6202	Open Elective	Finance Elective

<i>Spring Term (1)</i>	<i>Spring Term (2)</i>
FINA 6203	FINA 6205
FINA 6204	Finance Elective

Note: For some students, FINA 6206 may be taken in the second Spring Term and FINA 6205 in the second Fall Term.

#### **Access to the Graduate Career Center**

Students in the Evening Master of Science in Finance program immediately have access to online research tools, Career Clips videos, and a comprehensive career management manual.

- Career Expos – You will be eligible to attend MBA Career Expos and will have an opportunity to include your resume in the resume books sent to employers in advance.
- Networking Events, Webinars and Employer Events – You will have access to these events. Schedules will be posted in the newsletter. Registration will be required. Job search webinars are available on our website. All DMSB students are eligible to participate in Career Center Career Expos, workshops, webinars, and networking events. Communication of these events will be sent to your husky email.

Students also have access to individual career services once they have completed at least 50% of their program and must be in good academic standing. Once the Career Center receives confirmation from you advisor that you are eligible for services you can work with the Career Center as follows:

- Career Advisor – Work with a career advisor for resume review, cover letter review, job search strategy, networking strategy, etc.
- Access to job postings – Once your advisor approves your final resume you will be granted access to the Northeastern job posting system so you can post your resume and apply for posted positions.

## Full-Time MS in Finance/MBA Program

Students may be admitted to the MSF/MBA program at the point of their initial enrollment in the Graduate School of Business Administration or may petition to change into the MSF/MBA program from either the MBA or the MSF programs (see details on page 52). The MSF/MBA Program requires 67 credits versus 85 to earn the two degrees separately (Full-Time MBA requires 55 credits. MSF requires 30 credits). Once either the MBA or the MSF has been awarded, it is not possible to apply for the joint degree.

The Full-Time MSF/MBA program requirement of 67 credits consists of all the required courses in the Full-Time MBA program, required finance courses, concentration courses, and electives.

Students may receive Waiver and/or Transfer credit of up to 20 credits (transfer credit is limited to 9 credits). A grade point average of 3.000 is required for graduation.

### Curriculum for Full-time MSF/MBA:

Full-Time MBA required core coursework as detailed starting on <b>page 5</b> :	16 cr
Required finance courses	12 cr

FINA 6320	Advanced Financial Management	3 cr
FINA 6204	International Financial Management	3 cr
FINA 6205	Financial Strategy	3 cr
FINA 6206	Finance Seminar	3 cr

Finance electives:	12 cr
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MECN 6200	Global Competition & Market Dominance	3 cr
<i>*required for finance electives</i>		

Concentration electives:	12 cr
Select from Business Analytics (recommended), Corporate Innovation & Venturing, Entrepreneurship, Healthcare Management, International Business, Leading People & Organizations, Marketing, and Supply Chain Management	

Open electives:	15 cr
6 credits must be interdisciplinary (outside DMSB)	
3 credits must be experiential in nature	
<b>Total credits:</b>	<b>67 cr</b>

## Evening MS in Finance/MBA Program

Students may be admitted to the MSF/MBA program at the point of their initial enrollment in the Graduate School of Business Administration or may petition to change into the MSF/MBA program from either the MBA or the MSF programs (see details on page 52). The MSF/MBA Program requires 72 credits versus 90 to earn the two degrees separately (MBA requires 60 credits. MSF requires 30 credits). Once either the MBA or the MSF has been awarded, it is not possible to apply for the joint degree.

The MSF/MBA program requirement of 72 credits consists of all the required courses in the Part-Time MBA program, four of the six required courses in the MSF program as listed below, and electives.

Students may receive Waiver and/or Transfer credit of up to 20 credits (transfer credit is limited to 9 credits). A grade point average of 3.000 is required for graduation.

### Curriculum for Evening MSF/MBA:

All required courses in the Part-Time MBA as detailed starting on <b>page 12:</b>	33 cr
And the following Finance courses:	

FINA 6203	Investment Analysis	3 cr
FINA 6204	International Financial Management	3 cr
FINA 6205	Financial Strategy	3 cr
FINA 6206	Finance Seminar	3 cr

And the following elective requirements:	
Finance electives	12 cr
Business electives (may be Finance courses)	15 cr

<b>Total credits:</b>	<b>72 cr</b>
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## MS in International Management (MSIM) Program

The Master of Science in International Management program requires 30 credits: 21 credits of required graduate business courses; a 3 credit International Field Study Course and 6 credits of electives; which may be MBA, sociology, or political science curriculum.

Students begin the program in the Fall term. Students may complete the program on a

full-time (2 full semesters and both summer terms) or part-time basis (4 full semesters). Participation in a corporate residency is not possible in this program.

Students may receive waiver and/or transfer credit for up to 9 credits. A minimum of 21 credits must be taken within the D’Amore-McKim School of Business. A grade point average of 3.000 is required for graduation.

**Graduate Business Requirements**

The following Graduate Business courses are required:

FINA 6204	International Finance Management	3 cr
FINA 6209	Introduction to International Accounting and Finance	3 cr
INTB 6200	Managing the Global Enterprise	3 cr
INTB 6226	Becoming a Global Leader	3 cr
MECN 6203	Global Managerial Economics	3 cr
MKTG 6206	International Marketing	3 cr
SCHM 6213	Global Supply Chain Management	3 cr

**International Field Study Requirement**

INTB 6230	International Field Study	3 cr
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**Electives (6 credits)**

Complete 6 semester hours from the following subject areas:

ACCT, BUSN, ENTR, FINA, HRMG, INTB, STRT, TECE, MECN, MKTG, MGMT, MGSC, SCHM

Students may also consider political science or sociology courses.

**Access to the Graduate Career Center**

Students in the MSIB program immediately have access to online research tools, Career Clips videos, and a comprehensive career management manual.

- Career Expos – You will be eligible to attend MBA Career Expos both on campus and virtually.
- Networking Events, Webinars and Employer Events – You will have access to these events. Schedules will be posted in the newsletter. Registration will be required. Job search webinars are available on our website. All DMSB students are eligible to participate in Career Center Career Expos, workshops, webinars, and networking events. Communication of these events will be sent to your husky email.

Students also have access to individual career services once they have completed at least 50% of their program and must be in good academic standing. Once the Career Center receives confirmation from you advisor that you are eligible for services you can work with the Career Center as follows:

- Career Advisor – Work with a career advisor for resume review, cover

letter review, job search strategy, networking strategy, etc.

- Access to Job Postings – Once your advisor approves your final resume you will be granted access to the Northeastern job posting system so you can post your resume and apply for posted positions.

## MS in Technological Entrepreneurship (MSTE) Program

The Master of Science in Technological Entrepreneurship program requires 30 credits: 27 credits of required courses and 3 elective credits. Students begin the program in the Fall term. Students may complete the program on a full-time (10 months - Fall, Spring and Summer 1) or part-time basis (22 months - 4 full semesters and two summer terms). Participation in a co-op or corporate residency is not possible in this program.

Students may receive waiver and/or transfer credit for up to 9 credits. A minimum of 21 credits must be taken within the D'Amore-McKim School of Business. A grade point average of 3.000 is required for graduation.

### Required Courses (27 credits)

ENTR 6200	Enterprise Growth and Innovation	3 cr
ENTR 6212	Business Planning for New Ventures	3 cr
ENTR 6218	Business Model Design and Innovation	3 cr
ENTR 6219	Financing Ventures from Early Stage to Exit	3 cr
TECE 6222	Emerging and Disruptive Technologies	3 cr
TECE 6230	Entrepreneurial Marketing and Selling	3 cr
TECE 6250	Lean Design and Development	3 cr
TECE 6300	Managing a Technology-Based Business	3 cr
TECE 6340	The Tech. Entrepreneur as Leader	3 cr

### Elective (3 credits)

Complete one course (3 credits) in one of the following subject areas: ACCT, BUSN, ENTR, FINA, HRMG, INTB, MECN, MKTG, MGMT, SCHM, STRT, or TECE

### Access to the Graduate Career Center

Students in the MSTE program immediately have access to online research tools, Career Clips videos, and a comprehensive career management manual.

- Career Expos – You will be eligible to attend MBA Career Expos and will have an opportunity to include your resume in the resume books sent to employers in advance.
- Networking Events, Webinars and Employer Events – You will have access to these events. Schedules will be posted in the newsletter. Registration will be required. Job search webinars are available on our website. All DMSB

students are eligible to participate in Career Center Career Expos, workshops, webinars, and networking events. Communication of these events will be sent to your husky email.

Students also have access to individual career services once they have completed at least 50% of their program and must be in good academic standing. Once the Career Center receives confirmation from you advisor that you are eligible for services you can work with the Career Center as follows:

- Career Advisor – Work with a career advisor for resume review, cover letter review, job search strategy, networking strategy, etc.
- Access to Job Postings – Once your advisor approves your final resume you will be granted access to the Northeastern job posting system so you can post your resume and apply for posted positions.

## Full-Time MS in Business Analytics (MSBA)

The Master of Science in Business Analytics is a fully online program with no campus residency requirements. The program consists of 30 credits of required curriculum. Courses are offered in a back-to-back format. A grade point average of 3.000 is required for graduation. Participation in a co-op or corporate residency is not possible in this program.

### Required Courses

MISM 6200	Intro to Business Analytics	3 cr
MISM 6202	Foundations of Data Analysis for Business	3 cr
MISM 6203	Business Analytics Methods	3 cr
MISM 6210	Information Visuals & Dashboards for Business	3 cr
MISM 6212	Data Mining & Machine Learning for Business	3 cr
MISM 6213	Business Information Design, Quality, & Strategy	3 cr
MISM 6214	Business Analytics Capstone	3 cr

### Elective Options

MKTG 6200	Creating and Sustaining Customer Markets	3 cr
MKTG 6210	Marketing Research	3 cr
MKTG 6232	Engaging Customers and Markets	3 cr
MKTG 6234	Marketing Analytics	3 cr
MKTG 6294	Customer-Centric Research Methods for Marketing	3 cr
MKTG 6295	Customer Performance Modeling	3 cr
STRT 6210	Workforce Metrics and Analytics	3 cr
HRMG 6223	Global Talent Management	3 cr



## Online MS in Business Analytics (MSBA)

The Master of Science in Business Analytics is a fully online program with no campus residency requirements. The program consists of 30 credits of required curriculum. Courses are offered in a back-to-back format. A grade point average of 3.000 is required for graduation. Participation in a co-op or corporate residency is not possible in this program.

### Required Courses

MISM 6200	Intro to Business Analytics	3 cr
MISM 6202	Foundations of Data Analysis for Business	3 cr
MISM 6203	Business Analytics Methods	3 cr
MKTG 6232	Engaging Customers & Markets	3 cr
MISM 6210	Information Visuals & Dashboards for Business	3 cr
MKTG 6294	Customer Centric Research Methods	3 cr
MISM 6212	Data Mining & Machine Learning for Business	3 cr
MKTG 6295	Customer Performance Modeling	3 cr
MISM 6213	Business Information Design, Quality, & Strategy	3 cr
MISM 6214	Business Analytics Capstone	3 cr

### Access to the Graduate Career Center

Students in the MSBA program immediately have access to online research tools, Career Clips videos, and a comprehensive career management manual.

- Career Expos – You will be eligible to attend MBA Career Expos and will have an opportunity to include your resume in the resume books sent to employers in advance.
- Networking Events, Webinars and Employer Events – You will have access to these events. Schedules will be posted in the newsletter. Registration will be required. Job search webinars are available on our website. All DMSB students are eligible to participate in Career Center Career Expos, workshops, webinars, and networking events. Communication of these events will be sent to your husky email.

Students also have access to individual career services once they have completed at least 50% of their program and must be in good academic standing. Once the Career Center receives confirmation from you advisor that you are eligible for services you can work with the Career Center as follows:

- Career Advisor – Work with a career advisor for resume review, cover letter review, job search strategy, networking strategy, etc.
- Access to Job Postings – Once your advisor approves your final resume you will be granted access to the Northeastern job posting system so

you can post your resume and apply for posted positions.

## Online MBA (OMBA)

The Northeastern University Online MBA is a fully online program with no campus residency requirements. Students may enter the program at one of nine start dates per academic year. By adhering to a schedule established at the semester of entry, the program may be completed in as little as 24 months. Students in the OMBA are classified as part-time and participate in one course at a time; completing core courses in the first year and capstone and elective courses in the second year. Once students matriculate they must complete the program in the online format.

Students may receive waiver and/or transfer credit for up to 15 credits (transfer credit is limited to 9 credits). A minimum of 35 credits must be taken within the D'Amore-McKim School of Business. Consult the Waiver Guidelines in Appendix A, page 76. A grade point average of 3.000 is required throughout the program.

### Concentrations

In their second year, students may choose up to two concentrations from the following: Finance, Healthcare Management, High Technology Management, Innovation Entrepreneurship, International Management, Marketing, Supply Chain Management, and Sustainability. Some concentrations have required courses; students should speak with an advisor for more information.

### Dual Online MBA/Online Master of Science in Finance (Dual OMBA/OMSF)

Second year students are eligible to apply for the Dual MBA/MSF. The dual degree is reflected on the transcript and diploma. For additional information refer to the Online Dual MBA/MSF section.

### Online MBA Academic Plan

#### Required Courses

ACCT 6272	Financial Statement Preparation and Analysis	2.25 cr
ACCT 6273	Identifying Strategic Implications in Accounting Data	2.25 cr
HRMG 6200	Managing People and Organizations	3 cr
INTB 6200	Managing the Global Enterprise	3 cr
MGMT 6213	Managing Ethics in the Workplace and Marketplace	2 cr
MKTG 6200	Creating and Sustaining Customer Markets	3 cr
MECN 6200	Global Competition and Market Dominance	3 cr
FINA 6200	Value Creation through Financial Decision Making	3 cr
MGSC 6200	Information Analysis	3 cr
STRT 6200	Strategic Decision Making in a Changing Environment	3 cr

ENTR 6200	Enterprise Growth and Innovation	3 cr
MGSC 6204	Managing Information Resources	1.5 cr
SCHM 6201	Operations and Supply Chain Management	3 cr

Complete 15 semester hours from the following: ENTR, FINA, HRMG, INTB, MECN, MKTG, MGMT, MGSC, SCHM

Total Credits 50 cr

## Online MS in Finance (OMSF)

The Northeastern University Online Master of Science in Finance is a fully online program with no campus residency requirements. Students may enter the program at one of six start dates per academic year. By adhering to a schedule established at the semester of entry the program may be completed in as little as 16 months. Students in the OMSF are classified as part-time and participate in one course at a time; completing core courses in the first year and capstone and elective courses in the second year.

Once students matriculate they must complete the program in the online format.

Students may receive waiver and/or transfer credit for up to 9 credits. A minimum of 21 credits must be taken within the D'Amore-McKim School of Business. Consult the Waiver Guidelines in Appendix A, page 76. A grade point average of 3.000 is required throughout the program.

### Online MSF Academic Plan

#### Required Courses

FINA 6201	Financial Theory and Policy	3 cr
FINA 6202	Analysis of Financial Institutions and Markets	3 cr
FINA 6203	Investment Analysis	3 cr
FINA 6204	International Finance Management	3 cr
FINA 6205	Financial Strategy	3 cr
FINA 6206	Finance Seminar	3 cr

Complete 12 semester hours of electives from the following range:

FINA 6211- FINA 6219 12 cr

Total Credits 30 cr

## Online MS in Taxation (OMST)

The Northeastern University Online Master of Science in Taxation is a fully online

program with no campus residency requirements. Students may enter the program at one of six start dates per academic year. By adhering to a schedule established at the semester of entry the program may be completed in as little as 16 months. Students in the OMST are classified as part-time and participate in one course at a time; completing core courses in the first year and elective courses in the second year. Once students matriculate they must complete the program in the online format.

Students may receive waiver and/or transfer credit for up to 9 credits (waiver credit is limited to 6 credits). A minimum of 21 credits must be taken within the D’Amore-McKim School of Business. Consult the Waiver Guidelines in Appendix A, page 76. A grade point average of 3.000 is required throughout the program.

**Online MST Academic Plan**

Required Courses

ACCT 5230	Federal Tax Issues and Analysis	3 cr
ACCT 5232	Estate Gifts and Taxation	3 cr
ACCT 6231	Corporations and Shareholders	3 cr
ACCT 6292	Tax, Research, Practice, and Ethics	3 cr
ACCT 6235	Partners and Partnerships	3 cr

Complete 15 semester hours of electives from the following:  
Any within the range of: ACCT 6239- ACCT 6265

Total Credits 30 cr

**Dual Online MBA and MS in Finance (OMBA/OMSF) Degree**

The Northeastern University dual Online MBA/Master of Science in Finance is a fully online program with no campus residency requirements. The OMBA/OMSF is available to second year Online MBA students who have achieved a minimum of a 3.0 GPA and a B grade in ACCT 6272, ACCT 6273, and FINA 6200. Students may apply to the dual program at any point during their second year. The OMBA/OMSF can be completed in as little as 36 months. Once students matriculate they must complete the program in the online format. The dual degree is listed on both the transcript and the diploma.

Students may receive waiver and/or transfer credit for up to 15 credits (transfer credit is limited to 9 credits). A minimum of 47 credits must be taken within the D’Amore-McKim School of Business. Consult the Waiver Guidelines in Appendix A, page 76. A grade point average of 3.000 is required throughout the program.

**Online MBA/MSF Academic Plan**

Required Courses

ACCT 6272	Financial Statement Preparation and Analysis	2.25 cr
ACCT 6273	Identifying Strategic Implications in Accounting Data	2.25 cr

HRMG 6200	Managing People and Organizations	3 cr
INTB 6200	Managing the Global Enterprise	3 cr
MGMT 6213	Managing Ethics in the Workplace and Marketplace	2 cr
MKTG 6200	Creating and Sustaining Customer Markets	3 cr
MECN 6200	Global Competition and Market Dominance	3 cr
MGSC 6200	Information Analysis	3 cr
STRT 6200	Strategic Decision Making in a Changing Environment	3 cr
ENTR 6200	Enterprise Growth and Innovation	3 cr
MGSC 6204	Managing Information Resources	1.5 cr
SCHM 6201	Operations and Supply Chain Management	3 cr
FINA 6200	Value Creation through Financial Decision Making	3 cr
FINA 6203	Investment Analysis	3 cr
FINA 6204	International Finance Management	3 cr
FINA 6205	Financial Strategy	3 cr
FINA 6206	Finance Seminar	3 cr

Complete 9 semester hours of finance electives 9 cr

Complete 6 semester hours from the following subject areas:

MGSC, ENTR, FINA, HRMG, INTB, MECN, MKTG, MGMT, SCHM 6 cr

Total Credits 62 cr

## **Bachelor of Science in Business**

### **Administration/International Business/Master of Science in Finance (BSBA/BSIB/MSF) Program**

This program provides undergraduate Finance majors in the Northeastern University D'Amore-McKim School of Business the opportunity to earn both their BSBA and MSF in 5 years. The Master of Science in Finance portion of the program requires 30 credits, 15 credits of required courses and 15 credits of electives. Students interested in pursuing the Chartered Financial Analyst (CFA) or Certified Financial Planner (CFP) designations should select appropriate electives. Participation in a corporate residency, co-op or internship during the graduate portion of the program is not available. A grade point average of 3.000 is required throughout the program.

#### **Required Courses**

FINA 6202	Analysis of Financial Institutions and Markets	3 cr
FINA 6204	International Finance Management	3 cr
FINA 6205	Financial Strategy	3 cr
FINA 6206	Finance Seminar	3 cr
FINA 6219	Portfolio Management	3 cr

Finance Elective Courses	12 cr
Open Elective Courses	3 cr
<b>Total Credits</b>	<b>30 cr</b>

## Bachelor of Science in Business Administration/International Business/Master of Science in International Management (BSBA/BSIB/MIM) Program

This program provides undergraduate BSBA or BSIB majors in the Northeastern University D’Amore-McKim School of Business the opportunity to earn both their BSBA/BSIB and MIM in 5 years. The Master of Science in International Management portion of the program requires 30 credits, 15 credits of required courses and 15 credits of electives.

Participation in a corporate residency, co-op, or internship during the graduate portion of the program is not available. A grade point average of 3.000 is required throughout the program.

### Required Courses

INTB 6200	Managing the Global Enterprise	3 cr
MECN 6203	Global Managerial Economics	3 cr
ENTR 6200	Enterprise Growth and Innov.	3 cr
STRT 6213	Global Supply Chain Strategy	3 cr
INTB 6226	Beocming a Global Leader	3 cr

MIM Elective Courses	15 cr
<b>Total Credits</b>	<b>30 cr</b>

## JD/MBA Dual Degree Program

The JD/MBA program offers students an opportunity to obtain both the JD and MBA degrees in a full-time, four-year course of study, which includes four one-quarter co-op work experiences arranged through the law school co-op office. Starting in the fall term, students are enrolled in the School of Law for a total of three years and the D’Amore- McKim School of Business for one year. JD/MBA candidates complete three years of law school, taking a break after either year one or year two to complete one year of business school. Information detailing the three years of JD course work and co-op is available at the School of Law website.

The course work for the MBA year consists of 46 semester credits, comprised of the following coursework:

Full-time MBA required coursework (as detailed starting on <b>page 5</b> ):	16 cr
Concentration 1 electives:	12 cr
Select from Business Analytics, Corporate Innovation & Venturing, Entrepreneurship, Finance (Corporate or Innovative), Healthcare Management, International Business, Leading People & Organizations, Marketing, and Supply Chain Management	
Concentration 2 electives:	12 cr
Select from Business Analytics, Corporate Innovation & Venturing, Entrepreneurship, Healthcare Management, International Business, Leading People & Organizations, Marketing, and Supply Chain Management	
Open electives:	6 cr
3 credits must be experiential in nature	

**Total credits: 46 cr**

Administrative Law	Entertainment Law
Advanced Income Taxation	Environmental Decision-Making
Antitrust	Environmental Law
Banking Law	Health Law
Basic Income Taxation	Human Rights in the Global Economy
Bioethics and the Law	Intellectual Property
Business Bankruptcy	Intellectual Property Transactions
Collective Bargaining	Practice
Commercial Law: Bankruptcy	International Law
Commercial Law: Secured Transactions	International Business Transactions
Communications Law	International Intellectual Property Law
Computers, Technology, and the Law	International Tax and Business
Corporate Finance: Transactions	International Trade
Corporate Finance: Reorganizations	Internet Law
Corporate Taxation	Immigration Law
Corporations	Labor Arbitration Workshop
Employment Discrimination	Labor Law I
Employment Law	Labor Law II
	Land Use Planning
	Law of Financial Institutions

Modern Real Estate Development  
Negotiation  
Nonprofit Organizations  
Patent Law  
Securities Regulation

Seminar in Law and Political Economy  
Seminar in Law Practice Management  
Sports Law  
State and Local Taxation  
Trademark Law



# Nursing and Business Administration MS/MBA Program

To earn the Nursing and Business Administration MS/MBA degree, you must complete twelve courses in nursing and twelve in business administration. The nursing curriculum integrates a two-semester practicum with the theory and knowledge base appropriate to advanced roles of the nurse manager; the business courses cover the full complement of functional courses delivered in four years of part-time study, although you can take up to seven years to complete the program. All courses are offered late in the day or evening at the Boston campus.

## MBA Requirements

ACCT 6272	Financial Statement Preparation and Analysis	2.25 cr
ACCT 6273	Identifying Strategic Implications in Accounting Data	2.25 cr
ENTR 6200	Enterprise Growth and Innovation	3 cr
FINA 6200	Value Creation Through Financial Decision Making	3 cr
INTB 6200	Managing the Global Enterprise	3 cr
Business Electives		4 cr

ACCT 6272	Financial Statement Preparation and Analysis	2.25 cr
ACCT 6273	Identifying Strategic Implications in Accounting Data	2.25 cr
ENTR 6200	Enterprise Growth and Innovation	3 cr
FINA 6200	Value Creation Through Financial Decision Making	3 cr
INTB 6200	Managing the Global Enterprise	3 cr
Business Electives		4 cr

\*Note: Students may not take HRMG 6200 Managing People and Organizations or MGSC 6204 Managing Information Resources. The material in these courses is covered within the required nursing courses

# **GRADUATE SCHOOL OF PROFESSIONAL ACCOUNTING**

**412 Dodge Hall**

**617-373-3244**

**gsa@.northeastern.edu**

## **Master of Science in Accounting/MBA Program**

This 72-credit, full time, joint degree program is specifically designed for liberal arts and sciences and non-accounting majors who are interested in a business career. The 15 month, cohort program begins every June and includes a three month paid internship.

### **Degree Requirements**

All of the courses are required; there are no electives.

A maximum of 6 credits may be waived. Please see "Appendix A - General Waiver Guidelines (page 78)." All waiver requests must be presented to the Graduate School of Professional Accounting office no later than the conclusion of the first week of the semester. Instructor approval may be required. A grade point average of 3.000 is required for graduation.

#### *Summer Term I*

ACCT 6220	Corporate Financial Reporting and Decision Making 1	3 cr
ACCT 6221	Corporate Financial Reporting and Decision Making 2	6 cr
HRMG 6200	Managing People and Organizations	3 cr
MECN 6200	Global Competition and Market Dominance	3 cr
MGSC 6200	Information Analysis	3 cr
<i>Total credits:</i>		<i>18 cr</i>

#### *Fall Term*

ACCT 6217	Corporate Governance, Ethics, and Financial Reporting	3 cr
ACCT 6222	Corporate and Governmental/Non-Profit Financial Reporting and Decision Making	6 cr
ACCT 6223	Audit and Other Assurance Services	6 cr
ACCT 6224	Taxation of Individuals and Business Entities	6 cr
MGSC 6202	Introduction to Data Analytics for Accounting	3 cr
<i>Total credits:</i>		<i>24 cr</i>

#### *Spring Term*

BUSN 6364	3-month internship at accounting firm (January-March)	0 cr
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Students return to school in April

ACCT 6226	Strategic Cost Management	3 cr
SCHM 6201	Supply Chain Management	3 cr
<i>Total credits:</i>		<i>6 cr</i>

#### *Summer Term II*

ACCT 6227	Accounting for Business Combinations	3 cr
ACCT 6228	Contemporary Issues in Accounting Theory	3 cr

FINA 6200	Value Creation through Financial Decision-Making	3 cr
INTB 6200	Managing the Global Enterprise	3 cr
ENTR 6211	Entrepreneurship: Services and Retail Business Creation	3 cr
MKTG 6200	Creating and Sustaining Customer Markets	3 cr
STRT 6200	Strategic Decision Making in a Changing Environment	3 cr

*Total Credits:* **24 cr**

**Total program credits:** **72 cr**

## Master of Science in Accounting Program

The Master of Science in Accounting program is comprised of 30 credits and is approved by the Massachusetts State Board of Accountancy. The program is designed to be completed on a full-time basis. The majority of students follow a Summer/Fall curriculum plan.

Students will choose to specialize in either Audit or Tax, depending on their career path. Some of the Track Electives will include topics in Forensic Accounting or Auditing the High Tech Industry in the Audit Track, or State and Local Taxes or International Tax for those specializing in tax. A grade point average of 3.000 is required for graduation.

### Required Courses:

ACCT 6203	Business Entity Taxation	3 cr
ACCT 6204	Financial Reporting for Integrated Multinational Enterprises	3 cr
ACCT 6207	Contemporary and Emerging Issues in Financial	3 cr
ACCT 6216	Financial Reporting for Government & Non-Profit Organizations	2 cr
ACCT 6229	Accounting for Foreign Currency Transactions	1 cr
ACCT 6253	Ethics in Professional Accounting	3 cr

### Audit Track:

ACCT 6205	Auditing in a Big Data Environment	
ACCT 6217	Corporate Governance, Ethics and Financial	3 cr
ACCT 6254	Accounting Research and Communication	3 cr

### Taxation Track:

ACCT 6231	Corporations and Shareholders	3 cr
ACCT 6235	Partners and Partnerships	3 cr
ACCT 6254	Accounting Research and Communication	3 cr

## Track Electives

Complete two of the following courses:

ACCT 6239	State and Local Taxation	3 cr
ACCT 6240	International Taxation: Inbound Transactions	3 cr
ACCT 6246	Retirement Plans	3 cr
ACCT 6248	Income Taxation of Trusts and Estates	3 cr
ACCT 6255	Forensic Accounting	3 cr
ACCT 6256	Internal Audit	3 cr

**Total program credits:**

**30 cr**

## Master of Science in Taxation Program

The Master of Science in Taxation program requires 30 credits, 15 credits of required courses and 15 credits of electives. Students may begin the program in the Fall, Spring, or Summer terms. Most students complete the program within two years while working full-time.

Students may receive transfer credit for up to 9 credits. A minimum of 21 credits must be taken within the D'Amore-McKim School of Business. A grade point average of 3.000 is required for graduation.

Required courses:

ACCT 5230	Federal Tax Issues and Analysis	3 cr
ACCT 6231	Corporations and Shareholders	3 cr
ACCT 5232	Estate and Gift Taxation	3 cr
ACCT 6233	Tax Research Methodology	1.5 cr
ACCT 6234	Tax Practice, Procedures and Ethics	1.5 cr
ACCT 6235	Partners and Partnerships	3 cr
	<i>Total Required credits</i>	<i>15 cr</i>
	<i>MST Elective courses</i>	<i>15 cr</i>
	<b>Total Program credits</b>	<b>30 cr</b>

(Note: Electives for the MST degree are numbered ACCT 6236 through ACCT 6252. Students may take a maximum of 3 credits of non- tax electives towards completion of the MST degree.)

Students who are not admitted MST candidates must obtain permission from the GSPA office before registering for any MST designated courses. Students enrolled in the MST program may not register for online MST courses.

## **JD/MSA/MBA**

Law students with non-accounting undergraduate degrees are eligible for admission to a program leading to a concurrent JD/MSA/MBA. This degree combination is particularly effective preparation for those seeking careers in corporate practice, mergers and acquisitions, or taxation. The program enables students to earn these degrees in 45 months rather than the 48 months required if undertaken sequentially. Law students follow the regular program of the School of Law for two years and must apply to the Graduate School of Professional Accounting (GSPA) by January 15 of their second year. The summer and fall terms of the third year are academic terms in the GSPA; the spring term is spent on Corporate Residency at an accounting firm under the supervision of a staff attorney. The remaining summer term is devoted to further academic study in accounting and business. The fourth year consists of two terms of law school academic work and one co-op term.

## **CERTIFICATE PROGRAMS**

**350 Dodge Hall   gradcertificates@northeastern.edu   617-373-5992**

Certificate programs allow students the opportunity to earn graduate business level credit without enrolling in a degree program. To earn the certificate, a student must attain a final cumulative grade point average of at least 3.000 in the required certificate curriculum within a three-year period (two years for the online certificate). An individual course may only count toward a single certificate.

Courses completed with a grade of B or better may transfer into an MBA or other qualifying MS programs at Northeastern University. If you have questions about the certificate programs, visit the office at 350 Dodge Hall, call 617.373.5992, or email gradcertificates@northeastern.edu. Students in the certificate programs do not have access to the MBA Career Center but they can use central career services.

### **Graduate Certificate in Business Administration**

#### **Graduate Certificate in Business Administration – Customizable Track**

Students will earn their Graduate Certificate in Business Administration after completing minimum of 12 credits or maximum of 15 credits. They can take any available courses from the Part-time MBA schedule offered each semester. **Students must bear prerequisites in mind should they want to enroll in a class where prerequisites are required.** With the advice of administration and faculty, students tailor their own course of study either within a specific discipline or across disciplines. Students can design their own certificate by completing any courses from the MBA program (being mindful of prerequisites). *Note:* The part-time MBA track and the international student track require an additional 3 semester hours.

#### **Part-Time MBA Track**

This track is for students who are specifically interested in pursuing the Part-Time MBA upon completion of the certificate program. Upon successful completion of this track students are eligible to waive the GMAT/GRE requirement for admissions into the Part-time MBA, Part-time MBA/MS Finance programs. To be eligible for the GMAT/GRE waiver one must complete the prescribed graduate business courses listed below with a B or better in each class and earn a minimum cumulative grade-point average of 3.300. This track is not F1, student visa compliant.

#### **GENERAL REQUIREMENTS**

ACCT 6200	Financial Reporting and Managerial Decision Making 1	3 cr
ACCT 6201	Financial Reporting and Managerial Decision Making 2	1.5 cr
FINA 6200	Value Creation through Financial Decision Making	3 cr
HRMG 6200	Managing People and Organizations	3 cr
MGSC 6200	Information Analysis	3 cr
MGSC 6204	Managing Information Resources	1.5 cr
<b>Total Credits</b>		<b>15 cr</b>

## International Student Track

This track is an opportunity for international students to study full-time, earning 15 graduate credits over two consecutive semesters. Students must take the following five core MBA courses as they become available for this particular section and must be enrolled full-time in their first semester of study.

ACCT 6200	Financial Reporting and Managerial Decision Making 1	3 cr
ENTR 6200	Enterprise Growth and Innovation	3 cr
HRMG 6200	Managing People and Organizations	3 cr
INTB 6200	Managing the Global Enterprise	3 cr
MKTG 6200	Creating and Sustaining Customer Markets	3 cr
<b>Total Credits</b>		<b>15 cr</b>

## Graduate Certificate in Accounting and Financial Decision Making

The Graduate Certificate in Accounting and Financial Decision Making consists of 6 classes, earning students 15 graduate credits over the course of two to three semesters. Students must take four required courses and can supplement their certificate with two electives. Credits earned in this certificate program can be applied toward a Part-Time MBA, Part-Time MSF/MBA, and other MS programs at Northeastern University. This program is F1/student visa compliant only in the Summer and Fall. International students are not eligible to start this program in the Spring semester.

ACCT 6200	Financial Reporting and Managerial Decision Making 1	3 cr
ACCT 6201	Financial Reporting and Managerial Decision Making 2	1.5 cr
FINA 6219	Portfolio Management	3 cr
MGSC 6200	Information Analysis	3 cr

### Electives

MGSC 6204	Managing Information Resources	1.5 cr
Any 3 credit elective		

## Graduate Certificate in Corporate Finance

The Graduate Certificate in Corporate Finance consists of 4 to 5 classes, earning students 12 to 15 graduate credits over the course of three semesters or longer. Students must take one required course and can supplement their certificate with three or four electives. Credits earned in this certificate program can be applied toward a Part-Time MBA, Part-Time MSF/MBA, and other MS programs at Northeastern University. This program is not F1, student visa compliant.

### Required

FINA 6205	Financial Strategy	3 cr
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### **Electives**

FINA 6204	International Finance Management	3 cr
FINA 6213	Investment Banking	3 cr
FINA 6214	Mergers and Acquisitions	3 cr
FINA 6215	Business Turnarounds	3 cr
FINA 6216	Valuation and Value Creation	3 cr
FINA 6260	Entrepreneurial Finance, Innovation Valuation	3 cr

## **Graduate Certificate in Corporate Renewal**

The Graduate Certificate in Corporate Renewal consists of 4 to 5 classes, earning students 12 to 15 graduate credits over the course of two semesters or longer. Students must choose one of the three required courses and can supplement their certificate with three or four electives. Your electives will be based on the required course that you choose. Credits earned in this certificate program can be applied toward a Part-Time MBA, Part-Time MSF/MBA, and other MS programs at Northeastern University. This program is not F1, student visa compliant.

### **Required (select one)**

FINA 6200	Value Creation through Financial Decision Making	3 cr
HRMG 6200	Managing People and Organizations	3 cr
MKTG 6200	Creating and Sustaining Customer Markets	3 cr

### **Electives**

ENTR 6214	Social Enterprise	3 cr
FINA 6216	Valuation and Value Creation	3 cr
HRMG 6212	Creating an Innovative Organization	3 cr
HRMG 6218	Great Companies	3 cr
MGMT 6214	Negotiations	3 cr
MKTG 6214	New Product Development	3 cr
MKTG 6216	Market Focused Strategy	3 cr

## **Graduate Certificate in Healthcare Administration & Policy**

The Graduate Certificate in Healthcare Administration & Policy is an interdisciplinary certificate that consists of 4 to 5 classes, earning students minimum of 12 or maximum of 15 graduate credits over the course of three to four semesters. Students must take three required courses from D'Amore-McKim School of Business and Bouvé College of Health and Sciences. They can supplement their certificate with one or two additional business, law or health and science classes. Credits earned in this certificate program can be applied toward a Part-Time MBA, Part-Time MSF/MBA, and other MS programs at Northeastern University. This program is not F1, student visa compliant.



**Required**

HINF 5105	The American Healthcare System	3 cr
STRT 6220	Healthcare System	3 cr
HRMG 6220	Health Organization Management	3 cr

**Electives**

HINF 5101	Introduction to Health Informatics & Health Information	3 cr
LAW 7617	Economic Perspectives on Health Policy	4 cr
PHTH 5232	Evaluating Healthcare Quality	3 cr
SCHM 6223	Managing Healthcare Supply Chain Operations	3 cr

## Graduate Certificate in Innovation Management

The Graduate Certificate in Innovation Management consists of 4 to 5 classes, earning students minimum of 12 or maximum of 15 graduate credits over the course of one to three semesters. Students must take one required course and can supplement their certificate with three to four electives. Credits earned in this certificate program can be applied toward a Part-Time MBA, Part-Time MSF/MBA, and other MS programs at Northeastern University. This program is eligible for F1, student visa.

**Required**

ENTR 6200	Enterprise Growth and Innovation	3 cr
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**Electives**

ENTR 6212	Business Planning for New Ventures	3 cr
ENTR 6214	Social Enterprise	3 cr
ENTR 6218	Business Model Design & Innovation	3 cr
ENTR 6220	Family Business Leadership and Governance	3 cr
ENTR 6222	Competing in Dynamic, Innovation-Driven Markets	3 cr
ENTR 6224	Intellectual Property & Other Legal Aspects of Business & Innovation	3 cr
ENTR 6225	Corporate Entrepreneurship through Global Growth, Acquisition, & Alliances	3 cr
ENTR 6293	Design Thinking for Market-Driven Innovation	3 cr
MGMT 6210	Law for Managers & Entrepreneurs	3 cr
MKTG 6214	New Product Development	3 cr
TECE 6222	Emerging and Disruptive Technologies	3 cr
TECE 6230	Entrepreneurial Marketing & Selling	3 cr
TECE 6250	Lead Design & Development	3 cr
TECE 6300	Managing a Technology-Based Business	3 cr
TECE 6340	The Technical Entrepreneur as Leader	3 cr

## Graduate Certificate in International Business

The Graduate Certificate in International Business consists of 4 to 5 classes, earning students minimum of 12 or maximum of 15 graduate credits over the course of one to three semesters. Students must take two required courses and can supplement their certificate with two to three electives. Credits earned in this certificate program can be applied toward a Part-Time MBA, Part-Time MSF/MBA, and other MS programs at Northeastern University. This program is eligible for F1, student visa.

### Required

INTB 6200	Managing the Global Enterprise	3 cr
INTB 6212	Cultural Aspects of International Business	3 cr

### Electives

FINA 6204	International Finance Management	3 cr
MKTG 6212	International Marketing	3 cr
INTB 6224	Competing to Win in Emerging Markets	3 cr
INTB 6230	International Field Study	3 cr
SCHM 6213	Global Supply Chain Management	3 cr
INTB 6226	Becoming a Global Leader	3 cr
MECN 6200	Global Competition and Market Dominance	3 cr
ENTR 6200	Enterprise Growth & Innovation	3 cr

## Graduate Certificate in Investments

The Graduate Certificate in Investments consists of 4 to 5 classes, earning students 12 to 15 graduate credits over the course of three semesters or longer. Students must take one required course and can supplement their certificate with three or four electives. Credits earned in this certificate program can be applied toward a Part-Time MBA, Part-Time MSF/MBA, and other MS programs at Northeastern University. This program is not F1, student visa compliant.

### Required

FINA 6203	Investment Analysis	3 cr
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### Electives

FINA 6211	Financial Risk Management	3 cr
FINA 6212	Fixed Income Securities	3 cr
FINA 6213	Investment Banking	3 cr
FINA 6217	Real Estate Finance and Investment	3 cr
FINA 6218	Personal Financial Planning	3 cr
FINA 6219	Portfolio Management	3 cr

## Graduate Certificate in Leadership and Human Capital

The Graduate Certificate in Leadership and Human Capital consists of 4 to 5 classes, earning

students minimum of 12 or maximum of 15 graduate credits over the course of one to three semesters. Students must take one required course and can supplement their certificate with three to four electives. Credits earned in this certificate program can be applied toward a Part-Time MBA, Part-Time MSF/MBA, and other MS programs at Northeastern University. This program is eligible for F1, student visa.

#### **Required**

HRMG 6200	Managing People and Organizations	3 cr
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#### **Electives**

HRMG 6210	Managing Professionals & High Performance Teams	3 cr
HRMG 6212	Creating an Innovative Organization	3 cr
HRMG 6213	Leadership	3 cr
HRMG 6214	A Management Perspective of Human Resource Management	3 cr
HRMG 6218	Great Companies	3 cr
HRMG 6219	Leadership for Environmental Sustainability	3 cr
HRMG 6220	Health Organization Management	3 cr
MGMT 6214	Negotiations	3 cr
STRT 6210	Workforce Metrics & Analytics	3 cr

## **Graduate Certificate in Marketing**

The Graduate Certificate in Marketing consists of 4 to 5 classes, earning students a minimum of 12 or maximum of 15 graduate credits over the course of one to three semesters. Students must take one required course and can supplement their certificate with three to four electives. Credits earned in this certificate program can be applied toward a Part-Time MBA, Part-Time MSF/MBA, and other MS programs at Northeastern University. This program is eligible for F2, student visa only in the Spring semester.

#### **Required**

MKTG 6200	Creating and Sustaining Customer Markets	3 cr
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#### **Electives**

MKTG 6212	International Marketing	3 cr
MKTG 6214	New Product Development	3 cr
MKTG 6216	Market Focused Strategy	3 cr
MKTG 6218	Marketing in Services	3 cr
MKTG 6222	Digital Marketing	3 cr
MKTG 6223	Brand and Advertising Management	3 cr
MKTG 6224	B2B and Strategic Sales	3 cr
MKTG 6226	Consumer Behavior	3 cr
MKTG 6260	Special Topics in Marketing	3 cr

## Graduate Certificate in Mutual Fund Management

The Graduate Certificate in Mutual Fund Management consists of 4 to 5 classes, earning students 12 to 15 graduate credits over the course of three semesters or longer. Students must take one required course and can supplement their certificate with three or four electives. Credits earned in this certificate program can be applied toward a Part-Time MBA, Part-Time MSF/MBA, and other MS programs at Northeastern University.

### Required (select 3 or 4)

FINA 6202	Analysis of Financial Institutions and Markets	3 cr
FINA 6203	Investment Analysis	3 cr
FINA 6212	Fixed Income Securities	3 cr
FINA 6219	Portfolio Management	3 cr
FINA 6360	Fund Management for Analysts	3 cr

### Electives

FINA 6211	Financial Risk Management	3 cr
FINA 6212	Fixed Income Securities	3 cr
FINA 6213	Investment Banking	3 cr
FINA 6217	Real Estate Finance and Investment	3 cr
FINA 6218	Personal Financial Planning	3 cr

## Graduate Certificate in Supply Chain Management

The Graduate Certificate in Supply Chain Management consists of four to five courses, 12 or 15 credits. Credits earned in this program can transfer into a Northeastern MBA as electives or in some cases Engineering Masters (check with advisor). There are two required courses and room for two to three electives. This program is eligible for F1, student visa.

### Required

SCHM 6201	Supply Chain Management	3 cr
SCHM 6213	Global Supply Chain Strategy	3 cr

### Electives

SCHM 6211	Logistics and Transportation Management	3 cr
SCHM 6212	Executive Roundtable in Supply Chain Management	3 cr
SCHM 6214	Sourcing and Procurement	3 cr
SCHM 6215	Supply Chain Analytics	3 cr
SCHM 6221	Sustainability and Supply Chain Management	3 cr

## Graduate Certificate in Technological Entrepreneurship

The Graduate Certificate in Technological Entrepreneurship consists of four courses, 12 credits, completed over a period not to exceed three years. Credits earned in the certificate program may be applied towards the Master in Technological Entrepreneurship, the Part-time MBA or in some cases Engineering Masters (check with

advisors). This program is eligible for F1, student visa.

**Required**

ENTR 6200	Enterprise Growth and Innovation	3 cr
ENTR 6212	Business Planning for New Ventures	3 cr

**Electives**

ENTR 6214	Social Enterprise	3 cr
ENTR 6218	Business Model Design and Innovation	3 cr
ENTR 6219	Financing Ventures from Early Stage to Exit	3 cr
ENTR 6220	Family Business Leadership and Governance	3 cr
ENTR 6222	Competing in Dynamic, Innovative-Drive Markets	3 cr
TECE 6222	Emerging and Disruptive Technologies	3 cr
TECE 6230	Entrepreneurial Marketing and Selling	3 cr
TECE 6250	Lean Design and Development	3 cr
TECE 6300	Managing a Technology-Based Business	3 cr
TECE 6340	The Technical Entrepreneur as Leader	3 cr

## Online Graduate Certificate in Supply Chain Management

The Online Graduate Certificate in Supply Chain Management consists of four courses.

**Required Courses:**

SCHM 6201	Supply Chain Management	3 cr
SCHM 6211	Logistics and Transportation Management	3 cr
SCHM 6213	Global Supply Chain Strategy	3 cr

Choose 1 of the following:

SCHM 6214	Sourcing and Procurement	3 cr
SCHM 6221	Sustainability and Supply Chain Management	3 cr

Program Total Credits	12 cr
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## COURSE DESCRIPTIONS

Course Descriptions for all current courses and an archive of all courses offered since Fall 2003 may be found at the Registrar's Website ([registrar.northeastern.edu](http://registrar.northeastern.edu))

# ACADEMIC CODE OF CONDUCT

## A Statement of Principles and Expectations of Graduate Business Students

Above all else, students are expected to ensure that their conduct helps to create an atmosphere conducive to learning and the interchange of knowledge. While it is understood that some of these items are subject to interpretation, students should nonetheless endeavor to:

1. Be respectful of fellow students, staff, and faculty.
2. Not discriminate against fellow students in any manner.
3. Contribute a fair share to team efforts and allow all classmates to participate and be heard.
4. Attend every class unless extenuating circumstances arise, turn assignments in on time, and follow instructions on all assignments including those affecting the use of technology.
5. Be truthful in speech and other forms of communication, which includes, but is not limited to, avoiding academic dishonesty.

## The Graduate Student Honor Code

### Specific Policies and Procedures (Based on Northeastern University Guidelines)

Academic dishonesty violates the most fundamental values of an intellectual community and depreciates the achievements of the entire University community. Accordingly, Northeastern University views academic dishonesty as one of the most serious offenses that a student can commit while in college.

The following is a broad overview of what constitutes academic dishonesty. It is not meant to be an all-encompassing definition.

**Cheating** Defined as intentionally using or attempting to use unauthorized materials, information, teaching notes, or study aids in any academic exercise.

Examples:

- Unauthorized use of notes, text, or other aids during an examination
- Copying from another student's examination, research paper, case write-up, homework, computer disc, USB drive or other electronic medium
- Sharing answers during an examination
- Communicating during an examination
- Handing in the same paper for more than one course without the explicit permission of the instructor
- Perusing a test before it is given
- Hiding notes in an electronic device for use during an examination

**Fabrication** Defined as falsification, misrepresentation, or invention of any information, data, or citation in an academic exercise.

Examples:

- Making up the data for a research paper
- Altering the results of a lab experiment or survey
- Listing a citation for a source not used
- Stating an opinion as a scientifically proven fact

**Plagiarism** Defined as representing the words or ideas of another as one's own without providing proper documentation of source in a footnote, endnote, or intratextual note.

The following sources demand notation:

- Word-for-word quotation from a source, including another student's work
- Paraphrase: using the ideas of others in your own words
- Unusual or controversial facts (facts not apt to be found in many places)
- Interviews, radio, television programs, information from the Internet, and telephone conversations

**Unauthorized Collaboration** This refers to instances when students, each claiming sole authorship, submit separate reports that are substantially similar to one another.

Specific faculty instructions regarding the need to do individual or group work should be adhered to.

### **Participation in Academically Dishonest Activities**

Examples:

- Stealing an examination
- Purchasing a pre-written paper through a mail-order or other service, including via the Internet
- Sharing questions and/or answers from an exam with students from another section of the same course
- Selling, loaning, or otherwise distributing materials for the purpose of cheating, plagiarism, or other academically dishonest acts
- Alteration, theft, forgery, or destruction of academic work of other students, library materials, laboratory materials or academic records including transcripts, course registration cards, course syllabi, and examination/course grades
- Intentionally missing an examination or assignment deadline to gain an unfair advantage

**Facilitating Academic Dishonesty:** Defined as helping or attempting to violate any provision of this policy.

Examples:

- Inaccurately listing someone as co-author of a paper, case write up, or project who did not contribute
- Sharing with another student a take-home examination, homework assignment, case write-up, lab report, and so on, without expressed permission from the instructor
- Taking an examination or writing a paper for another student

Students are expected to bring forward observed breaches of the honor code to instructors or a member of the administration.

By submitting his/her work the student is indicating that it has been prepared in accordance with the Graduate Student Honor Code.

### **Guidelines for Handling Academic Honesty Issues**

All members of the Northeastern University community share a role in upholding the Academic Honesty Policy. Any member of the community who witnesses a violation of this policy should report it to the appropriate faculty member or their academic program office.

Faculty who believe a student has violated the Academic Honesty Policy may choose to invoke individual course penalties and/or refer the case to the Office of Student Conduct and Conflict Resolution. Individual course penalties can result in, but are not restricted to, failing the assignment/assessment, failing the course or any other appropriate academic outcome, in addition to any University imposed penalty. Students may appeal individual course penalties through the Resolving Academic Disputes process below.

Cases referred to the Office of Student Conduct and Conflict Resolution (OSCCR) will be referred to the University's Student Conduct Board. If a student is found responsible for violating the Academic Integrity Policy, a minimum sanction of deferred suspension and a paper will be imposed. A second violation will result in expulsion from the University. Students found responsible for violating the Academic Integrity Policy through OSCCR may appeal their sanction through the established OSCCR appeal process, but may not then appeal the academic outcome through the Academic Dispute procedure.

### **Procedures for Resolving Academic Disputes**

If a student is in doubt about an action to be taken or how to respond to another's action, the student should consult with a Graduate Business Programs staff member to receive guidance on appropriate next steps.



When questions and concerns arise about a grade, classroom performance and expectations, academic conduct, etc. the student should meet first with the professor teaching the course to seek resolution. In instances where issues are not resolved, the student should then meet with the Group Coordinator who supervises the faculty member. If the student is not satisfied, the student may seek a formal resolution by submitting a written statement within one month of the event (20 working days) to the Associate Dean for Graduate Programs describing the situation and offering a proposed resolution.

The Associate Dean will provide a written response within 30 days. The Associate Dean has the discretion to consult the Professor, the Group Coordinator, the Graduate Programs Committee (which functions as the Academic Standing Committee for Graduate Business Programs), or others.

If the student is still not satisfied, the student may, within 30 days of the receipt of the Associate Dean's disposition, request a University-level review from the Vice Provost for Graduate Education who will convene an appeals resolution committee and issue a decision.

A member of the faculty or staff who remains dissatisfied after attempting to review an academic honor code dispute with a student can request a review by filing a written complaint with the Vice Provost for Graduate Education, who will initiate the "discipline process" specified in the University Student Handbook, available at <http://www.northeastern.edu/gradhandbook> or refer the case to the Office of Student Conduct and Conflict Resolution (OSCCR).

## **ACADEMIC INFORMATION**

### **Waivers**

A course waiver may be granted to a student in the Part-Time MBA, Online MBA, MSF Online MSF, Online MST or MSIB program who has completed prior undergraduate coursework at an AACSB-accredited institution within the past five years with a grade of "B" or better (grades of "B-" do not qualify). The student is excused from taking the required course and the total credits for graduation will be reduced. Waived courses will not appear on the final transcript. See Appendix A: General Waiver Guidelines (page 78) for waiver criteria for core MBA courses. Waiver requests for other courses will be considered on an individual case basis. Please consult with your academic advisor for additional information.

Students are required to submit official transcripts (if not included in the application package) and syllabi for each waiver request. Students may be asked to provide additional documentation. New students may contest initial waiver decisions, or request additional waivers only during their first semester (within 60 days of admission for all online programs). After this time period, waivers will not be granted.

Waiver credits plus transfer credits may never exceed one-third of the total credits for the degree such that at least two-thirds of the course requirements must be earned in the graduate program.

## **Transfer Credit Policy**

A student may petition during the admission process for transfer credit of up to 9 credits for either a required course or an elective, subject to the requirements of the individual program. The course considered for transfer credit must be a graduate-level course in an AACSB-accredited graduate program, completed within the past five years, and with a grade of a "B" or better. (a "B-" will not qualify.) The course description or syllabus must be attached to the petition. Grades of transferred courses are not calculated in a student's GPA. Once enrolled in a D'Amore-McKim School of Business graduate program, a student may be approved for transfer credit only if a comparable course is not offered at Northeastern.

Up to 6 quarter hours of credit (4.5 semester hours) may be transferred from courses in graduate programs offered by Northeastern University's College of Professional Studies.

Waiver credits plus transfer credits may never exceed one-third of the total credits for the degree such that at least two-thirds of the course requirements must be earned in the graduate program.

## **Independent Study**

Independent study projects can be approved for 1, 1.5, 2, 3, or 4 credits. Students are generally limited to 6 credits of independent study credit (typically two 3-credit hour projects). A student is expected to complete approximately 40 hours of independent work for each credit.

Petitions for independent study must be submitted to the Program Director for approval at least one month prior to the first week of classes in the semester in which the course will be taken and must:

- Outline the academic work to be completed, an interim measure of evaluation, and the final product that will be submitted, with a weekly task schedule.
- Specify the criteria for evaluation.
- Identify the course requirement the independent study will cover.
- Be signed by the sponsoring faculty member, certifying the academic validity of the work. The faculty member must be a member of the full-time faculty.
- Signed by the sponsoring faculty member's Group Coordinator.

If the petition is approved, registration will be confirmed. Students conducting independent studies are subject to all registration and academic guidelines including incomplete grade regulations.

## **International Programs for Elective Credit**

Each summer the College of Business offers INTB 6230 - International Field Study, a travel/study abroad course. MBA or MSIB students may take this course for elective credit. Past locations have included China, The Middle East, India, Russia, Southeast Asia, Central and South Americas and Central Eastern Europe. This course may be repeated once on a space available basis.

## **Nonbusiness Electives**

Students may petition to take up to 12 credits of graduate courses at Northeastern University outside the D'Amore-McKim School of Business (excluding the College of Professional Studies) to satisfy elective requirements, subject to the requirements of the individual program and prior approval by their Advisor or Program Director. The petition must demonstrate how the course(s) will expand a student's management skills, or enhance achievement of career goals. Grades of nonbusiness graduate electives taken at Northeastern count in computation of the cumulative grade-point average necessary for completion of degree requirements, and are not treated as transfer courses.

However, courses from the College of Professional Studies are considered transfer credits as noted above.

Foreign language courses are offered at Northeastern for undergraduate credit only in 4 semester hour units. MBA students wishing to take foreign language courses as electives may petition for nonbusiness electives and append a statement that specifies all prior foreign language work/experience, career goals, how foreign language electives will support those goals, and the proficiency desired, as well as a list and schedule of desired courses. Grades will count in computation of the cumulative grade-point average.

Credits will be translated as follows:

- Two introductory undergraduate language courses (8 semester hour credits) will earn 3 graduate semester hour credits.
- Each upper level undergraduate course (4 semester hour credits) will earn 3 graduate semester hour credits.
- Students are limited to 9 semester hours of MBA credit for languages, subject to the waiver and transfer credit requirements of the individual program.
- Language courses taken prior to MBA matriculation will not be accepted for transfer credit.

## **Transfer Among Programs**

### **Transfers to the Part-Time MBA Program**

*From the Full-time MBA Program:*

- Transfer must occur before semester 3 and prior to Corporate Residency of the Full-time MBA program.
- Student must have at least a 3.0 grade point average in the Full-time MBA program.
- All credits earned will transfer.
- Individual core courses taken in the Full-time MBA program will be accepted as fulfilling the corresponding requirements in the Part-Time MBA program.
- The transferring student must fulfill all remaining Part-Time MBA requirements, even if this results in a degree total of more than 60 credits.

- Students may not transfer back to the original program.

Transfer requests should be directed to the Assistant Dean and Director, Program and Student Services.

*From other Northeastern University MBA Programs:*

- Transfer will be granted upon the mutual agreement of the Program Directors for the two programs.
- All credits earned will transfer.
- Individual core courses taken in the previous program will be accepted as fulfilling the corresponding requirements in the Part-Time MBA program.
- The transferring student must fulfill all remaining Part-Time MBA requirements, even if this results in a total degree of more than 60 credits.
- Students may not transfer back to their original program.

Transfer requests should be directed to the Assistant Dean and Director, Program and Student Services

*From all other programs:*

- Students must apply to the Part-Time MBA program following the usual process for new students.
- If the student is accepted, waiver and transfer credit for individual courses will be granted under the current guidelines for the Part-Time MBA program.

The Assistant Dean and Director, Program and Student Services may rule on appeals to these conditions.

### **Transfers to the Full-time MBA Program**

All students wishing to enroll in the Full-time MBA Program must apply to the program following the established process for new students. If the student is accepted, the student will enter the Full-time MBA program with the next entering Fall class (i.e., students may not join the Full-time MBA program midyear). Transfer credit for individual courses will be granted under the current guidelines for the Full-time MBA program.

The Associate Dean, Graduate Programs may rule on appeals to these conditions.

### **Transfers to the MSF/MBA Program**

*From the Full-time MBA Program or the Part-Time MBA Program:*

Students in the Full-time MBA or Part-Time MBA program may request to transfer to the corresponding MSF/MBA program. They must meet the following criteria:

- Completed the core Finance course and FINA 6203 Investment Analysis.
- Achieved an overall GPA of 3.000 or better.
- Achieved a GPA in all Finance courses of 3.000 or better.

Transfer requests should be submitted in writing to the Academic Advisor

*From all other programs:*

- Students must apply to the MSF/MBA program following the usual process for new students.
- If the student is accepted, waiver and transfer credit for individual courses will be granted under the current guidelines for the MSF/MBA program.

Questions regarding transfer should be directed to the appropriate Academic Advisor

### **Transfers to the MSF, MSIB or MSTE Program (full or part time)**

*From all programs:*

- Students must apply to the program following the usual process for new students.
- If the student is accepted, waiver and transfer credit for individual courses will be granted under the current guidelines for the program.

Questions regarding transfer should be directed to the appropriate Academic Advisor

### **Transfers to and from the Online Graduate Business Programs- OMBA, OMSF, and OMST**

Transfers into or from an Online Graduate Business program to/from a non-online Northeastern Graduate Business program may only occur one time. Students who transfer must meet and adhere to the program requirements of the program to which they transfer. If a student decides to return to the original program, after the transfer is complete, they must reapply to the program. Students may receive the maximum transfer credits permitted in the program to which they are transferring. Questions and requests should be directed to the Director of Distance Learning Programs and the Director of current program.

## **Registration**

### **Registration Procedure**

The Office of the Dean in 101 Hayden Hall, with the Office of the Registrar in Suite 200 at 271 Huntington Avenue, serves as the final interpreter of course registration status and all other registration policies and procedures. Students are advised to follow all published rules and procedures.

Graduate Course Offerings are posted at Registrar's website: [registrar.northeastern.edu/article/schedule-of-classes](http://registrar.northeastern.edu/article/schedule-of-classes). Updated course information is available at their web site and published in the weekly newsletter.

- Day sections of required courses are typically reserved for full-time students.
- Evening/Saturday sections of required courses are typically reserved for Part-Time MBA students. Non-business students may be allowed in these courses if space is available.
- Students from all graduate business programs take elective courses which are generally, offered in evenings or on weekends.
- Courses for Online MBA, Online MSF and Online MST programs are restricted

to Online students only and are designated accordingly.

- Course registration for online courses ends one week prior to first day of term.

Students register for courses via the myNortheastern Web Portal ([my.northeastern.edu](http://my.northeastern.edu)). Students should consult with their advisor regarding course offerings, registration and degree requirements.

### **One-Credit Course Limit**

A maximum of 6 one-credit courses may be used to meet graduation requirements. A variety of one-credit special topics electives is offered each term. The courses will have pass-fail grading.

### **Course Load and Registration for International Students**

To maintain the required full-time status, international students must enroll in a minimum of 8 credits each semester. Registration for Corporate Residency, though counted as zero credits, qualifies for full-time status. Prior to taking a corporate residency, international students must file the necessary paperwork with OGS for Curricular Practical Training and adhere to the start and end dates as approved.

#### **Course Load during Corporate Residency**

While students are on corporate residency, their priority is to their employer. Students should not take any classes during Summer 2 while they adjust to corporate residency. With their employer's and the Career Center's permission, students may take a maximum of six credits per semester while on residency. Courses while on residency can only be in the evening or on Saturdays and only if they do not conflict with work hours. No day classes are allowed while on residency. Pre-approval must be received from the Career Center prior to registering. Corporate residency is a full-time commitment.

### **Closed Courses and Late Adds**

The D'Amore-McKim School of Business maintains a policy of limiting enrollment to classes on a first-come, first-served basis. No wait-lists are formed. A reasonable class size enables faculty members to devote ample time to students as individuals. Too many, or even too few students, can harm the dynamics of the class experience. It would be unfair to all students not to limit class size.

Graduating students will receive priority for closed courses if they require the course to graduate. Requests for enrollment in a closed course, or a late add (after the second week of class) should be made to your Academic Advisor.

### **Course Attendance and Withdrawals**

Students are expected to attend all class sessions. Unless otherwise stated in the syllabus, failure to attend the first 2 class meetings may result in withdrawal from the course. Online students are expected to participate as outlined in the course syllabi.

To withdraw from an on-ground course with a full tuition credit, a student must

officially drop the course by the end of the second week of classes in full Fall and Spring semesters or the first week of classes in a half summer term. (Note: Course weeks are counted as seven days from the first day of class, not based on a Monday - Friday week.) Course withdrawal and tuition charges or refunds for dropped courses follow the University schedule and policies as outlined on the Registrar's website ([registrar.northeastern.edu](http://registrar.northeastern.edu)).

Online students who wish to stop taking a course with no academic or financial obligation must request a drop within the first 20% of the course. After the first 20% of the course, and prior to the last 7 days of a course, a student can request a Withdraw. Students who withdraw will receive a W on their transcripts and are responsible for all tuition and fees associated with the course. Registration, adding and dropping courses is available through myNortheastern. Students should check their registration through their myNortheastern account to ensure the accuracy of their add/drop transactions.

Ceasing to attend class or notifying the instructor of withdrawal does not constitute official course withdrawal. Students will be charged full tuition and will be subject to grades of I, W, U, or F should they fail to withdraw officially. Tuition adjustments are granted only on the basis of the date on which the withdrawal form is filed and processed in the Registrar's Office.

## Grades

Grades routinely awarded are:

A, A-	A is awarded for work whose quality is at an exceptionally high level for a graduate degree. A- indicates a high, but not exceptional level of quality.	
B+, B, B-	B is awarded for work whose quality is at the expected level for a graduate degree. B+ or B- indicates quality that is slightly above or below the expected level, respectively.	
C+, C, C-	C is awarded for work whose quality is fair, but below the expected level for a graduate degree. C+ or C- indicates quality that is slightly above or below the expected level, respectively.	
F	This grade is awarded for work whose quality is at a failing level.	

Other grades that may be awarded are:

NE	Not Enrolled	For students who register but fail to attend full tuition
applies S	Satisfactory	For an elective course in the pass/fail system
U	Unsatisfactory	For an elective course in the pass/fail system
P	In Progress	A temporary grade, usually given for the first course in a 2 course sequence

Grades awarded infrequently include:

I	Incomplete: This grade is used only when a final exam or final project has not been completed, the instructor has granted an extension of time and an incomplete grade contract has been completed. A student who has not completed assignment during the semester will be given a final grade based on work submitted. The final exam or paper	
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must be made up within the semester following that in which the “I” is received, unless the instructor grants an extension in writing, which may not exceed two additional academic semesters. Courses for which incomplete grades are not cleared after the extension period will be considered repeated courses for the purposes of degree requirements.

**W** Withdrew: This grade is recorded on the transcript of a student who drops a course officially with the Registrar’s Office after the third week and before the twelfth week of the semester; after the second and before the sixth week of a half-semester. For online students a “W” grade will be recorded on the transcripts of a students who drops after the first 20% of a course and before the last seven days of a course.

**\*** Grade not submitted: This designation can result from an error in registration or delayed submission of final grades by an instructor. This never appears on official transcripts, and is removed as soon as grades are received or the registration problem is resolved.

Grades are available through myNortheastern shortly after grades are closed. Online program grades are generally available two weeks from the course end date. Questions about particular grades should be directed to the professor.

### **Compensating for a Failing Grade**

A failed required course may be repeated only once, and must be completed with a grade of C- or better the next term that the course is offered (after 12 months for online students). A student who fails to complete a repeated required course within the designated time frame will be blocked from taking all other courses until the student completes the course with a grade of C- or better. In an elective course, the student may repeat the elective once and earn a grade of C- or better or may petition to substitute another elective. If the student earns a second grade of F in a repeated course, the Graduate Programs Committee must withdraw the student.

No more than 110% of credits of a graduate program may be taken for any reason. Repeated courses may be taken to replace an F and to raise the grade point average, but will count in the total number of credits taken. Extra courses, up to the 110% may be taken to attain the minimum grade-point average. No course may be repeated more than once.

### **Academic Standing and Continuing Student Status**

Students may be accepted into a program on a conditional or provisional basis. Once the condition(s) or provision(s) are met, the student is officially accepted. If the condition(s) or provision(s) are not met by the designated deadline, the student may be withdrawn from the program.

All students must maintain a prescribed cumulative grade point average (GPA) to continue in their program. Failure to do so may result in an official written warning, academic probation or dismissal. Failure to meet the conditions of any warning or probation may result in continued probation or dismissal. Cumulative grade point average requirements for each program and corresponding levels for a Warning, Probation or Dismissal are as outlined on page 54.



Unless otherwise noted, Students must complete all degree requirements in no more than 7 years (5 years for the online programs) and are expected to maintain continuous progress toward a degree. Continuous progress is defined as:

Full-time MBA, MSF/MBA and JD/MBA – Minimum of 8 credits per semester, or actively participating in a Corporate Residency.

Part-time MBA, Evening MSF/MBA, MSF (full or part-time), MST (full or part-time), MSTE (full or part-time), and MSIB (full or part-time) – Minimum of 3 credits per semester.

Online MBA, Online MSF, Online MST and Online MBA/MSF- Minimum of 3 credits per term.

A student who does not maintain continuous progress for two consecutive semesters will be issued a warning to resume continuous progress for the following semester. Failure to do so may result in withdrawal from the program. A withdrawn student must submit a written request to resume graduate study, detailing the circumstances that led to withdrawal and describe the specific academic plan the student will follow to complete remaining degree requirements satisfactorily.

Program	Time frame	Cumulative Grade Point Average	Action
Full- time MBA and full-time MSF/MBA	At the end of First Year Fall Semester	Under 2.0	Dismissal
		Between 2.0 and 2.79	Probation*
		Between 2.8 and 3.2	Warning
	At the end of First Year Spring Semester and later	Under a 3.0 and on probation from a previous semester	Dismissal
		Under a 3.0 or failure to earn 24 credits	Probation
		Between 3.0 and 3.2	Warning
JD/MBA	At the end of First Year Fall Semester	Under 2.5	Dismissal
		Between 2.5 and 2.79	Probation
		Between 2.8 and 3.2	Warning
	At the end of First Year Spring Semester and later	Under a 3.0 and on probation from the Fall semester, or under a 2.5	Dismissal
		Under a 3.0 or failure to earn 24 credits	Probation
		Between 3.0 and 3.2	Warning
Part-Time MBA, Evening MSF/MBA, Online MBA and Online MBA/MSF	Between 6 and 11 credits attempted	Under 2.5	Warning
	Between 12 and 23 credits attempted	Under 2.5	Probation
		Between 2.5 and 2.99	Warning
	24 or greater credits attempted	Under 3.0 and on probation for 12 credits	Dismissal
		Under 3.0	Probation
MSF, MSIB, MSTE, Online MSF, Online MST, MS Innovation, and Online MSBA	Between 3 and 5 credits attempted	Under 2.5	Warning
	Between 6 and 11 credits attempted	Under a 2.5	Probation
		Between 2.5 and 2.99	Warning
	12 or greater credits	Under 3.0 and on probation for 6 credits	Dismissal
		Under 3.0	Probation

	attempted	Under 2.5	Dismissal
Graduate Certificates	One Semester	Under cumulative 3.0	Probation
	Two Consecutive	Under cumulative 3.0 and on probation	Dismissal
MST and MSA	Two Consecutive	Under cumulative 3.0 and currently on probation	Dismissal
MS in Accounting/ MBA	End of June Term	Failure of ACCT 6220	Dismissal
	End of Summer 2 Term	Under 3.0	Probation
		Under 2.5	Dismissal
	End of Fall Term	Under 3.0	Probation
		Under 2.67	Dismissal
	End of Spring Term	Under 3.0	Probation
		Under 2.83	Dismissal

\*Students are not eligible for residency if on probation

A student may request a leave of absence from a program by writing a letter to the Director of their program. The letter should include the intended return date and a plan of academic study to complete the degree upon return. To return from a leave of absence or to receive an extension on the maximum time allowed to complete a degree, a request must be written to the Director, including a plan to complete the degree.

A student in the MS Innovation or MSA/MBA program who fails or withdraws from any required course puts their academic standing in jeopardy and must consult with their Program Director and/or the Associate Dean. The failed (or incomplete) course must be repeated as soon as it is offered. The student will not be allowed to continue in courses for which the student does not satisfy all prerequisites.

Students in the MSA/MBA program who do not pass ACCT 6220 will not satisfy the prerequisite to progress to ACCT 6221 in July. Students counseled out of the program at this point may take financial accounting courses at other institutions and petition to be re-admitted in the following year at the discretion of the Director of the Graduate School of Professional Accounting. Students who fail any required course before the end of Fall Semester may lose the opportunity to participate in an internship at the discretion of the GSPA office and the participating firms.

Full-time MBA students on academic probation are not eligible for corporate residency.

### Transcripts

Official transcripts can be obtained at Registrar's Office, 271 Huntington Avenue, Suite 200 (617.373.2300, registrar.northeastern.edu). There is no charge. Students may obtain an unofficial transcript through their myNortheastern account.

### Honor Society

The top 20% of graduates in each Graduate Business program are offered membership in Beta Gamma Sigma, the international business honor society. Beta Gamma Sigma is restricted to business schools where all programs meet accreditation standards of The Association to Advance Collegiate Schools of Business (AACSB). Its purpose is "to encourage and reward scholarship and accomplishment among students of business administration, to promote the advancement of education in the art and science of business, and to foster

integrity in the conduct of business operations." Induction to Beta Gamma Sigma occurs each graduation. The society will contact eligible students directly.

Cumulative grade-point averages are the basis for calculating these percentages and eligibility is determined by the program and student services staff. Neither the college nor the university maintains a class rank list.

## **Graduation**

In the Fall of each year, the University Registrar sends a notice to all potential graduating students to register for Commencement. Through this registration, students will indicate their expected graduation date, if they will participate in the commencement ceremony, how their name should appear on their diploma, and other pertinent information. Failure to properly register will delay the issuance of the diploma.

Commencement exercises for D'Amore-McKim Graduate Students are held each year at the end of the Summer II session. Diplomas are also awarded after the end of the Fall and Spring terms. These graduates are invited to participate in the Summer Commencement.

All financial obligations to the University must be discharged before graduation. Diplomas will not be issued and transcripts are unavailable until students' accounts (financial, library, etc.) are clear.

International students are required to submit a Program Completion Form with ISSI prior to graduation. International Students who plan to work in the U.S. after graduation using Optional Practical Training must petition for OPT before the last day of classes in their last term.

## **TUITION AND FEES**

Tuition and fees vary for the different programs and are subject to revision by the Board of Trustees at any time. Current tuition and fees are available on the Registrar's website ([registrar.northeastern.edu](http://registrar.northeastern.edu)).

### **Tuition Bills and Payments**

Northeastern utilizes an online billing system. Students will be notified at their Northeastern e-mail address whenever an online bill is generated. They should then log onto their myNortheastern account and click on "NU Pay" to view the bill and pay online. Payment plans and due dates are noted on the invoice. A late fee is levied for late payments. Students who default on tuition will be blocked from further activity in the program and will be held liable for the outstanding tuition and all reasonable associated collection costs incurred by the University, including attorney's fees. The financially blocked student will be prohibited from using University services, such as the library and recreation facilities, their registration will be canceled and the student will not be able to reregister or receive a grade report until the financial situation is rectified.

Tuition payment expected for a course where a student officially withdraws from the course follows the schedule established by Customer Service. Non-attendance at a class or verbally informing a faculty member will not constitute official withdrawal from a course.

Questions regarding refunds should be discussed directly with Student Financial Services.

All students who are registered for 6 or more credits will be billed for state mandated health insurance. Students with health insurance that meet state mandated minimum may waiver out of this fee. Waiver instructions and deadlines are included with the bill.

### **Financing the Program**

Most financial aid available for graduate business programs is through loans. The Office of Student Financial Services is in 356 Richards Hall may be contacted in person, by phone (617.373.5899), by fax (617.373.8735), by email (sfs@northeastern.edu) and via the web: studentfinance.northeastern.edu.

### **Scholarships**

Merit Scholarships are awarded at the time of admission. Additional merit funds are not available thereafter. Other endowed scholarships may be available during the academic year. Application information and deadlines for these scholarships will be announced in the Grad eNewsLetter. College scholarships are expendable only for tuition and may be renewed annually if the student maintains a 3.000 GPA and/or adheres to the guidelines outlined in their award letter.

## **FACILITIES AND RESOURCES**

### **The Graduate Career Center**

The Career Center offers a wide array of services to current students and alumni of the D'Amore-McKim School of Business MBA and MS programs. Evening and Online MBA and MS students have access to services of the Career Center once they have completed at least 50% of their program requirements and are in good academic standing.

Students must provide confirmation of eligibility from their academic advisor to access services. The Career Center can provide the form for you. Students with extenuating circumstances may request earlier access through the Career Center Director. The Career Center's mission is to provide students with the best resources that will enable them to make informed career choices, to help Full-time MBA students obtain Corporate Residency positions and to assist with full-time employment opportunities. The Career Center is located in 312 Dodge Hall (617-373-3003).

### **Career Management Online Tools**

All MBA and MS Students and Alumni have access to the career management tools and materials on the website: <http://www.damore-mckim.northeastern.edu/graduate-career-center>. This resource is available for all MBA students regardless of their time in the program.

### **Career Resources**

The Career Center subscribes to a variety of valuable online resources to support student networking and job search activities. Access to these resources is through GTS, the online job posting database available to students. Access to GTS is provided by the Career Center, students can request access at any time to utilize the tools. Students and alumni must have a final resume reviewed and approved by the Career Center to gain GTS access for applying to posted positions and to be included in resume books.

Available resources include:

- Going Global: Country and city specific resources to support your job search.
- Hoovers: Detailed company information including officers, financial data, recent news coverage, competitors, etc.
- Vault's Career Insider – Leading source of career intelligence. Helps you research companies, industries and career subjects. Great to help you prepare for interviews.

### **Career Center Blog**

Timely updates on job search and career management topics will be available on the Career Center blog. <http://gettoworkblog.wordpress.com>.

### **Career Clips**

The Career Center has a library of Career Clips videos online that are available to all graduate business students and alumni. These sessions cover a wide variety of topics including job search strategies, resumes, cover letters, interviews, LinkedIn, networking, salary negotiations and more.

### **Career Expos**

The Career Center supports both Fall and Spring Career Expo events which brings multiple employers to campus or to a virtual event. Some employers will be seeking students for full-time positions. These events offer great networking opportunities. The Career Center also supports the annual Supply Chain Expo. Events are posted in GTS and listed each week in the Grad eNewsletter. Emails will be sent to husky email addresses.

### **Advising**

The Career Center staff offers career assessment advising, career counseling, and job search coaching on an individual basis. Every eligible and interested student should review their career strategy with a member of the Career Center staff. Call the Career Center to schedule a meeting. Your resume must be approved by your advisor to gain access to GTS for job postings.

### **Job Search Information**

The Career Center provides access to GTS for graduate students and alumni. This web-based recruiting management system reflects all current postings for both corporate residency and full-time opportunities. The database is accessible from any computer 24/7. Registration on GTS is essential for participation in all recruiting activities that the Career Center facilitates.

Full-time students will be trained on GTS and given access through the Career Management Course. Evening and online students are eligible for access for recruiting purposes to GTS once they have successfully completed more than 50% of their program requirements, are in good academic standing and have their resume approved by a Career Center advisor. If they require earlier access do to personal situations, they may request access from the Director of the Career Center. All students can obtain access to utilize the job search tools. All alumni are also eligible for access. Students should contact the Career Center to set up their access.

A listing of all corporate residency and full-time opportunities added to GTS in the previous week appears in the weekly Grad eNewsletter.

## **Mock Interviews**

First year full-time MBA students are required to complete both an in-person and a telephone mock interview prior to participation in the MBA Residency Interview Day. All other students are encouraged to take advantage of this resource. Prior to the Interview Day, outside HR professionals will be scheduled in the Career Center for a series of mock interviews. Students will participate in an interview and then receive immediate feedback on their performance. This is an excellent opportunity to enhance interview performance for both corporate residency and full-time job searches. Availability of the mock interview sessions will be communicated via the Grad eNewsletter and to students' NU email accounts. Off season and other students may schedule mock interviews with Career Center staff as needed.

## **Networking Opportunities**

Any time an employer representative comes to campus, it is an opportunity for networking. Students are highly encouraged to take advantage of as many networking opportunities as possible to enhance their job search strategy and success. Networking opportunities will be posted in the weekly Grad eNewsletter. Opportunities include:

- Executive Luncheon Series – Executives of partner companies come to campus for an informal lunch with MBA students. Dine with senior executives to learn more about their company, their industry and their career path. A schedule will be shared in advance and students may sign up via GTS. Participation is limited to full-time MBA students.
- Insider Insight Sessions – Company representatives come to campus to present an overview of their company, current business issues, career paths and current opportunities.
- Guest Speakers – Company representatives come to campus often as speakers in Career Management Class, other classes or student club activities.
- Alumni Database – This online directory is accessible to students. Alumni can be of assistance for informational interviews and networking.
- Linked In - Students are invited to join the D'Amore-McKim MBA Current + Past group or the D'Amore-McKim MS Current + Past group to facilitate networking. Online students and alumni are invited to join the Northeastern Graduate Online Business Programs: Past and Present group.

## **Career Management Reference Manual**

Prepared by the Career Center team, this manual is used as the text to support Career Management Class. It is available as a valuable resource to all MBA/MS students and alumni. Please contact the Career Center for the link.

## **Mentor Program**

The Career Center expects students to develop and nurture mentor relationships. To support this goal and to help the student focus on their full-time career goals, the Career Center matches Full-time MBA students with a mentor in their field. The mentor agrees to

meet with the student and work with the student on their full-time job search an hour each month through to graduation. Students must sign a code of conduct agreement to participate in the program. These are valuable relationships to the university and the D’Amore-McKim School of Business as well as to the student.

**Recruiting**

Throughout the year, companies target Northeastern students and alumni for corporate residency, contract and full-time opportunities. While many employers conduct interviews in their own facilities, some employers will choose to conduct interviews on campus. Job opportunities are in no way limited to those posted through the Career Center.

**Resume Review**

All full-time MBA students should have a current, approved resume. The Career Center staff is available to meet with students to review their resume and offer constructive feedback. A completed, approved resume is required for participation in mock interviews, Career Expos and other activities. An approved resume is required to gain access to GTS.

**Self-Developed Corporate Residency**

The Career Center has numerous employer relationships but some students may target companies where the Career Center has no relationship or history. Students should work closely with the Career Center to introduce the corporate residency concept to their target companies. Students may then leverage their contacts to create their own corporate residency experience. Job descriptions for all self-developed corporate residency opportunities must be approved by the Career Center.

**Program and Student Services**

The staff in 350 Dodge Hall (617.373.5992) provides a variety of services to current graduate business students. Within the Office are the academic advisors for the Full- time MBA, Part-Time MBA, MSIB, MSTE and MSF programs, as well as the Director of the MS in Innovation programs. This staff can assist with academic issues such as curriculum, course selection, registration, program completion, graduation and academic advising. They will also assist students with other issues or refer them to the appropriate University office. Information and assistance is also available regarding non-academic issues such as clubs and organizations.

**Program and Student Services Team**

The Program and Student Services team are responsible for the Full-time MBA, Part- Time MBA, MSF/MBA, MSF, MSTE and MSIB programs. The staff consists of:

Gail Justino-Miller, Assistant Dean & Director, Programs and Student Services	
<a href="mailto:g.justino-miller@northeastern.edu">g.justino-miller@northeastern.edu</a>	x4264
Sandra Leyne, Assistant Director, Student Services	
<a href="mailto:s.leyne@northeastern.edu">s.leyne@northeastern.edu</a>	x8885
Lauren Fallon, Assistant Director, Full-Time MBA Program	

I.fallon@northeastern.edu	x6978
Evelyn Gonzalez, Assistant Director, Part-Time MBA Program e.gonzalez@northeastern.edu	x5999
Emma Rallis, Academic Advisor, Graduate Certificates e.rallis@northeastern.edu	x5369
Erin Wise, Student Services Specialist e.wise@northeastern.edu	x5365

## **Online Programs Student Services Team**

### **Admissions:**

1.866.890.0347 Ext. 3510 (US and Canada)  
+ 1.617.476.3110 Ext 3510 (International)  
E-mail: [onlinegradbusiness@northeastern.edu](mailto:onlinegradbusiness@northeastern.edu)

### **Monday-Friday: 9:00am to 6:00pm EST Advising:**

1.866.291.8058, Option 2  
[onlinegradsupport@northeastern.edu](mailto:onlinegradsupport@northeastern.edu)

### **Technical Support:**

Phone: 1.866.291.8058, Option 1 (LIVE 24/7)  
<https://www.supportcenter.embanet.com/nu>.

## **The Graduate Student Lounge**

The Graduate Student Lounge is located in 301 Dodge Hall. Comfortable seating, refrigerator and microwave oven are provided for student use.

Student groups often use the lounge for informal meetings or class group projects. Information regarding events is posted in Dodge Hall and in the Grad eNewsletter.

## **Grad eNewsletter**

The Grad eNewsletter is published each Wednesday by the Program and Student Service Team. The newsletter lists updated academic information, announcements of events, case studies and seminars, the latest job postings from the Career Center and other valuable information. All students are encouraged to read the newsletter each week. It is available to all current students via their NU e-mail.

## **Computer Labs**

While students may use any of the computer labs at Northeastern, most business students will use the lab in 54 Dodge. These computers are equipped with widely used business application software.

## **Bloomberg Terminal**

Bloomberg terminals are available in the following locations for student use:

Two on the 2nd floor of the Snell Library, available during normal library hours; Six in 177 Dodge, available Monday-Friday, 6am-12 midnight, Saturday and Sunday, 7am-



7pm; NU ID required for access

One in 413 Hayden; available during normal business hours

Students, using the userid "bloomberg" and the password "bloombergterminal 1" and a cell phone may set up a personal account using HELP.

### **The Disability Resource Center**

The Disability Resource Center is located in 20 Dodge Hall and provides individualized services for students with disability-related special needs. Contact them at 617.373.2675, fax: 617.373.7800. For more information, see their website: [northeastern.edu/drc/](http://northeastern.edu/drc/).

### **ID Cards**

Students are expected to carry an official ID card and to show it at the request of any University official. Cards can be obtained at 4 Speare Commons and are needed for the library, recreation facilities and other University services. Online students may acquire their cards remotely; contact the Online Programs Student Services Team for more information.

### **University Emergency Delays/Closings**

In the event of inclement weather or extraordinary situations, many local radio and television stations will carry a "delayed opening" or "all classes canceled" announcement. A recorded message is available at 617.373.2000. In case of emergency or crisis situations that require immediate notification, University officials will deploy the NU ALERT system, which sends email, voicemail and text messages to students, faculty and staff. NU ALERT is intended to communicate pertinent information and, when appropriate, provide directions to those in the affected area(s). The NU ALERT system broadcasts messages to the email addresses and telephone numbers students have provided the University. Students can change or update their contact information by logging into the portal at [my.northeastern.edu](http://my.northeastern.edu) and following the instructions.

The University assumes no liability for delay or failure to provide educational or other services or facilities due to causes beyond its reasonable control. Causes include, without limitation, power failure, fire, strikes by University employees or others, damage by natural elements, and acts of public authorities. The University will, however, exert reasonable efforts when it judges them to be appropriate, provide comparable services, facilities, or performance; but its inability or failure to do so shall not subject the University to liability.

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### **Purpose**

The Graduate Business Programs Catalog & Student Guide should be used in conjunction with the Graduate Student Handbook (available at <https://registrar.northeastern.edu/article/2019-2020-catalog-and-course-descriptions/>), select "Graduate Catalog") and other procedural guides which contain Northeastern University's primary statements about academic programs, policies, and procedures; degree requirements; student responsibilities; and general personnel policies, benefits, and services.

### **Accreditation**

Northeastern University is accredited by the New England Association of Schools and Colleges, Inc. The University's business programs are accredited by the Association to Advance Collegiate Schools of Business.

### **Family Educational Rights and Privacy Act**

In accordance with the Family Educational Rights and Privacy Act of 1974, Northeastern University permits its students to inspect their records whenever appropriate and to challenge specific parts of them. Details on the law and its application are printed in the University Graduate Student Handbook and are available at [registrar.northeastern.edu/article/family-educational-rights-privacy-act-ferpa/](http://registrar.northeastern.edu/article/family-educational-rights-privacy-act-ferpa/).

### **Equal Opportunity Policy**

Northeastern University is committed to providing equal opportunity to its students and employees, and to eliminating discrimination when it occurs. Northeastern University does not condone discrimination on the basis of race, color, religion, religious creed, genetics, sex, sexual orientation, age, national origin, ancestry, veteran, or disability status. Moreover, the University will not ignore any form of discrimination or harassment, including sexual harassment of any member of the Northeastern community. Nor will Northeastern condone any form of retaliatory activity against any person who brings a complaint of discrimination or harassment, or who cooperates in a complaint investigation. The University's nondiscrimination policies and its grievance procedures are available online at <http://www.northeastern.edu/aa/policies.html> and in the Office of Institutional Diversity and Inclusion located in 106 West Village A. Inquiries regarding the University's nondiscrimination policies may be directed to

Office of Institutional Diversity and Inclusion  
106 West Village A  
Northeastern University  
Boston, MA 02115  
Phone: (617) 373.2133 Fax: (617) 373-4146  
Email: [diversity@northeastern.edu](mailto:diversity@northeastern.edu)  
Website: [provost.northeastern.edu/oidi/](http://provost.northeastern.edu/oidi/)

Inquiries concerning the application of nondiscrimination policies may also be referred to the following organizations: The Regional Director, Office for Civil Rights, United States Department of Education, J.W. McCormack Building, Post Office Court House, Room 222, Boston, Massachusetts 02109-4557; Massachusetts Commission Against Discrimination (MCAD), One Ashburton Place, Boston, Massachusetts 02108-1518; Equal Employment Opportunity Commission, One Congress Street, 10th Floor, Room 1001, Boston, Massachusetts 02114.

## **STAFF**

Note: all phone extension listings for Northeastern faculty and staff are prefaced by 617-373-xxxx.  
For up-to-the-minute personnel listings check: [damore-mckim.northeastern.edu/](http://damore-mckim.northeastern.edu/)

### **Graduate Business Programs**

Associate Dean, Graduate Programs: Kate E. Klepper	400 DG, x5417
Administrative Assistant: Shari Khalil	400 DG, x5417

### **Graduate Recruiting and Admissions**

Director, Graduate Recruiting and Admissions: Evelyn Tate	350 DG, x3258
Associate Director, Recruitment & Admissions: Alexandra Munroe	350 DG, x4733
Associate Director, Recruitment & Admissions: Mary McNamara	350 DG, x4765
Admissions Manager: Dena Snyder	350 DG, x8877
International Recruitment Manager: Jelena Pejic	350 DG, x3078
Admissions Operations Analyst: Rumana Khan	350 DG, x4951
Admissions Operations Assistant: Kellianne Frankel	350 DG, x6310
Marketing Operations Assistant: Hannah Brower	350 DG, x8320

### **Program and Student Services**

Assistant Dean & Director, Program & Student Services: Gail Justino-Miller	350 DG, x4264
Assistant Director, Student Services: Sandra Leyne	350 DG, x8885
Assistant Director, Full-Time MBA: Lauren Fallon	350 DG, x6978
Assistant Director, Part-Time MBA Program: Evelyn Gonzalez	350 DG, x5999
Academic Advisor, Certificate Programs: Emma Rallis	350 DG, x5369
Student Services Specialist: Erin Wise	350 DG, x5365
Program Assistant: Haley Stramel	350 DG, x5992

### **Online Programs**

Dir., Graduate Distance Learning Programs: Matthew Foster	175 RI, x8448
Assistant Director (Academic Counseling/Graduation): Liza Spatola	175 RI, x3042
Distance Learning Prog. Specialist (Admissions): Jennifer Smith	175 RI, x5964

### **Graduate Business Programs Marketing & Communications**

Director of Communications: Heather Hill	120 HA, x3403
Web Manager: Will Lehman	501 236, x5886

Assistant Director, Communications: Brittany Nuttall	501 236, x6240
Digital Communications Specialist: Liz Merino	501 236, x8334
Director of Marketing: Becky Higgins	350 DG, x5960
Assistant Director of Marketing: Katlyn Anctil	350 DG, x3279
Digital Marketing Specialist: Kristen Aldieri	350 DG, x6912
Marketing Specialist: Nicole Bongiovanni	350 DG, x5962

### **Graduate School of Professional Accounting**

Director: Julie Chasse	412 DG, x4621
Assistant Director: Lizbeth Jones	412 DG, x4622
Recruiting Specialist: Cassie Dennison	412 DG, x5708
Program Manager: Stefani Vieira	412 DG, x5007

### **Career Center**

Director: TBD	312 DG, x2029
Associate Director: Tim Tippet	312 DG, x5940
MS Career Planning Program Manager: Jessica Medeiros	312 DG, x2411
Career Services Program Manager: Tim Chezar	312 DG, x2431
MBA Career Planning Program Manager: Cathy Merlo	312 DG, x2779
Recruiting Manager: Praggya Rustagi Barretto	312 DG, x5000
Office Manager: Emma Bouma	312 DG, x3003

## **Office of the Dean**

### **Administration**

Dunton Family Dean: Rajagopal Echambadi	101 HA, x3239
Assistant to the Dean & Project Manager: Vikki Avras	101 HA, x3239
Administrative Assistant: Jacqueline Donnelly	101 HA, x3232
Senior Associate Dean of Faculty and Research: Emery Trahan	101 HA, x4568
Manager, Faculty Affairs: Stephen Haag	101 HA, x4236
Senior Director, Academic Research & Analysis: Nancy Korn	101 HA, x3714
Associate Dir. Event Planning & Management: Anne Benware	101 HA, x3230
Associate Dean, Finance & Administration: John Reilly	101 HA, x4939
Manager, Finance & Administration: Edwige Poinssot	101 HA, x3036
Budget Director: Maria Costa de Sousa	101 HA, x3774
Budget Analyst: Kylie Ross	101 HA, x2131
Manager, Human Resources and Operations: Kelly Lyons	101 HA, x3717
Administrative Operations Lead: Aimee Williams	101 HA, x3232
Information Technology Manager: Anthony Grimaldi	305 HA, x2313

### **Corporate Programs**

Executive Director: Christina Jaracz	502 236, x7203
Program Director: Darlene Webb	502 236, x8746
Director, Client Development: Mark Sullivan	502 236, x7207
Senior Program Manager: Joseph Sopp	502 236, x3705

Manager, Client Development: Casandra Varao	502 236, x6976
Program Coordinator: Maddie McLean	502 236, x6993

**Center for Family Business**

Executive Director: Edmund (Ted) Clark	209 HA, x7031
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**Development**

Assistant Dean for Development: Deborah Magnezy	374 DG, x5023
Senior Development Officer: Robert Dooley	374 DG, x4328
Director of Giving and School Initiatives: Tawna Rathe	374 DG, x2037
Development Officer: Mary Ryan	374 DG, x4741
Administrative Assistant: Abigail Smith	374 DG, x3133



## **FACULTY**

Note: all phone extension listings for Northeastern faculty and staff are prefaced by 617- 373-xxxx. For up-to-the-minute personnel listings check: <http://www.damore-mckim.northeastern.edu/faculty-and-research/faculty-directory>

### **Accounting**

Timothy J. Rupert Professor and Group Chair; Ph.D., Pennsylvania State University	404 HA, x5165
Jaehan Ahn Assistant Professor; Ph.D., University of Oklahoma	422 HA, x7004
Charles Bame-Aldred Executive Professor; Ph.D., University of Massachusetts, Amherst	304 HA, x5022
James Boyer Associate Academic Specialist; MS, Northeastern University	325 HA, x6538
Mauricio Codesso Visiting Professor; Ph.D., University of Santa Catarina	319 HA
Mary Kate Dodgson Assistant Professor; Ph.D., University of Massachusetts, Amherst	404 HA, x6768
Brian Fitzgerald Assistant Professor; Ph.D., Texas A&M University	404 HA, x8488
Timothy Gagnon Associate Teaching Professor; J.D., Boston College	404 HA, x5742
Larry Ginsberg Assistant Academic Specialist	404 HA, x5861
William Goldman Senior Lecturer; MS/MBA, Northeastern University	309 HA, x8460
Kamber Hetrick Assistant Professor; Ph.D., University of Illinois at Urbana-Champaign	404 HA, x3889
Udi Hoitash Cowan Research Professor; Ph.D., Rutgers University	422 HA, x5839
Patrick Hurley Assistant Professor; Ph.D., University of Wisconsin-Madison	404 HA, x4648
Ganesh Krishnamoorthy Professor; Ph.D., University of Southern California	406 HA, x4651
Xiaotao (Kelvin) Liu Associate Professor; Ph.D., University of South Carolina	404 HA, x5926
Mario J. Maletta Professor; Ph.D., University of Massachusetts, Amherst	404 HA, x8397
Kimberly Moreno Professor; Ph.D., University of Massachusetts, Amherst	404 HA, x8368
Russ O'Haver Senior Academic Specialist; Ph.D., City University of New York	304 HA, x8508
Peggy O'Kelly Principal Lecturer, M.B.A., University of Michigan	404 HA, x5270
Marjorie Platt Professor; Ph.D., University of Michigan	404 HA, x4647
Michael Ruff Associate Teaching Professor, Ph.D., Bentley University	412 HA, x8996

Daniel Sunderland	404 HA
Professor of the Practice; M.B.A., University of Chicago	
Andrew Trotman	421 HA, x5748
Assistant Professor; Ph.D., Bond University	
Shuyuang Wang	421 HA, x7521
Assistant Professor; Ph.D., University of Illinois, Urbana-Champaign	
Xia (Summer) Xiao	422 HA, x2158
Assistant Professor; Ph.D., University of Arizona	
Yue May Zhang	404 HA, x3357
Associate Professor; Ph.D., University of Pittsburgh	
Ronald Zullo	404 HA, x6286
Senior Lecturer; MS Taxation, Bentley University	

## Finance

Emery A. Trahan	101 HA, x4568
Senior Associate Dean of Faculty and Research, Professor; Ph.D., S.U.N.Y. at Albany; CPA	
Olubunmi Faleye	413 HA, x3712
Professor and Group Chair; Ph.D., University of Alberta, Canada	
Rajesh Aggarwal	418 HA, x8333
Professor; Ph.D., Harvard University	
Jianqiu (John) Bai	409 HA, x6247
Assistant Professor; Ph.D., University of Southern California	
Jeffery A. Born	413 HA, x5054
Professor, Associate Dean, Undergraduate Programs; Ph.D., University of North Carolina	
Nicole M. Boyson	412 HA, x4775
Professor; Ph.D., The Ohio State University	
James Campasano	413 HA
Assistant Teaching Professor; Ph.D., University of Massachusetts, Amherst	
Paul Chiou	414 HA, x4713
Assistant Teaching Professor; Ph.D., Rutgers University	
Felipe Cortes	414 HA, x3155
Assistant Professor; Ph.D., Washington University in St. Louis	
Mark Gooley	126 HA, x3393
Associate Teaching Professor; Ph.D., Northeastern University	
Tiantian Gu	414 HA, x2932
Associate Professor; Ph.D., Finance, University of Wisconsin-Madison	
Richard Herron	120 HA, x3875
Associate Teaching Professor; Ph.D., City University of New York	
Apoorva Koticha	419 HA, x2172
Associate Teaching Professor; Ph.D., New York University	
Karthik Krishnan	414 HA, x4707
Associate Professor; Ph.D., Boston College	
Weiling Liu	414 HA, x4739
Assistant Professor, Ph.D., Harvard University	

Jean-Claude Makolo	126A HA, x2197
Assistant Teaching Professor; Ph.D., Brandeis University	
Joseph Marks	419 HA, x4573
Associate Teaching Professor; Ph.D., University of Illinois at Urbana-Champaign	
Robert M. Mooradian	418 HA, x5955
Professor; Ph.D., University of Pennsylvania	
Saptarshi Mukherjee	409 HA, x5030
Assistant Professor; Ph.D., New York University	
Vincent Muscolino	413 HA, x3616
Lecturer; MBA, Babson College	
Mark Muzere	214 HA, x4572
Visiting Associate Professor; Ph.D., Washington University	
David Myers	305E HA, x5682
Assistant Teaching Professor; Ph.D., University of Washington	
Harlan D. Platt	414 HA, x4740
Professor; Ph.D., University of Michigan	
Marius Popescu	305 HA, x3798
Associate Teaching Professor; Ph.D., Virginia Polytechnic Institute and State University	
Gary Porter	305 HA, x7327
Assistant Teaching Professor; Ph.D., University of South Carolina	
Ali Sharifkhani	414 HA, x5051
Assistant Professor; Ph.D., University of Toronto	
Kandarp Srinivasan	413 HA, x4569
Assistant Professor; Ph.D., Washington University in St. Louis	
Richard S. Swasey, Jr.	126 HA, x5965
Principal Lecturer; M.B.A., University of Virginia	
Anand Venkateswaran	412 HA, x7873
Associate Professor; Ph.D., Georgia State University	
Shiawee X. Yang	413 HA, x8209
Associate Professor; Ph.D., Pennsylvania State University	
Kuncheng (K.C.) Zheng	409 HA, x6248
Assistant Professor; Ph.D., University of Michigan	

## Entrepreneurship and Innovation

Fernando F. Suarez	471 DG, x6028
Jean C. Tempel Professor and Group Chair; Ph.D., Massachusetts Institute of Technology	
Rajagopal Echambadi	101 HA, x3239
Dunton Family Dean of DMSB and Professor; Ph.D., University of Houston	
Kevin Boudreau	457 DG, x4161
Associate Professor; Ph.D., Massachusetts Institute of Technology	
Edmund (Ted) L. Clark	218 HA, x7031
Associate Academic Specialist; M.B.A., Clark University	
Gregory Collier	439 DG, x6336
Professor of the Practice; M.B.A., Eastern Michigan University	



Frederick G. Crane	219 HA, x5047
Senior Academic Specialist; Ph.D., University of Bradford, England	
Kimberly A. Eddleston	209 HA, x4014
Professor, Ph.D., University of Connecticut	
John Friar	209 HA, x4784
Senior Academic Specialist; Ph.D., Massachusetts Institute of Technology	
Stephen Golden	219 HA, x5326
Associate Teaching Professor; Ph.D., Northeastern University	
Stine Grodal	HA
Distinguished Professor; Ph.D., Stanford University	
Samina Karim	475 DG, x6049
Professor; Ph.D., University of Michigan	
Ralph Katz	319 HA, x4724
Professor; Ph.D., University of Pennsylvania	
Venkat Kuppuswamy	479 DG, x2280
Assistant Professor; D.B.A., Harvard University	
Bob Lentz	212 HA, x7268
Associate Academic Specialist; Program Manager NUCEE & Idea; M.B.A., Babson College	
Razvan Lungeanu	477 DG, x2970
Assistant Professor; Ph.D., Northwestern University	
Tucker J. Marion	209 HA, x2241
Associate Professor; Ph.D., Pennsylvania State University	
Marc H. Meyer	473 DG, x5948
Matthews Distinguished University Professor; Robert Shillman Professor of Entrepreneurship; Ph.D., Massachusetts Institute of Technology	
Cheryl R. Mitteness	218 HA, x3728
Associate Academic Specialist; Ph.D., University of Louisville	
Kevin Scanlon	152 DG, x6201
Professor of the Practice; Ph.D., University of London	
Dennis R. Shaughnessy	218 HA, x7892
Teaching Professor; M.B.A., Northeastern University	
Kuppuswamy Srikrishna	126 HA, x4010
Visiting Teaching Professor; Ph.D., University of California-Berkley	

## Management and Organizational Development

Cynthia Lee	112 HA, x5146
Group Chair, Professor; Ph.D., University of Maryland	
Zeynep Aksehirli	112 HA, x2452
Associate Teaching Professor; Ph.D., University of California-Los Angeles	
Marla Baskerville	112 HA, x8290
Associate Professor, Ph.D., Tulane University	
John C. Dencker	112 HA, x5021
Professor; Ph.D., Harvard University	
Bruce Parker Ellen III	112 HA, x2828
Assistant Professor; Ph.D., Florida State University	

Leonard J. Glick	112 HA, x4720
Senior Academic Specialist, Executive Professor; Ed.D., Harvard University	
Timothy Hoff	137 RI, x4698
Professor; Ph.D., University of Albany, SUNY-Albany	
Jamie J. Ladge	112 HA, x8176
Associate Professor; Ph.D., Boston College	
Barbara Larson	112 HA, x7379
Associate Teaching Professor; D.B.A., Harvard University	
Zhenyu Liao	112 HA, x4731
Associate Teaching Professor; Ph.D., National University of Singapore	
Paulette McCarthy	112 HA, x4718
Associate Teaching Professor; Ph.D., University of Tennessee	
Curtis Odom	120 HA, x7564
Assistant Teaching Professor; Ed.D., Pepperdine University	
Edward G. Wertheim	112 HA, x4725
Associate Professor; Ph.D., Yeshiva University	

## International Business and Strategy

Hugh Courtney	313 HA, x7944
Group Chair and Professor; Ph.D., Massachusetts Institute of Technology	
Ruth Aguilera	304 HA, x4639
Distinguished Professor, Fred and Darla Brodsky Chair in International Business; Ph.D., Harvard University	
Todd Alessandri	316 HA, x4024
Associate Professor; Ph.D., University of North Carolina – Chapel Hill	
Ellie Banalieva	315 HA, x4756
Associate Professor, Ph.D., Indiana University	
Paula Caligiuri	312C HA, x6828
Distinguished Professor of Global Leadership; Ph.D., Pennsylvania State University	
William F. Crittenden	305 HA, x4636
Professor, Ph.D., University of Arkansas	
Alvaro Cuervo-Cazurra	316 HA, x6568
Professor; Ph.D., Massachusetts Institute of Technology	
James D. Dana, Jr.	306 LA, x7517
Professor; Ph.D., Massachusetts Institute of Technology	
Luis A. Dau	309 HA, x4604
Associate Professor; Ph.D., University of South Carolina	
Michael Enright	314 HA, x2788
Pierre Choueiri Family Professor; Ph.D., Harvard University	
Joseph M. Giglio	305 HA, x4762
Senior Academic Specialist; Ph.D., Northeastern University	
Mark Huselid	315B HA, x7258
Distinguished Professor; Ph.D., SUNY-Buffalo	
Julia Ivy	313 HA, x4557
Associate Teaching Professor; Ph.D., Lancaster University	
Anna Lamin	313 HA, x3437
Associate Professor; Ph.D., University of Minnesota	

William Lovely III Assistant Academic Specialist; Ph.D., Northeastern University	304 HA, x3068
Valentina Marano Associate Professor Professor; Ph.D., University of South Carolina	304 HA, x8652
Elizabeth Moore Assistant Teaching Professor, Ph.D., Northeastern University	309C HA, x6901
Carl W. Nelson Associate Professor, Ph.D., University of Manchester, England	304 HA, x4751
Sheila M. Puffer University Distinguished Professor; Ph.D., University of California at Berkeley	314 HA, x5249
Ravi Ramamurti University Distinguished Professor; D.B.A., Harvard University	309 HA, x4760
Christopher Robertson Professor; Ph.D., Florida State University	316 HA, x4759
Alexandra Roth Associate Academic Specialist; Ph.D., University Frankfurt – Germany	304 HA, x2274
Ravi Sarathy Professor; Ph.D., University of Michigan	313 HA, x4806
Bert A. Spector Associate Professor; Ph.D., University of Missouri	312 HA, x2504
Annique Un Associate Professor; Ph.D., Massachusetts Institute of Technology	304 HA, x6567
George Yip Distinguished Visiting Professor; D.B.A., Harvard University	304 HA
Gary Young Professor; Ph.D., SUNY-Buffalo	137 RI, x2528

## Supply Chain and Information Management

Gilbert Nyaga Group Chair and Associate Professor; Ph.D., Michigan State	213 HA, x2116
Katherine Ashley Associate Teaching Professor; Ph.D., University of California-Berkeley	213 HA, x2759
Shawn Bhimani Assistant Professor; Ph.D., University of Nottingham	325 HA, x4734
Nick Dedek Senior Lecturer; Technische Universität Kaiserslautern, Germany	220 HA, x5521
Martin A. Dias Associate Teaching Professor; Ph.D., Bentley University	216 HA, x4812
Cuneyt Eroglu Associate Professor; Ph.D., The Ohio State University	325 HA, x8015
Mohamed Habibullah Assistant Teaching Professor; Ph.D., University of Missouri – Columbia	213 HA, x4721
Carol Lee Assistant Teaching Professor	214 HA, x3132
Yang W. Lee Associate Professor; Ph.D., Massachusetts Institute of Technology	216 HA, x5052

Robert C. Lieb	213 HA, x4813
Professor; D.B.A., University of Maryland	
Xiaoping Liu	214 HA, x7288
Assistant Teaching Professor; Ph.D., University of Massachusetts – Lowell	
Mohammed Moshref-Javadi	325 HA, x3549
Visiting Assistant Professor; Ph.D., Purdue University	
Robert Murray	325 HA, x4749
Associate Academic Specialist; M.B.A., Harvard University	
Tareq Nasralah	216 HA, x5050
Visiting Assistant Professor; Ph.D., Dakota State University	
Demetra Paparounas	319 HA, x4785
Lecturer; Ph.D., Northeastern University	
Michael Power	213 HA, x3498
Senior Lecturer; EMBA, Northeastern University	
Christoph Riedl	216 HA, x5739
Associate Professor; Ph.D., Technische Universität München	
Bhawesh Sah	213 HA, X2342
Visiting Assistant Professor; Ph.D., SUNY-Binghamton	
Nada Sanders	325 HA, x7198
Distinguished Professor; Ph.D., The Ohio State University	
Dee Spencer	319 HA, x6315
Senior Lecturer; Ph.D., Boston College	
Paul Tagliamonte	126D HA, x7297
Lecturer; MS, Boston College	
Peter Tarasewich	319 HA, x4726
Assistant Teaching Professor; Ph.D., University of Connecticut	
Frederick Wiseman	319 HA, x4562
Professor; Ph.D., Cornell University	
Nizar Zaarour	213 HA, x4754
Assistant Teaching Professor; Ph.D., Northeastern University	

## Marketing

Felicia G. Lassk	202 HA, x5307
Group Chair and Associate Professor; Ph.D., South Florida/Tampa	
Yakov Bart	202 HA, x8368
Associate Professor; Ph.D., University of California at Berkeley	
Kwong Chan	205 HA, x4717
Associate Academic Specialist; Ph.D., Michigan State University	
Angela Chang	206B HA, x8542
Associate Teaching Professor; Ph.D., Indiana University	
Bruce H. Clark	225 HA, x4783
Associate Professor; Ph.D., Stanford University	
Alexander DePaoli	225 HA, x4805
Associate Teaching Professor; Ph.D., Stanford University	
Paul W. Fombelle	225 HA, x5253
Associate Professor; Ph.D., Arizona State University	

Amir Grinstein	205 HA, x4563
Associate Professor; Ph.D., Ben Gurion University of the Negav	
Mason Jenkins	202 HA, x3260
Visiting Assistant Professor; Ph.D., Northeastern University	
Yael Karlinsky Shichor	225 HA, x5251
Assistant Professor; Ph.D., Columbia University	
Didem Kurt	214 HA
Visiting Associate Professor; Ph.D., University of Pittsburgh	
Shun-Yang Lee	202 HA, x3260
Assistant Professor; Ph.D., University of Texas-Austin	
Daniele M. Mathras	202 HA, x5744
Associate Teaching Professor; Ph.D., Arizona State University	
Jay P. Mulki	206 HA, x5740
Associate Professor; Ph.D., University of Southern Florida	
Koen Pauwels	205 HA, x2033
Distinguished Professor; Ph.D., University of California, Los Angeles	
Lei (Amy) Pei	202 HA
Assistant Professor; Ph.D., University of Southern California	
Shubhro Sen	202 HA
Visiting Professor; Ph.D., University of California, Berkeley	
Keith Smith	225C HA, x5564
Assistant Professor; M.B.A., University of Georgia	
Mary L. Steffel	202 HA, x3859
Associate Professor; Ph.D., University of Florida	
Fareena Sultan	225 HA, x8555
Professor; Ph.D., Columbia University	

## Appendix A

### Graduate Program Waiver Guidelines

Course waiver may be granted to a student in the Part-Time MBA, Online MBA, Online MSF or Online MSIB program who has completed prior undergraduate coursework at an AACSB-accredited institution within the past five years with a grade of “B” or better (grades of “B-” do not qualify). The student is excused from taking the required course in the program, and the total credits for graduation will be reduced accordingly.

**Waived courses will not appear on the final transcript. Waiver credits plus transfer credits may never exceed one-third of the total credits for the degree. At least two-thirds of the course requirements must be earned in the program.**

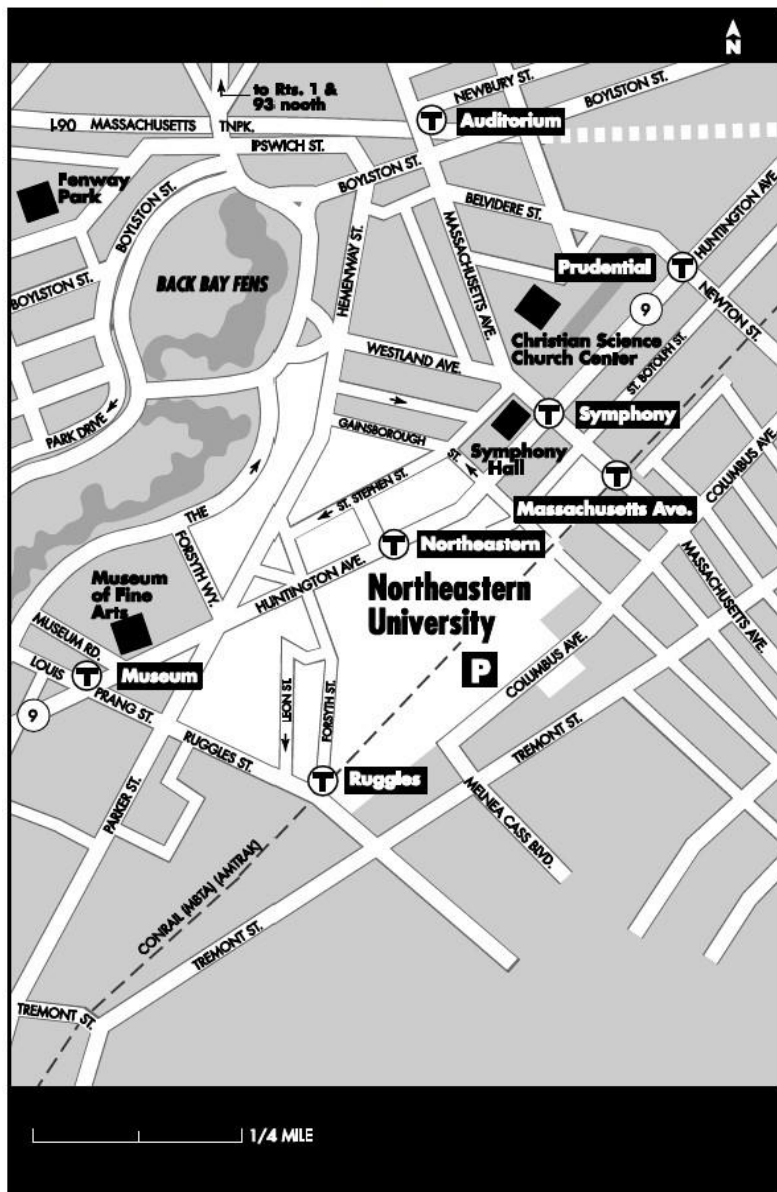
Students are required to submit official transcripts (if not included in the application package) and syllabi for each transfer/waiver request. Students may be asked to provide additional documentation. New students may contest initial waiver decisions, or request additional waivers only during their first semester (within 60 days of admissions for all online programs). After this time period, waivers will not be granted.

Waiver criteria for core MBA courses are listed below. Waiver requests for other courses will be considered on an individual case basis. Please consult your academic advisor for additional information.

Course #	Course Name	Waiver Criteria	Notes
ACCT 6200 or 6272	Financial Reporting and Managerial Decision Making I (3 credits) or Financial Statement Preparation and Analysis (2.250 credits)	Accounting major and/or CPA designation in last 5 years with GPA of 3.0 or better & “B” or better in at least one upper level financial accounting course	Requires Faculty approval
ACCT 6201 or 6273	Financial Reporting and Managerial Decision Making II (1.5 credits) or Identifying Strategic Implications in Accounting Data (2.250 credits)	Accounting major and/or CMA designation in last 5 years with 3.00 or better & “B” or better in upper level cost/managerial accounting course	Requires Faculty approval
HRMG 6200	Managing People and Organizations (3 credits)	Human Resources/Organization Behavior major or minor	Must take one HRMG elective
INTB 6200	Managing the Global Enterprise (3 credits)	International Business major	Must take one INTB elective
FINA 6200	Value Creation Through Financial Decision Making (3 credits)	Finance major or minor	Must take one Finance elective
MECN 6200	Global Competition and Market Dominance (3 credits)	Economics major or minor	
MKTG 6200	Creating and Sustaining Customer Markets (3 credits)	Marketing major or minor	Must take one Marketing elective
MGSC 6200	Information Analysis (3 credits)	Completion of at least one semester-long course in statistics that covered multiple regression analysis and required the use of statistical software	Must provide syllabus and evidence of statistical software use
MGSC 6204	Managing Information Resources (1.5 credits)	MIS major in business school; Information Technology,	

		Information Systems or Computer Science major with at least one managerial Information Systems course	
MGSC 6206	Management of Service and Manufacturing Operations (3 credits)	Industrial Engineering or Operations Management major or minor	

## Local Campus Area





## Campus Map



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# Graduate School 2020–2021 Academic Calendar

Subject to Change. Updated and comprehensive calendar available at:  
[registrar.northeastern.edu/group/calendar/](http://registrar.northeastern.edu/group/calendar/)

Note: MS in Innovation program has a slightly different calendar. Refer to program calendar for details.

## Fall 2020

### Sep 7 Monday

Labor Day

### Sep 9 Wednesday

First day of fall classes

### Oct 12 Monday

Columbus Day observed,  
no classes

### Nov 11 Wednesday

Veterans Day observed, no  
classes

### Nov 13 Friday

Spring registration begins

### Nov 25 Wednesday

First day of Thanksgiving  
Recess, no classes

### Nov 30 Monday

Classes resume

### Dec 12 Saturday

Last day of fall classes

### Dec 14 Monday

First day of final exams for  
fall classes

### Dec 19 Saturday

Last day of final exams for  
fall classes

### Dec 21 Monday

First day of winter break

## Spring 2021

### Jan 18 Monday

Martin Luther King Jr.'s

Birthday observed, no classes

### Jan 19 Tuesday

First day of spring classes

### Feb 15 Monday

Presidents' Day, no classes

### Feb 19 Friday

Summer registration begins

### Apr 9 Friday

Fall registration begins

### Apr 19 Monday

Patriots' Day observed, no  
classes

### Apr 24 Saturday

Last day of spring classes

### Apr 26 Monday

First day of final exams for  
spring classes

### May 1 Saturday

Last day of final exams for  
spring classes

## Summer 2021

### May 10 Monday

First day of summer 1 and  
full summer classes

### May 31 Monday

Memorial Day observed, no  
classes

### Jun 26 Saturday

Last day of summer 1 classes

### Jun 28 Monday

First day of final exams for  
summer 1 classes

### Jul 3 Saturday

Last day of final exams for  
summer 1 classes

### Jul 5 Monday

Independence Day observed,  
no classes

### Jul 6 Saturday

First day of summer 2 classes

### Aug 14 Saturday

Last day of full summer classes

### Aug 16 Monday

First day of final exams for  
full summer classes

### Aug 21 Saturday

Last day of final exams for  
full summer classes

Last day of summer 2 classes

### Aug 23 Monday

First day of final exams for  
summer 2 classes

### Aug 28 Saturday

Last day of final exams for  
summer 2 classes

### Aug 29 Sunday

First day of vacation

### Aug 31 Tuesday

Summer degree conferral

### Sep 1 Wednesday

Commencement