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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Full-time MBA Program
The Full-time MBA program starts in the Fall Semester. There are 15 required courses comprising 39 credits. Students must also take 21 elective credits for a total of 60 credits. All elective credits are taken in the evening or on Saturdays. Students must complete the Globalization requirement and one of the three required career tracks to graduate. 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)**
- **ACCT 6208** Financial Reporting & Managerial Decision Making 4 cr
- **HRMG 6208** Effective Organizational and Human Behavior 3 cr
- **MECN 6208** Economics for Managerial Decision Making 2 cr
- **MGSC 6205** Management of Information Resources 2 cr
- **MKTG 6208** Marketing and Customer Value 4 cr
- **BUSN 6950** MBA Skills Workshop 0 cr
- **BUSN 6200** Career Management* 0 cr
  
  *required for corporate residency
  
  Total for Term: 15 cr

**Semester Two (Spring)**
- **FINA 6208** Financial Management for Value Creation 4 cr
- **MGSC 6207** Data Analysis for Decision Making 2 cr
- **SCHM 6200** Supply Chain and Operations Management 4 cr
- **STRT 6208** Strategic Decisions for Growth 3 cr
- **ENTR 6208** Innovation and Enterprise Growth 2 cr
- **BUSN 6200** Career Management* 0 cr
  
  *required for corporate residency
  
  Total for Term: 15 cr

**Semesters Three, Four and Five**
- **INTB 6238** Global Project 3 cr
- **INTB 6208** Global Management 3 cr

**MBA Electives**
Complete 9 semester hours in the following subject areas: ACCT, ENTR, FINA, HRMG, INTB, MECN, MKTG, MGMT, SCHM, and STRT.

**Globalization Requirement**
Full-time MBA students fulfill the globalization requirement through participation in the
global Project course/trip (INTB 6238) during their first Summer 1 session. In extraordinary circumstances and with advanced approval, students may substitute INTB 6238 with an approved International Business elective.

**Corporate Residency**
Students in the full-time MBA program are expected to complete a six-month corporate residency work assignment. 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 July through December 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 limited opportunities to extend corporate residency up to twelve months based on employer needs and subject to ISSI 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 have their graduation date changed from August to
January of the following year. 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.

**Career Tracks**

Students will elect to pursue one of five required career tracks. Students will choose an initial track while pursuing their corporate residency. The final track decision must be made while on corporate residency to ensure proper course selection in the final academic terms. Students are encouraged to consult with their academic advisor and Career Track chair throughout their program to ensure they are registered for the correct courses and that the requirements of the Career Track are met. Each Career Track consists of 15 elective credits as follows:

**Finance Track**

To complete the career track in Finance, students must take

- FINA 6203 Investment Analysis

and fulfill the requirements for one of the two following sub-tracks:

**Corporate Finance sub-track**

Complete one of the following:

- FINA 6205 Financial Strategy
- FINA 6216 Valuation and Value Creation
- FINA 6260 Entrepreneurial Finance, Innovation Valuation and Private Equity

and complete three of the following:

- FINA 6204 International Financial Management
- FINA 6260 Entrepreneurial Finance, Innovation Valuation and Private Equity*
- FINA 6205 Financial Strategy*
- FINA 6211 Financial Risk Management
- FINA 6213 Investment Banking
- FINA 6214 Mergers and Acquisitions
- FINA 6215 Business Turnarounds
- FINA 6216 Valuation and Value Creation*
- FINA 6217 Real Estate Finance and Investment
- FINA 6222 Risk Management and Insurance

*if not taken as the required track course

**Investments sub-track**

Complete one of the following:

- FINA 6211 Financial Risk Management
FINA 6219  Portfolio Management

and complete three of the following:

- FINA 6204  International Financial Management
- FINA 6211  Financial Risk Management*
- FINA 6213  Investment Banking
- FINA 6214  Mergers and Acquisitions
- FINA 6216  Valuation and Value Creation
- FINA 6217  Real Estate Finance and Investment
- FINA 6219  Portfolio Management*
- FINA 6260  Entrepreneurial Finance, Innovation Valuation and Private Equity
- FINA 6360  Fund Management for Analysts
- FINA 6361  Fund Management for Managers

*if not taken as the required track course

The Finance Career Track Chair may approve other electives for inclusion in the track as the elective curriculum evolves. Note that in any given term/year only a subset of these electives will be available.

**Marketing Track**
To complete the career track in Marketing, students must take:

- MKTG 6210  Marketing Research

and complete four of the following:

- MKTG 6212  International Marketing
- MKTG 6214  New Product Development OR
  or TECE 6250  Lean Design and Development
- MKTG 6216  Market Focused Strategy
- MKTG 6218  Marketing in Service Sector
- MKTG 6222  Digital Marketing
- MKTG 6223  Brand and Advertising Management
- MKTG 6224  B2B and Strategic Sales
- MKTG 6226  Consumer Behavior
- MKTG 6260  Special Topics in Marketing

The Marketing Career Track Chair may approve other electives for inclusion in the track as the elective curriculum evolves. Note that in any given term/year only a subset of these electives will be available.

**Supply Chain Management Track**
To complete the career track in Supply Chain Management, students must take:

- SCHM 6213  Global Supply Chain Strategy

and complete four of the following courses:
SCHM 6211 Logistics and Transportation Management
SCHM 6212 Executive Roundtable in Supply Chain Management
SCHM 6214 Sourcing and Procurement
SCHM 6215 Supply Chain Analytics
SCHM 6216 Market-Driven Supply Chains
SCHM 6218 Offshore Outsourcing
SCHM 6221 Sustainability and Supply Chain Management
SCHM 6222 Managing Emerging Issues in Supply Chain Management
SCHM 6223 Managing Healthcare Supply Chain Operations
MGMT 6214 Negotiations
ENTR 6224 Intellectual Property and Other Legal Aspects of Business and Innovation

The Supply Chain Career Track Chair may approve other electives for inclusion in the track as the elective curriculum evolves. Note that in any given term/year only a subset of these electives will be available.

**Entrepreneurship Track**
To complete the career track in Entrepreneurship students must take:

ENTR 6212 Business Planning for New Ventures

and four of the following courses:

ENTR 6214 Social Enterprise
ENTR 6218 Business Model Design and Innovation
ENTR 6219 Financing Ventures from Early Stage to Exit
ENTR 6224 Intellectual Property and Other Legal Aspects of Business Innovation
ENTR 6225 Corporate Entrepreneurship through Global Growth, Acquisitions, and Alliances
ENTR 6293 Design Thinking for Market-Driven Innovation
FINA 6260 Entrepreneurial Finance, Innovation Valuation, and Private Equity
TECE 6222 Emerging and Disruptive Technologies
TECE 6230 Entrepreneurial Marketing and Selling
TECE 6300 Managing a Technology-Based Business
TECE 6340 The Technical Entrepreneur as Leader

The Entrepreneurship Track Chair may approve other electives for inclusion in the track as the elective curriculum evolves. Note that in any given term/year only a subset of these electives will be available.

**Healthcare Management Track**
To complete the career track in Healthcare Management, students must take:

HRMG 6220 Health Organization Management
STRT 6220 Strategic Management for Healthcare Organizations
HINF 5101 Introduction to Health Informatics and Health Information Systems
HINF 6205  Creation and Application of Medical Knowledge
SCHM 6223  Managing Healthcare Supply Chain Operations

The Healthcare Management may approve other electives for inclusion in the track as the elective curriculum evolves. Note that in any given term/year only a subset of these electives will be available.

Other Program Requirements
Students must complete 21 elective credits before graduation, inclusive of the 15 credits in their Career Track. No more than six of these can be drawn from one-credit courses. After the first year of study, Full-Time MBA students are eligible to apply for the Graduate Certificate in Supply Chain Management or the MS in Finance/MBA program.

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 66. A grade point average of 3.000 is required for graduation. A number of elective concentrations are available.

Required Courses (33 credits)

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 6200</td>
<td>Financial Reporting and Managerial Decision Making 1</td>
<td>3 cr</td>
</tr>
<tr>
<td>ACCT 6201</td>
<td>Financial Reporting and Managerial Decision Making 2</td>
<td>1.5 cr</td>
</tr>
<tr>
<td>HRMG 6200</td>
<td>Managing People and Organizations</td>
<td>3 cr</td>
</tr>
<tr>
<td>INTB 6200</td>
<td>Managing the Global Enterprise</td>
<td>3 cr</td>
</tr>
<tr>
<td>MGSC 6204</td>
<td>Managing Information Resources</td>
<td>1.5 cr</td>
</tr>
<tr>
<td>MGSC 6206</td>
<td>Management of Service and Manufacturing Operations</td>
<td>3 cr</td>
</tr>
<tr>
<td>MKTG 6200</td>
<td>Creating and Sustaining Customer Markets</td>
<td>3 cr</td>
</tr>
<tr>
<td>MECN 6200</td>
<td>Global Competition and Market Dominance</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6200</td>
<td>Value Creation Through Financial Decision Making</td>
<td>3 cr</td>
</tr>
<tr>
<td>MGSC 6200</td>
<td>Information Analysis</td>
<td>3 cr</td>
</tr>
<tr>
<td>STRT 6200</td>
<td>Strategic Decision Making in a Changing Environment</td>
<td>3 cr</td>
</tr>
<tr>
<td>ENTR 6200</td>
<td>Enterprise Growth and Innovation</td>
<td>3 cr</td>
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</table>

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.
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<td>HRMG 6200</td>
<td>HRMG 6200</td>
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<td>ACCT 6201</td>
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<td>MGSC 6204</td>
<td>MGSC 6204</td>
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<tr>
<td>MGSC 6200</td>
<td>MGSC 6200</td>
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<tr>
<td><strong>Summer 1 term</strong></td>
<td><strong>Fall term</strong></td>
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<td>MGSC 6206</td>
<td>MGSC 6206</td>
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<tr>
<td>INTB 6200</td>
<td>INTB 6200</td>
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<tr>
<td><strong>Summer 2 term</strong></td>
<td></td>
</tr>
<tr>
<td>Elective</td>
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<td><strong>Year two</strong></td>
<td><strong>Year two</strong></td>
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<tr>
<td><strong>Fall term</strong></td>
<td><strong>Spring term</strong></td>
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<tr>
<td>MKTG 6200</td>
<td>MKTG 6200</td>
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<tr>
<td>MECN 6200</td>
<td>MECN 6200</td>
</tr>
<tr>
<td><strong>Spring term</strong></td>
<td><strong>Summer 1 term</strong></td>
</tr>
<tr>
<td>FINA 6200</td>
<td>Elective</td>
</tr>
<tr>
<td>ENTR 6200</td>
<td>Elective</td>
</tr>
<tr>
<td><strong>Summer 1 term</strong></td>
<td><strong>Summer 2 term</strong></td>
</tr>
<tr>
<td>Elective</td>
<td>Elective</td>
</tr>
<tr>
<td>Elective</td>
<td>Elective</td>
</tr>
<tr>
<td><strong>Summer 2 term</strong></td>
<td><strong>Fall term</strong></td>
</tr>
<tr>
<td>Elective</td>
<td>FINA 6200</td>
</tr>
<tr>
<td>Elective</td>
<td>ENTR 6200</td>
</tr>
<tr>
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<td><strong>Year three</strong></td>
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<td><strong>Spring term</strong></td>
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<tr>
<td>STRT 6200</td>
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</tr>
<tr>
<td>Elective</td>
<td>Elective</td>
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<td><strong>Spring term</strong></td>
<td><strong>Summer 1 term</strong></td>
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<tr>
<td>Elective</td>
<td>Elective</td>
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<tr>
<td>Elective</td>
<td>Elective</td>
</tr>
<tr>
<td><strong>Summer 1 term</strong></td>
<td><strong>Summer 2 term</strong></td>
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<tr>
<td>Elective</td>
<td>Elective</td>
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<tr>
<td>Elective</td>
<td>Elective</td>
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<tr>
<td><strong>Fall term</strong></td>
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<tr>
<td>Elective</td>
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<tr>
<td>Elective</td>
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</tbody>
</table>
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. Students may petition to create a customized concentration. The petition must be reviewed by the advisor and approved by the appropriate faculty prior to taking the elective courses.

Corporate Finance

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
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<tbody>
<tr>
<td>FINA 6205</td>
<td>Financial Strategy (Required)</td>
<td>3 cr</td>
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<tr>
<td>FINA 6200</td>
<td>Value Creation through Financial Decision Making (Required)</td>
<td>3 cr</td>
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Complete two of the following courses:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
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</thead>
<tbody>
<tr>
<td>FINA 6204</td>
<td>International Finance Management</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6213</td>
<td>Investment Banking</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6214</td>
<td>Mergers and Acquisitions</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6215</td>
<td>Business Turnarounds</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6216</td>
<td>Valuation and Value Creation</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6217</td>
<td>Entrepreneurial Finance</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6221</td>
<td>Risk Management and Insurance</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6260</td>
<td>Entrepreneurial Fin, Innovation Valuation and Private Equity</td>
<td>3 cr</td>
</tr>
</tbody>
</table>

Investments

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
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<tbody>
<tr>
<td>FINA 6200</td>
<td>Value Creation through Financial Decision Making (Required)</td>
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</tr>
<tr>
<td>FINA 6203</td>
<td>Investment Analysis (Required)</td>
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Select 6 credits from these courses

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>FINA 6211</td>
<td>Financial Risk Management</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6212</td>
<td>Fixed Income Securities and Risk</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6213</td>
<td>Investment Banking</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6217</td>
<td>Real Estate Finance and Investment</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6218</td>
<td>Personal Financial Planning</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6219</td>
<td>Portfolio Management</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6222</td>
<td>Risk Management and Insurance</td>
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**Mutual Fund Management**

<table>
<thead>
<tr>
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<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>FINA 6200</td>
<td>Value Creation through Financial Decision Making (Required)</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6203</td>
<td>Investment Analysis (Required)</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6219</td>
<td>Portfolio Management (Required)</td>
<td>3 cr</td>
</tr>
</tbody>
</table>

Complete one of the following elective courses:

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>FINA 6360</td>
<td>Fund Management for Analysts</td>
<td>1 cr</td>
</tr>
<tr>
<td>FINA 6361</td>
<td>Fund Management for Managers</td>
<td>1 cr</td>
</tr>
</tbody>
</table>

**Corporate Renewal**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>FINA 6200</td>
<td>Value Creation through Financial Decision Making (Required)</td>
<td>3 cr</td>
</tr>
</tbody>
</table>

Complete three of the following courses:

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENTR 6214</td>
<td>Social Enterprise</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6215</td>
<td>Business Turnarounds</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6216</td>
<td>Valuation and Value Creation</td>
<td>3 cr</td>
</tr>
<tr>
<td>HRMG 6212</td>
<td>Creating an Innovative Organization</td>
<td>3 cr</td>
</tr>
<tr>
<td>HRMG 6213</td>
<td>Leadership</td>
<td>3 cr</td>
</tr>
<tr>
<td>HRMG 6218</td>
<td>Great Companies</td>
<td>3 cr</td>
</tr>
<tr>
<td>MGMT 6210</td>
<td>Law for Managers and Entrepreneurs</td>
<td>3 cr</td>
</tr>
<tr>
<td>MGMT 6214</td>
<td>Negotiations</td>
<td>3 cr</td>
</tr>
<tr>
<td>MKTG 6216</td>
<td>Market Focused Strategy</td>
<td>3 cr</td>
</tr>
</tbody>
</table>

**Supply Chain Management**

Select 9 credits from these courses

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>SCHM 6210</td>
<td>Supply Chain Management</td>
<td>3 cr</td>
</tr>
<tr>
<td>SCHM 6211</td>
<td>Logistics and Transportation Management</td>
<td>3 cr</td>
</tr>
<tr>
<td>SCHM 6212</td>
<td>Executive Roundtable in Supply Chain Management OR</td>
<td></td>
</tr>
<tr>
<td>SCHM 6222</td>
<td>Managing Emerging Issues in Supply Chain Management</td>
<td>3 cr</td>
</tr>
<tr>
<td>SCHM 6213</td>
<td>Global Supply Chain Strategy</td>
<td>3 cr</td>
</tr>
<tr>
<td>SCHM 6214</td>
<td>Sourcing and Procurement</td>
<td>3 cr</td>
</tr>
<tr>
<td>SCHM 6215</td>
<td>Supply Chain Analytics</td>
<td>3 cr</td>
</tr>
<tr>
<td>SCHM 6221</td>
<td>Sustainability and Supply Chain Management</td>
<td>3 cr</td>
</tr>
<tr>
<td>SCHM 6223</td>
<td>Managing Healthcare Supply Chain Operations</td>
<td>3 cr</td>
</tr>
<tr>
<td>SCHM 6224</td>
<td>Supply Chain Forecasting</td>
<td>3 cr</td>
</tr>
</tbody>
</table>

**International Business**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>INTB 6200</td>
<td>Managing the Global Enterprise (Required)</td>
<td>3 cr</td>
</tr>
<tr>
<td>INTB 6212</td>
<td>Cultural Aspects of International Business (Required)</td>
<td>3 cr</td>
</tr>
</tbody>
</table>

Complete 2 of the following courses

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>FINA 6204</td>
<td>International Finance Management</td>
<td>3 cr</td>
</tr>
<tr>
<td>INTB 6217</td>
<td>Creating Sustainable Competitive Advantage through Global Innovation</td>
<td>3 cr</td>
</tr>
<tr>
<td>INTB 6226</td>
<td>Becoming a Global Leader</td>
<td>3 cr</td>
</tr>
<tr>
<td>Course Code</td>
<td>Course Title</td>
<td>Credits</td>
</tr>
<tr>
<td>-------------</td>
<td>------------------------------------------------------------------------------</td>
<td>---------</td>
</tr>
<tr>
<td>INTB 6230</td>
<td>International Field Study</td>
<td>3 cr</td>
</tr>
<tr>
<td>INTB 6232</td>
<td>Doing Business in Emerging Markets</td>
<td>3 cr</td>
</tr>
<tr>
<td>MKTG 6212</td>
<td>International Marketing</td>
<td>3 cr</td>
</tr>
<tr>
<td>SCHM 6213</td>
<td>Global Supply Chain Strategy</td>
<td>3 cr</td>
</tr>
<tr>
<td>ENTR 6225</td>
<td>Corporate Entrepreneurship through Global Growth/Acquisitions/Alliances</td>
<td>3 cr</td>
</tr>
</tbody>
</table>

**Marketing**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKTG 6200</td>
<td>Creating and Sustaining Customer Markets (Required)</td>
<td>3 cr</td>
</tr>
</tbody>
</table>

Select 9 credits from these courses:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKTG 6210</td>
<td>Marketing Research</td>
<td>3 cr</td>
</tr>
<tr>
<td>MKTG 6212</td>
<td>International Marketing</td>
<td>3 cr</td>
</tr>
<tr>
<td>MKTG 6214</td>
<td>New Product Development</td>
<td>3 cr</td>
</tr>
<tr>
<td>MKTG 6216</td>
<td>Market Focused Strategy</td>
<td>3 cr</td>
</tr>
<tr>
<td>MKTG 6218</td>
<td>Marketing in the Service Sector</td>
<td>3 cr</td>
</tr>
<tr>
<td>MKTG 6222</td>
<td>Digital Marketing</td>
<td>3 cr</td>
</tr>
<tr>
<td>MKTG 6223</td>
<td>Brand and Advertising Management</td>
<td>3 cr</td>
</tr>
<tr>
<td>MKTG 6224</td>
<td>B2B and Strategic Sales</td>
<td>3 cr</td>
</tr>
<tr>
<td>MKTG 6226</td>
<td>Consumer Behavior</td>
<td>3 cr</td>
</tr>
<tr>
<td>MKTG 6260</td>
<td>Special Topics in Marketing</td>
<td>3 cr</td>
</tr>
</tbody>
</table>

**Entrepreneurship**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENTR 6200</td>
<td>Enterprise Growth and Innovation (Required)</td>
<td>3 cr</td>
</tr>
</tbody>
</table>

Complete 3 of the following courses:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENTR 6212</td>
<td>Business Planning for New Ventures</td>
<td>3 cr</td>
</tr>
<tr>
<td>ENTR 6214</td>
<td>Social Enterprise</td>
<td>3 cr</td>
</tr>
<tr>
<td>ENTR 6218</td>
<td>Business Model Design and Innovation</td>
<td>3 cr</td>
</tr>
<tr>
<td>ENTR 6219</td>
<td>Financing Ventures from Early Stage to Exit</td>
<td>3 cr</td>
</tr>
<tr>
<td>ENTR 6220</td>
<td>Family Business Leadership and Governance</td>
<td>3 cr</td>
</tr>
<tr>
<td>ENTR 6222</td>
<td>Competing in Dynamic, Innovation-Driven Markets</td>
<td>3 cr</td>
</tr>
<tr>
<td>ENTR 6223</td>
<td>Cross-Cultural Innovation Management</td>
<td>3 cr</td>
</tr>
<tr>
<td>ENTR 6225</td>
<td>Corporate Entrepreneurship through Global Growth/</td>
<td>3 cr</td>
</tr>
<tr>
<td></td>
<td>Acquisitions/Alliances</td>
<td></td>
</tr>
<tr>
<td>ENTR 6293</td>
<td>Design Thinking for Market-Driven Innovation</td>
<td>3 cr</td>
</tr>
<tr>
<td>MGMT 6210</td>
<td>Law for Managers and Entrepreneurs</td>
<td>3 cr</td>
</tr>
<tr>
<td>TECE 6300</td>
<td>Managing a Technology-Based Business</td>
<td>3 cr</td>
</tr>
<tr>
<td>MKTG 6214</td>
<td>New Product Development</td>
<td>3 cr</td>
</tr>
</tbody>
</table>

**Technological Entrepreneurship**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENTR 6200</td>
<td>Enterprise Growth and Innovation (Required)</td>
<td>3 cr</td>
</tr>
</tbody>
</table>

Select 6 credits from these courses:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENTR 6212</td>
<td>Business Planning for New Ventures</td>
<td>3 cr</td>
</tr>
</tbody>
</table>
ENTR 6222 Competing in Dynamic, Innovation-Driven Markets 3 cr
FINA 6260 Entrepreneurial Finance, Innovation Valuation, and Private Equity 3 cr
TECE 6222 Emerging and Disruptive Technologies 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

Health Care (12 credits required)
HINF 5101 Introduction to Health Informatics and Health Information Systems (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 Systems 3 cr
SCHM 6223 Managing Healthcare Supply Chain Operations 3 cr

Note that groups offering concentrations may periodically modify concentration courses.

Access to the Graduate Career Center
Students in the Part-Time MBA program are eligible for 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 GTS – Once your advisor approves your final resume you will be granted GTS access so you can post your resume and apply for posted positions.
- 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.
MS in Innovation
The Master of Science in Innovation is a one-year, part-time program designed specifically for working professionals who want to become innovation leaders. The ten-course program covers the fundamentals of innovation in business from multiple perspectives by using case studies and experiential innovation projects. The cohort-based MS in Innovation starts in September and is held primarily on Saturdays.

Required Courses

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUSN 6208</td>
<td>How Executives Shape and Lead Innovation and Enterprise Growth</td>
<td>3 cr</td>
</tr>
<tr>
<td>MGMT 6280</td>
<td>Innovation for Next-Generation Products and Systems</td>
<td>3 cr</td>
</tr>
<tr>
<td>MKTG 6280</td>
<td>Gaining Customer Insight</td>
<td>3 cr</td>
</tr>
<tr>
<td>ACCT 6280</td>
<td>Planning and Budgeting for Innovation</td>
<td>3 cr</td>
</tr>
<tr>
<td>MKTG 6283</td>
<td>Marketing and Selling Innovation</td>
<td>3 cr</td>
</tr>
<tr>
<td>ENTR 6217</td>
<td>Lean Innovation</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6284</td>
<td>Financing Innovation and Growth</td>
<td>3 cr</td>
</tr>
<tr>
<td>HRMG 6280</td>
<td>The Human Side of Innovation</td>
<td>3 cr</td>
</tr>
<tr>
<td>HRMG 6281</td>
<td>Leading and Implementing Innovation in Organizations</td>
<td>3 cr</td>
</tr>
<tr>
<td>MGSC 6281</td>
<td>Service Innovation and Management</td>
<td>3 cr</td>
</tr>
</tbody>
</table>

Access to the Graduate Career Center
Students in the MS in Innovation program are eligible for 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 GTS – Once your advisor approves your final resume you will be granted GTS access so you can post your resume and apply for posted positions.
- 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.
MS in Finance (MSF) Program – Day
The MSF Day Track requires 30 credits, and is a lock-step cohort program, beginning in September and ending the following August. Within this program students can build a foundation to work toward the CFA designation, prepare to enter a finance PhD program or seek employment in specialized finance positions globally.

Students may only complete this program as a 12 month track and on a full time basis. Participation in a corporate residency, co-op or internship 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 Finance Day Track Curriculum:
Required Course Work
<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>FINA 6201</td>
<td>Financial Theory &amp; Policy</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6202</td>
<td>Analysis of Financial Institutions &amp; Markets</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6203</td>
<td>Investment Analysis</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6204</td>
<td>International Finance Management</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6205</td>
<td>Financial Strategy</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6206</td>
<td>Finance Seminar</td>
<td>3 cr</td>
</tr>
</tbody>
</table>

Complete four of the following electives:
<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>FINA 6211</td>
<td>Financial Risk Management</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6212</td>
<td>Fixed Income Securities and Risk</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6214</td>
<td>Mergers and Acquisitions</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6217</td>
<td>Real Estate Finance and Investment</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6219</td>
<td>Portfolio Management</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6260</td>
<td>Entrepreneurial Finance, Innovation Valuation, and Private Equity</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6292</td>
<td>Advanced Topics in Finance</td>
<td>3 cr</td>
</tr>
</tbody>
</table>

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 will attend 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 GTS – Once your advisor approves your final resume you will be granted GTS access so you can post your resume and apply for posted positions.
• 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.

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

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

**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)

  **Fall Term**
  - FINA 6201
  - FINA 6202
  - FINA 6203
  - Open Elective

  **Spring Term**
  - FINA 6205
  - FINA 6206
  - Finance Elective

  **Summer 1 Term**
  - FINA 6204
  - Finance Elective

Note: Students must select this option prior to the start of the Fall Term in order to be properly registered.

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

<table>
<thead>
<tr>
<th>Fall Term</th>
<th>Spring Term</th>
<th>Summer 1 Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>FINA 6201</td>
<td>FINA 6205</td>
<td>FINA 6204</td>
</tr>
<tr>
<td>FINA 6202</td>
<td>FINA 6206</td>
<td>Finance Elective</td>
</tr>
<tr>
<td>FINA 6203</td>
<td>Finance Elective</td>
<td>Summer 2 Term</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Open Elective</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Fall Term</th>
<th>Spring Term</th>
<th>Fall Term (2)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FINA 6201</td>
<td>FINA 6205</td>
<td>FINA 6204</td>
</tr>
<tr>
<td>FINA 6202</td>
<td>Finance Elective</td>
<td>FINA 6206</td>
</tr>
<tr>
<td>FINA 6203</td>
<td>Finance Elective</td>
<td>Open Elective</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Finance Elective</td>
</tr>
</tbody>
</table>

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:**

<table>
<thead>
<tr>
<th>Fall Term (1)</th>
<th>Summer Term</th>
<th>Fall Term (2)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FINA 6201</td>
<td>Finance Elective</td>
<td>FINA 6206</td>
</tr>
<tr>
<td>FINA 6202</td>
<td>Open Elective</td>
<td>Finance Elective</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Spring Term (1)</th>
<th>Spring Term (2)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FINA 6203</td>
<td>FINA 6205</td>
</tr>
<tr>
<td>FINA 6204</td>
<td>Finance Elective</td>
</tr>
</tbody>
</table>

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 are eligible for 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 GTS** – Once your advisor approves your final resume you will be granted GTS access so you can post your resume and apply for posted positions.

• **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.

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**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 66). 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 Full-time MBA program or 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 Full-time MSF/MBA:**

All required courses in the Full-time MBA as detailed starting on page 4: 39 cr

plus 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

plus the following elective requirements:

- Finance electives 12 cr
- Business electives (may be Finance courses) 12 cr
- Total credits 72 cr
Curriculum for Evening MSF/MBA:
All required courses in the Part-Time MBA as detailed starting on page 8: 33 cr

plus 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

plus the following elective requirements:
- Finance electives 12 cr
- Business electives (may be Finance courses) 15 cr
- Total credits 72 cr

MS in International Business (MSIB) Program
The Master of Science in International Business program requires 30 credits: 21 credits of required Graduate Business courses; a 3 credit International Field Study Course and 6 credits of electives of MBA, Sociology or Political Science courses and proficiency in a second language.

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

Electives (6 credits)
Complete 6 semester hours from the following subject areas:
ACCT, BUSN, ENTR, FINARMG, INTSTRT, TECMB, 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 are eligible for 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 GTS – Once your advisor approves your final resume you will be granted GTS access so you can post your resume and apply for posted positions.
- 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.

MS in Technological Entrepreneurship (MSTE) Program
The Master of Science in Technological Entrepreneurship program requires 30 credits of required courses. 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)

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENTR 6200</td>
<td>Enterprise Growth and Innovation</td>
<td>3 cr</td>
</tr>
<tr>
<td>ENTR 6212</td>
<td>Business Planning for New Ventures</td>
<td>3 cr</td>
</tr>
<tr>
<td>ENTR 6218</td>
<td>Business Model Design and Innovation</td>
<td>3 cr</td>
</tr>
<tr>
<td>ENTR 6219</td>
<td>Financing Ventures from Early Stage to Exit</td>
<td>3 cr</td>
</tr>
<tr>
<td>TECE 6222</td>
<td>Emerging and Disruptive Technologies</td>
<td>3 cr</td>
</tr>
<tr>
<td>TECE 6230</td>
<td>Entrepreneurial Marketing and Selling</td>
<td>3 cr</td>
</tr>
<tr>
<td>TECE 6250</td>
<td>Lean Design and Development</td>
<td>3 cr</td>
</tr>
</tbody>
</table>
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 are eligible for 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 GTS – Once your advisor approves your final resume you will be granted GTS access so you can post your resume and apply for posted positions.
• 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.

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 66. 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 OMB/A/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
<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 6272</td>
<td>Financial Statement Preparation and Analysis</td>
<td>2.25 cr</td>
</tr>
<tr>
<td>ACCT 6273</td>
<td>Identifying Strategic Implications in Accounting Data</td>
<td>2.25 cr</td>
</tr>
<tr>
<td>HRMG 6200</td>
<td>Managing People and Organizations</td>
<td>3 cr</td>
</tr>
<tr>
<td>INTB 6200</td>
<td>Managing the Global Enterprise</td>
<td>3 cr</td>
</tr>
<tr>
<td>MGSC 6204</td>
<td>Managing Information Resources</td>
<td>1.5 cr</td>
</tr>
<tr>
<td>MGMT 6213</td>
<td>Managing Ethics in the Workplace and Marketplace</td>
<td>2 cr</td>
</tr>
<tr>
<td>MKTG 6200</td>
<td>Creating and Sustaining Customer Markets</td>
<td>3 cr</td>
</tr>
<tr>
<td>MECN 6200</td>
<td>Global Competition and Market Dominance</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6200</td>
<td>Value Creation through Financial Decision Making</td>
<td>3 cr</td>
</tr>
<tr>
<td>MGSC 6200</td>
<td>Information Analysis</td>
<td>3 cr</td>
</tr>
<tr>
<td>STRT 6200</td>
<td>Strategic Decision Making in a Changing Environment</td>
<td>3 cr</td>
</tr>
<tr>
<td>ENTR 6200</td>
<td>Enterprise Growth and Innovation</td>
<td>3 cr</td>
</tr>
<tr>
<td>MGSC 6206</td>
<td>Management of Service and Manufacturing Operations</td>
<td>3 cr</td>
</tr>
</tbody>
</table>

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 66. A grade point average of 3.000 is required throughout the program.

Online MSF Academic Plan

Required Courses

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>FINA 6201</td>
<td>Financial Theory and Policy</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6202</td>
<td>Analysis of Financial Institutions and Markets</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6203</td>
<td>Investment Analysis</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6204</td>
<td>International Finance Management</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6205</td>
<td>Financial Strategy</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6206</td>
<td>Finance Seminar</td>
<td>3 cr</td>
</tr>
</tbody>
</table>

Complete 12 semester hours of electives from the following range:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>FINA 6211-6219</td>
<td></td>
<td>12 cr</td>
</tr>
</tbody>
</table>

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 66. A grade point average of 3.000 is required throughout the program.

Online MST Academic Plan

Required Courses

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 6230</td>
<td>Federal Tax Issues and Analysis</td>
<td>3 cr</td>
</tr>
<tr>
<td>ACCT 6231</td>
<td>Corporations and Shareholders</td>
<td>3 cr</td>
</tr>
<tr>
<td>ACCT 6232</td>
<td>Estate Gifts and Taxation</td>
<td>3 cr</td>
</tr>
<tr>
<td>ACCT 6235</td>
<td>Partners and Partnerships</td>
<td>3 cr</td>
</tr>
<tr>
<td>ACCT 6292</td>
<td>Tax Research, Practice, and Ethics</td>
<td>3 cr</td>
</tr>
</tbody>
</table>
Complete 15 semester hours of electives from the following:
Any within the range of: ACCT 6239- ACCT 6264
ACCT 6262 15 cr
ACCT 6264
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 66. 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
MGSC 6204 Managing Information Resources 1.5 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 6206 Management of Service and Manufacturing Operations 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  

**Complete 6 semester hours from the following subject areas:**
MGSC, ENTR, FINA, HRMG, INTB, MECN, MKTG, MGMT, SCHM  

**Total Credits**

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**Bachelor of Science in Business Administration/Master of Science in Finance (BSBA/MSF) Program**

This program provides undergraduate Finance majors in the Northeastern University College 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

**Total Credits** 30 cr

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**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 49 semester credits, comprised of the established program plan for the first two semesters of the full-time MBA program (30 credits) with some changes in the program schedule. During spring semester, students...
will take one additional 3-credit elective. During summer, students will take Managing the Global Enterprise (INTB 6200), along with 13 credits of MBA electives.

Administrative Law
Advanced Income Taxation
Antitrust
Banking Law
Basic Income Taxation
Bioethics and the Law
Business Bankruptcy
Collective Bargaining
Commercial Law: Bankruptcy
Commercial Law: Secured Transactions
Communications Law
Computers, Technology, and the Law
Corporate Finance: Transactions
Corporate Finance: Reorganizations
Corporate Taxation
Corporations
Employment Discrimination
Employment Law
Entertainment Law
Environmental Decision-Making
Environmental Law
Health Law
Human Rights in the Global Economy
Intellectual Property

Intellectual Property Transactions
Practice
International Law
International Business Transactions
International Intellectual Property Law
International Tax and Business
International Trade
Internet Law
Immigration Law
Labor Arbitration Workshop
Labor Law I
Labor Law II
Land Use Planning
Law of Financial Institutions
Modern Real Estate Development
Negotiation
Non-Profit 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

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 6272</td>
<td>Financial Statement Preparation and Analysis</td>
<td>2.25 cr</td>
</tr>
<tr>
<td>ACCT 6273</td>
<td>Identifying Strategic Implications in Accounting Data</td>
<td>2.25 cr</td>
</tr>
<tr>
<td>ENTR 6200</td>
<td>Enterprise Growth and Innovation</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6200</td>
<td>Value Creation Through Financial Decision Making</td>
<td>3 cr</td>
</tr>
<tr>
<td>INTB 6200</td>
<td>Managing the Global Enterprise</td>
<td>3 cr</td>
</tr>
<tr>
<td>Course Code</td>
<td>Course Title</td>
<td>Credits</td>
</tr>
<tr>
<td>------------</td>
<td>-----------------------------------------------------------</td>
<td>---------</td>
</tr>
<tr>
<td>MECN 6200</td>
<td>Global Competition and Market Dominance</td>
<td>3 cr</td>
</tr>
<tr>
<td>MGSC 6200</td>
<td>Information Analysis</td>
<td>3 cr</td>
</tr>
<tr>
<td>MGSC 6206</td>
<td>Management of Service and Manufacturing Operations</td>
<td>3 cr</td>
</tr>
<tr>
<td>MKTG 6200</td>
<td>Creating and Sustaining Customer Markets</td>
<td>3 cr</td>
</tr>
<tr>
<td>STRT 6200</td>
<td>Strategic Decision Making in a Changing Environment</td>
<td>3 cr</td>
</tr>
<tr>
<td>Business Electives*</td>
<td></td>
<td>4 cr</td>
</tr>
</tbody>
</table>

*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.
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 66).” 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
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
Total credits: 18 cr

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 6201 Information Systems and Technology 3 cr
Total credits: 24 cr

Spring Term
BUSB 6364 3-month internship at accounting firm (January-March) 0 cr
Students return to school in April
ACCT 6226 Strategic Cost Management 3 cr
MGSC 6206 Management of Service & Manufacturing Operations 3 cr
Total credits: 6 cr

Summer Term
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
<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 6211</td>
<td>Business Law and Professional Ethics</td>
<td>3 cr</td>
</tr>
<tr>
<td>MKTG 6200</td>
<td>Creating and Sustaining Customer Markets</td>
<td>3 cr</td>
</tr>
<tr>
<td>STRT 6200</td>
<td>Strategic Decision Making in a Changing Environment</td>
<td>3 cr</td>
</tr>
<tr>
<td></td>
<td><strong>Total credits:</strong></td>
<td><strong>24 cr</strong></td>
</tr>
<tr>
<td></td>
<td><strong>Total program credits:</strong></td>
<td><strong>72 cr</strong></td>
</tr>
</tbody>
</table>

**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 Reporting 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 Professional Environment of the Audit and Assurance Industry 3 cr
- ACCT 6217 Corporate Governance, Ethics and Financial Reporting 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
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:

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 6230</td>
<td>Federal Tax Issues and Analysis</td>
<td>3 cr</td>
</tr>
<tr>
<td>ACCT 6231</td>
<td>Corporations and Shareholders</td>
<td>3 cr</td>
</tr>
<tr>
<td>ACCT 6232</td>
<td>Estate and Gift Taxation</td>
<td>3 cr</td>
</tr>
<tr>
<td>ACCT 6233</td>
<td>Tax Research Methodology</td>
<td>1.5 cr</td>
</tr>
<tr>
<td>ACCT 6234</td>
<td>Tax Practice, Procedures and Ethics</td>
<td>1.5 cr</td>
</tr>
<tr>
<td>ACCT 6235</td>
<td>Partners and Partnerships</td>
<td>3 cr</td>
</tr>
<tr>
<td></td>
<td>Total Required credits</td>
<td>15 cr</td>
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<tr>
<td></td>
<td>MST Elective courses</td>
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</tr>
<tr>
<td></td>
<td>Total Program credits</td>
<td>30 cr</td>
</tr>
</tbody>
</table>

(Note: Electives for the MST degree are numbered ACCT 6236 through ACCT 6252, ACCT 5151, ACCT 6264, and/or ACCT 6265. 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

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 courses 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 MS programs at Northeastern University. If you have questions about the certificate programs, contact Hillary Dostal at 236 Huntington Ave, 5th Floor (617.373.3282 or gradcertificates@neu.edu). Students in the certificate programs do not have access to the Career Center.

Graduate Certificate of Advanced Study in Business Administration

Graduate Certificate in Business Administration – Customizable Track

Students will earn their Graduate Certificate in Management after completing 12 credits. They can take any available courses from the Part-time MBA scheduled and 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. Below are some suggested tracks; however, a track is not required—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 and earn a minimum cumulative grade-point average of 3.300.

GENERAL REQUIREMENTS

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
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<tbody>
<tr>
<td>ACCT 6200</td>
<td>Financial Reporting and Managerial Decision Making 1</td>
<td>3 CR</td>
</tr>
<tr>
<td>ACCT 6201</td>
<td>Financial Reporting and Managerial Decision Making 2</td>
<td>1.5 CR</td>
</tr>
<tr>
<td>FINA 6200</td>
<td>Value Creation through Financial Decision Making</td>
<td>3 CR</td>
</tr>
<tr>
<td>HRMG 6200</td>
<td>Managing People and Organizations</td>
<td>3 CR</td>
</tr>
<tr>
<td>MGSC 6200</td>
<td>Information Analysis</td>
<td>3 CR</td>
</tr>
<tr>
<td>MGSC 6204</td>
<td>Managing Information Resources</td>
<td>1.5 CR</td>
</tr>
</tbody>
</table>
### 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.

**GENERAL REQUIREMENTS**

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</tr>
<tr>
<td>ENTR 6200</td>
<td>Enterprise Growth and Innovation</td>
<td>3 CR</td>
</tr>
<tr>
<td>HRMG 6200</td>
<td>Managing People and Organizations</td>
<td>3 CR</td>
</tr>
<tr>
<td>INTB 6200</td>
<td>Managing the Global Enterprise</td>
<td>3 CR</td>
</tr>
<tr>
<td>MKTG 6200</td>
<td>Creating and Sustaining Customer Markets</td>
<td>3 CR</td>
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<td></td>
<td><strong>Total Credits</strong></td>
<td><strong>15.0 CR</strong></td>
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### Accounting-Finance Track

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<td>1.5 cr</td>
</tr>
<tr>
<td>FINA 6200</td>
<td>Value Creation through Financial Decision Making</td>
<td>3 cr</td>
</tr>
<tr>
<td>FINA 6203</td>
<td>Investment Analysis</td>
<td>3 cr</td>
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<tr>
<td>FINA 6219</td>
<td>Portfolio Management</td>
<td>3 cr</td>
</tr>
<tr>
<td>MGSC 6200</td>
<td>Information Analysis</td>
<td>3 cr</td>
</tr>
<tr>
<td></td>
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### CPA Exam Prerequisites

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<td>Value Creation through Financial Decision Making</td>
<td>3 cr</td>
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<tr>
<td>MECN 6200</td>
<td>Global Competition and Market Dominance</td>
<td>3 cr</td>
</tr>
<tr>
<td>MGMT 6210</td>
<td>Law for Managers and Entrepreneurs</td>
<td>3 cr</td>
</tr>
<tr>
<td>MGSC 6204</td>
<td>Managing Information Resources</td>
<td>3 cr</td>
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### Innovation and Entrepreneurship Track

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<tbody>
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<td>ENTR 6200</td>
<td>Enterprise Growth and Innovation</td>
<td>3 cr</td>
</tr>
<tr>
<td>ENTR 6212</td>
<td>Business Planning for New Ventures</td>
<td>3 cr</td>
</tr>
<tr>
<td>ENTR 6214</td>
<td>Social Enterprise</td>
<td>3 cr</td>
</tr>
<tr>
<td>ENTR 6220</td>
<td>Family Business Leadership and Governance</td>
<td>3 cr</td>
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### International Business Track

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</thead>
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<td>INTB 6200</td>
<td>Managing the Global Enterprise</td>
<td>3 cr</td>
</tr>
<tr>
<td>INTB 6212</td>
<td>Cultural Aspects of International Business</td>
<td>3 cr</td>
</tr>
<tr>
<td>INTB 6226</td>
<td>Becoming a Global Leader</td>
<td>3 cr</td>
</tr>
<tr>
<td>MECN 6200</td>
<td>Global Competition and Market Dominance</td>
<td>3 cr</td>
</tr>
<tr>
<td>ENTR 6225</td>
<td>Corporate Entrepreneurship Through Global Growth, Acquisitions and Alliances</td>
<td>3 cr</td>
</tr>
</tbody>
</table>
Healthcare Track
HINF 5101  Introduction to Health Informatics and Health Information Systems  3 cr
HRMG 6220  Health Organization Management  3 cr
PHTH 5232  Evaluating Healthcare Quality  3 cr
SCHM 6223  Managing Healthcare Supply Chain Operations  3 cr

Human Resources Track
HRMG 6200  Managing People and Organizations  3 cr
HRMG 6212  Creating an Innovative Organization  3 cr
HRMG 6213  Leadership  3 cr
HRMG 6218  Great Companies  3 cr
HRMG 6214  A Management Perspective of Human Resources Management  3 cr

Marketing Track
MKTG 6200  Creating and Sustaining Customer Markets  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

Graduate Certificate in Supply Chain Management
The Graduate Certificate in Supply Chain Management consists of four courses, 12 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 three required courses and room for one elective.

Required Courses:
SCHM 6210  Supply Chain Management  3 cr
SCHM 6211  Global Supply Chain Strategy  3 cr

Choose 1 of the following:
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
SCHM 6222  Managing Emerging Issues in 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 Pat-time MBA or in some cases Engineering Masters (check with advisors).

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

Choose 2 electives from the following:
ENTR 6218 Business Model Design and Innovation 3 cr
ENTR 6219 Financing Ventures from Early Stage to Exit 3 cr
ENTR 6222 Completing 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 6210 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 12.0 CR
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 (www.northeastern.edu/registrar)

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 OSCR may appeal their sanction through the established OSCR 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 66) for waiver criteria for core MBA courses. Waiver requests for other courses will be considered on an individual case basis. Please consult 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. Non full-time 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 Assistant Dean, Program and Student Services 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 120 Hayden Hall, 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: http://www.neu.edu/registrar/schedules.html. Updated course information is available at their website 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 myNEU Web Portal (myNEU.neu.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 ISSI 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
(www.neu.edu/registrar).

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 myNEU. Students should check their registration through their
myNEU 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
IP: 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 assignments during the semester will be given a final grade based on work submitted. The final exam or paper 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: Withdrawn: 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 student 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 myNEU 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 45.

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.
<table>
<thead>
<tr>
<th>Program</th>
<th>Time frame</th>
<th>Cumulative Grade Point Average</th>
<th>Action</th>
</tr>
</thead>
<tbody>
<tr>
<td>Full-time MBA and Full-time MSF/MBA</td>
<td>At the end of First Year Fall Semester</td>
<td>Under 2.0</td>
<td>Dismissal</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Between 2.0 and 2.79</td>
<td>Probation*</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Between 2.8 and 3.2</td>
<td>Warning</td>
</tr>
<tr>
<td></td>
<td>At the end of First Year Spring Semester and later</td>
<td>Under a 3.0 and on probation from a previous semester</td>
<td>Dismissal</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Under a 3.0 or failure to earn 24 credits</td>
<td>Probation</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Between 3.0 and 3.2</td>
<td>Warning</td>
</tr>
<tr>
<td>JD/MBA</td>
<td>At the end of First Year Fall Semester</td>
<td>Under 2.5</td>
<td>Dismissal</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Between 2.5 and 2.79</td>
<td>Probation</td>
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<tr>
<td></td>
<td></td>
<td>Between 2.8 and 3.2</td>
<td>Warning</td>
</tr>
<tr>
<td></td>
<td>At the end of First Year Spring Semester and later</td>
<td>Under a 3.0 and on probation from the Fall semester, or under a 2.5</td>
<td>Dismissal</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Under a 3.0 or failure to earn 24 credits</td>
<td>Probation</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Between 3.0 and 3.2</td>
<td>Warning</td>
</tr>
<tr>
<td>Part-Time MBA, Evening MSF/MBA, Online MBA and Online MBA/MSF</td>
<td>Between 6 and 11 credits attempted</td>
<td>Under 2.5</td>
<td>Warning</td>
</tr>
<tr>
<td></td>
<td>Between 12 and 23 credits attempted</td>
<td>Under 2.5</td>
<td>Probation</td>
</tr>
<tr>
<td></td>
<td>24 or greater credits attempted</td>
<td>Under 2.5</td>
<td>Probation</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Between 2.5 and 2.99</td>
<td>Warning</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Under 3.0 and on probation for 12 credits</td>
<td>Dismissal</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Under 3.0</td>
<td>Probation</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Under 2.5</td>
<td>Dismissal</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Between 2.5 and 2.99</td>
<td>Warning</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Under 3.0 and on probation for 6 credits</td>
<td>Dismissal</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Under 3.0</td>
<td>Probation</td>
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<tr>
<td></td>
<td></td>
<td>Under 2.5</td>
<td>Dismissal</td>
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<tr>
<td></td>
<td></td>
<td>Between 2.5 and 2.99</td>
<td>Warning</td>
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<tr>
<td></td>
<td></td>
<td>Under 3.0 and currently on probation from a previous semester</td>
<td>Dismissal</td>
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<tr>
<td></td>
<td></td>
<td>Under 3.0 or failure to earn 15 credits</td>
<td>Probation</td>
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<tr>
<td></td>
<td></td>
<td>Between 3.0 and 3.2</td>
<td>Warning</td>
</tr>
<tr>
<td>MS Innovation</td>
<td>At the end of First Semester (9 credits)</td>
<td>Under 2.0</td>
<td>Dismissal</td>
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<tr>
<td></td>
<td></td>
<td>Between 2.0 and 2.79</td>
<td>Probation</td>
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<tr>
<td></td>
<td></td>
<td>Between 2.8 and 3.2</td>
<td>Warning</td>
</tr>
<tr>
<td></td>
<td>At the end of First Half of Second Semester (15 credits) or later</td>
<td>Under 3.0 and currently on probation from a previous semester</td>
<td>Dismissal</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Under 3.0 or failure to earn 15 credits</td>
<td>Probation</td>
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<tr>
<td></td>
<td></td>
<td>Between 3.0 and 3.2</td>
<td>Warning</td>
</tr>
<tr>
<td>High Tech at EMC</td>
<td>Between 15 and 29 credits attempted</td>
<td>Under 3.0</td>
<td>Warning</td>
</tr>
<tr>
<td></td>
<td>30 or greater credits attempted</td>
<td>Under 3.0 and currently on probation</td>
<td>Dismissal</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Under 3.0</td>
<td>Probation</td>
</tr>
<tr>
<td>Graduate Certificates</td>
<td>One Semester</td>
<td>Under cumulative 3.0</td>
<td>Probation</td>
</tr>
<tr>
<td></td>
<td>Two Consecutive Semesters</td>
<td>Under cumulative 3.0 and on probation</td>
<td>Dismissal</td>
</tr>
<tr>
<td>MST and MSA</td>
<td>Two Consecutive Semesters</td>
<td>Under cumulative 3.0 and currently on probation</td>
<td>Dismissal</td>
</tr>
<tr>
<td>MS in Accounting/MBA</td>
<td>End of June Term</td>
<td>Failure of ACCT 6220</td>
<td>Dismissal</td>
</tr>
<tr>
<td></td>
<td>End of Summer 2 Term</td>
<td>Under 3.0</td>
<td>Probation</td>
</tr>
<tr>
<td></td>
<td>End of Fall Term</td>
<td>Under 2.5</td>
<td>Dismissal</td>
</tr>
<tr>
<td></td>
<td>End of Spring Term</td>
<td>Under 3.0</td>
<td>Probation</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Under 2.67</td>
<td>Dismissal</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Under 2.83</td>
<td>Dismissal</td>
</tr>
</tbody>
</table>

*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, 120 Hayden Hall (617.373.2199, www.northeastern.edu/registrar). There is no charge. Students may obtain an unofficial transcript through their myNEU 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
Commencement exercises are held each year at the end of the Spring term and at the end of the Summer II session. Diplomas are also awarded after the end of the Fall term. These graduates are invited to participate in the Spring 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 (www.northeastern.edu/registrar).

Tuition Bills and Payments
Northeastern utilizes an online billing system. Students will be notified at their NEU e-mail address whenever an online bill is generated. They should then logon to their myNEU 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 TTY (617.373.5714), by fax (617.373.8735), by email (sfs@neu.edu) and via the web: www.northeastern.edu/financialaid/.
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 GRADBIZ 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, mbacareer@neu.edu).

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, student 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](http://gettoworkblog.wordpress.com)

**Career Webinars**
The Career Center conducts webinars throughout the year that are open 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. Events are posted in GTS and listed each week in the GRADBIZ eNewsLetter. Emails will be sent to husky email addresses. Both face-to-face and webinar workshops will be available. Webinars can also be viewed on our website.

**Career Expos**
The Career Center supports a both Fall and Spring Career Expo events which brings multiple employers to campus. 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 GRADBIZ 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 GRADBIZ eNewsLetter.
MBA Resume Books
MBA Resume Books are online tools available to employers interested in hiring D’Amore McKim students for corporate residency and full-time opportunities. The Career Center proactively shares both full-time and corporate residency resume books with employers prior to the Career Expo and at other times during the year. Students are notified of deadlines and process for inclusion in a resume book distribution. Students must complete a resume review with the Career Center staff prior to submitting a resume to a Resume Book.

Mock Interviews
First year full-time MBA students are required to complete both a live 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 GRADBIZ eNewsLetter and to students’ NU email accounts. Off season, non full-time MBA 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 GRADBIZ 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 comes 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.
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 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 using the interview rooms in the Career Center. 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 Resume Books, 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, Program & Student Services
g.justino-miller@neu.edu x4264
Sandra Foley, Assistant Director, Student Services
s.foley@neu.edu x8885
Lauren Kudisch, Assistant Director, (Full-time MBA Programs)
l.kudisch@neu.edu x6978
Evelyn Gonzalez, Academic Advisor (Part-Time MBA and MSIB Programs)
e.gonzalez@neu.edu x5999

MS in Innovation
Carolyn E. Boviard, Director of Specialty MBA Programs c.boviard@neu.edu x4808

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
Monday-Friday: 9:00am to 6:00pm EST
Advising:
1.866.291.8058, Opt. 2
Email: onlinegradbusiness@northeastern.edu
Technical Support:
Phone: 1.866.291.8058 (LIVE 24/7), Option 1
https://www.supportcenter.embanet.com/nu.

The Graduate Student Lounge
The Graduate Student Lounge is located in 301 Dodge Hall. Comfortable seating, student information kiosk, 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 GRADBIZ eNewsLetter.

GRADBIZ eNewsLetter
The GRADBIZ 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, and on the graduate business website (www.damore-mckim.northeastern.edu).

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.

**Student Clubs and Organizations**
In addition to University-wide clubs and organizations, a number of MBA specific clubs are developed and run by MBA students. Information regarding these organizations is available at the annual Clubs and Organizations Fair held in September, or through the Program and Student Services Office (350 Dodge). Current clubs and organizations include:

- 360 Huntington Fund - a Student Managed Mutual Fund
- Graduate and Professional Entrepreneurship Club
- Graduate Finance and Investment Club
- MBA Marketing Club
- Net Impact Club
- Northeastern University Women MBA Club
- Supply Chain Management Club

**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, TTY: 617.373.2730. For more information, see their website: http://www.access-disability-deaf.neu.edu

**ID Cards**
Students are expected to carry an official ID card and to crown it at the request of any University official. Cards can be obtained at Student Central, 120 Hayden Hall 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 www.myneu.neu.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, to provide comparable services, facilities, or performance; but its inability or failure to do so shall not subject the University to liability.

Purpose
The Graduate Business Programs Catalog & Student Guide should be used in conjunction with the Graduate Student Handbook (available at http://www.northeastern.edu/gradhandbook/welcome.html) 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 of the law and its application are printed in the University Graduate Student Handbook and are available at http://www.northeastern.edu/registrar/ferpa.html.

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 Equity located in 125 Richards Hall. Inquiries regarding the University's nondiscrimination policies may be directed to:
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/

**Graduate Business Programs**

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<th>Position</th>
<th>Name</th>
<th>Office</th>
<th>Extension</th>
</tr>
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<tbody>
<tr>
<td>Associate Dean, Graduate Programs</td>
<td>Kate E. Klepper</td>
<td>400DG</td>
<td>x5417</td>
</tr>
<tr>
<td>Support Staff</td>
<td>Shari Khalil</td>
<td>400DG</td>
<td>x5417</td>
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**Graduate Recruiting and Admissions**

<table>
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<tbody>
<tr>
<td>Director, Graduate Recruiting and Admissions</td>
<td>Evelyn Tate</td>
<td>350DG</td>
<td>x3258</td>
</tr>
<tr>
<td>Associate Director, Graduate Admissions</td>
<td>Ernald Furxhi</td>
<td>350DG</td>
<td>x4733</td>
</tr>
<tr>
<td>Assistant Director, Graduate Admissions</td>
<td>Linda Harding</td>
<td>350DG</td>
<td>x4765</td>
</tr>
<tr>
<td>Admissions Operations Coordinator</td>
<td>Annemarie Folan</td>
<td>350DG</td>
<td>x6310</td>
</tr>
<tr>
<td>Staff Assistant</td>
<td>Jeremy Thompson</td>
<td>350DG</td>
<td>x8320</td>
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**Program and Student Services**

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<th>Position</th>
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<tbody>
<tr>
<td>Assistant Dean &amp; Director, Program &amp; Student Services</td>
<td>Gail Justino-Miller</td>
<td>350DG</td>
<td>x4264</td>
</tr>
<tr>
<td>Assistant Director, Student Services</td>
<td>Sandra Foley</td>
<td>350DG</td>
<td>x8885</td>
</tr>
<tr>
<td>Assistant Director, Full Time MBA</td>
<td>Lauren Kudisch</td>
<td>350DG</td>
<td>x6978</td>
</tr>
<tr>
<td>Part-Time MBA Advisor</td>
<td>Evelyn Gonzalez</td>
<td>350DG</td>
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**Online Programs**

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<th>Position</th>
<th>Name</th>
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<tbody>
<tr>
<td>Dir., Graduate Distance Learning Programs</td>
<td>Matthew Foster</td>
<td>175RI</td>
<td>x8448</td>
</tr>
<tr>
<td>Distance Learning Prog. Specialist (Admissions)</td>
<td>Elizabeth Nersinger</td>
<td>175RI</td>
<td>x5964</td>
</tr>
<tr>
<td>Distance Learning Prog. Specialist (Academic Counseling/Graduation)</td>
<td>Liza Foley</td>
<td>175RI</td>
<td>x3042</td>
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**Specialty MBA Programs (MS Innovation)**

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<th>Position</th>
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<tr>
<td>Director Specialty MBA Programs</td>
<td>Carolyn Boviard</td>
<td>350DG</td>
<td>x4808</td>
</tr>
<tr>
<td>Director of Sales</td>
<td>Tim Tippett</td>
<td>350DG</td>
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</table>

**Director of Sales: Bruce Needle**

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<th>Office</th>
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**Graduate School of Professional Accounting**

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<tr>
<td>Director</td>
<td>Elizabeth Hess</td>
<td>412DG</td>
<td>x4621</td>
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<tr>
<td>Student Services Specialist</td>
<td>Lizbeth Jones</td>
<td>412DG</td>
<td>x3244</td>
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**Career Center**

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<th>Position</th>
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<tr>
<td>Director</td>
<td>Lynne Sarikas</td>
<td>312DG</td>
<td>x2029</td>
</tr>
<tr>
<td>Associate Director</td>
<td>Judith Downey</td>
<td>312DG</td>
<td>x2779</td>
</tr>
<tr>
<td>Career Advisor</td>
<td>Cathy O’Leary Hayes</td>
<td>312DG</td>
<td>x2431</td>
</tr>
</tbody>
</table>
Office of the Dean

Administration

Dean: Hugh Courtney 101HA, x3239
Assistant to the Dean & Project Manager: Vikki Avras 101HA, x3239
Administrative Assistant: Susan Greeley 101HA, x4323
Dean of Faculty: Emery Trahan 101HA, x4568
Manager, Faculty Affairs: Steve Haag 101HA, x4236
Director, Academic Research & Planning: Nancy Korn 101HA, x3714
Associate Dir. Event Planning & Management: Anne Benware 101HA, X3230
Interim Associate Dean, Finance & Administration:
Maureen Underhill 101HA, X5704
Manager, Finance & Administration: Edwige Poinssot 101HA, x3036
Budget Director: Maria Costa de Sousa 101HA, x3774
Manager, Administrative Operations: Evelyn M. Keefe 101HA, x3717
Administrative Assistant: Jennifer Forlezna 101HA, x6923
Director, Information Technology: Stephen R. DeRosier 305HA, x2035
Sr. Systems Coordinator: Anthony Grimaldi 305HA, x2313
Technical Specialist: Michael McCarthy 305HA, x6181

Corporate Programs

Dir. of Business Development, Executive Educ.: Christina Jaracz 502 236, x7203
Associate Director of Program Development: Hillary Dostal 502 236, x3282
International Recruitment Manager: Jelena Pejic 502 236, x3078
Senior Program Manager: Darlene Webb 502 236, x2131
Business Development Executive: Mark Sullivan 502 236, x7207
Senior Program Manager, Sarah Wierman 502 236, x8746
Program Manager: Joseph Sopp 502 236, x6993

Center for Family Business

Executive Director: Edmund (Ted) Clark 209HA, x7031
Assistant Director: Katelyn Husereau 209HA, x2056

Development

Associate Dean: Thomas Esch 374DG, x5023
Sr. Development Officer: Tawna Rathe 374DG, x2037
Sr. Development Officer: Robert Dooley 374DG, x4328
Sr. Advancement Coordinator: Nicholas Butts 374DG, x4198
Administrative Assistant: Ilana Gensler 374DG, 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

Ganesh Krishnamoorthy.................................................................404 HA, x4651
    Professor, Group Coordinator; Ph.D., University of Southern California
Daniel A. Archabal .................................................................404 HA, x4642
    Senior Academic Specialist; MBA, University of Pittsburgh
Wendy J. Bailey .................................................................422, HA, x3371
    Associate Professor; Ph.D., University of Pittsburgh
Charles Bame-Aldred .............................................................404 HA, x5022
    Executive Professor; Ph.D., University of Massachusetts, Amherst
James Boyer .................................................................404 HA, x3240
    Assistant Academic Specialist; MS, Northeastern University
Edward Dinan .................................................................404 HA, x3240
    Lecturer; MBA, Boston University
Brian Fitzgerald .................................................................421 HA, x8488
    Assistant Professor, Ph.D., Texas A&M University
Timothy Gagnon .................................................................404 HA, x5742
    Associate Academic Specialist; J.D., Boston College
Ronen Gal-Or .................................................................422 HA, x4645
    Assistant Professor; Ph.D. University of Arizona
Larry Ginsberg .................................................................404 HA, x5861
    Assistant Academic Specialist
William Goldman ...............................................................120 HA, x8460
    Lecturer, MS/MBA, Northeastern University
Julie H. Hertenstein ..........................................................404 HA, x4711
    Associate Professor; D.B.A., Harvard University
Udi Hoitash .................................................................421 HA, x5839
    Associate Professor; Ph.D., Rutgers University
Patrick Hurley .................................................................404 HA, x4648
    Assistant Professor, Ph.D., University of Wisconsin-Madison
Xiaotao (Kelvin) Liu ..........................................................422 HA, x5926
    Assistant Professor, Ph.D., University of South Carolina
Mario J. Maletta ..............................................................422 HA, x8397
    Lillian L. and Harry A. Cowan Research Professor; Ph.D., University of Massachusetts, Amherst
Rebekah McCarty Moore .........................................................422HA, x8806
    Assistant Professor; Ph.D., University of Tennessee
Kimberly Moreno ............................................................404 HA, x8368
    Associate Professor; Ph.D., University of Massachusetts, Amherst
Jennifer E. Nichol ............................................................404 HA, x7521
    Associate Professor; Ph.D., University of Illinois at Urbana-Champaign
Robert O’Haver ................................................................. 325 HA, x8508
Senior Academic Specialist, Ph.D., City University of New York
Peggy O’Kelly ................................................................. 404 HA, x5270
Senior Lecturer; M.B.A., University of Michigan
Marjorie Platt ................................................................. 404 HA, x4647
Professor; Ph.D., University of Michigan
Michael Ruff ................................................................. 421 HA, x8996
Assistant Teaching Professor, Ph.D. Bentley University
Timothy J. Rupert ............................................................ 404 HA, x5165
Professor; Ph.D., Pennsylvania State University
H. David Sherman ............................................................ 404 HA, x4640
Professor; D.B.A., Harvard University
Lloyd Tanlu ................................................................. 404D HA, x7332
Assistant Professor; DBA.; Harvard University
Andrew Trotman ............................................................. 404 HA, x5748
Assistant Professor; Ph.D.; Bond University
Nicole Wright ............................................................... 404 HA, x7004
Assistant Professor, Ph.D., Virginia Polytechnic and State University
Yue May Zhang ............................................................. 404 HA, x3357
Associate Professor; Ph.D., University of Pittsburgh
Ronald Zullo ................................................................. 404 HA, x6286
Lecturer; MS Taxation, Bentley University

Finance
Emery A. Trahan .................................................................. 413 HA, x4568
Senior Associate Dean of Faculty and Research, Professor; Ph.D., S.U.N.Y. at Albany; CPA
Jeffery A. Born .................................................................. 413 HA, x5054
Professor, Group Coordinator; Ph.D., North Carolina
Rajesh Aggarwal ............................................................... 413 HA, x8333
Professor, Ph.D., Harvard University
Jianqiu (John) Bai ................................................................ 413 HA, x6247
Assistant Professor, Ph.D., University of Southern California
Paul J. Bolster .................................................................... 413 HA, x5051
Donald F. Harding Professor of Finance; Ph.D., Virginia Polytechnic Institute
Nicole M. Boyson .............................................................. 412 HA, x4775
Associate Professor; Ph.D., The Ohio State University
Paul Chiou ........................................................................... 413 HA, x8374
Assistant Teaching Professor, Ph.D., Rutgers University
Felipe Cortes ...................................................................... 419F HA, x3155
Assistant Professor, Ph.D., Washington University in St. Louis
Olubunmi Faleyee .............................................................. 413 HA, x3712
Trahan Family Faculty Fellow, Professor; Ph.D., University of Alberta, Canada
Peggy L. Fletcher .............................................................. 101 HA, x4738

61
Associate Dean of Undergraduate Programs; Ph.D. Cand. University of Pittsburgh
Mark Gooley ................................................................. 126C HA, x5030
Lecturer; MS Management, Northwestern University
Tiantian Gu ................................................................. 419 HA, x2932
Assistant Professor; Ph.D., Finance, University of Wisconsin-Madison
Jayant Kale ................................................................. 418C HA, x4572
Phillip R. McDonald Chair Professor, Ph.D., University of Texas at Austin
Karthik Krishnan ......................................................... 419 HA, x4707
Thomas Moore Faculty Fellow, Associate Professor, Ph.D., Boston College
Steven R. Kursch .......................................................... 409 HA, x2197
Associate Academic Specialist; Ph.D., University of Pennsylvania
Linlin Ma ................................................................. 413 HA, x4569
Assistant Professor; Ph.D., Georgia State University
Donald G. Margotta .................................................. 413 HA, x4739
Associate Professor; Ph.D., University of North Carolina
Anahit (Anya) Mkrtchyan ............................................. 413 HA, x6839
Assistant Professor; Ph.D., Pennsylvania State University
Robert M. Mooradian .................................................. 418 HA, x5955
Professor; Ph.D., University of Pennsylvania
David Myers ............................................................... 305E HA, x5682
Assistant Teaching Professor; Ph.D., University of Washington
Coleen C. Pantalone .................................................... 273 DG, x2172
Associate Professor & Associate Dean of Undergraduate Programs; Ph.D., Iowa State
Pegaret Pichler ........................................................... 413 HA, x5030
Assistant Professor; Ph.D., Stanford University
Harlan D. Platt ........................................................... 413 HA, x4740
Professor; Ph.D., University of Michigan
Marius Popescu ......................................................... 319B HA, x3616
Visiting Assistant Professor; Ph.D., Virginia Polytechnic Institute and State University
Eliot H. Sherman .......................................................... 409 HA, x7514
Senior Lecturer; MS, Taxation, Bentley University
Richard S. Swasey, Jr. .................................................. 409 HA, x5965
Senior Lecturer; MBA, 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 ................................................ 413 HA, x6248
Assistant Professor; Ph.D., University of Michigan
Entrepreneurship and Innovation
Marc H. Meyer .......................................................... 474 DG, x5948
Matthews Distinguished University Professor & Group Coordinator;
Robert Shillman Professor of Entrepreneurship; Ph.D., M.I.T.
Sophie Bacq .............................................................. 219 HA, x4161
Assistant Professor; Ph.D., Louvain School of Management
Kevin Boudreau .......................................................... 209 HA, x3241
Associate Professor; Ph.D., M.I.T.
Edmund (Ted) L. Clark ..................................................... 101 HA, x7031
Associate Academic Specialist; MBA, Clark University
Frederick G. Crane .......................................................... 219 HA, x5047
Senior Academic Specialist; Ph.D., University of Bradford England
Thomas Cullinane .......................................................... 304 HA, x4851
Professor (Joint); Ph.D., Virginia Polytechnic Institute
Kimberly A. Eddleston ..................................................... 219 HA, x4014
Professor; Ph.D., University of Connecticut
John Friar ........................................................................ 212 HA, x4784
Senior Academic Specialist; Ph.D., M.I.T.
Stephen Golden ............................................................ 209 HA, x3241
Lecturer; MBA, Suffolk University
Daniel S. Gregory .......................................................... 304H HA, x8891
Digital Media I-cubator Director; MBA, Harvard University
Samina Karim ................................................................. 474 DG, x6049
Associate Professor; Ph.D., University of Michigan
Ralph Katz ........................................................................ 219 HA, x4724
Professor; Ph.D., University of Pennsylvania
Bob Lentz ........................................................................ 304 HA, x7268
Assistant Academic Specialist; Program Manager NUCEE & Idea; MBA, Babson College
Dirk Libaers ...................................................................... 474 DG, x6218
Associate Professor, Ph.D., Georgia Institute of Technology
Tucker J. Marion .............................................................. 304 HA, x2241
The Sam and Nancy Altschuler Faculty Fellow, Bornstein Endowed Faculty Fellow,
Professor; Ph.D., Penn State
Daniel J. McCarthy .......................................................... 313 HA, x4758
Professor, Alan S. McKim and Richard A. D’Amore Distinguished Professor of Global Management and Innovation; D.B.A., Harvard
Sara Minard ....................................................................... 120B HA, x7259
Assistant Academic Specialist; Ph.D., Institute d’Etudes Politiques
Cheryl R. Mitteness .......................................................... 209 HA, x3728
Assistant Teaching Professor; Ph.D., Louisville
Susan Montgomery .......................................................... x7071
Senior Academic Specialist; J.D., Northeastern University
Oleksiy (Oleks) Osyievskiy ................................................ 479 DG, x6201
Assistant Professor, Ph.D., University of Calgary, Canada
Kevin Scanlon ...................................................................... 116C HA, x8805
Professor of the Practice; Ph.D.
Dennis R. Shaughnessy ..................................................... 219 HA, x7892
Senior Academic Specialist; MBA, Northeastern University
Fernando F. Suarez .......................................................... 474 DG, x6028
Jean C. Tempel Professor, Ph.D., MIT
Management & Organizational Development

Cynthia Lee .......................................................... 112 HA, x5146
Group Coordinator, Professor; Ph.D., University of Maryland

Rae André ................................................................. 112 HA, x4731
Professor; Ph.D., University of Michigan

Brendan D. Bannister ............................................ 112 HA, x2503
Associate Professor, D.B.A., Kent State University

Marla Baskerville-Watkins ..................................... 112 HA, x8290
Associate Professor, Ph.D., Tulane University

Irina Cojuharenco ................................................. 120C HA, x3875
Assistant Teaching Professor; Ph.D., Universitat Pompeu Fabra

Rich DeJordy ............................................................ 112 HA, x4830
Assistant Professor; Ph.D., Stanford University

John C. Dencker ..................................................... 112 HA, x2452
Associate 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
Executive Professor; D.B.A., Harvard University

Paulette McCarty ................................................... 112 HA, x4718
Assistant Academic Specialist; Ph.D., University of Tennessee

Curtis Odom ............................................................ 112 HA, x2452
Lecturer; Ed.D., Pepperdine

Joseph Raelin .......................................................... 112 HA, x7074
Professor, Asa S. Knowles Chair; Ph.D., SUNY-Buffalo

Helen (Lee) Thomas ................................................. 219 DG, x4268
Assistant Academic Specialist; Ph.D., Indiana University

Edward G. Wertheim .............................................. 112 HA, x4725
Associate Professor; Ph.D., Yeshiva University

International Business and Strategy

Hugh Courtney ......................................................... 101 HA, x3239
Dean and Professor; Ph.D., M.I.T.

Christopher Robertson ........................................... 313 HA, x4759
Group Coordinator and Professor; Ph.D., Florida State University

Ruth Aguillera .......................................................... 304 HA, x4639
Professor; Ph.D., Harvard University

Todd Alessandri ...................................................... 314 HA, x4024
Associate Professor; Ph.D., North Carolina - Chapel Hill
Nicholas Athanassiou ................................................................. 313 HA, x5759
  Associate Professor & Academic Dir. of Bachelor of Science; Ph.D., South Carolina
Ellie Banalieva ................................................................. 313 HA, x4756
  Associate Professor, Ph.D., Indiana University
Allan W. Bird................................................................. 313 HA, x2002
  Professor; Fred and Darla Brodsky Chair in International Business; Ph.D., Oregon
Paula Caligiuri ................................................................. 312C HA, x6828
  Distinguished Professor of Global Leadership; Ph.D., Pennsylvania State University
William F. Crittenden ....................................................... 304HA, x4636
  Professor, Ph.D., University of Arkansas
Alvaro Cuervo-Cazurra ..................................................... 313 HA, x6568
  Professor; Ph.D., M.I.T.
James D. Dana, Jr............................................................. 306 LA, x7517
  Professor, Ph.D., M.I.T.
Luis A. Dau ........................................................................... 309 HA, x4604
  Associate Professor; Ph.D., University of South Carolina
Joseph M. Giglio ............................................................... 304 HA, x4762
  Senior Academic Specialist; Ph.D., Northeastern University
Natalia Gold ................................................................. 319D HA, x2565
  Assistant Teaching Professor; Ph.D., St. Petersburg State University
Mark Huselid ........................................................................ 315B HA, x7258
  Professor; Ph.D., SUNY-Buffalo
Julia Ivy ............................................................................. 304 HA, x2788
  Associate Teaching Professor; Ph.D., Lancaster University
Anna Lamin ...................................................................... 319 HA, x3437
  Assistant Professor; Ph.D., University of Minnesota
Harry W. Lane ..................................................................... 314 HA, x8666
  Professor; DBA, Harvard University
Grigoris Livanas ............................................................. 319 HA, x4801
  Assistant Professor, Ph.D., University of Florida
William Lovely III .......................................................... 304 HA, x3068
  Assistant Academic Specialist, Ph.D., Northeastern University
Valentina Marano ............................................................ 319HA, x8652
  Assistant Professor, Ph.D., University of Minnesota
Carl W. Nelson .............................................................. 304 HA, x4751
  Associate Professor, Ph.D., University of Manchester, England
Sheila M. Puffer ............................................................... 313 HA, x5249
  University Distinguished Professor; Ph.D., California at Berkeley
Ravi Ramamurti ............................................................... 309 HA, x4760
  Distinguished Professor; D.B.A., Harvard University
Alexandra Roth ............................................................... 304 HA, x2274
  Associate Academic Specialist; Ph.D., University Frankfurt - Germany
Ravi Sarathy ................................................................. 313 HA, x4806
  Professor; Ph.D., University of Michigan
Bert A. Spector .............................................................. 313 HA, x2504
Associate Professor; Ph.D., University of Missouri
Ronald Thomas................................................................. 304 HA, x5009
Senior Lecturer; Ph.D., Harvard University
Annique Un ................................................................. 319 HA, x6567
Associate Professor; Ph.D., M.I.T.
Gary Young ............................................................................... 137 RI, x2528
Professor; Ph.D., SUNY-Buffalo

**Supply Chain and Information Management**

Yang W. Lee ................................................................................. 214 HA, x5052
Group Coordinator, Associate Professor, Ph.D., M.I.T.
Saurabh Ambulkar ................................................................. 214 HA, x4734
Assistant Professor; Ph.D., Iowa State University
Yi-Da Chen ................................................................................. 214 HA, x6199
Assistant Professor; Ph.D., University of Arizona
Nick Dedeke ................................................................................. 219 HA, x5521
Lecturer; Technische Universität Kaiserslautern, Germany
Martin A. Dias ............................................................................. 325 HA, x4812
Assistant Professor; Bentley University
Cuneyt Eroğlu ................................................................. 325 HA, x8015
Associate Professor; Ph.D., The Ohio State University
Dimitrios Fotiadis ................................................................. 214 HA, x5105
Lecturer; MS, Northeastern University
Mohamed Habibullah ..................................................................... 214 HA, x4721
Assistant Teaching Professor; Ph.D., University of Missouri – Columbia
Richard M. Kesner ........................................................................ 214 HA, x7288
Executive Professor; Ph.D., Stanford University
Robert C. Lieb ............................................................................. 214 HA, x4813
Professor; D.B.A., University of Maryland
Seamus McGovern ...................................................................... 214 HA, x8283
Lecturer; Ph.D., Northeastern University
Robert Murray ............................................................................. 325 HA, x4749
Assistant Academic Specialist, MBA, Harvard University
Gilbert Nyaga .............................................................................. 214 HA, x2116
Assistant Professor, Ph.D., Michigan State
Michael Power ............................................................................. 214 HA, x3498
Lecturer; EMBA, Northeastern University
Christoph Riedl ........................................................................... 214 HA, x5739
Assistant Professor; Ph.D., Technische Universität München
Bruce Russell .............................................................................. 214 HA, x2759
Executive Professor; Ph.D., National University of Ireland
Nada Sanders .............................................................................. 214 HA, x7198
Distinguished Professor, Ph.D., The Ohio State University
Alex Scott .................................................................................. 120 HA, x3132
Assistant Professor, Ph.D., Pennsylvania State University
Dee Spencer ................................................................. 214 HA, x6315
Lecturer, Ph.D., Boston College
Paul Tagliamonte .......................................................... 126D HA, x7297
Lecturer, MS, Boston College
Peter Tarasewich .......................................................... 214 HA, x3132
Assistant Teaching Professor, Ph.D., University of Connecticut
Frederick Wiseman ......................................................... 202 HA, x4562
Professor; Ph.D., Cornell University
Yu Amy Xia ................................................................. 214 HA, x4785
Associate Professor; Ph.D., Washington State University
Nizar Zaarour ............................................................. 220 HA, x4754
Assistant Teaching Professor; Ph.D., Northeastern University
David Zepeda .............................................................. 325 HA, x3549
Assistant Professor; Ph.D., University of Minnesota

Marketing
Bruce H. Clark .............................................................. 202 HA, x4783
Associate Professor & Group Coordinator; Ph.D., Stanford University
Gloria Barczak .............................................................. 202 HA, x5251
Professor; Ph.D., Syracuse University
Yakov Bart ................................................................. 202G HA, x7373
Assistant Professor; Ph.D., University of California at Berkeley
Kwong Chan ................................................................. 202 HA, x3260
Assistant Academic Specialist, Ph.D., Michigan State University
Paul W. Fombelle ............................................................ 225 HA, x5253
Associate Professor, Ph.D., Arizona State University
Amir Grinstein ............................................................. 202 HA, x4563
Associate Professor, Ph.D., Ben Gurion University of the Negav
Felicia G. Lassk ............................................................ 202 HA, x5307
MBA Marketing Career Track Chair, Associate Professor; Ph.D., South Florida/Tampa
Daniele M. Mathras ......................................................... 202 HA, x5744
Assistant Professor; Ph.D., Arizona State University
Jay P. Mulki ................................................................. 202 HA, x5740
Associate Professor; Ph.D., University of Southern Florida
Samuel Rabino ............................................................ 202 HA, x4565
Professor; Ph.D., New York University
Cinthia Satornino .......................................................... 225 HA, x3326
Assistant Professor, Ph.D., Florida State University
Susan F. Siellof ............................................................. 225 HA, x4638
Senior Lecturer; M.B.A., University of Michigan
Keith Smith ................................................................. 225C HA, x5564
Assistant Professor; M.B.A., University of Georgia
Mary L. Steffel ............................................................. 202 HA, x3859
Assistant Professor; Ph.D., University of Florida
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 admission 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.

<table>
<thead>
<tr>
<th>Course #</th>
<th>Course Name</th>
<th>Waiver Criteria</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 6200 or 6272</td>
<td>Financial Reporting and Managerial Decision Making I (3 credits) or Financial Statement Preparation and Analysis (2.250 credits)</td>
<td>Accounting major and/or CPA designation in last 5 years with GPA of 3.0 or better &amp; “B” or better in at least one upper level financial accounting course.</td>
<td>Requires Faculty approval</td>
</tr>
<tr>
<td>ACCT 6201 or 6273</td>
<td>Financial Reporting and Managerial Decision Making II (1.5 credits) or Identifying Strategic Implications in Accounting Data (2.250 credits)</td>
<td>Accounting major and/or CMA designation in last 5 years with 3.00 or better &amp; “B” or better in upper level cost/managerial accounting course.</td>
<td>Requires Faculty approval</td>
</tr>
<tr>
<td>HRMG 6200</td>
<td>Managing People and Organizations (3 credits)</td>
<td>Human Resources/Organization Behavior major or minor</td>
<td>Must take one HRMG elective</td>
</tr>
<tr>
<td>INTB 6200</td>
<td>Managing the Global Enterprise (3 credits)</td>
<td>International Business major</td>
<td>Must take one INTB elective</td>
</tr>
<tr>
<td>FINA 6200</td>
<td>Value Creation Through Financial Decision Making (3 credits)</td>
<td>Finance major or minor</td>
<td>Must take one Finance elective</td>
</tr>
<tr>
<td>MECN 6200</td>
<td>Global Competition and Market Dominance (3 credits)</td>
<td>Economics major or minor</td>
<td></td>
</tr>
<tr>
<td>MKTG 6200</td>
<td>Creating and Sustaining Customer Markets (3 credits)</td>
<td>Marketing major or minor</td>
<td>Must take one Marketing elective</td>
</tr>
<tr>
<td>Course Code</td>
<td>Course Title</td>
<td>Requirements</td>
<td>Notes</td>
</tr>
<tr>
<td>------------</td>
<td>------------------------------------</td>
<td>------------------------------------------------------------------------------</td>
<td>----------------------------------------------------------------------</td>
</tr>
<tr>
<td>MGSC 6200</td>
<td>Information Analysis (3 credits)</td>
<td>Completion of at least one semester-long course in statistics that covered multiple regression analysis and required the use of statistical software</td>
<td>Must provide syllabus and evidence of statistical software use</td>
</tr>
<tr>
<td>MGSC 6204</td>
<td>Managing Information Resources (1.5 credits)</td>
<td>MIS major in business school; Information Technology, Information Systems or Computer Science major with at least one managerial Information Systems course</td>
<td></td>
</tr>
<tr>
<td>MGSC 6206</td>
<td>Management of Service and Manufacturing Operations (3 credits)</td>
<td>Industrial Engineering or Operations Management major or minor</td>
<td></td>
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</tbody>
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Graduate School 2016–2017 Academic Calendar
Subject to Change
Updated and comprehensive calendar available at
http://www.northeastern.edu/registrar/calendars.html
Note: MS in Innovation program has a slightly different calendar. Refer to program
calendar for details.

<table>
<thead>
<tr>
<th>Fall 2016</th>
<th>Spring 2017</th>
<th>Summer 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sep 5 Monday</td>
<td>Jan 19 Monday</td>
<td>May 8 Monday</td>
</tr>
<tr>
<td>Labor Day</td>
<td>First day of spring classes</td>
<td>First day of summer 1 and</td>
</tr>
<tr>
<td></td>
<td></td>
<td>full summer classes</td>
</tr>
<tr>
<td>Sep 7 Wednesday</td>
<td>Jan 16 Monday</td>
<td>May 29 Monday</td>
</tr>
<tr>
<td>First day of fall classes</td>
<td>Martin Luther King Jr.’s</td>
<td>Memorial Day observed, no</td>
</tr>
<tr>
<td></td>
<td>Birthday observed, no classes</td>
<td>classes</td>
</tr>
<tr>
<td>Oct 10 Monday</td>
<td>Feb 17 Friday</td>
<td>Jun 24 Saturday</td>
</tr>
<tr>
<td>Columbus Day observed,</td>
<td>Presidents’ Day, no classes</td>
<td>Last day of summer 1 classes</td>
</tr>
<tr>
<td>no classes</td>
<td></td>
<td>Jun 26 Monday</td>
</tr>
<tr>
<td>Nov 10 Thursday</td>
<td>Feb 20 Friday</td>
<td>First day of final exams for</td>
</tr>
<tr>
<td>Spring registration begins</td>
<td>Summer registration begins</td>
<td>summer 1 classes</td>
</tr>
<tr>
<td></td>
<td>Mar 5 Sunday</td>
<td>Jul 1 Saturday</td>
</tr>
<tr>
<td></td>
<td>First day of spring break</td>
<td>Last day of final exams for</td>
</tr>
<tr>
<td></td>
<td></td>
<td>summer 1 classes</td>
</tr>
<tr>
<td>Nov 11 Friday</td>
<td>Mar 13 Monday</td>
<td>Jul 3 Monday</td>
</tr>
<tr>
<td>Veterans’ Day observed,</td>
<td>Classes resume</td>
<td>First day of summer 2 classes</td>
</tr>
<tr>
<td>no classes</td>
<td></td>
<td>Jul 4 Tuesday</td>
</tr>
<tr>
<td>Nov 23 Wednesday</td>
<td>Apr 7 Friday</td>
<td>Independence Day observed,</td>
</tr>
<tr>
<td>First day of Thanksgiving</td>
<td>Fall registration begins</td>
<td>no classes</td>
</tr>
<tr>
<td>recess, no classes</td>
<td></td>
<td>Aug 12 Saturday</td>
</tr>
<tr>
<td>Nov 28 Monday</td>
<td>Apr 17 Monday</td>
<td>Last day of full summer classes</td>
</tr>
<tr>
<td>Classes resume</td>
<td>Patriots’ Day, no exams or</td>
<td>Aug 14 Monday</td>
</tr>
<tr>
<td></td>
<td>classes</td>
<td>First day of final exams for</td>
</tr>
<tr>
<td>Dec 10 Saturday</td>
<td>Apr 22 Saturday</td>
<td>full summer classes</td>
</tr>
<tr>
<td>Last day of fall classes</td>
<td>Last day of spring classes</td>
<td>Aug 19 Saturday</td>
</tr>
<tr>
<td>Dec 12 Monday</td>
<td>Apr 24 Monday</td>
<td>Last day of final exams for</td>
</tr>
<tr>
<td>First day of final exams</td>
<td>First day of final exams for</td>
<td>full summer classes</td>
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<tr>
<td>for fall classes</td>
<td>spring classes</td>
<td>Aug 21 Monday</td>
</tr>
<tr>
<td>Dec 17 Saturday</td>
<td>April 29 Saturday</td>
<td>First day of final exams for</td>
</tr>
<tr>
<td>Last day of final exams</td>
<td>Last day of final exams for</td>
<td>summer 2 classes</td>
</tr>
<tr>
<td>for fall classes</td>
<td>spring classes</td>
<td>Aug 26 Saturday</td>
</tr>
<tr>
<td>Dec 18 Sunday</td>
<td>May 5 Friday</td>
<td>Last day of final exams for</td>
</tr>
<tr>
<td>First day of winter break</td>
<td></td>
<td>summer 2 classes</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Aug 27 Sunday</td>
</tr>
<tr>
<td></td>
<td></td>
<td>First day of vacation</td>
</tr>
</tbody>
</table>