



# Online MBA

Do More Than Study Business. Lead It.





# One of the most important business decisions you'll ever make.


This highly flexible and customizable degree is your opportunity to dive headfirst into the intricacies that separate market leaders from their competition. It's a chance to build your business intelligence, cultivate your professional interests, and position yourself for leadership. You can develop a sophisticated and contextual understanding of business concepts that can immediately translate to the workplace and beyond.

**Experiential learning** is a bedrock principle of the D'Amore-McKim School of Business. Through a combination of hands-on learning opportunities and academic theory, you can transition classroom concepts directly to the real world. In addition, our Online MBA offers you the versatility of 8 in-demand concentrations across the business spectrum:

- Finance
- Healthcare Management
- High Technology Management
- Innovation Entrepreneurship
- International Management
- Marketing
- Supply Chain Management
- Sustainability

## Online MBA at a glance

- Study at a renowned, **AACSB-accredited** business school
- Tailor your degree by choosing from 8 in-demand concentrations
- Enjoy cutting-edge online course content that includes interactive multimedia
- Graduate in as few as 2 years
- Participate in optional domestic and international residency courses
- Leverage our focus on experience—no GRE/GMAT required for admission



**Ready to get started or have questions?** Call 1.866.890.0347 Ext. 3510 (U.S. and Canada) or +1.617.476.3110 Ext. 3510 (International) to speak with an enrollment advisor today.





## Curriculum

The program's 50-credit-hour curriculum is divided into two segments: 13 core courses and five electives. The core courses serve to strengthen your foundational business knowledge while the elective courses enable you to focus on a particular concentration. To graduate with a general Online MBA, you can combine any five electives with the core coursework.

To earn an Online MBA with a concentration, three of your five electives must be from a single concentration area. You can choose from 8 concentrations.

- **Finance**—Gain an in-depth understanding of risk analysis, capital budgeting, investment analysis, mergers and acquisitions, and value creation.
- **Healthcare Management**—Analyze the managerial aspects of the industry including decision-making, environmental analysis, strategic formulation, and strategy implementation.
- **Innovation Entrepreneurship**—Study a wide range of topics from debt financing and small business management to entrepreneurial finance.
- **High Technology Management**—Examine the various approaches to develop and protect intellectual property. Study the financial analysis of high-tech ventures, capital management, budgeting, sources of financing, and licensing.
- **International Management**—Address the management of international marketing and finance as well as the cultural aspects of international business.
- **Supply Chain Management**—Explore the importance of transportation planning, inventory control, warehouse management, customer service standards, and design of supply and distribution systems.
- **Marketing**—Explore new product development, brand advertising, and digital marketing. Learn to build brand power and target messages effectively.
- **Sustainability**—Explore key areas of sustainability including economics, leadership, the business environment, and the supply chain.

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## Online MBA Course List–Core (13 Courses)

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<b>ACCT 6272</b>	Financial Statement Preparation and Analysis	2.250
<b>ACCT 6273</b>	Identifying Strategic Implications in Accounting Data	2.250
<b>ENTR 6200</b>	Enterprise Growth and Innovation	3.000
<b>FINA 6200</b>	Value Creation through Financial Decision Making	3.000
<b>HRMG 6200</b>	Managing People and Organizations	3.000
<b>INTB 6200</b>	Managing the Global Enterprise	3.000
<b>MECN 6200</b>	Global Competition and Market Dominance	3.000
<b>MGMT 6213</b>	Managing Ethics in the Workplace and Marketplace	2.000
<b>MGSC 6200</b>	Information Analysis	3.000
<b>MGSC 6204</b>	Managing Information Resources	1.500
<b>SCHM 6201</b>	Operations and Supply Chain Management	3.000
<b>MKTG 6200</b>	Creating and Sustaining Customer Markets	3.000
<b>STRT 6200</b>	Strategic Decision Making in a Changing Environment	3.000

## Online MBA Course List–Electives (5 Courses)

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### Finance

<b>FINA 6203</b>	Investment Analysis	3.000
<b>FINA 6204</b>	International Finance Management	3.000
<b>FINA 6205</b>	Financial Strategy	3.000
<b>FINA 6213</b>	Investment Banking	3.000
<b>FINA 6214</b>	Mergers and Acquisitions	3.000
<b>FINA 6215</b>	Business Turnarounds	3.000
<b>FINA 6216</b>	Valuation and Value Creation	3.000
<b>FINA 6220</b>	Healthcare Finance	3.000
<b>FINA 6225</b>	Entrepreneurial Finance for High Tech Companies	3.000
<b>MECN 6205</b>	Sustainability and the Economics of Markets	3.000

### Healthcare Management

<b>FINA 6220</b>	Healthcare Finance	3.000
<b>MGMT 6222</b>	Healthcare Industry	3.000
<b>MGMT 6223</b>	Strategic Decision Making for Healthcare Professionals	3.000
<b>MGSC 6221</b>	Introduction to Health Informatics and Health Information Systems	3.000

### High Technology Management

<b>FINA 6225</b>	Entrepreneurial Finance for High Tech Companies	3.000
<b>HRMG 6217</b>	Virtual, Vicious Teams: Building and Leading High Performance Teams	3.000
<b>MGMT 6283</b>	Business Law, Corporate Governance, and Intellectual Property Strategies	3.000

### **Innovation Entrepreneurship**

<b>ENTR 6210</b>	Managing Operations in Early Stage Ventures	3.000
<b>ENTR 6211</b>	Entrepreneurship: Services and Retail Business Creation	3.000
<b>ENTR 6212</b>	New Venture Creation	3.000
<b>ENTR 6216</b>	Global Social Entrepreneurship and Innovation	3.000
<b>FINA 6225</b>	Entrepreneurial Finance for High Tech Companies	3.000
<b>MKTG 6214</b>	New Product Development	3.000

### **International Management**

<b>ENTR 6216</b>	Global Social Entrepreneurship and Innovation	3.000
<b>FINA 6204</b>	International Finance Management	3.000
<b>INTB 6212</b>	Cultural Aspects of International Business	3.000
<b>INTB 6217</b>	Creating Sustainable Competitive Advantage through Global Innovation	3.000
<b>MKTG 6212</b>	International Marketing	3.000
<b>SCHM 6213</b>	Global Supply Chain Management	3.000

### **Marketing**

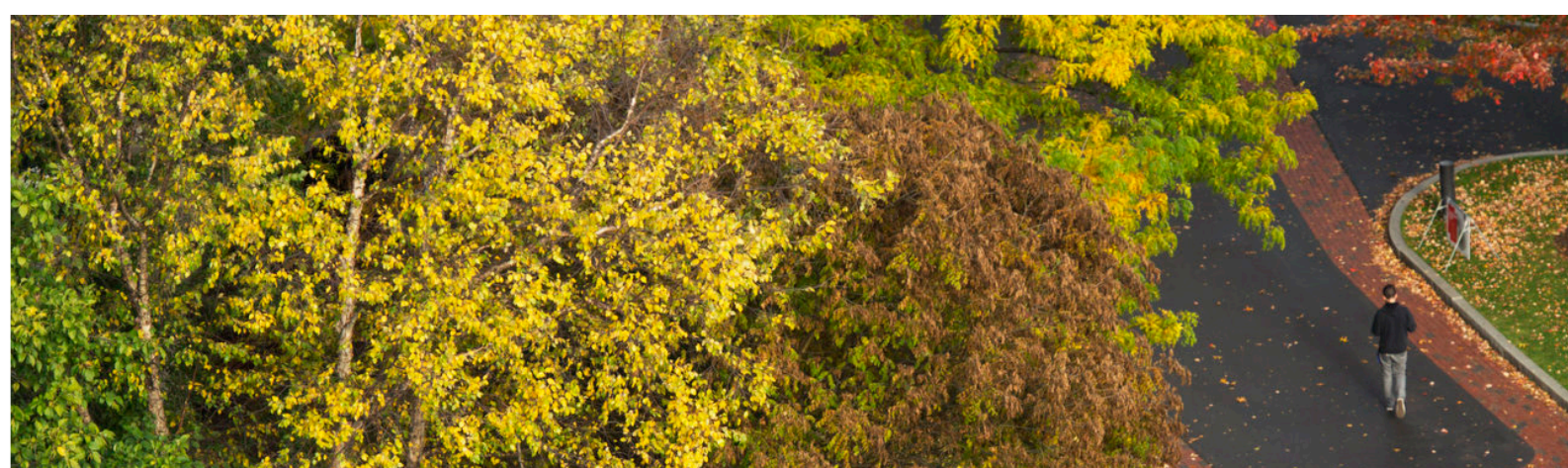
<b>MKTG 6210</b>	Marketing Research	3.000
<b>MKTG 6212</b>	International Marketing	3.000
<b>MKTG 6214</b>	New Product Development	3.000
<b>MKTG 6216</b>	Market Focused Strategy	3.000
<b>MKTG 6218</b>	Marketing in Service Sector	3.000
<b>MKTG 6222</b>	Digital Marketing	3.000
<b>MKTG 6223</b>	Brand and Advertising Management	3.000

### **Supply Chain Management**

<b>SCHM 6211</b>	Logistics and Transportation Management	3.000
<b>SCHM 6213</b>	Global Supply Chain Management	3.000
<b>SCHM 6214</b>	Strategic Sourcing	3.000
<b>SCHM 6221</b>	Sustainability and Supply Chain Management	3.000

### **Sustainability**

<b>MECN 6205</b>	Sustainability and the Economics of Markets	3.000
<b>MGMT 6225</b>	Sustainability and Leadership	3.000
<b>MGMT 6226</b>	Sustainability and the Business Environment	3.000
<b>SCHM 6221</b>	Sustainability and Supply Chain Management	3.000







## About Northeastern University

Founded in 1898, Northeastern is a global, experiential, research university built on a tradition of engagement with the world, creating a distinctive approach to education and research. The university offers a comprehensive range of undergraduate and graduate programs leading to degrees through the doctorate in nine colleges and schools, and select advanced degrees at graduate campuses in Charlotte, North Carolina and Seattle, Washington.

## About the D'Amore-McKim School of Business

Established in 1922, the D'Amore-McKim School of Business offers undergraduate, graduate, and executive programs that have helped our graduates to launch or accelerate their careers ever since. The school credits its success to expert faculty, close partnerships with the business community, and its emphasis on rigorous academics and experiential learning.

## Accolades and Accreditations



In 2016, the D'Amore-McKim School of Business Online MBA celebrated its 10th anniversary.



The D'Amore-McKim School of Business is accredited by the Association to Advance Collegiate Schools of Business International. **AACSB** accreditation is the hallmark of excellence in management education. It represents the highest standard of achievement for business schools worldwide.



Northeastern University is accredited by the nation's oldest regional accrediting association, the **New England Association of Schools and Colleges Inc.**, through its Commission on Institutions of Higher Education.

## Rankings



**Online MBA**  
Ranking 2017

#8 ranked Online MBA in the U.S. (2017)  
#13 ranked Online MBA globally (2017)



#42 (tied) ranked Best  
Online MBA Program in  
the U.S. (2017)



#20 (tied) ranked Best  
Online MBA Program  
for Veterans in the U.S.  
(2017)

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# The E-Learning Difference

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## Enjoy the advantages of online learning

We understand how important it is to be able to pursue a graduate degree while you continue to advance your career. Our Online MBA is a highly respected degree delivered in an innovative format. Learn from anywhere, at any time of the day, while forging a strong, open line of communication with faculty and fellow students. Here are some of the many benefits of online learning with Northeastern:

- **Flexible scheduling**  
The program is based on an asynchronous model that allows you to work at your own pace while meeting deliverable deadlines. Your instructors will outline course requirements so you know what to expect and how to prepare.
- **Intimate classes**  
We keep our sections to fewer than 20 students. Our small class sizes help to foster a peer network that will encourage discussion and challenge you.
- **Accessible resources**  
Resources such as the online library and access to current course materials are available 24 hours a day, 7 days a week, all year round.
- **Individual attention**  
Your section instructors will engage and challenge you. In addition, they are available to provide support and coaching on a personal level that can be difficult to find in other MBA programs.

## Admission Requirements

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- Undergraduate degree from an accredited institution of higher learning.
- GPA score of 3.0 or higher on a scale of 4.0.
- All official transcripts of prior undergraduate and/or graduate work reflecting degree conferred by an accredited institution (International transcripts must be translated and include a WES or CED evaluation).
- Currently employed with five (5) years of demonstrated professional experience in participation and leadership of work teams, financial and/or budgetary responsibility, and management of staff in a direct reporting relationship.\*
- Current resume.
- Candidates whose undergraduate instruction was not conducted in English need to submit official TOEFL, IELTS, or PTE academic scores.
- Two (2) letters of professional recommendation (cannot be from friends and/or relatives).
- Application essay.
- Non-refundable \$100 application fee.

*\*Candidates who do not meet the minimum work requirements, but are approaching five (5) years of professional work experience, may still apply. In these cases, supplemental documentation, such as official GMAT test scores, official professional designations or certifications may help to strengthen an application portfolio.*



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School of Business  
**D'Amore-McKim**  
Northeastern University