

MBA Specialization & Elective Schedule for Fall 2017 - Summer 2019

June 27, 2017 - REVISED

Specialization courses are identified by the following codes:

FIN	Finance	ISBA	Information Systems & Business Analytics
HMG	Hospitality Management	MKTG	Marketing
GLBL	Global Business	G&I	Growth & Innovation

Specialization courses guaranteed to run. Other electives are enrollment dependent.

Academic Year 2017 - 2018				
Term 1	Term 2	Term 3	Term 4	Term 5
DURHAM Financial Innovation & Derivatives (FIN) Consumer Behavior	DURHAM Personal Financial Management New Product Development (MKTG, G&I)	DURHAM Investments (FIN) Data Management and Visualization (ISBA) Private Equity & Venture Capital (G&I) Social Power of Leadership	DURHAM Corporate Financial Strategy (FIN) Predictive Analytics (ISBA) Marketing Research (MKTG) Supply Chain Negotiations	DURHAM No face-to-face specialization or elective courses in Term 5
ONLINE Project Management Corporate Financial Strategy Hospitality Revenue Management & Pricing Strategies (HMG)	ONLINE International Financial Management (FIN, GBL) Digital Marketing (MKTG) Hospitality Operations & Financial Metrics (HMG)	ONLINE Corporate Financial Strategy (FIN) New Product Development (MKTG, G&I) Managing Growth & Innovation (G&I) Managing Technological Innovation	ONLINE Investments (FIN) International Business (GLBL) Marketing Research (MKTG) Human Resources Management (HMG) Applied Financial Modelling & Analytics (FIN, ISBA)	ONLINE Applied Equity Analysis (FIN) Marketing Analytics (MKTG, ISBA) International Management (GLBL, G&I) Hospitality Asset & Financial Management (HMG)

Academic Year 2018 - 2019				
Term 1	Term 2	Term 3	Term 4	Term 5
DURHAM Prescriptive Analytics (ISBA) Marketing Elective	DURHAM Marketing Analytics (MKTG, ISBA) Leading Organizational Change (G&I) New Product Development (MKTG, G&I)	DURHAM Investments (FIN) Data Management and Visualization (ISBA) Managing Growth & Innovation (G&I) Social Power of Leadership	DURHAM Corporate Financial Strategy (FIN) Predictive Analytics (ISBA) Marketing Research (MKTG) Supply Chain	DURHAM No face-to-face specialization or elective courses in Term 5
ONLINE International Marketing (MKTG, GBL) Hospitality Revenue Management & Pricing Strategies (HMG) Project Management	ONLINE Digital Marketing (MKTG) Hospitality Operations & Financial Metrics (HMG) Integrated Marketing Communications ACFI Elective	ONLINE Corporate Financial Strategy (FIN) International Business (GLBL) New Product Development (MKTG, G&I) Private Equity & Venture Capital (G&I)	ONLINE Investments (FIN) Applied Financial Modeling & Analytics (FIN, ISBA) Marketing Research (MKTG) Human Resources Management (HMG)	ONLINE Financial Innovation & Derivatives (FIN) International Management (GLBL, G&I) Hospitality Asset & Financial Management (HMG)