

Northeastern University



THE
**D'AMORE-
McKIM**
SCHOOL OF BUSINESS

CELEBRATING
ONLINE
MBA

10 YEARS

Online MBA

Do More Than Study Business. Lead It.

Message from the Dean



It is my honor and pleasure to welcome you to the **D'Amore-McKim School of Business at Northeastern University**. Our unique educational model that integrates strong academics with authentic experiential learning opportunities is extremely well suited to meet the evolving needs of today's business student and the global marketplace.

The **D'Amore-McKim School of Business** is committed to this model, and all of our students benefit from it. Our undergraduate students transition seamlessly from their classes to applied work environments in our world-renowned co-op program. Our graduate students benefit from experiential learning opportunities as well, such as our six-month corporate residency program in the Full-Time MBA and numerous hands-on business projects in both our on campus and virtual classrooms.

Our school is also committed to embedding a global mindset and orientation into all of our programs, research, and outreach activities. Our top-ranked international business program offers distinctive opportunities for our students to study and work abroad. In addition, we have leading research centers focused on emerging markets, global leadership, and cultural agility to name just a few.

Our faculty are thought leaders in their academic fields and in business practice. Many edit top academic journals and lead professional organizations, while others serve on corporate boards and actively consult and teach at Fortune 500 companies through our executive education programs. We pride ourselves on conducting research and outreach activities that address the world's most pressing issues.

D'Amore-McKim faculty, staff, students, alumni and partners are committed to transforming business education to take full advantage of experiential, global and entrepreneurial learning opportunities. We welcome your feedback and invite you to join us in shaping the business school of the future.

Best regards,

Hugh Courtney, PhD
Dean

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

This highly flexible and customizable degree is your opportunity to dive head first 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)

ACCT 6272	Financial Statement Preparation and Analysis	2.250
ACCT 6273	Identifying Strategic Implications in Accounting Data	2.250
ENTR 6200	Enterprise Growth and Innovation	3.000
FINA 6200	Value Creation through Financial Decision Making	3.000
HRMG 6200	Managing People and Organizations	3.000
INTB 6200	Managing the Global Enterprise	3.000
MECN 6200	Global Competition and Market Dominance	3.000
MGMT 6213	Managing Ethics in the Workplace and Marketplace	2.000
MGSC 6200	Information Analysis	3.000
MGSC 6204	Managing Information Resources	1.500
MGSC 6206	Management of Service and Manufacturing Operations	3.000
MKTG 6200	Creating and Sustaining Customer Markets	3.000
STRT 6200	Strategic Decision Making in a Changing Environment	3.000

Online MBA Course List – Electives (5 Courses)

Finance

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

Healthcare Management

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

High Technology Management

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

Innovation Entrepreneurship

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

International Management

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

Marketing

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

Supply Chain Management

SCHM 6210	Supply Chain Management	3.000
SCHM 6211	The Transportation Industries	3.000
SCHM 6213	Global Supply Chain Management	3.000
SCHM 6214	Strategic Sourcing	3.000
SCHM 6221	Sustainability and Supply Chain Management	3.000

Sustainability

MECN 6205	Sustainability and the Economics of Markets	3.000
MGMT 6225	Sustainability and Leadership	3.000
MGMT 6226	Sustainability and the Business Environment	3.000
SCHM 6221	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



Celebrating the 10th anniversary of our Online MBA is like celebrating a birthday—except the party's not for us. It's for our students, alumni, and their families. We're proud to have watched our students walk across the stage adorned in caps and gowns with distinguished degrees and confidence in their future. Now, we are ready for you to join the Online MBA community at the D'Amore-McKim School of Business. Before you know it, we will be celebrating your contributions to another decade of excellence.



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.



Founded in 1885

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 2016

#4 ranked Online MBA in the U.S.
—*Financial Times*.



U.S. News & World Report ranks Northeastern University's Online MBA **#42** (tied) in the U.S. in the Best Online MBA Programs category for 2017.

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The E-Learning Difference

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

- 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. Minimum score = 100 and we only accept the internet based test (iBT).
- 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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