

ALL MBA STUDENTS

- Students may select from the following **MBA Concentrations:**
 - Accountancy
 - Business Analytics
 - Economics of Financial Markets
 - Finance
 - Information Systems and Technology
 - Law and Taxation
 - Leadership (formerly Management)
 - Marketing
- Your total program may not include more than 4 electives from one Academic Discipline i.e. Course Designator such as AC, CS, EC, ETH, FI, FP, HF, IDCC, IPM, LA, MA, MG, MK, ST and TX.
- Students are limited to taking no more than a total of two of the following Field-Based Learning courses:
 - Global Business Experience (GBE790),
 - Credit Internship
 - Field-Based Directed Study.
- All courses are 3 credits unless otherwise noted.
- All pre-requisites must be satisfied. Please check [Course Descriptions](#) for course pre-requisites.
- Not all electives are offered every semester. Please review the [Projected Course Offering List](#) to map out a plan to complete your degree requirements.
- For assistance with your concentration course selections contact the designated [Concentration Advisor](#).

MBA: ACCOUNTANCY CONCENTRATION

Advisor: Leonard Pepe, lpepe@bentley.edu, 781-891-2470

The Accountancy concentration introduces the major avenues of accounting practice and, for students with an accounting background, offers additional technical training and advanced analytical skills. In consultation with the faculty advisor, students choose courses in areas such as financial accounting, managerial accounting, taxation, auditing, forensic accounting, and accounting information systems.

COMPLETE ANY 4 OF THE FOLLOWING COURSES.

AC 611	Financial Accounting Problems I
AC 612	Financial Accounting Problems II
AC 621	Cost Accounting
AC 701	Internship in Accounting Practice
AC 713	Advanced Topics in Financial Accounting
AC 714	Business Reporting & Analysis
AC 730	Business Processes and Systems Assessment
AC 731	Advanced AIS: Modeling Effective Accounting Systems
AC 741	Financial Statement Auditing
AC 742	IT Auditing
AC 744	Internal Auditing
AC 750	Federal Income Taxation
AC 753	Tax Factors in Business Decisions
AC 754	Accounting for Income Taxes
AC 771	Governmental Accounting, Reporting & Auditing
AC 772	Principles of Fraud Investigation
AC 773	Fraud and Forensic Accounting
AC 781	International Dimensions of Accounting
AC 793	Professional Accounting Research & Policy
GBE 790	Global Business Experience*

- *GBE790 requires approval from the Concentration Adviser. If approved, the course paper must be relevant to the concentration area.
- All pre-requisites must be satisfied.
- Students may wish to focus their study using required concentration and elective courses in a planned way. For example, focus areas in accounting might include external auditing, internal auditing, financial accounting, forensic accounting, controllership, or accounting information systems. Students are encouraged to meet with the Accountancy Concentration Advisor, for help in choosing courses to support their areas of interest.

MBA: BUSINESS ANALYTICS CONCENTRATION

Advisor: Mihaela Predescu, mpredescu@bentley.edu, 781-891-2876

The Business Analytics concentration helps professionals gain a competitive advantage through the sound use of data resources. Courses offer a solid grounding in applied statistical methods, emphasizing use of appropriate software tools. Students also have an opportunity to see how these methods are used in current practice in a particular business area. Exposure to real data takes place in concentration courses, an optional internship, and other graduate courses where students with quantitative skills contribute to group consulting projects.

COMPLETE 2 REQUIRED COURSES AND 2 ELECTIVES.

REQUIRED (2):

ST 625	Quantitative Analysis for Business
ST 635	Intermediate Statistical Modeling for Business

ELECTIVES: (2)

METHODOLOGY:

At least one from the following methodology courses; although students may not take both EC621* and MA611*:

EC 621	Business and Economic Forecasting*
MA 610	Optimization and Simulation for Business Decisions
MA 611	Time Series Analysis*
MA 710	Data Mining
MK 726	Customer Data Analysis and Relationship Marketing

APPLICATION:

Plus one more course from the above list OR the following application courses:

CS 605**	Data Management and SQL for Analytics
CS 753	Business Intelligence Methods and Technologies
EC 611	The Macroeconomics of Financial Markets
EC 631	Market Structure and Firm Strategy
MA 705	Data Science
MA 706	Design of Experiments for Business
MA 707	Introduction to Machine Learning
MK 711	Marketing Research and Analysis
ST 701	Internship in Business Data Analysis

- All pre-requisites must be satisfied.
- ** Course title change September 2018.

MBA: ECONOMICS OF FINANCIAL MARKETS CONCENTRATION

Advisor: David Gulley, dgulley@bentley.edu, 781-891-2355

The Economics of Financial Markets concentration aims to produce graduates with a thorough understanding of the complexities of international financial and economic markets. In an increasingly interdisciplinary world, the concentration envisions synergistic connections between the two separate but inter-related disciplines of economics and finance that make the whole greater than the sum of its parts. The interlocking of the two disciplines through the carefully selected courses will provide a needed breadth of vision of both the national and international economic and financial landscapes, thus equipping our students to meet and effectively solve future problems in the field.

COMPLETE 1 REQUIRED COURSE AND 3 ELECTIVES.

REQUIRED (1):

EC 611 The Macroeconomics of Financial Markets

ELECTIVES (SELECT 3): One elective must be from Economics and two must be from Finance.

EC 621 Business and Economic Forecasting
EC 631 Market Structure & Firm Strategy
EC 655 Economics of Globalization
FI 623 Investments
FI 625 Corporate Finance: Theories, Tools & Concepts
FI 730 Management of Financial Institutions
FI 751 International Financial Management
GBE 790 Global Business Experience*

- *GBE790 requires approval from the Concentration Advisor. If approved, the course paper must be relevant to the concentration area.
- All pre-requisites must be satisfied.

MBA: FINANCE CONCENTRATION

Advisor: Claude Cicchetti, ccicchetti@bentley.edu, 781-891-2511

The Finance concentration is designed to provide a broad understanding of investment and financing related issues in corporate finance, the purpose and functions of financial markets and institutions, appropriate ways to evaluate trade-offs between risk and return and complexities associated with operating in a global economy. Requirements for the concentration include courses in Corporate Finance and Investments.

For Students Who Have Taken GR525

COMPLETE 2 REQUIRED COURSES AND 2 ELECTIVE COURSES

REQUIRED (2):

FI 623 Investments
 FI 627 Corporate Finance: Applications & Advanced Topics

ELECTIVES (SELECT 2):

FI 631 Financial Modeling
 FI 635 Fixed Income Valuation & Strategies
 FI 640 Equity Valuation
 FI 645 Derivatives
 FI 650 Advanced Portfolio Theory & Practice
 FI 685 Financial Strategy
 FI 730 Management of Financial Institutions
 FI 735 Mergers & Acquisitions
 FI 751 International Financial Management
 FI 774 Computational Finance
 FI 787 Large Investments & International Project Finance

For Students Waived From GR525

COMPLETE 2 REQUIRED COURSES AND 2 ELECTIVE COURSES

REQUIRED (2):

FI 625 Corporate Finance: Theory, Tools and Concepts
 FI 623 Investments

ELECTIVES (SELECT 2):

FI 627 Corporate Finance: Applications & Advanced Topics
 FI 631 Financial Modeling
 FI 635 Fixed Income Valuation & Strategies
 FI 640 Equity Valuation
 FI 645 Derivatives
 FI 650 Advanced Portfolio Theory & Practice
 FI 685 Financial Strategy
 FI 730 Management of Financial Institutions
 FI 735 Mergers & Acquisitions
 FI 751 International Financial Management
 FI 774 Computational Finance
 FI 787 Large Investments & International Project Finance

- All pre-requisites must be satisfied.

MBA: INFORMATION SYSTEMS AND TECHNOLOGY CONCENTRATION

CS Course Advisor: Jennifer Xu, jxu@bentley.edu, 781-891-2711
IDCC Course Advisor: Mary Marcel, mmarcel@bentley.edu, 781-891-2054
IPM Course Advisor: Martin Weiner, mwiener@bentley.edu, 781-891-2439

The IST concentration is intended to give MBA students access to the full array of learning provided by the graduate coursework offered by the Computer Information Systems, Information Design and Corporate Communication, and Information and Process Management departments. The concentration is achieved by completing any four graduate courses bearing CS, IDCC, or IPM designators - constrained only by the prerequisites of individual choices. MBA students are encouraged to explore the full range of IST offerings and fashion a four course composition that enriches and aligns with their individual aspirations for an MBA. Your IST concentration might be designed to provide a broad overview of information, communication, systems, and technology courses. Alternatively, you can focus your courses in one discipline (CS, IDCC, or IPM). Or you may choose a more career-focused selection of courses to provide a gateway into managing IT in a particular organizational role. Examples of such career-focused selections are: IT Consulting, Information and Data Management, Managing IT in the Organization, and Design of Information Systems.

COMPLETE ANY 4 OF THE FOLLOWING COURSES.

CS 602	Data-Driven Development with Python	CS 795	Special Topics Seminar
CS 603	Object-Oriented Application Development	CS 801	IT Policy and Management
CS 605 **	Data Management and SQL for Analytics	GBE 790	Global Business Experience*
CS 607	Technology Infrastructure of Information Systems	IDCC 620	Managerial Communication
CS 610	Enterprise Architecture	IDCC 711	Argumentation Strategies for Business
CS 612	Web-Based Application Development	IPM 652**	Managing with Analytics (Former Information Mgmt.)
CS 620	Global IT Project Management	IPM 700	Directed Study in Information and Process Management
CS 630	Systems Analysis & Design	IPM 701	Internship in Information and Process Management
CS 650	Data Management Architectures	IPM 723	Information Security, Control and Ethics
CS 680	Mobile Application Development	IPM 740	Enterprise Systems Planning and Configuration
CS 701	Internship in IT	IPM 755	Special Topics in Information and Process Management
CS 703	Looking into the Future: Automation & Digital Technologies		
CS 733	Artificial Intelligence Techniques & Applications		
CS 740	Network and Systems Security		
CS 753	Business Intelligence Methods and Technologies		

- *GBE790 requires approval from one of the Concentration Course Advisers. If approved, the course paper must be relevant to the concentration area.
- All pre-requisites must be satisfied.
- ** Course title change September 2018.

MBA: LAW and TAXATION CONCENTRATION

Advisor for those interested in Tax: Scott Thomas, sthoma1@bentley.edu, 781-891-2979
 Advisor for those interested in Law: Marianne D. Kulow, mdelpokulow@bentley.edu, 781-891-2645

The Law and Taxation Concentration in the MBA allows the student to take the basic Federal Taxation course (TAX 601) for a grounding in tax law and then select 3 other courses from the graduate offerings to complement his/her interest and area of study. The student could focus in one of the three areas (Law, Taxation or Financial Planning) emphasizing depth in one subject or could elect a broader exposure to the subjects by choosing the remaining three courses from either two or three of the course designators (TX, FP, LA).

COMPLETE 1 REQUIRED COURSE AND ANY 3 ELECTIVES OF YOUR CHOICE.

REQUIRED (1):

TX 601	Federal Taxation of Income
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ELECTIVES (SELECT 3):

LA 701	Business Law
LA 715	International Business Law
LA 730	Real Estate Law
TX 600	Professional Tax Practice
TX 602	Transactions
TX 603	Corporations and Shareholders
TX 604	Multi-Jurisdictional Taxation
TX 704	Federal Taxation of Income from Trusts & Estates
TX 707	Pass-Through Entities & Closely-Held Businesses
TX 711	Mergers & Acquisitions
TX 731	Investment Companies and Other Financial Products
TX 732	Intellectual Properties
TX 733	Tax Aspects of Buying and Selling a Business
TX 741	Tax Accounting Problems
TX 761	State & Local Tax Practice
TX 771	International Tax Practice
FP 600	Professional Financial Planning Practice
FP 601	Investments & Capital Accumulation
FP 610	Benefits, Compensation & Retirement
FP 620	Trusts, Gifts & Estates
FP 700	Investment Vehicles
FP 701	Portfolio Management
FP 703	Marriage, Separation & Divorce
FP 704	Financial Planning for Non-Traditional Families
FP 705	Elder Planning Techniques
FP 706	Psychology in Financial Planning
FP 710	Insurance & Wealth Preservation Planning Techniques
ETH 700	Ethical Issues in Corporate Life
GBE 790	Global Business Experience*

- *GBE790 requires approval from the Concentration Adviser. If approved, the course paper must be relevant to the concentration area.
- All pre-requisites must be satisfied.

MBA: LEADERSHIP CONCENTRATION (formerly Management)

Advisor: William Starner, wstarner@bentlev.edu, 781-891-2370

The Leadership Concentration develops the knowledge, understanding and skills necessary to effectively lead complex multinational/multicultural organizations. Students from such diverse fields as engineering, IT, biotechnology, consulting, financial systems, health care and many others often choose this concentration as preparation for advancement into broader leadership roles. In consultation with the faculty advisor, students select from a wide variety of courses and develop a personalized leadership concentration best suited for their individual career aspirations.

Students selecting a Leadership Concentration must complete any four courses from the following list. From time to time additional courses not found on this list may be offered. These courses will be found on the Registrar's website.

MG 600	Entrepreneurial Thinking	MG 652	Strategic Innovation
MG 630	Emotionally Intelligent Leadership	MG 653	Leading Service Innovation
MG 632	Leading Effective Work Teams	MG 654	Leading for Quality
MG 635	Negotiating	MG 661	Global Leadership
MG 640	Managing Strategic Alliances	MG 670	Leading in a Diverse Workplace
MG 645	Leading Change	MG 701	Internship in Management
MG 646	Leading Technology Based Organizations	MG 704	Management Consulting Skills
MG 647	Leading Effectively in Global Business Environments	MG 755	Special Topics in Management
MG 651	Project Management	GBE 790	Global Business Experience

Or select no more than one of the following courses:

EC 331	Market Structure & Firm Strategy
IDCC 620	Managerial Communication
IDCC 711	Argumentation Strategies for Business

- All pre-requisites must be satisfied

Course "clusters" (see below) are intended as a guide for current and/or prospective students for evaluating and selecting individual Leadership Concentration courses or electives. Students with a Leadership Concentration are free to choose any four courses and are not limited to courses listed under a particular cluster(s).

Leadership Skills for the Next Level

MG 630	Emotionally Intelligent Leadership
MG 635	Negotiating
MG 638	Corporate Governance
MG 640	Managing Strategic Alliances
MG 651	Project Management

Leading in Complex Global Team Environments

MG 600	Entrepreneurial Thinking
MG 632	Leading Effective Work Teams
MG 661	Global Leadership
MG 670	Leading in a Diverse Workplace
MG 645	Leading Change
MG 647	Leading Effectively in Global Business Environments

Leading Innovative Processes

MG 646	Leading Technology Based Organizations
MG 652	Strategic Innovation
MG 653	Leading Service Innovation
MG 654	Leading for Quality

MBA: MARKETING CONCENTRATION

Advisor: Paul Berger, pberger@bentley.edu, 781-891-2746

The Marketing concentration provides a solid grasp of marketing knowledge and skills, emphasizing the importance of satisfying customer needs, to meet organizational goals. Students learn how factors such as price, promotion and distribution affect a product's image and success among the target market. Hands-on experience teaches students to collect relevant data, and turn the information into strategies that promote long-term relationships with customers.

COMPLETE 2 REQUIRED COURSES AND 2 ELECTIVES.

REQUIRED (2):

MK 612 Strategic Marketing
MK 726 Customer Data Analysis & Relationship Marketing

ELECTIVES (2):

GBE 790 Global Business Experience*
MK 701 Internship in Marketing
MK 711 Marketing Research & Analysis
MK 712 Consumer & Buyer Behavior
MK 713 Marketing Promotion and Communication
MK 715 New Products: Plan, Development, & Marketing
MK 716 International Marketing
MK 718 Marketing of Services
MK 725 eMarketing
MK 735 Marketing Corporate Immersion
(Formerly Start-Up Marketing in the New Economy)
MK 755 Special Topics in Marketing
MK 758 Enhancing Creativity

- * GBE790 requires approval from the Concentration Adviser. If approved, the course paper must be relevant to the concentration area.
- All pre-requisites must be satisfied.