



PEPPERDINE

Graziadio Business School

12-Month MBA CURRICULUM PLANNING WORKSHEET

(To be used only as a guide for working with your Program Advisor)

RECOMMENDED COURSE SEQUENCE

Total Program Units: **46**

Student Name:	CWID:	
Pepperdine Email:	Concentration: Finance / Leadership / Marketing	
<i>Course Number: Course Description (Units)</i>	<i>Completed</i>	
FIRST TERM (Fall) - 16 units		
• ACCT 620: Accounting (3)		Core
• BSCI 622: Personal and Career Development for Leaders (3)		Core
• BSCI 650: Personal and Leadership Development Workshop (1)		Core
• FINC 629: Managerial Finance (3)		Core
• MKTG 626: Marketing Management (3)		Core
• ISTM 619: Technology and Operations Management (3)		Core
• PGBS 560: Career Seminar (0)		Core
SECOND TERM (Spring) - 15 units		
• ENTR 623: Creating a New Business Opportunity (3)		Core
• LEGL 624: Legal, Political, Ethical, and Regulatory Issues of Management (3)		Core
• OTMT 626: Designing and Leading Organizations for Sustainable Effectiveness (3)		Core
• Elective: _____ () *2 units suggested		
• Elective: _____ () *2 units suggested		
• Elective: _____ () *2 units suggested		
THIRD TERM (Summer) - 15 units		
• DESC 618: Applied Data Analytics (3)		Core
• ECNM 624: Prices, Profits, and the Market Economy (3)		Core



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• STGY 628: Strategic Management (3)		Core
• Elective: _____ () *2 units suggested		
• Elective: _____ () *2 units suggested		
• Elective: _____ () *2 units suggested		



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Concentrations (minimum of 12 units)

Elective course availability will vary per term and year based on instructor availability, enrollment, and program needs. Although elective courses are not guaranteed to be scheduled on a regular cycle, students will be provided a choice of relevant options from the program's elective list during course registration.

Finance (FINC)	
Course Number: Course Description (units)	Completed
Elective courses (choose 12 units)	
• DESC 621: Valuation of Real Options (2)	
• FINC 620: Strategic Issues in Finance (2)	
• FINC 623: Business Valuation (2)	
• FINC 624: Mergers and Acquisitions (2)	
• FINC 625: Modern Portfolio Theory (2)	
• FINC 626: Equity and Bond Investments (2)	
• FINC 627: International Finance (2)	
• FINC 628: Foreign Exchange Markets (2)	
• FINC 630: Private Capital Markets (2)	
• FINC 631: Tax Implications of Financial Decisions (2)	
• FINC 633: Working Capital Management (2)	
• FINC 634: The Management of Financial Risk (2)	
• FINC 635: Real Estate Investing and Finance (2)	
• FINC 637: Education Investment Fund (2)	
• FINC 638: Financial Modeling (2)	
• FINC 639: Debt Securities (2)	
• FINC 664: Business Analysis Using Financial Statements (2)	



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<ul style="list-style-type: none"> • FINC 667: Global Capital Markets and Institutions (4) - <i>Equivalent to FINC 621 (2)+FINC 622 (2)</i> 	
<ul style="list-style-type: none"> • FINC 668: Valuation and Corporate Combinations (4) - <i>Equivalent to FINC 623 (2)+FINC 624 (2)</i> 	
<ul style="list-style-type: none"> • FINC 669: Investments and Portfolio Management (4) - <i>Equivalent to FINC 625 (2)+FINC 626 (2)</i> 	
To fulfill the global business requirement of the program, students can complete FINC 627, FINC 628 or FINC 667	

Leadership and Managing Organizational Change (LMOC)	
<p><i>In order to obtain the Leadership concentration, students must complete three courses from the required section and the remaining three courses from the elective section. If you complete both BSCI 633 and OTMT 634, one of the courses will be applied towards the elective category.</i></p>	
Course Number: Course Description (units)	Completed
Required Courses (choose 3 courses)	
<ul style="list-style-type: none"> • BSCI 617: Creating and Leading Teams (2) 	
<ul style="list-style-type: none"> • OTMT 618: Designing and Managing International Organizations (2) 	
<ul style="list-style-type: none"> • BSCI 633: Organizational Development and Change (2) or • OTMT 634: Change Management (2) 	
Electives Courses (choose 3 courses)	
<ul style="list-style-type: none"> • BSCI 631: Leadership and Organizational Success (2) 	
<ul style="list-style-type: none"> • BSCI 635: Leadership and Ethics (2) 	
<ul style="list-style-type: none"> • DESC 636: Project Management (2) 	
<ul style="list-style-type: none"> • ECNM 649: Doing Business in Emerging Markets (2) 	
<ul style="list-style-type: none"> • LEGL 631: Negotiation and Resolution of Business Disputes (2) 	
<ul style="list-style-type: none"> • OTMT 630: Family Business (2) 	
<ul style="list-style-type: none"> • OTMT 632: Organizational Development and Human Resource Management (2) 	
<ul style="list-style-type: none"> • OTMT 641: The Role of Business in Society (2) 	



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• OTMT 671: Cross-Cultural Management (2)	
• STGY 620: Strategic Issues in Global Business (2)	
• STGY 640: Social Entrepreneurship (2)	
To fulfill the global business requirement of the program, students can complete OTMT 671 or PGBS 693 (any GBI is acceptable)	

Marketing (MKTG)	
Course Number: Course Description (units)	Completed
Elective Courses (choose 6 courses)	
• MKTG 660: Services Marketing (2)	
• MKTG 661: Product Innovation and Management (2)	
• MKTG 662: Marketing Communications (2)	
• MKTG 663: Strategic Issues in Marketing (2)	
• MKTG 667: Sales and Sales Force Management (2)	
• MKTG 668: Business-To-Business Marketing (2)	
• MKTG 669: Marketing Research (2)	
• MKTG 670: Technology in Marketing (2)	
• MKTG 671: Global Marketing (2)	
• MKTG 673: Pricing (2)	
• MKTG 674: Formulating and Defending Marketing Strategies (2)	
• MKTG 676: Brand Management (2)	
• MKTG 677: Consumer Behavior (2)	
To fulfill the global business requirement of the program, students can complete MKTG 671 or PGBS 693. The selected topic for the Global Business Intensive course must be relevant to the concentration, otherwise, approval is needed by the program office prior to registering for the course to confirm it can be applied towards the concentration.	



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General Management (GM)	
<i>A General Management concentration allows for flexibility in the choice of any 12 units of MBA electives. Elective courses may be 4 units or 2 units each. Studies need not focus on any particular discipline.</i>	
Course Number: Course Description (units)	Completed
Elective Courses (choose 12 units)	
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To fulfill the global business requirement of the program, students can complete a minimum of two units of a global content designated course from any concentration area, PGBS 693, or PGBS 694 G3	