

Joint Bachelor of Science in Management and Master of Business Administration

Student Name:	
CWID:	
Concentration:	

- Students who waived courses in the BSM program are required to complete the course(s) at the MBA level. The units for the courses listed below will count towards additional elective units in fulfilling the minimum of 30 units required for the MBAJ program.

- Students who earned a “B-“or lower in a 4-unit BSM course are required to complete the course at the MBA level. The units for the course(s) taken at the MBA level do not count towards the minimum of 30 units required for the MBAJ program. They are considered as additional units required for program completion.

Prefix	Course #	Units	Course Title	Courses Completed
BSCI	650/651	5	Behavior in Organization	
DESC	656	4	Quantitative Analysis for Business Operations	
ACCT	652	4	Accounting Information and Control Systems	
ECNM	657	4	Prices, Profit, and the Market Economy	
FINC	655	4	Financial Management of the Firm	
ISTM	654	4	Information and Process Systems	
MKTG	658	4	Marketing Management	
LEGL	653	4	Political, Regulatory, Ethical, and Legal Issues of Business	
ECNM	670	4	Global and Macroeconomics Environment	

Applied Analytics

Prefix	Course #	Units	Course Title	Courses Completed
Required Courses:				
DESC	656	4	Quantitative Analysis for Business Operations	
ISTM	654	4	Information and Process Systems	
GSBM	670J	1	Integration in Business Operations <i>(must be taken prior to STGY 659/670C)</i>	
STGY	659	4	Strategic Management <i>(must be taken in the last trimester of the program)</i>	
STGY	670C	1	Integration in Business Operations: Strategic Management	
XXXX	XXX	12	Applied Analytics Concentration Courses	
XXXX	XXX	4	Additional Electives	
Total units		30		

Digital Innovation & Information Systems (DIIS)

Prefix	Course #	Units	Course Title	Courses Completed
Required Courses:				
ISTM	654	4	Information and Process Systems	
GSBM	670J	1	Integration in Business Operations <i>(must be taken prior to STGY 659/670C)</i>	
STGY	659	4	Strategic Management <i>(must be taken in the last trimester of the program)</i>	
STGY	670C	1	Integration in Business Operations: Strategic Management	
XXXX	XXX	12	DIIS Concentration Courses	
XXXX	XXX	8	Additional Electives	
Total units		30		

Dispute Resolution				
Prefix	Course #	Units	Course Title	Courses Completed
Required Courses:				
LEGL	684	4	Business Negotiation and the Resolution of Conflict	
GSBM	670J	1	Integration in Business Operations <i>(must be taken prior to STGY 659/670C)</i>	
STGY	659	4	Strategic Management <i>(must be taken in the last trimester of the program)</i>	
STGY	670C	1	Integration in Business Operations: Strategic Management	
XXXX	XXX	8	Dispute Resolution Concentration Courses	
XXXX	XXX	12	Additional Electives*	
Total units		30		
*The additional elective units may be completed in topics unrelated to the student's concentration, but no more than 8 units may be taken from a single area.				

Entrepreneurship				
Prefix	Course #	Units	Course Title	Courses Completed
Required Courses:				
FINC	655	4	Financial Management of the Firm	
MKTG	658	4	Marketing Management	
GSBM	670J	1	Integration in Business Operations <i>(must be taken prior to STGY 659/670C)</i>	
STGY	659	4	Strategic Management <i>(must be taken in the last trimester of the program)</i>	
STGY	670C	1	Integration in Business Operations: Strategic Management	
XXXX	XXX	12	Entrepreneurship Concentration Courses	
XXXX	XXX	4	Additional Electives	
Total units		30		

Finance				
Prefix	Course #	Units	Course Title	Courses Completed
Required Courses:				
ACCT	652	4	Accounting Information and Control Systems	
FINC	655	4	Financial Management of the Firm	
GSBM	670J	1	Integration in Business Operations <i>(must be taken prior to STGY 659/670C)</i>	
STGY	659	4	Strategic Management <i>(must be taken in the last trimester of the program)</i>	
STGY	670C	1	Integration in Business Operations: Strategic Management	
XXXX	XXX	12	Finance Concentration Courses	
XXXX	XXX	4	Additional Electives	
Total units		30		

General Management				
Prefix	Course #	Units	Course Title	Courses Completed
Required Courses:				
GSBM	670J	1	Integration in Business Operations <i>(must be taken prior to STGY 659/670C)</i>	
STGY	659	4	Strategic Management <i>(must be taken in the last trimester of the program)</i>	
STGY	670C	1	Integration in Business Operations: Strategic Management	
XXXX	XXX	24	Electives*	
Total units		30		
*Student may enroll up to 8 units from a single area.				

Global Business				
Prefix	Course #	Units	Course Title	Courses Completed
Required Courses:				
ECNM	670	4	Global and Macroeconomics Environment	
GSBM	670J	1	Integration in Business Operations <i>(must be taken prior to STGY 659/670C)</i>	
STGY	659	4	Strategic Management <i>(must be taken in the last trimester of the program)</i>	
STGY	670C	1	Integration in Business Operations: Strategic Management	
XXXX	XXX	8	Global Business Concentration Courses	
XXXX	XXX	12	Additional Electives*	
Total units		30		
*The additional elective units may be completed in topics unrelated to the student's concentration, but no more than 8 units may be taken from a single area.				

Leadership and Managing Organizational Change				
Prefix	Course #	Units	Course Title	Courses Completed
Required Courses:				
OTMT	670	4	Advanced Principles of Organizations and Leadership	
GSBM	670J	1	Integration in Business Operations <i>(must be taken prior to STGY 659/670C)</i>	
STGY	659	4	Strategic Management <i>(must be taken in the last trimester of the program)</i>	
STGY	670C	1	Integration in Business Operations: Strategic Management	
XXXX	XXX	8	Leadership and Managing Organizational Change Concentration Courses	
XXXX	XXX	12	Additional Electives*	
Total units		30		
*The additional elective units may be completed in topics unrelated to the student's concentration, but no more than 8 units may be taken from a single area.				

Marketing				
Prefix	Course #	Units	Course Title	Courses Completed
Required Courses:				
MKTG	658	4	Marketing Management	
GSBM	670J	1	Integration in Business Operations <i>(must be taken prior to STGY 659/670C)</i>	
STGY	659	4	Strategic Management <i>(must be taken in the last trimester of the program)</i>	
STGY	670C	1	Integration in Business Operations: Strategic Management	
XXXX	XXX	12	Marketing Concentration Courses	
XXXX	XXX	8	Additional Electives	
Total units		30		

Concentrations:

Applied Analytics

In order to obtain a concentration in Applied Analytics, students must complete 4 units from each of the following categories for a total of 12 units.

Decision Science Electives

Prefix	Course #	Units	Course Title	Courses Completed
DESC	620	2	Advanced Statistical Tools	
DESC	622	2	Optimization Modeling	
DESC	624	2	Predictive Analytics	
DESC	626	2	Simulation Modeling	
DESC	637	2	Multiple Attribute Decision Analysis	

Information Systems and Technology Management Electives

Prefix	Course #	Units	Course Title	Courses Completed
ISTM	620	2	Workflow and Business Process Modeling and Analysis	
ISTM	622	2	Social Media Analytics	
ISTM	624	2	Big Data Management	
ISTM	626	2	The Art and Science of Business Analytics	
ISTM	627	2	Marketing Informatics	

General Electives

Prefix	Course #	Units	Course Title	Courses Completed
DESC	621	2	Valuation of Real Options	
DESC	627	2	Supply Chain Management Analytics	
DESC	628	2	Healthcare Analytics	
ISTM	630	2	Information Security Data Analytics	
DESC	636	2	Project Management	
ISTM	660	2	Business Analytics and Intelligence	

Note: The global content requirement for the program is fulfilled by completing ISTM 620, ISTM 630, or GSBM 693A/B: Global Business Intensive (with applied analytics-focused content and/or final paper).

Digital Innovation & Information Systems (DI-IS)

Prefix	Course #	Units	Course Title	Courses Completed
Required courses:				
ISTM	660	2	Business Analytics and Intelligence	
ISTM	661	2	Enterprise Architecture and Infrastructure Management	
ISTM	662	2	DIIS Portfolio and Project Management	
ISTM	663	2	Managing DIIS Security, Privacy and Ethics	
ISTM	664	2	Business Process Analysis and Innovation	
ISTM	665	2	Digital Innovation and Strategic Transformation	

Note: The global content requirement for the program is fulfilled by completing ISTM 664, ISTM 665, or GSBM 693A/B: Global Business Intensive (with DIIS-focused content and/or final paper). Students may substitute up to 4 units with alternative electives. Please refer to the Academic Catalog for more information.

Dispute Resolution

Prefix	Course #	Units	Course Title	Courses Completed
Required courses:				
LEGL	684	4	Business Negotiation and the Resolution of Conflict	
XXXX	XXX	2	Mediation Seminar	
XXXX	XXX	2	Arbitration Course (one of three)	
Elective Courses:				
XXXX	XXX	2, 2	Two elective courses from the Straus Institute, School of Law	

Note: The global content requirement for the program is fulfilled by completing a GSBM global-related Straus Institute, School of Law elective course.

Entrepreneurship

Prefix	Course #	Units	Course Title	Courses Completed
Required courses:				
ENTR	661	2	Entrepreneurship and the Generation of New Venture Ideas	
ENTR	662	2	The Feasibility of New Venture Ideas	
ENTR	663	2	Financing Entrepreneurial Ventures	
ENTR	664	2	Managing Entrepreneurial Ventures	
ENTR	665	2	Marketing Entrepreneurial Ventures	
ENTR	667	2	New Venture Creation	

Note: The global content requirement for the program is fulfilled by completing the Entrepreneurship concentration.

Finance

Prefix	Course #	Units	Course Title	Courses Completed
Twelve units from the following courses:				
FINC	634	2	The Management of Financial Risk	
FINC	635	2	Real Estate Investing and Finance	
FINC	638	2	Financial Modeling	
FINC	663	2	Financing Small Businesses	
FINC	664	2	Business Analysis Using Financial Statements	
FINC	667	4	Global Capital Markets and Institutions	
FINC	668	4	Valuation and Corporate Combinations	
FINC	669	4	Investments and Portfolio Management	

Note: The global content requirement for the program is fulfilled by completing FINC 667.

General Management

A General Management concentration allows for a broad selection of any 12 units of MBA electives. Elective courses may be 4-units or 2-units each. Students do not need to focus on any particular discipline.

Prefix	Course #	Units	Course Title	Courses Completed

Note: The global content requirement for the program is fulfilled by completing any one of the following courses: ECNM 670, FINC 667, GSBM 693A/B, GSBM 694A/B, ISTM 620, ISTM 630, ISTM 664, ISTM 665, LEGL 673, MKTG 680, MKTG 671, or OTMT 671. Students may substitute GSBM 693A/B: Global Business Intensive or GSBM 694A/B: Going Global with Graziadio (G3) for up to 4 units of electives.

Global Business

Prefix	Course #	Units	Course Title	Courses Completed
Required course:				
ECNM	670	4	Global and Macroeconomic Environment	
Eight units are to be selected from the following courses:				
FINC	667	4	Global Capital Markets and Institutions	
LEGL	673	4	International Business Law and its Environment	
MKTG	680	4	Global Brand Management	
MKTG	671	2	Global Marketing	
OTMT	671	2	Cross-Cultural Management	

Note: The global content requirement for the program is fulfilled by completing any one of the courses in the Global Business concentration. Students may substitute GSBM 693A/B: Global Business Intensive or GSBM 694A/B: Going Global with Graziadio (G3) for up to 4 units of electives.

Leadership and Managing Organizational Change

Prefix	Course #	Units	Course Title	Courses Completed
Required course:				
OTMT	670	4	Advanced Principles of Organizations and Leadership	
Eight units are to be selected from the following courses:				
BSCI	617	2	Creating and Leading Teams	
BSCI	635	2	Leadership and Ethics	
OTMT	617	2	Leadership Theory and Practice	
OTMT	671	2	Cross-Cultural Management	
LEGL	684	4	Business Negotiation and the Resolution of Conflict	
OTMT	672	4	Organizational Dynamics and Managing Change	
OTMT	678	4	Creativity and Innovation for Leadership	

Note: The global content requirement for the program is fulfilled by completing OTMT 671 or GSBM 693A/B: Global Business Intensive. Students may substitute GSBM 693A/B for up to 4 units of electives.

Marketing

Prefix	Course #	Units	Course Title	Courses Completed
Twelve units from the following courses:				
MKTG	680	4	Global Brand Management	
MKTG	681	4	Market Innovation and Commercialization	
MKTG	682	4	Marketing Communications and The Digital Age	
MKTG	671	2	Global Marketing	
GSBM	693	2	Global Business Intensive	
or		or	or	
GSBM	694	2	Going Global with Graziadio (G3)	

Note: The global content requirement for the program is typically fulfilled by MKTG 680. As an alternative to MKTG 680, students may elect to take MKTG 671 and make up the additional 2 units through either GSBM 693A/B: Global Business Intensive or GSBM 694A/B: Going Global with Graziadio (G3). Students may substitute GSBM 693A/B or GSBM 694A/B for up to 2 units of electives.