

**Joint Bachelor of Science in Management and Master of Business Administration  
(MBAJ)  
Curriculum Worksheet**

<b>Student Name:</b>	
<b>CWID:</b>	
<b>Concentration:</b>	

- 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. If the MBA course is one of the required courses for the concentration selected, students will need to complete additional elective units. The units for these courses do not count towards the minimum 30 units required for the MBAJ program. They are considered 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	

<b>Business Analytics</b>				
Prefix	Course #	Units	Course Title	Courses Completed
<b>Required Courses:</b>				
DESC	656	4	Quantitative Analysis for Business Operations	
ISTM	654	4	Information and Process Systems	
PGBS	670J	1	Integration in Business Operations ( <i>must be taken prior to STGY 659</i> )	
STGY	659	4	Strategic Management ( <i>must be taken in the last trimester of the program</i> )	
XXXX	XXX	12	Business Analytics Concentration Courses	
XXXX	XXX	5	Additional Electives	
Total units		30		

<b>Digital Innovation &amp; Information Systems (DIIS)</b>				
Prefix	Course #	Units	Course Title	Courses Completed
<b>Required Courses:</b>				
ISTM	654	4	Information and Process Systems	
PGBS	670J	1	Integration in Business Operations ( <i>must be taken prior to STGY 659</i> )	
STGY	659	4	Strategic Management ( <i>must be taken in the last trimester of the program</i> )	
XXXX	XXX	12	DIIS Concentration Courses	
XXXX	XXX	9	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.*

Dispute Resolution				
Prefix	Course #	Units	Course Title	Courses Completed
<b>Required Courses:</b>				
LEGL	684	4	Business Negotiation and the Resolution of Conflict	
PGBS	670J	1	Integration in Business Operations ( <i>must be taken prior to STGY 659</i> )	
STGY	659	4	Strategic Management ( <i>must be taken in the last trimester of the program</i> )	
XXXX	XXX	8	Dispute Resolution Concentration Courses	
XXXX	XXX	13	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.				

Entertainment, Media, and Sports				
Prefix	Course #	Units	Course Title	Courses Completed
<b>One of the following courses is required:</b>				
DESC	656	4	Quantitative Analysis for Business Operations	
FINC	655	4	Financial Management of the Firm	
ISTM	654	4	Information and Process Systems	
MKTG	658	4	Marketing Management	
<b>Required Courses:</b>				
PGBS	670J	1	Integration in Business Operations ( <i>must be taken prior to STGY 659</i> )	
STGY	659	4	Strategic Management ( <i>must be taken in the last trimester of the program</i> )	
XXXX	XXX	12	EMS Electives	
XXXX	XXX	9	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
<b>Required Courses:</b>				
FINC	655	4	Financial Management of the Firm	
MKTG	658	4	Marketing Management	
PGBS	670J	1	Integration in Business Operations ( <i>must be taken prior to STGY 659</i> )	
STGY	659	4	Strategic Management ( <i>must be taken in the last trimester of the program</i> )	
XXXX	XXX	12	Entrepreneurship Concentration Courses	
XXXX	XXX	5	Additional Electives	
Total units		30		

Finance				
Prefix	Course #	Units	Course Title	Courses Completed
<b>Required Courses:</b>				
ACCT	652	4	Accounting Information and Control Systems	
FINC	655	4	Financial Management of the Firm	
PGBS	670J	1	Integration in Business Operations ( <i>must be taken prior to STGY 659</i> )	
STGY	659	4	Strategic Management ( <i>must be taken in the last trimester of the program</i> )	
XXXX	XXX	12	Finance Concentration Courses	
XXXX	XXX	5	Additional Electives	
Total units		30		

General Management				
Prefix	Course #	Units	Course Title	Courses Completed
<b>Required Courses:</b>				
PGBS	670J	1	Integration in Business Operations ( <i>must be taken prior to STGY 659</i> )	
STGY	659	4	Strategic Management ( <i>must be taken in the last trimester of the program</i> )	
XXXX	XXX	25	Electives*	
Total units		30		
*Student may enroll up to 8 units from a single area.				

Global Business				
Prefix	Course #	Units	Course Title	Courses Completed
<b>Required Courses:</b>				
ECNM	670	4	Global and Macroeconomics Environment	
PGBS	670J	1	Integration in Business Operations ( <i>must be taken prior to STGY 659</i> )	
STGY	659	4	Strategic Management ( <i>must be taken in the last trimester of the program</i> )	
XXXX	XXX	8	Global Business Concentration Courses	
XXXX	XXX	13	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
<b>Required Courses:</b>				
OTMT	670	4	Advanced Principles of Organizations and Leadership	
PGBS	670J	1	Integration in Business Operations ( <i>must be taken prior to STGY 659</i> )	
STGY	659	4	Strategic Management ( <i>must be taken in the last trimester of the program</i> )	
XXXX	XXX	8	Leadership and Managing Organizational Change Concentration Courses	
XXXX	XXX	13	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
<b>Required Courses:</b>				
MKTG	658	4	Marketing Management	
PGBS	670J	1	Integration in Business Operations ( <i>must be taken prior to STGY 659</i> )	
STGY	659	4	Strategic Management ( <i>must be taken in the last trimester of the program</i> )	
XXXX	XXX	12	Marketing Concentration Courses	
XXXX	XXX	9	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.				

## Concentrations:

### Business Analytics

In order to obtain a concentration in Business Analytics, students must complete 4 units from each of the following categories for a total of 12 units. Students may also choose courses from the Decision Science and Information Systems and technology categories to satisfy a General Elective requirement.

#### 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	622	2	Social Media Analytics	
ISTM	624	2	Databases and Big Data Management	
ISTM	626	2	Applying Analytics to Achieve Business Impact	
ISTM	627	2	Marketing Informatics	
ISTM	664	2	Business Process Analysis and Innovation	

#### 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 664, ISTM 630, or PGBS 693: Global Business Intensive (with business analytics-focused content and/or final paper).*

### Digital Innovation & Information Systems (DI-IS)

Prefix	Course #	Units	Course Title	Courses Completed
Required courses:				
ISTM	624	2	Databases and Big Data Management	
ISTM	661	2	Designing, Sourcing and Building Digital Platforms	
ISTM	662	2	DIIS Portfolio and Project Management	
ISTM	663	2	Managing Cyber Security, Risk and Privacy	
ISTM	664	2	Business Process Analysis and Innovation	
ISTM	665	2	Digital Innovation and Strategy	

*Note: The global content requirement for the program is fulfilled by completing ISTM 664, ISTM 665, or PGBS 693: 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	
<i>Note: The global content requirement for the program is fulfilled by completing a PGBS global-related Straus Institute, School of Law elective course.</i>				

Entertainment, Media and Sports (EMS)				
Prefix	Course #	Units	Course Title	Courses Completed
Required courses:				
DESC	660	2	Entertainment, Media and Sports Analytics	
FINC	661	2	Entertainment, Media and Sports Finance	
ISTM	621	2	Digital Media and Entertainment	
LEGL	662	2	Law, Intellectual Property, and Ethics for Entertainment, Media and Sports	
MKTG	672	2	Entertainment, Media and Sports Brand and Audience Development	
Two units to be selected from the following list:				
OTMT	663	2	Entertainment, Media and Sports Talent Management and Representation	
ENTR	661	2	Entrepreneurship and the Generation of New Venture Ideas	
PGBS	698	2	Contemporary Issues in Business and Management - Producing and Distributing EMS Products	
PGBS	670Y	2	Education to Business	
PGBS	693	2	Global Business Intensive (with EMS-focused content and/or final paper)	
PGBS	694	2	Going Global with Graziadio (with EMS-focused content)	
<i>Note: The global content requirement for the program is fulfilled by completing ISTM 621, PGBS 693: Global Business Intensive (with EMS-focused content and/or final paper) or GSBM 694 (with EMS-focused content).</i>				

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	624	4	Building a Business Model	
ENTR	625	4	Launching a New Venture	
<i>Note: The global content requirement for the program is fulfilled by completing the Entrepreneurship concentration.</i>				

**Finance**

Prefix	Course #	Units	Course Title	Courses Completed
Twelve units from the following courses:				
DESC	621	2	Valuation of Real Options	
FINC	634	2	The Management of Financial Risk	
FINC	635	2	Real Estate Investing and Finance	
FINC	638	2	Financial Modeling	
FINC	661	2	Entertainment and Media Finance	
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

Prefix	Course #	Units	Course Title	Courses Completed

*Note: The global content requirement for the program is fulfilled by completing a minimum of 2 units of the global content requirement from any other concentration. Students may substitute PGBS 693: Global Business Intensive or PGBS 694: 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 global content requirement from any other concentration.


*Note: The global content requirement for the program is fulfilled by completing a minimum of 2 units of the global content requirement from any other concentration. Students may substitute PGBS 693: Global Business Intensive or PGBS 694: 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	676	4	Talent Management	
OTMT	678	4	Creativity and Innovation for Leadership	
OTMT	680	4	Leadership: Great Leaders, Great Literature	
<i>Note: The global content requirement for the program is fulfilled by completing OTMT 671 or PGBS 693: Global Business Intensive.</i>				

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	
PGBS	693	2	Global Business Intensive	
or		or	or	
PGBS	694	2	Going Global with Graziadio (G3)	
<i>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 PGBS 693: Global Business Intensive or PGBS 694: Going Global with Graziadio (G3). Students may substitute PGBS 693 or PGBS 694 for up to 2 units of electives.</i>				