MBA FALL 2021 MATRICULATION
Below is the suggested schedule for One-track and Two-track students.

Semester	Suggested Course Plan	Semester Dates
Fall 2021	**One-track** ○ FIN 500 – Financial Management **Two-track** ○ FIN 500 – Financial Management ○ MIS 584 – Business Intelligence	August 29 – December 17, 2021 (mid-course break October 17-23, 2021) (Thanksgiving break November 21-27, 2021)
Spring 2022	**One-track** ○ OBC 506 – Leadership **Two-track** ○ OBC 506 – Leadership ○ OIE 501 – Operations Management	January 16- April 30, 2022 (mid-course break March 6-12, 2022)
Summer 2022	**One -track** ○ Elective/Specialty* **Two-track** ○ Elective/Specialty* ○ Elective/Specialty*	May 8 – August 19, 2022 (mid-course break July 3-9, 2022)
Fall 2022	**One-track** ○ MIS 584 – Business Intelligence **Two-track** ○ Elective/Specialty* ○ Elective/Specialty*	August 28 – December 16, 2022 (mid-course break October 16-22, 2022) (Thanksgiving break November 20-26, 2022)
Spring 2023	**One-track** ○ MKT 500 – Marketing Strategy **Two-track** ○ MKT 500 –Marketing Strategy ○ Elective/Specialty*	January 15- April 28, 2023 (mid-course break March 5-11, 2023)
Summer 2023	**One-track** ○ Elective/Specialty* **Two-track** ○ BUS590 -Strategic Management in Technology-Driven Organizations (Pre-Capstone)	May 7 – August 18, 2023 (mid-course break March 5-11, 2023)
Fall 2023	**One-track** ○ Elective/Specialty* **Two-track** ○ BUS 599 – Capstone Project	Dates TBD

Spring 2024	▪ One-track o OIE 501 – Operations Management	Dates TBD
Summer 2024	▪ One-track o BUS 590 - Strategic Management in Technology-driven Organizations (Pre-Capstone)	Dates TBD
Fall 2024	▪ One-track o BUS 599 – Capstone Project	Dates TBD
Spring 2025	▪ One-track o Elective/Specialty*	Dates TBD
Summer 2025	▪ One-track o Elective/Specialty*	Dates TBD

Dates are subject to change.

The faculty may have synchronous sessions throughout the semester as well. Generally, these are not mandatory to attend live and are recorded for those who cannot attend.

*See full schedules on the Registrar's website. Schedules are typically posted three months prior to the start of each semester.

For advising, contact Sandy Wellinghoff, swellinghoff@wpi.edu.

SEE BELOW FOR COURSE REQUIREMENTS AND SPECIALTIES

WPI MBA ONLINE PROGRAM REQUIREMENTS
36 credits

Requirement 1: MBA students must complete a five-course core that introduces five foundational areas of business as follows:
- Financial foundations: FIN 500 Financial Management
- Information systems foundations: MIS 584 Business Intelligence
- Marketing foundations: MKT 500 Data-driven Marketing Strategy
- Organizational behavior foundations: OBC 506 Leadership
- Operations foundations: OIE 501 Operations Management

Requirement 2: One, three-course specialty (all three courses must be Foisie Business School courses). Three courses (9 credits) from specialty of choice below. Custom specialties are available by petition (conditions apply).

Recommended Specialties for MBAs
- **Entrepreneurship**
  - ETR 500 Entrepreneurship and Innovation
  - Any two from the following courses:
    - ETR 593 Technology Commercialization: Theory, Strategy, and Practice
    - ETR 596 Selling and Sales
    - BUS 500 Business Law, Ethics and Social Responsibility

- **Product Management**
  - MKT 569 Product and Brand Management
  - Any two of the following:
    - ETR 593 Technology Commercialization: Theory, Strategy, and Practice
    - MIS 576 Project Management
    - MIS 583 User Experience Applications
    - MIS 585 User Experience Design
    - MKT 565 Digital and Social Media Marketing
    - OBC 505 Teaming and Organizing for Innovation
    - OBC 533 Negotiations
    - OBC 535 Managing Creativity in Knowledge Intensive Organizations

- **Project Management**
  - MIS 576 Project Management
  - Any two of the following:
    - OBC 505 Teaming and Organizing for Innovation
    - OBC 533 Negotiations
    - OBC 535 Managing Creativity in Knowledge Intensive Organizations
    - OBC 537 Leading Change

Other Foisie Business School Specialties

Advanced Business Analytics Methods BA, MBA	• MIS 587 Business Applications in Machine Learning • OIE 559 Optimization for Business Analytics • MKT 562 Marketing Research
Applied Analytics IUX, MBA	• MIS 502 Data Management for Analytics • MIS 584 Business Intelligence • MIS 587 Business Applications in Machine Learning • OIE 559 Optimization for Business Analytics • DS 501 Introduction to Data Science • DS 502 Statistical Methods for Data Science • or DS 511 Applied Statistics for Engineers
Brands, Products and Consumers IUX, MBA	• MKT 500 Marketing Strategy • MKT 561 Consumer Behavior and Analytics • MKT 569 Brand and Product Management
Business Analytics Core MBA	• MIS 502 Data Management for Analytics • MIS 584 Business Intelligence • OIE 552 Modeling and Optimizing Processes

Data Analytics
 	
IT, MBA
	• MIS 587 Business Applications in Machine Learning
	• MKT 568 Data Mining Business Applications
	• Select 1 of the following:
	   o MKT 565 Digital Marketing
	   o MKT 562 Marketing Research

Digital Transformation
 	
IT, MBA
	• MIS 500 Innovating with Information Systems
	• Select one of the following:
	   o OIE 501 Designing Operations for Competitive Advantage
	   o OIE 544 Supply Chain Analysis and Design
	   o OIE 558 Designing and Managing Lean Six Sigma Processes
	• Select one of the following:
	   o MIS 576 Project Management
	   o OBC 503 Negotiations
	   o OBC 537 Change Management

Entrepreneurship
 	
MBA
	• ETR 500 Entrepreneurship and Innovation
	• Any two from the following courses:
	   o ETR 593 Technology Commercialization: Theory, Strategy, and Practice
	   o ETR 596 Selling and Sales
	   o BUS 500. Business Law, Ethics and Social Responsibility

IT Core MBA	• MIS 502 Data Management for Analytics • MIS 581 Policy & Strategy for IT and Analytics • MIS 584 Business Intelligence
Information Systems Design IT, MBA	• MIS 571 Database Applications Design and Development • MIS 582 Information Security Management • MIS 585 User Experience Design
IT User Experience IT, MBA	• MKT 561 Consumer Behavior and Analytics • MIS 583 User Experience Applications MIS 586 User Experience Research Methods

Marketing Analytics
 	
BA, MBA
	• Select one of the following:
	   • MKT 500 Marketing Strategy (recommended for students with no marketing background)
	   • MKT 561 Consumer Behavior and Analytics
	• MKT 565 Digital Marketing
	• MKT 568 Data Mining Business Applications

Operations Analytics BA, MBA	Select 3 of the following 5 courses: • OIE 501 Designing Operations for Competitive Advantage • OIE 542 Risk Management and Decision Analysis • OIE 544 Supply Chain Analysis and Design • OIE 548 Performance Analytics • OIE 558 Designing and Managing Lean Six Sigma Processes
Organizing and Managing Innovation IUX, MBA	• FIN 500 Financial Information and Management • ETR 500 Entrepreneurship and Innovation • ETR 593 Technology Commercialization • MIS 576 Project Management • OBC 503 Negotiations • OBC 537 Change Management • OBC 505 Teaming and Organizing for Innovation

Product Management
 	
MBA
	• MKT 569 Product and Brand Management
	• Any two of the following:
	  o ETR 593 Technology Commercialization: Theory, Strategy, and Practice
	  o MIS 576 Project Management
	  o MIS 583 User Experience Applications
	  o MIS 585 User Experience Design
	  o MKT 565 Digital and Social Media Marketing
	  o OBC 505 Teaming and Organizing for Innovation
	  o OBC 533 Negotiations
	  o OBC 535 Managing Creativity in Knowledge Intensive Organizations

Project Management
 	
MBA
	• MIS 576 Project Management
	• Any two of the following:
	  o OBC 505 Teaming and Organizing for Innovation
	  o OBC 533 Negotiations
	  o OBC 535 Managing Creativity in Knowledge Intensive Organizations
	  o OBC 537 Leading Change

Research BA, IT, IUX, MBA	Combination of the following, totaling 9 credits. Requires permission of Program Director: • BUS 5900 Internship (3 credits max.) • BUS 598 Independent Study • BUS 698 Directed Research
System Design for IUX IUX, MBA	• MIS 500 Innovating with Information Systems • MIS 571 Database Applications Design and Development • MIS 582 Information Security Design and Management • IMGD 5000 Game Design Studio • IMGD 5300 Design of Interactive Experiences • RBE/CS 526 Human-Robot Interaction • RBE 595 Synergy of Human and Robot Systems WR 593 Robot Futures: Design, Ethics, Communication
Custom BA, IT, IUX, MBA	9 credits. Requires permission of Program Director.

Requirement 3: MBA students must complete two electives, both of which must be FBS courses.
- All FBS graduate courses qualify as electives.
- If the two courses are part of an existing 3-course specialty or core for which the third course was taken as part of the MBA core, students will receive the specialty or core designation as part of their degree.

Requirement 4: Integrative course across the five core courses, provides a strategic view of STEM-oriented businesses, and prepares students for the Capstone Project.
- BUS 590 Strategic Management in Technology-driven Organizations

Requirement 5: MBA students must complete a capstone project experience as follows:
- BUS 599 MBA Capstone Project. This course is taken the semester immediately following BUS 590.