
MBA AREAS OF CONCENTRATION/SPECIALIZATIONS

Concentration and Specialization courses enable students to customize programs to gain a deeper understanding of a discipline or industry. LeBow offers concentrations/specializations in a variety of fields with tracks in either general management or global management. In addition, students have the option to do a self-designed concentration.

CONCENTRATIONS

Drexel Professional MBA and Two-Year MBA programs offer four areas of concentration: Finance, Marketing, Entrepreneurship/Innovation Management, as well as a “personalized” concentration that allows students to tailor course selection based on career aspirations. Each concentration offers a choice of tracks in general management or global management.

Students opting for a concentration (4 courses/12 credits) must select **minimally two courses** from the required listing and **maximum of two courses** from the elective listing below. Students could opt to take all four courses from the required listing. The table listed indicates the areas of concentrations and the courses required to complete the concentration.

Students opting for the “personalized” concentration must meet with their program advisor, prior to declaring this option, for approval on a sequence of four courses that meets academic and career goals. Recommended sequences are available in the areas of Economics, Management Information Systems, Organization Management and Production and Operations Management.

Note: The personalized concentration appears as a general management track on transcripts. Students are not able to “name” their concentration on their transcripts. For a complete listing of course descriptions, including pre-requisites, please visit: <https://duapp1.drexel.edu/webcourses/SubjectSelection.asp?Levl=GR&Univ=DREX>

SPECIALIZATIONS

Drexel LEAD MBA, Malvern LEAD MBA, and MBA Anywhere students have the option of selecting a two course (six credits) sequence from three of the following areas of specialization: Finance, Entrepreneurship/Innovation Management, and Marketing. Questions regarding specializations should be directed to your program manager.

MBA AREAS OF CONCENTRATION/SPECIALIZATIONS (CONT.)

Finance Concentration

12.0 Credits

Required Courses

Students are required to take, at a *minimum*, two 3-credit courses from the following:

Global Track

| | | |
|-------------------------|-------------------------------------|-----|
| FIN 602 | Advanced Financial Management | 3.0 |
| FIN 622 | Financial Institutions and Markets | 3.0 |
| FIN 624 | Risk Management | 3.0 |
| FIN 626 | Investment Management | 3.0 |
| FIN 642 | Business Conditions and Forecasting | 3.0 |
| FIN 648 | International Financial Management | 3.0 |
| FIN 790 | Seminar in Finance | 3.0 |

Management Track

| | | |
|-------------------------|--------------------------------|-----|
| FIN 602 | Advanced Financial Management | 3.0 |
| FIN 624 | Risk Management | 3.0 |
| FIN 626 | Investment Management | 3.0 |
| FIN 635 | Entrepreneurial Finance | 3.0 |
| FIN 640 | Mergers and Acquisitions | 3.0 |
| FIN 649 | Comparative Financial Analysis | 3.0 |
| FIN 650 | Derivative Securities | 3.0 |
| FIN 790 | Seminar in Finance | 3.0 |

Finance Electives

Students can take a *maximum* of two 3-credit courses from the following:

Global Track

| | | |
|--------------------------|---|-----|
| ACCT 620 | Asset Valuation and Income Determination | 3.0 |
| ACCT 621 | Liability and Equity Valuation | 3.0 |
| BLAW 698 | Special Topics in Legal Studies | 3.0 |
| ECON 614 | Macroeconomics | 3.0 |
| ECON 630 | International Economics | 3.0 |
| ECON 650 | Game Theory | 3.0 |
| FIN 640 | Mergers and Acquisitions | 3.0 |
| FIN 650 | Derivative Securities | 3.0 |
| INTB 632 | Economic Analysis of Multinational Corporations | 3.0 |
| MGMT 655 | Knowledge Management in a Global Economy | 3.0 |
| MIS 624 | E-commerce Systems I | 3.0 |
| MKTG 630 | Global Marketing | 3.0 |

| | | |
|--------------------------|---|-----|
| MKTG 650 | Marketing Management in the New Economy: Cases and Problems | 3.0 |
| ORGB 640 | Negotiations for Leaders | 3.0 |
| OPR 601 | Managerial Decision Models and Simulation | 3.0 |
| POM 620 | Management of Manufacturing Firms | 3.0 |
| POM 624 | Management of Service Firms | 3.0 |
| STAT 634 | Quality & Six-Sigma | 3.0 |

Management Track

| | | |
|--------------------------|---|-----|
| ACCT 620 | Asset Valuation and Income Determination | 3.0 |
| ACCT 621 | Liability and Equity Valuation | 3.0 |
| BLAW 620 | Legal Aspects of Employment | 3.0 |
| BLAW 698 | Special Topics in Legal Studies | 3.0 |
| ECON 614 | Macroeconomics | 3.0 |
| ECON 650 | Game Theory | 3.0 |
| FIN 622 | Financial Institutions and Markets | 3.0 |
| MGMT 655 | Knowledge Management in a Global Economy | 3.0 |
| MIS 624 | E-commerce Systems I | 3.0 |
| MIS 630 | Interactive Decision Support Systems | 3.0 |
| MKTG 650 | Marketing Management in the New Economy: Cases and Problems | 3.0 |
| MKTG 652 | Marketing Information: Management and Research | 3.0 |
| ORGB 640 | Negotiations for Leaders | 3.0 |
| OPR 601 | Managerial Decision Models and Simulation | 3.0 |
| POM 620 | Management of Manufacturing Firms | 3.0 |
| POM 624 | Management of Service Firms | 3.0 |
| TAX 620 | Individual Taxation | 3.0 |
| TAX 630 | Corporate Taxation | 3.0 |
| STAT 634 | Quality & Six-Sigma | 3.0 |

Marketing Concentration

12.0 Credits

Required Courses

Students are required to take, at a *minimum*, two 3-credit courses from the following:

Global Track

| | | |
|--------------------------|---|-----|
| MKTG 630 | Global Marketing | 3.0 |
| MKTG 638 | New Product Planning, Strategy, and Development | 3.0 |
| MKTG 650 | Marketing Management in the New Economy: Cases and Problems | 3.0 |
| MKTG 652 | Marketing Information: Management and Research | 3.0 |

Management Track

| | | |
|--------------------------|--|-----|
| MKTG 622 | Buyer Behavior Theory | 3.0 |
| MKTG 624 | Channels of Distribution Management | 3.0 |
| MKTG 634 | Integrated Marketing Communications Management | 3.0 |
| MKTG 646 | Services Marketing | 3.0 |
| MKTG 652 | Marketing Information: Management and Research | 3.0 |

Marketing Electives

Students can take a *maximum* of two 3-credit courses from the following:

Global track

| | | |
|--------------------------|---|-----|
| BLAW 698 | Special Topics in Legal Studies | 3.0 |
| ECON 614 | Macroeconomics | 3.0 |
| ECON 630 | International Economics | 3.0 |
| FIN 642 | Business Conditions and Forecasting | 3.0 |
| FIN 648 | International Financial Management | 3.0 |
| INTB 620 | International Business Management | 3.0 |
| INTB 632 | Economic Analysis of Multinational Corporations | 3.0 |
| INTB 790 | Seminar in International Business | 3.0 |
| MGMT 650 | Corporate Venturing: Entrepreneurs in Organizations | 3.0 |
| MGMT 652 | New Venture Planning | 3.0 |
| MGMT 655 | Knowledge Management in a Global Economy | 3.0 |
| MIS 624 | E-commerce Systems I | 3.0 |
| MKTG 622 | Buyer Behavior Theory | 3.0 |
| MKTG 624 | Channels of Distribution Management | 3.0 |
| MKTG 634 | Integrated Marketing Communication Management | 3.0 |
| MKTG 646 | Services Marketing | 3.0 |
| ORGB 640 | Negotiations for Leaders | 3.0 |
| OPR 601 | Managerial Decision Models and Simulation | 3.0 |
| POM 624 | Management of Service Firms | 3.0 |
| POM 625 | Advanced Supply Chain Management | 3.0 |
| STAT 634 | Quality & Six-Sigma | 3.0 |

Management Track

| | | |
|--------------------------|---|-----|
| BLAW 698 | Special Topics in Legal Studies | 3.0 |
| ECON 650 | Game Theory | 3.0 |
| FIN 602 | Advanced Financial Management | 3.0 |
| MGMT 650 | Corporate Venturing: Entrepreneurs in Organizations | 3.0 |
| MGMT 652 | New Venture Planning | 3.0 |
| MGMT 655 | Knowledge Management in a Global Economy | 3.0 |
| MIS 624 | E-commerce Systems I | 3.0 |
| MIS 630 | Interactive Decision Support Systems | 3.0 |
| MIS 632 | Database Analysis and Design for Business | 3.0 |
| MKTG 630 | Global Marketing | 3.0 |
| MKTG 638 | New Product Planning, Strategy and Development | 3.0 |
| MKTG 650 | Marketing Management: Cases and Problems | 3.0 |
| ORGB 640 | Negotiations for Leaders | 3.0 |
| OPR 601 | Managerial Decision Models and Simulation | 3.0 |
| POM 624 | Management of Service Firms | 3.0 |
| POM 625 | Advanced Supply Chain Management | 3.0 |

Entrepreneurship/Innovation Management Concentration**12.0 Credits****Required Courses**

Students are required to take, at a *minimum*, two 3-credit courses from the following:

Global Track

| | | |
|--------------------------|---|-----|
| FIN 635 | Entrepreneurial Finance | 3.0 |
| MGMT 640 | Strategic Human Resource Management | 3.0 |
| MGMT 652 | New Venture Planning | 3.0 |
| MGMT 655 | Knowledge Management in a Global Economy | 3.0 |
| MIS 624 | E-commerce Systems I | 3.0 |
| MKTG 638 | New Product Planning, Strategy, and Development | 3.0 |
| OPR 601 | Managerial Decision Models and Simulation | 3.0 |
| POM 620 | Management of Manufacturing Firms | 3.0 |
| POM 625 | Advanced Supply Chain Management | 3.0 |

Management Track

| | | |
|--------------------------|---|-----|
| BLAW 620 | Legal Aspects of Employment | 3.0 |
| BLAW 646 | Legal Issues in New Ventures | 3.0 |
| MGMT 640 | Strategic Human Resource Management | 3.0 |
| MGMT 650 | Corporate Venturing: Entrepreneurs in Organizations | 3.0 |
| MGMT 652 | New Venture Planning | 3.0 |
| MIS 630 | Interactive Decision Support Systems | 3.0 |
| MIS 632 | Database Analysis and Design for Business | 3.0 |
| POM 620 | Management of Manufacturing Firms | 3.0 |
| POM 624 | Management of Service Firms | 3.0 |

Entrepreneurship/Innovation Management Electives

Students can take a *maximum* of two 3-credit courses from the following:

Global Track

| | | |
|--------------------------|---|-----|
| BLAW 646 | Legal Issues in New Ventures | 3.0 |
| ECON 614 | Macroeconomics | 3.0 |
| ECON 630 | International Economics | 3.0 |
| FIN 642 | Business Conditions and Forecasting | 3.0 |
| FIN 648 | International Financial Management | 3.0 |
| INTB 620 | International Business Management | 3.0 |
| INTB 632 | Economic Analysis of Multinational Corporations | 3.0 |

| | | |
|--------------------------|---|-----|
| INTB 790 | Seminar in International Business | 3.0 |
| MGMT 640 | Strategic Human Resource Management | 3.0 |
| MGMT 655 | Knowledge Management in a Global Economy | 3.0 |
| MKTG 622 | Buyer Behavior Theory | 3.0 |
| MKTG 624 | Channels of Distribution Management | 3.0 |
| MKTG 630 | Global Marketing | 3.0 |
| MKTG 634 | Integrated Marketing Communication Management | 3.0 |
| MKTG 638 | New Product Planning, Strategy and Development | 3.0 |
| MKTG 646 | Services Marketing | 3.0 |
| MKTG 650 | Marketing Management: Cases and Problems | 3.0 |
| ORGB 640 | Negotiations for Leaders | 3.0 |
| POM 602 | Strategic Operations and Quality | 3.0 |
| STAT 634 | Quality & Six-Sigma | 3.0 |

Management Track

| | | |
|--------------------------|--|-----|
| BLAW 698 | Special Topics in Legal Studies | 3.0 |
| ECON 614 | Macroeconomics | 3.0 |
| ECON 650 | Game Theory | 3.0 |
| FIN 602 | Advanced Financial Management | 3.0 |
| FIN 624 | Risk Management | 3.0 |
| FIN 635 | Entrepreneurial Finance | 3.0 |
| FIN 640 | Mergers and Acquisitions | 3.0 |
| FIN 649 | Comparative Financial Analysis | 3.0 |
| INTB 790 | Seminar in International Business | 3.0 |
| MGMT 650 | Corporate Venturing: Entrepreneurs in Organizations | 3.0 |
| MGMT 652 | New Venture Planning | 3.0 |
| MGMT 655 | Knowledge Management in a Global Economy | 3.0 |
| MIS 624 | E-commerce Systems I | 3.0 |
| MIS 630 | Interactive Decision Support Systems | 3.0 |
| MIS 632 | Database Analysis and Design for Business | 3.0 |
| MKTG 630 | Global Marketing | 3.0 |
| MKTG 638 | New Product Planning, Strategy and Development | 3.0 |
| MKTG 650 | Management: Cases and Problems | 3.0 |
| MKTG 652 | Marketing Information: Management and Research | 3.0 |
| ORGB 640 | Negotiations for Leaders | 3.0 |
| OPR 601 | Managerial Decision Models and Simulation | 3.0 |
| POM 625 | Advanced Supply Chain Management | 3.0 |
| STAT 634 | Quality & Six-Sigma | 3.0 |