

MBA in Pharmaceutical Management

Plan of Study

Curriculum Sequence

Term	Course	Title	Credits
Term 1	MIS 611	Management Information Systems (Residency)	3
	BUSN 501	Measuring & Maximizing Financial Performance	3
	BUSN 698	Special Topics: Healthcare Law & Pharma Regulation	3
Term 2	BUSN 502	Essentials of Economics	3
	MKTG 601	Marketing Strategy & Planning	3
Term 3	MGMT 602	Managing Technological Innovation	3
	ORGB 625	Leadership & Professional Development	3
Term 4	BUSN 698	Drug Development/Sales Force Workshop (Residency)	3
	STAT 601	Business Statistics	3
	MKTG 698	Pharmaceutical Marketing	3
Term 5	ECON 601	Managerial Economics	3
	POM 601	Operations Management	3
Term 6	ACCT 601	Managerial Accounting	3
	ORGB 631	Leading Effective Organizations	3
Term 7	FIN 601	Corporate Financial Management	3
Term 8	MGMT 698	Global Perspectives in Pharma MGMT (International Residency)	3
	MGMT 780	Strategic Management	3
Total Credits			51

** This is a tentative curriculum proposal, course strategy, content, schedule and delivery are subject to change.*