**Master of Business Administration**

**EVENING MBA PROGRAM GUIDE**  
(Effective September 2007)

**EVENING MBA FOUNDATION COURSE REQUIREMENTS (18 CREDITS)**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Prerequisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>PPF 501</td>
<td>Statistics (3 credits)</td>
<td>None</td>
</tr>
<tr>
<td>PPF 502</td>
<td>Economic Environment of the Firm (3 credits)</td>
<td>Pre or Co-Req: PPF 501</td>
</tr>
</tbody>
</table>

**PROGRAM FOUNDATION COURSES:**

PF Module I (6 credits) PF 503, 504, and 505 must be taken in the same semester as co-requisites, preferably in the first semester.

PF 503 Accounting for Decision Making, Co-Req: PF504 and PF505
PF 504 Financial Statement Analysis for Decision Making, Co-Req: PF503 and PF505
PF 505 Managing People in Organizations Co-Req: PF503 and PF504

PF Module II (6 credits) PF 506, 507, and 508 must be taken in the same semester as co-requisites, preferably in the first or second semester.

PF 506 Marketing Management Pre or Co-Req: PF Module I Co-Req: [PF 507, 508]
PF 507 Operations Management Pre or Co-Req: PF Module I Co-Req: [PF 506, 508]
PF 508 Integrated Perspectives Pre or Co-Req: PF Module I Co-Req: [PF 506, 507]

**EVENING MBA PROGRAM REQUIREMENTS (36 CREDITS)**

All courses below are 3 credits.

<table>
<thead>
<tr>
<th>CORE COURSES (12 Credits Required)</th>
</tr>
</thead>
<tbody>
<tr>
<td>GS 601 Strategic Information Management*</td>
</tr>
<tr>
<td>GS 602 Business Process Management</td>
</tr>
<tr>
<td>GS 603 Leading Responsibly</td>
</tr>
<tr>
<td>GS 604 Global Strategy</td>
</tr>
</tbody>
</table>

GS601, GS 602, GS603 and must be one of last 4 courses

*A higher-level IT course may be substituted with IPM Department permission. Contact Graduate Student and Academic Services.

**ELECTIVES (24 Credits Required). Select one of the three options below**

**Option 1- Single Concentration (4 courses) and select an additional 4 courses (24 credits)**

Choose one of the Concentrations below, selecting 4 courses from the concentration’s list of offerings.

Accountancy Information Systems and Technology
Business Analytics Law and Taxation
Economics of Financial Markets Management
Finance Marketing

**Caution:** No more than 4 of the 8 electives may be taken in any one Academic Discipline.

**Option 2- Dual Concentration (24 credits)**

Choose two 4 course concentrations from the list of concentrations above (8 courses). Courses that appear in more than one concentration may count toward both concentrations but will not reduce the total number of electives required for the degree.

**Caution:** No more than 4 of the 8 electives may be taken in any one Academic Discipline.

**Option 3- General MBA Concentration (24 credits)**

Take a range of courses for a general MBA (8 courses). **Program Director permission required**

**Caution:** No more than 4 of the 8 electives may be taken in any one academic discipline

---

Revised: 12/01/2011

---

Refer to the **2011 MBA Concentration Worksheet** available on the McCallum website at for a detailed list of each concentration’s requirements.

Assistance with Program Planning for each concentration is available in the Graduate Student and Academic Services Office in LaCava 295; by sending an e-mail to: gradvising@bentley.edu; or calling 781-891-2348.

Review **Course Descriptions** to check pre-requisites and to determine scope of courses you are considering.

Academic Disciplines (i.e. Course Designators) include:

<table>
<thead>
<tr>
<th>AC Accountancy</th>
<th>ETH Business Ethics</th>
<th>IPM Info Process Mgmt</th>
<th>OM Operations Mgmt</th>
</tr>
</thead>
<tbody>
<tr>
<td>AS Arts &amp; Sciences</td>
<td>FI Finance</td>
<td>LA Law</td>
<td>SFM Service Focused Mgmt</td>
</tr>
<tr>
<td>CS Computer Info Sys</td>
<td>FP Financial Planning</td>
<td>MA Mathematics</td>
<td>ST Statistics</td>
</tr>
<tr>
<td>EC Economics</td>
<td>HF Human Factors in Info Design</td>
<td>MG Management</td>
<td>TX Taxation</td>
</tr>
<tr>
<td>ES Entrepreneurial Studies</td>
<td>IDCC Info Design &amp; Corp Comm</td>
<td>MK Marketing</td>
<td></td>
</tr>
</tbody>
</table>

All course prerequisites must be satisfied