

Master Course List

College of Management Graduate Programs
University of Massachusetts Boston

Here you will find a listing of all graduate courses offered by the College of Management. Meeting times and locations *are not* indicated, as this is not a course schedule and meeting times change from semester to semester. Please refer to the [Course Wizard](#) and [Wiser](#) (wiser.umb.edu) to find meeting times and locations.

Courses listed below are grouped together by department and type to make it easier to search for the classes you are looking for. For course descriptions and meeting times, use the [Course Wizard](#).

- *WISER has the most up to date information. If there is a discrepancy, Wiser will always have the most correct information.*

Use this list to determine the **Functional Area** and **Specialization Area** of each class, as well as if a course meets the **International Focus Requirement** for MBA students.

Some Notes:

- **Registration Requests** Complete the registration request online form if you encounter an error when registering in Wiser (such as due to having pre-requisite classes waived). You can find the form on the CM webpage, under **CM Student Resources > Graduate Registration Request**:
http://www.umb.edu/academics/cm/student_resources/
- **Registration Walk-through:** You will find a visual walk-through of how to submit a registration request at the end of this document, as well as where to find course numbers, section numbers and more.
- **Enrollment Dates:** Log into [WISER](#) to check your enrollment date. It will be listed on the right side of the home page, which is called Student Center. Your enrollment date is based on the number of credits you have completed. Students will also receive an email from the Registrar's Office informing them of their enrollment date.
- **Holds:** While in Wiser, check that you do not have any holds. You will find the 'Holds' section in the top right corner in Student Center. Check for holds **before** you submit any registration requests, as not doing so will result in slower registration process. Typical holds are Emergency Contact (which will need to be addressed **each semester**), Bursar's Office holds, or Health Services/Immunization holds. The College of Management **cannot** remove holds that are placed by other departments.
- **Late Fees and Deadlines:** Deadlines will be noted on the WISER login page once a registration period begins. Be sure to register for courses before the deadline, as late fees will be assessed afterward. The date is enforced by the Registrar's Office and cannot be extended.

Business Core Courses

**core class requirements vary by program*

Course #	Title	Program	Functional Area	Specialization	Pre-requisite
MBAAF 601	Economics for Managers	MBA, MSA, MSIM, MSF	CORE	CORE	MBAMS 600
MBAAF 610	Accounting for Managers	MBA, MSA, MSIM, MSF	CORE	CORE	MBAMS 600
MBAAF 620	Financial Management	MBA, MSA, MSIM, MSF	CORE	CORE	MBA AF 610
MBAMS 600	Math Analysis for Managers	MBA, MSA, MSIM, MSF	CORE	CORE	None
MBAMS 630	Statistical Analysis for Managers	MBA, MSIT	CORE	CORE	MBAMS 600
MBAMS 635	Operations Management	MBA, MSIT	CORE	CORE	MBAMS 630
MBAMS 640	Computer Info. Processing	MBA, MSIT	CORE	CORE	None
MBAMGT 650	Organizational Analysis and Skills	MBA, MSA, MSIM, MSIT	CORE	CORE	To be taken 1 st semester
MBAMGT 650 - D	Organization Analysis and Skills (discussion)	MBA, MSA, MSIM, MSIT	CORE	CORE	To be taken with lecture
MBAMKT 670	Marketing Management	MBA, MSIM	CORE	CORE	None

Business Communication Courses

Course #	Title	Functional Area	Specialization	Pre-requisite	Int'l Focus
MBAACM 681	Analytical Writing in Management	COM	HR	NONE	No
MBAACM 682	Oral Communication for Managers	COM	HR	NONE	No
MBAACM 684	Written Communication for Managers	COM	HR, Int'l Mgt	MBAACM 681 or instructor permission	Yes
MBAACM 690	Master's Thesis Research Colloquium	MGT	Determined by thesis subject content	NONE	Varies

Special Courses

MBA AF 696/MBA MGT 696/MSIS 696/MBA MKT 696/MBA MS 696 – Independent Study. Functional area and specialization designations vary based on study plan. A study plan must be approved by the instructor before registering for an independent study. Contact the Graduate Programs Office or consult your student handbook for more information.

Master's Thesis Option – 2-semester sequence resulting in a master's thesis and defense. Contact the Graduate Programs Office for more information.



Accounting & Finance Courses

Course #	Title of Course	Functional Area	Specialization	Pre-requisite	Int'l Focus
MBA AF 603	Massachusetts in the Global Economy	FIN	FIN, Int'l Mgt	None	Yes
MBA AF 611	Intermediate Accounting	ACCT, FIN	ACCT & FIN	MBA AF 610	No
MBA AF 612	Cost Accounting	ACCT	ACCT	MBA AF 610	No
MBA AF 613	Federal Tax Planning	ACCT	ACCT	MBA AF 610	No
MBA AF 614	Financial & Managerial Auditing	ACCT	ACCT	MBA AF 610	No
MBAAF 615	International Accounting	ACCT	ACCT, Int'l Mgt	MBA AF 610	Yes
MBA AF 616	Financial Statement Analysis	ACCT, FIN	ACCT, FIN	MBA AF 610, MBA AF 611	No
MBA AF 617	Managerial Accounting & Control	ACCT	ACCT	MBA AF 610	No
MBA AF 618	Accounting Information Systems	ACCT, IS	ACCT, IS	MBA AF 610	No
MBA AF 621	Advanced Corporate Finance	FIN	FIN	MBA AF 620	No
MBA AF 622	Global Portfolio Investment Management	FIN	FIN	MBA AF 620	Yes
MBA AF 623	Financial Modeling	FIN	FIN	MBA AF 620	No
MBA AF 624	Managing Mutual Funds	FIN	FIN	MBA AF 620	No
MBA AF 625	Derivative Securities	FIN	FIN	MBA AF 620 & MBA AF 628 or Permission from Instructor	No
MBA AF 626	International Financial Management	FIN	FIN, Int'l Mgt	MBA AF 620	Yes
MBA AF 627	Health Systems Financial Management	FIN	FIN, NP, HCM	MBA AF 620	No
MBA AF 628	Portfolio Analysis & Investment Management	FIN	FIN	MBA AF 620	No
MBA AF 629	Managing Financial Institutions	FIN	FIN	MBA AF 620	No
MBA AF 630	International Economy & Business	FIN	FIN, Int'l Mgt	MBA AF 620	Yes
MBA AF 633	Advanced Federal Taxation	ACCT	ACCT	MBA AF 613	No
MBA AF 634	Risk Management	FIN	FIN	MBA AF 620	No
MBA AF 635	Mergers & Acquisitions	FIN	FIN	MBA AF 620	No
MBA AF 636	Quantitative Analysis of Business Data	FIN	FIN	MBA AF 620	No
MBA AF 637	Financial Reporting Fraud Examination	ACCT	ACCT	MBA AF 610, MBA AF 611	No
MBA AF 690	Research Colloquium (Part 1 of MTO)	Varies	Varies	Permission from Instructor	No
MBA AF 691	Financial Accounting Theory & Analysis	ACCT	ACCT	MBA AF 611 Capstone course MSA students	No



Management Courses

Course #	Course title	Functional Area	Specialization	Pre-requisite	Int'l Focus
MBAMGT 641L	Organizations, Institutions & Social Change	MGT			
MBAMGT 651	Personnel Management & Human Resource Planning	MGT	HR	MBAMGT650	No
MBAMGT 652	Labor Management Relations	MGT	HR	MBAMGT 650	No
MBAMGT 653	Organizational Diagnosis & Change	MGT	HR	MBAMGT 650	No
MBAMGT 654	Compensation & Benefits Management	MGT	HR	MBAMGT 650	No
MBAMGT 660	Business & Its Environment	CORE	CORE	MBAMGT 650	No
MBAMGT 664	Legal Environment of Business	MGT	HR	MBAMGT 650	No
MBAMGT 665	International & Comparative Management	MGT	Int'l Mgt, HR	MBAMGT 650, & 660	Yes
MBAMGT 666	Diversity in the Global Workplace	MGT	Int'l Mgt, HR, LSC	MBAMGT 650	Yes
MBAMGT 667	Entrepreneurship	MGT	Internet Mkt, ENT	MBAMGT 670	No
MBAMGT 668	Real Estate and Economic Development	MGT, MKT, FIN	MKT, FIN	MBAMGT 650, 660	No
MBAMGT 669	Entrepreneurship Practicum	MGT	ENT	Permission from instructor	No
MBAMGT 671	Introduction to Environmental Management	MGT	ENV	None	No
MBAMGT 675	Managing in the Global Economy	MGT	International Mgt	MBAMGT 650	Yes
MBAMGT 677	Multinational Corporation & Globalization	MGT	Int'l Mgt	MBAMGT 650, 660	Yes
MBAMGT 678	Environmental Management: implementation Issues	MGT, OPS	ENV, OPS, Int'l Mgt	MBAMGT 650	Yes
MBAMGT 680	Management of Health Organizations	MGT	HCM	MBAMGT 650	No
MBAMGT 681	The Health System & Public Policy	MGT	NP, HCM	MBAMGT 650	No
MBAMGT 683	Leadership Management in the 21 st century	MGT	HR	MBAMGT 650	No
MBAMGT 684	Social Enterprise & Poverty Alleviation	MGT	HR, NP, International Mgt	MBAMGT 650	Yes
MBAMGT 684L	Climate and Energy: Law, Policy & Management	MGT	ENV, CES	None	No
MBAMGT 685	Global Industry & Competitive Analysis	MGT	Int'l MGT	MBAMGT 650	Yes
MBAMGT 687	Nonprofit Management	MGT	NP, ENT	MBAMGT 650	No
MBAMGT 688	Business and Climate Change	MGT	ENV	MBAMGT 650	Yes
MBAMGT 689	Strategic Management (capstone)	CAPSTONE	CAPSTONE	To be completed in final semester of MBA	No
MBAMGT 691	Social Media Marketing	MKT	MKT, Internet Mkt, ENT	MBAMKT 670	No
MBAMGT 696	Independent Study	MGT	Varies	Permission from department	Varies
MBAMGT 697	Special Topics	Varies	Varies	Varies	Varies
MBAMGT 698	Practicum	Varies	Varies	Speak to department	Varies



Marketing Courses

Course #	Title	Functional Area	Specialization	Pre-Requisite	Int'l Focus
MBAMKT 671	Marketing Research	MKT	MKT, Internet Mkt	None	No
MBAMKT 672	Service Marketing	MKT	MKT	MBAMKT 670	No
MBAMKT 673	Marketing Communications	MKT, MGT, COM	MKT, Internet Mkt, HR	MBAMKT 670	No
MBAMKT 674	International Marketing	MKT	MKT, Int'l Mgt	MBAMKT 670	Yes
MBAMKT 675	Business to Business Marketing	MKT	MKT, Internet Mkt	MBAMGT 610 MBAMKT 670	No
MBAMKT 676	Computer Assisted Market Analysis & Planning	MKT	MKT, Internet Mkt	MBAMKT 670	No
MBAMKT 677	Internet Marketing	MKT	MKT, Internet Mkt	MBAMKT 670	No
MBAMKT 679	Export Development & Foreign Sourcing	MKT	MKT, Int'l Mgt	MBAMKT 670	Yes
MBAMKT 680	Entrepreneurship in China & US				
MBAMKT 682	Fundraising Management and Methods	MGT	NP, Int'l Mgt	MBAMKT 670	Yes
MBAMKT 684	Brand Management	MKT	MKT	MBAMKT 670	No
MBAMKT 685	Brain of the Consumer	MKT	MKT	MBAMKT 670	No
MBAMKT 692	New Product Development	MKT	MKT, ENT	MBAMKT 670	No
MBAMKT 693	Entering International Markets	MKT	MKT, Internet Mkt, Int'l Mgt	MBAMKT 670 & permission from instructor	Yes
MBAMKT 697	Special Topics	Varies	Varies	Varies	Varies
MBAMKT 698	Practicum	Varies	Varies	Permission from department	Varies



Management Science & Information Systems Courses

Course #	Course title	Functional area	Specialization	Pre-requisite	Int'l Focus
MSIS 610	Innovation in Information Technology MGT	IS	IS, ENT	MBAMS 640	No
MSIS 611	Knowledge Management	IS, OPS, MKT, FIN	IS, OPS, MKT, FIN	MBAMS 640	No
MSIS 612	Information Technology Controls & Auditing	IS	IS	MBAMS 640	No
MSIS 613	Information Security, Privacy and Regulatory Compliance	IS	IS	MBAMS 640	No
MSIS 614	Business Data Communication & Computer Networks	IS	IS	MBAMS 640	No
MSIS 615	Object Oriented Information Systems	IS	IS	MBAMS 640	No
MSIS 616	InfoTech for Quality & Comp MGT	IS, OPS	IS, OPS	MBAMS 640	No
MSIS 617	Management of the Supply Chain	IS, OPS, MKT	IS, OPS, MKT, Int'l Mgt	MBAMS 640	Yes
MSIS 618	Database Management	IS	IS	MBAMS 640	No
MSIS 619	Systems Analysis and Design	IS	IS	MBAMS 640	No
MSIS 620	Customer Relationship Management	IS, MKT	IS, MKT	MBAMS 640	No
MSIS 621	IT Services & Operations	OPS, IS	IS, SCM	MBAMS 640	No
MSIS 622	e-Business and e-Commerce	IS, MKT	ENT, MKT, Internet Mkt	MBAMS 640	No
MSIS 623	Network and Mobile Forensics	IS	IS, BI	MBAMS 640	No
MSIS 624	Digital Forensics & Malware Analysis	IS	IS, BI	MBAMS 640	No
MSIS 627	Business Computer Forensics and Incident Response	IS	IS, BI	MBAMS 640	No
MSIS 630	Project & Change Management	IS, OPS	IS, OPS	MBAMS 640 Capstone for MSIT students	No
MSIS 631	Operational Risk Management	OPS	OPS	MBAMS 635	No
MSIS 636	Healthcare Operations Management	OPS	HCM, SCM	MBAMS 630 & MBAMS 635	No
MBAMS 652	Lean and Six Sigma Management	OPS, IS	OPS, IS	MBAMS 635 & MBAMS 640	No
MBAMS 655	Simulation Modeling & Analysis	IS, OPS	IS, SCM	MBAMS 630 & MBAMS 635	No
MSIS 656	Information Storage Management	IS	IS, BI	MBAMS 640	No
MSIS 670	Enterprise Business Intelligence	IS	IS, BI	MBAMS 640	No
MSIS 671	Enterprise Data Warehousing for Business Intelligence	IS	IS, BI	MBAMS 640	No
MSIS 672	Enterprise Data Mining & Predictive Analytics	IS	IS, BI	MBAMS 640	No
MSIS 697 MBAMS 697	Special Topics	Varies	Varies		



How to Submit a Registration Request

To submit a registration request, you will use an online web form located on the College of Management website. **Make sure that any holds in Wisser have been lifted from your account before submitting the request and that your individual registration period is open (you can check this in Wisser, on the right hand side of the main page).**

To find the registration request, go to www.umb.edu/academics/cm/student_resources.

Then, click “Graduate Registration Request”.

Fill in the form with the following information:

1. Name
2. Student ID Number
3. Email Address
4. Course # of course requested (i.e. MBAMGT 650)
5. Class # of course requested (i.e. 1351 – each specific section has its own class number)
6. Title of course requested

After you have submitted the form, it will automatically be sent to the Graduate Program Office for processing. Registration requests are processed within 24-48 hours. If there is an issue with your registration, you will be contacted directly with further instructions.

The screenshot shows the UMB website navigation structure. At the top, there is a blue header with links for 'Info For:' (Faculty & Staff, Alumni, Email, WISER, Blackboard, Library, Offices & Directory, News, Events & Media, Getting Here, Giving) and a secondary navigation bar with 'The University', 'Academics', 'Research', 'Admissions & Financial Aid', 'Athletics & Recreation', 'Life on Campus', and 'In the Community'. Below this is a large orange 'Academics' banner. The main content area is divided into a left sidebar and a main content area. The sidebar lists 'COLLEGES & SCHOOLS' including 'College of Education and Human Development', 'College of Liberal Arts', and 'College of Management'. Under 'College of Management', there are links for 'About the College', 'Departments', 'Undergraduate Programs', 'Masters' Programs', 'Business Administration, PhD', and 'Student Resources'. The 'Student Resources' link is circled in red. The main content area shows the breadcrumb 'Home > Academics > College of Management > Student Resources' and the title 'Student Resources'. Below the title, there are sections for 'Undergraduate' (Academic Advising, CM Writing Assessment, CM Tutoring Center, Fall 2011 Tutoring Hours, Current Student Handbook, Archived Student Handbooks) and 'Student Forms' (Concentration Declaration Form, Independent Study for Credit Application, Intercollege Transfer Application, Internship Course registration Form, Leave of Absence/Withdrawal Form, Policy and Procedures for Incomplete (INC) Grade Sample, Incomplete Contract, Request for Credit Overload, Request for Waiver of the Transfer Credit Policy and Instructions, Readmission Application). A 'Tools & Resources' button is visible on the right side of the page.