

Accounting Concentration in the Management Major

The Management (MGT) major is a business program offered by the College of Management (CM) at the University of Massachusetts Boston. The major combines traditional business principles and innovative current topics to prepare students for today's business world. The MGT major consists of a common core of twelve courses, a capstone course, and a concentration of five to seven courses in a particular area of specialization. Students in the Management major must also satisfy a professional development requirement through the Management Achievement Program (MAP).

Career Paths

The concentration in accounting provides students with a broad understanding of both accounting theory and techniques in preparation for a full range of career opportunities in the private, public, and nonprofit sectors of this rapidly expanding field. The curriculum reflects the knowledge and skills necessary for professional success in the dynamic and critical areas of public and private accounting.

The Accounting concentration will prepare students to enter a variety of careers in public, private, governmental, and nonprofit accounting, including budget analysis, financial accounting, managerial accounting, taxation, and auditing. The coursework is designed to assist students in preparing for the Certified Public Accountant (CPA) examination. Graduates work in public accounting firms as well as in accounting and finance departments of corporations, government agencies, and nonprofit organizations.

Advising Notes

- College of Management students are required to meet with their academic advisor at least once a semester for registration planning; but are welcome to meet more often. Students who join a CM Learning Community (LEAD, TRAIL or 3YD:Three-Year Degree Program) or those who have more than 60 credits are advised in the College of Management Undergraduate Program Office (UPO) in M-5-610. Students with fewer than 60 credits who did not join a CM learning community are advised in the Academic and Career Engagement and Success Center until they have earned 60 credits. Advising for degree exceptions and policy overrides should go through the CM UPO.
- Students should plan to take the concentration courses over the course of two years (four semesters) to ensure a wide selection of required and elective courses. Some concentration courses may be offered once a year and are subject to sequencing due to prerequisites, making this time allowance necessary. The accounting concentration will take at least three semesters to complete once the first course is taken, due to the sequential nature of the required courses (AF 310, AF 311, AF 470).
- Concentration courses are usually not offered in the summer, so careful planning is critical to staying on track for graduation.
- Students can pursue multiple concentrations. However, no more than two courses from one concentration can be used toward another.
- The prerequisites for these courses are strictly enforced; students should plan their schedule early and carefully.

Concentration Courses

Seven courses (21 credits) in total are required to complete the Accounting Concentration

Take Six Required Courses:

AF 310	Intermediate Accounting I	AF 363	Cost Accounting
AF 311	Intermediate Accounting II	AF 450	Federal Taxation I
AF 315	Accounting Information Systems	AF 470	Financial Auditing

Take One of the Following Elective Courses:

AF 330	Business Law	<i>Currently inactive concentration courses</i>	
AF 410	Advanced Accounting	AF 433	<i>Accounting for Non-Business Organizations</i>
AF 451	Federal Taxation II		
AF 478	Special Topics in Accounting		
AF 480	Internship		

Entrepreneurship Concentration in the Management Major

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Career Paths

Entrepreneurship is one of the fastest-growing areas of business, and one of the major directions of management education. The entrepreneurship concentration allows students to develop skills in entrepreneurial innovation and action, effective communication, capitalizing on opportunities, and new business creation and growth. Interdisciplinary electives let students focus on e-commerce, international venturing, operational innovation, or starting their own company with mentoring from successful entrepreneurs.

Students who complete their bachelor's degree with a concentration in Entrepreneurship are positioned well for entry-level positions in fast-growth entrepreneurial companies, or to pursue their own growing business. Graduates have also found positions in a range of industries including high tech, computer and telecommunications, marketing and PR, as well as nonprofit organizations, health care, and education.

Advising Notes

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- Students should plan to take the concentration courses over the course of two years (four semesters) to ensure a wide selection of required and elective courses. Some concentration courses may be offered once a year and are subject to sequencing due to prerequisites, making this time allowance necessary.
- Concentration courses are usually not offered in the summer, so careful planning is critical to staying on track for graduation.
- Students can pursue multiple concentrations. However, no more than two courses from one concentration can be used toward another.
- The prerequisites for these courses are strictly enforced; students should plan their schedule early and carefully.

Concentration Courses

Five courses (15 credits) in total are required to complete the Entrepreneurship Concentration

Take Two Required Courses:

MGT 470	Entrepreneurship	MKT 465	Entrepreneurship Sales & Marketing
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Take Three of the Following Elective Courses:

BC 298	Presentation Skills for Business	MKT 409	CRM: Customer Relationship Management
IT 370	Business Intelligence	MKT 441	Social Media and E- Services
MGT 350	Organizational Events Management	SCSM 454L	Supply Chain Management

MGT 415 Sport Entrepreneurship
MGT 434 Managing in the Global Economy
MGT 474 Entrepreneurship Practicum (*formerly offered as MGT 469 – either course will count in the concentration but students can only earn credit for one of these courses*).

Finance Concentration in the Management Major

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Career Paths

The Finance concentration offers courses in corporate finance, investment and portfolio management, financial institutions and markets, and financial policy. The curriculum has been carefully designed to reflect the essential knowledge and skills necessary for success in the lucrative and challenging field of finance.

Graduates of the program have begun careers as financial analysts, controllers, investment bankers, portfolio managers, brokers, loan officers, and insurance adjusters. Our alumni work in the investment, banking, mutual fund, high tech, and biotechnology industries as well as in government and nonprofit organizations.

Advising Notes

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- Students should plan to take the concentration courses over the course of two years (four semesters) to ensure a wide selection of required and elective courses. Some concentration courses may be offered once a year and are subject to sequencing due to prerequisites, making this time allowance necessary. The finance concentration will take at least two semesters to complete once the first course is taken, due to the sequential nature of the required courses (AF 325 and AF 335 are both pre-requisites to the AF 495 required course).
- Concentration courses are usually not offered in the summer, so careful planning is critical to staying on track for graduation.
- Students can pursue multiple concentrations. However, no more than two courses from one concentration can be used toward another.
- The prerequisites for these courses are strictly enforced; students should plan their schedule early and carefully.

Concentration Courses

Five courses (5 credits) in total are required to complete the Finance Concentration

Take Three Required Courses:

AF 325 Theory of Corporate Finance
AF 335 Investments

AF 495 Financial Policy

Take Two of the Following Elective Courses:

AF 425 Topics in Corporate Financial Management
AF 426 Financial Modeling
AF 435 Derivative Securities
AF 444 Asset Management Practicum
AF 445 Management of Financial Institutions

AF 455 International Financial Management
AF 475 Real Estate Finance and Investment
AF 478 Special Topics in Finance
AF 480 Internship

Information Systems and Business Analytics Concentration in the Management Major

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Career Paths

Information and data analytics technologies are transforming all aspects of business. Students who concentrate in Information Systems and Business Analytics (ISBA) can acquire the knowledge and skills needed to take a leading role in these innovative fields. The curriculum of the ISBA concentration covers the topics in business analytics and the information systems foundation and provides career preparation paths for either of these areas.

The Business Analytics (BA) path prepares students for careers that address the best use of data in contemporary business environments. Students in this career path will gain the ability to understand data management, data storage, data processing, data visualization, and predictive analytics. Some of the positions people in this career path have taken include data analytics or data science specialists working with software to process data and generate reports, data analytics designer who design data warehouses and business intelligence systems, and business analysts or managers using analytical insights to solve problems for management decisions.

The Information Systems (IS) path prepares students for highly demanding careers in today's digitalized business environment that are typically positioned as bridges among business managers, end-users/customers, and IT departments/vendors. Students in this career path will gain the ability to understand what business managers and end-users/customers need and how to design and manage information systems to address those needs utilizing emerging digital technologies. Students choosing this path will also learn how to manage software development processes and how to manage and protect IT and data assets in business contexts. Various IT professional careers are accessible after taking this IS path, including database administrator, IT help desk technician, IT project manager, network and security specialist, business/system analyst, etc..

Advising Notes

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- Students should plan to take the concentration courses over the course of two years (four semesters) to ensure a wide selection of required and elective courses. Some concentration courses may be offered once a year and are subject to sequencing due to prerequisites, making this time allowance necessary.
- Concentration courses are usually not offered in the summer, so careful planning is critical to staying on track for graduation.
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Concentration Courses

Six courses (18 credits) in total are required to complete the ISBA Concentration

Take Four Required Courses:

IT 370 Business Intelligence Applications	MSIS 230L Relational Databases
IT 471 Data Warehousing for Business Intelligence	MSIS 310 Introduction to Coding for Business

Take any two of the following elective courses; some courses correspond to the concentration path as indicated:

IT 360 Enterprise Software [IS]	MSIS 428L Information System Security [IS]
IT 456 Information Storage and Management [BA]	MSIS 454L Supply Chain Management [BA]
IT 472 Data Mining for Management Applications [BA]	MSIS 461L Systems Analysis and Design [IS]
MSIS 411 Advanced Database Systems [BA]	MSIS 478 Special Topics in MSIS [BA][IS]
MSIS 415 Advanced Coding for Analytics [BA]	MSIS 480 Internship [BA][IS]
MSIS 425L Project Management [IS]	SCSM 450 Service Operations Management [BA]

Inactive courses:

MSIS 414 Computer Networks for Management [IS]	MSIS 455 Decision Analysis [BA]
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Interdisciplinary Business Concentration in the Management Major

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Career Paths

The Interdisciplinary Business concentration allows students to explore various advanced business topics and courses from each department in the College. Students will take specified courses in Accounting, Business Intelligence, Entrepreneurship, Finance, Management, Marketing, or Supply Chain Management disciplines. This concentration is available **online**, making it a flexible option that fits many scheduling priorities.

Students who complete the Interdisciplinary Business Concentration will have a broad foundation in business that will prepare them for graduate studies in business or related fields. Students in this concentration will also have a breadth of exposure to diverse business functional areas and be prepared to launch a career in various organizations.

Advising Notes

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- Students should plan to take the concentration courses over the course of two years (four semesters) to ensure a wide selection of required and elective courses. Some concentration courses may be offered once a year and are subject to sequencing due to prerequisites, making this time allowance necessary.
- Students can pursue multiple concentrations. However, no more than two courses from one concentration can be used toward another.
- Concentration courses are usually not offered in the summer, so careful planning is critical to staying on track for graduation.
- The prerequisites for these courses are strictly enforced; students should plan their schedule early and carefully.

Concentration Courses

Five courses (15 credits) in total are required to complete the Interdisciplinary Business Concentration

Take One Required Accounting & Finance Department course from:

AF 315 Accounting Information Systems

AF 325 Theory of Corporate Finance

Take One Required Management Department course from:

MGT 401 Introduction Human Resource Management

MGT 421 Management Practices

MGT 470 Entrepreneurship and Innovation in Organizations

Take One Required Marketing Department course from:

MKT 403 Integrated Marketing Communication

MKT 405 Web Page Marketing

Take One Required Management Science and Information Systems Department course from:

IT 370 Business Intelligence

SCSM 454L Supply Chain Management

Take One Required Elective course from the nine courses listed above that is not already being used to satisfy one of the specific department requirements above.

International Management Concentration in the Management Major

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Career Paths

The international management concentration seeks to broaden students' horizons and prepare them for the increasingly global business world. This concentration will help students understand both the economic, and political forces shaping the world economy and the implications for management practices. Students will gain an appreciation of the diverse economies and cultures of different countries.

Graduates concentrating in international management are well prepared for a wide variety of careers in general management, international management and marketing, and financial analysis. Our alumni work in importing/exporting, retailing, sales, tourism, product management, and trade positions in multinational companies. International management concentrators are well positioned for graduate studies in business, law, international development, and international economics.

Advising Notes

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- Students should plan to take the concentration courses over the course of two years (four semesters) to ensure a wide selection of required and elective courses. Some concentration courses may be offered once a year and are subject to sequencing due to prerequisites, making this time allowance necessary.
- Concentration courses are usually not offered in the summer, so careful planning is critical to staying on track for graduation.
- Students can pursue multiple concentrations. However, no more than two courses from one concentration can be used toward another.
- The prerequisites for these courses are strictly enforced; students should plan their schedule early and carefully.

Concentration Courses

Five courses (15 credits) in total are required to complete the International Management Concentration

Take Three Required Courses:

AF 455 International Financial Management
MKT 430 International Marketing

MGT 434 Managing in Global Economy

Take One of the Following Elective Courses:

ECON 334 International Trade
ECON 335 International Finance
ECON 336 Economic Development
ECON 372 Comparative Economic Systems
ECON 435 The Multinational Corporation
GLBAFF 220 Introduction to Global Affairs

GLBAFF 310 Global Financial Markets
GLBAFF 312 Int'l Institutions & Mgt. of Development
GLBAFF 313 Regional Political Economy
POLSCI 410 Politics of International Economic Relations
MGT 480 Internship

Leadership & Organizational Change Concentration in the Management Major

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Career Paths

The Leadership and Organizational Change (LOC) concentration allows students to explore and develop critical managerial skills in decision making, conflict management, communication, and venture-creation skills. The concentration provides students not only with technical skills but also with the ability to manage people and resources effectively. Students can focus their concentration in Human Resource Management or Managerial Effectiveness if they wish.

Students who complete their bachelor's degree with a concentration in leadership and organizational change are positioned well for entry-level managerial positions in the financial, biotechnology, high tech, nonprofit, computer and telecommunications industries, as well as in education, insurance, and health care. Recent graduates of the program work as account executives, human resource managers, consultants, recruiters, and retail managers, and several have started their own firms.

Advising Notes

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- Students should plan to take the concentration courses over the course of two years (four semesters) to ensure a wide selection of required and elective courses. Some concentration courses may be offered once a year and are subject to sequencing due to prerequisites, making this time allowance necessary.
- Concentration courses are usually not offered in the summer, so careful planning is critical to staying on track for graduation.
- Students can pursue multiple concentrations. However, no more than two courses from one concentration can be used toward another.
- The prerequisites for these courses are strictly enforced; students should plan their schedule early and carefully.

Concentration Courses

Five courses (15 credits) in total are required to complete the Leadership and Organizational Change Concentration

Take Two Required Courses:

MGT 421 Skills in Leadership and Teamwork

MGT 434 Managing in the Global Economy

Take any Three of the Following Elective Courses:

MGT 401 Intro to Human Resource Management

MGT 480 Internship

MGT 402 Labor Relations

MGT 481 Intro to Environmental Management

MGT 431 Legal Environment of Business

LABOR 240L Work, Environment, & Revolution

MGT 450 Advanced Topics in Managing Organizations

LABOR 275L Work and Education in the US

MGT 469 Entrepreneurship Practicum

LABOR 315 Labor, Community, and Social Justice Organizing

MGT 470 Entrepreneurship

LABOR 330 Race, Class, and Gender at Work

MGT 478 Special Topics in Management

LABOR 345 Labor and Sex Trafficking in a Global Economy

Marketing Concentration in the Management Major

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Career Paths

The purpose of marketing is to find and keep customers. Employers in today's economic environment actively seek competent, committed individuals for a variety of upwardly mobile careers in the field of marketing. The marketing concentration provides students with an in-depth understanding of the most current thinking and practices in strategic marketing techniques along with the analytical, communication, and computer skills their employers expect.

Our alumni are employed in retailing, sales, service marketing, marketing research and database management, advertising, promotion, product management, brand management, customer relations, and direct and electronic marketing.

Advising Notes

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- Concentration courses are usually not offered in the summer, so careful planning is critical to staying on track for graduation.
- Students can pursue multiple concentrations. However, no more than two courses from one concentration can be used toward another.
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Concentration Courses

Five courses (15 credits) in total are required to complete the Marketing Concentration

Take One Required Course:

MKT 310 Data Analysis for Marketing

Take Four of the Following Elective Courses:

MKT 402 Sales Management

MKT 403 Integrated Marketing Communication

MKT 404 Retailing in Internet Age

MKT 405 Web Page Marketing

MKT 406 Direct Marketing

MKT 407 Services Marketing

MKT 408 Consumer Behavior

MKT 409 Customer Relationship Management

MKT 425 Sport Marketing & Sponsorship

MKT 430 International Marketing

MKT 441 Social Media & E-Services

MKT 458 Marketing Analytics

MKT 465 Entrepreneurship Sales and Marketing

MKT 478 Special Topics in Marketing

MKT 479 Digital Marketing

MKT 480 Internship

MGT 470 Entrepreneurship

Sport Business Concentration in the Management Major

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Career Paths

The Sport Business concentration is an option for Management majors and prepares students for careers in the sport entertainment world. This program, located in Boston, with the proximity to professional and semi-professional sports teams and corporate headquarters within the industry is uniquely positioned to provide multiple robust learning and networking opportunities for our students.

There are a variety of career paths available, including: Sport Account Management, Sport Agent, Athletic Director and Administration, Sport Event Management, Sport Financing, Sport Marketing Manager, Sport Sales Director, Sport Sponsorship, Sport Public Relations, Coaching and Scouting, Sport Analytics (e.g., player, team, league levels), Trainers and fitness instructors and more.

Advising Notes

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- Students should plan to take the concentration courses over the course of two years (four semesters) to ensure a wide selection of required and elective courses. Some concentration courses may be offered once a year and are subject to sequencing due to prerequisites, making this time allowance necessary.
- Concentration courses are usually not offered in the summer, so careful planning is critical to staying on track for graduation.
- Students can pursue multiple concentrations. However, no more than two courses from one concentration can be used toward another.
- The prerequisites for these courses are strictly enforced; students should plan their schedule early and carefully.

Concentration Courses

Six courses (18 credits) in total are required to complete the Sport Business Concentration

Take Four Required Courses:

AF 405 Sport Finance

MGT 415 Sport Entrepreneurship

MKT 425 Sport Marketing & Sponsorship

MSIS 435 Sport Information & Analytics

Take One of the Following Elective Courses:

AF 330 Business Law

IT 472 Data Mining for Management Applications

MGT 350 Organizational Events Management

MKT 407 Service Marketing

SCSM 450 Service Operations Management

Take One of the Following Elective Courses:

SL 180 Career Exploration & Development in the Sport Industry

SL 201: Sport in Society

Supply Chain and Service Management Concentration in the Management Major

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Career Paths

The Supply Chain and Service Management (SCSM) concentration prepares students for critical jobs prominent in the Massachusetts economy and the global economy. The need for graduates in this area is driven by major changes in the business world.

Students learn how to make businesses do more, do it better, and to do it as efficiently as possible. The hands-on skills and analytical techniques of SCSM turn a vision into a profitable enterprise. In running the operations of large and complex organizations, SCSM graduates negotiate with suppliers, design customer experiences and the systems that deliver them, and keep the business working. Every business needs Supply Chain and Service Management.

A concentration in Supply Chain and Service Management provides key skills in major industries such as financial services, health care, tourism and entertainment, education and high-tech development. These skills form the base for a successful and secure long-term career, from entry level manager growing into senior management as well as opportunities for entrepreneurship.

Advising Notes

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- Students should plan to take the concentration courses over the course of two years (four semesters) to ensure a wide selection of required and elective courses. Some concentration courses may be offered once a year and are subject to sequencing due to prerequisites, making this time allowance necessary.
- Concentration courses are usually not offered in the summer, so careful planning is critical to staying on track for graduation.
- Students can pursue multiple concentrations. However, no more than two courses from one concentration can be used toward another.
- The prerequisites for these courses are strictly enforced; students should plan their schedule early and carefully.

Concentration Courses

Five courses (15 credits) in total are required to complete the Supply Chain and Service Management Concentration

Take Two Required Courses:

SCSM 454L Supply Chain Management

SCSM 495 Lean Operations and Process Improvement

Take Three of the Following Elective Courses;

You must take at least two courses from the following group (all three of your electives can come from this group.):

SCSM 350 Strategic Operations

SCSM 451 Operational Risk Management

SCSM 450 Service Operations Management

MSIS 480 Internship course

You may take no more than one concentration elective course from the following group:

*AF 325 Theory of Corporate Finance

*MGT 434 Managing in the Global Economy

*AF 363 Cost Accounting

*MKT 310 Data Analysis for Marketing

*IT 360 Enterprise Software

*MSIS 425L Project Management

**At most, only one of these courses can count toward the SCSM concentration.*