

Coordinator	Professor Kurt Dirks
Description	<p>This Concentration is intended to help develop a student for a career focused on the management of people. Students most likely to benefit from this track are those interested in careers that will feature a strong client service component (e.g., consulting, investment banking, project management, etc.).</p> <p>Below, we are suggesting a path through the Olin curriculum that you might find useful if you plan a career in an area related to Client Services. Courses in this concentration build upon the Organization Behavior required foundation courses of <i>OB 5620 Foundations for Leadership Effectiveness</i> and <i>OB 5621 Leadership Development Workshop</i>. We believe that maximum value can be derived from this concentration by pursuing the Primary Recommended Electives and then supplementing those with additional Suggested Electives. We recommend several electives outside of the primary areas of management and organizations which are important compliments to this concentration.</p>

Course	Units	Primary or Suggested Elective	Suggested Semester (note: schedules are subject to change)	Prerequisites (in addition to appropriate core courses)/ Notes
MGT 534 Corporate Strategy	1.5	Primary	Fall year 2	
MGT 533 Effective Managerial Communication	1.5	Primary	Fall year 2	
OB 523 Managing Power & Politics in Organizations	3	Primary	Spring year 1	
OB 561 Negotiation and Conflict Management	1.5	Primary	Spring year 1	
OB 565 Leading Change	1.5	Primary	Spring year 2	
FIN 534 Advanced Corporate Fin. I – Valuation	1.5	Suggested	SP yr 1 or SP yr 2	Could also be taken in Fall year 2 in the PMBA program
MGT 535 Strategic and Crisis Communication	1.5	Suggested	FL yr 2 or SP yr 2	
MGT 513J Strategic Consulting	1.5	Suggested	SP yr 1 or SP yr 2	Course generally offered through PMBA program only
MKT 555A Data Analysis for Brand Management	1.5	Suggested	SP year 1 or SP year 2	
MKT 500H: Brand Management: Creating & Building Brand Equity	1.5	Suggested	Spring year 1	
MKT 500I Brand Management: Measuring & Managing Brand Equity	1.5	Suggested	Spring year 1	
MEC 592 Competitive Industry Analysis	3	Suggested	SP year 1 or SP year 2	
MGT 502 Ethical Issues in Managerial Decision Making	1.5	Suggested	SP yr 1, FL yr 2 or SP yr 2	
ACCT 501B Financial Accounting B	1.5	Suggested	SP year 1 or SP year 2	
OMM 576 Foundations of Supply Chain Mgt	1.5	Suggested	Fall year 2	
OB 561C International Negotiations	1.5	Suggested	SP year 1 or SP year 2	OB 561
ACCT 502 Managerial Control Systems	1.5	Suggested	SP year 1 or SP year 2	
MKT 577 Marketing Strategy	3.0	Suggested	Fall year 2	
Additional Information:				
CEL Programs: MGT 501 Management Center Practicum; MGT 520 Taylor Community Consulting				