

# Management / Entrepreneurship (MBA)

[For additional program information see the Zicklin School website](#)

Entrepreneurship is a major aspect of our economy that offers many employment opportunities as well as income and wealth accumulation for diverse groups within our population. The MBA in entrepreneurship is designed to meet the needs of students who have varied or limited backgrounds in entrepreneurial ventures, are part of family businesses, or are interested in starting or growing their own businesses when they graduate. In addition to providing a broad spectrum of business courses, the program is multidisciplinary and includes courses in accountancy, finance, information systems, law, management, marketing, public affairs, and real estate.

[View MBA degree requirements](#)

Major Courses (12 credits)		
Required		
<a href="#">MGT 9960</a>	Entrepreneurial Strategy and Cases (formerly <a href="#">MGT 9860</a> )	3 credits
Choose two courses from:		
<a href="#">MGT 9962</a>	Managing the Family Business (formerly <a href="#">MGT 9867</a> )	3 credits
<a href="#">MGT 9963</a>	Researching and Developing Entrepreneurial Ventures (formerly <a href="#">MGT 9865</a> )	3 credits
<a href="#">MGT 9964</a>	Managing the Entrepreneurial Enterprise (formerly <a href="#">MGT 9861</a> )	3 credits
<a href="#">MGT 9965</a>	Boards, Governance, and Leadership Within Entrepreneurial and Family Firms	3 credits
<a href="#">MGT 9970</a>	Entrepreneurship and Community Development	3 credits
<a href="#">MGT 9971</a>	Gender Differences Among Entrepreneurial Leaders	3 credits
Choose one course from:		
<a href="#">ACC 9804</a>	Intermediate Financial Accounting	4 credits
<a href="#">ACC 9806</a>	Financial Statement Analysis and Reporting	3 credits
<a href="#">CIS 9444</a>	E-Business Principles and Technologies	3 credits
<a href="#">FIN 9774</a>	Venture Capital and Entrepreneurial Finance	3 credits
<a href="#">FIN 9781</a>	Managerial Finance	3 credits
<a href="#">FIN 9783</a>	Investment Analysis	3 credits
<a href="#">LAW 9105</a>	Law and Entrepreneurship	3 credits
<a href="#">LAW 9109</a>	Law and the Entertainment Business	3 credits
<a href="#">LAW 9708</a>	Law and E-Business	3 credits

LAW 9800	Intensive Survey of Business Contracts and Law of Corporations	4 credits
MGT 9400	Human Resource Management	3 credits
MGT 9961	Analysis of Entrepreneurial Experiences (formerly <a href="#">MGT 9862</a> )	3 credits
MGT 9962	Managing the Family Business (formerly <a href="#">MGT 9867</a> )	3 credits
MGT 9963	Researching and Developing Entrepreneurial Ventures (formerly <a href="#">MGT 9865</a> )	3 credits
MGT 9964	Managing the Entrepreneurial Enterprise (formerly <a href="#">MGT 9861</a> )	3 credits
MGT 9965	Boards, Governance, and Leadership Within Entrepreneurial and Family Firms	3 credits
MGT 9966	Entrepreneurship and Social Business: From Strategy Development to Implementation (formerly <a href="#">MGT 9866</a> )	3 credits
MGT 9967	Technology, Innovation and Design in High-Growth Ventures	3 credits
MGT 9968	Entrepreneurial Communications: Selling and Negotiating (formerly <a href="#">MGT 9868</a> )	3 credits
MGT 9969	Social Entrepreneurship: Concepts and Cases	3 credits
MGT 9970	Entrepreneurship and Community Development	3 credits
MGT 9971	Gender Differences Among Entrepreneurial Leaders	3 credits
MGT 9975 ( <a href="#">RES 9980</a> )	Real Estate Entrepreneurship (formerly <a href="#">MGT 9875</a> )	3 credits
MGT 9979	Seminar in Entrepreneurship (formerly <a href="#">MGT 9864</a> )	3 credits
MKT 9701	Advertising and Marketing Communications	3 credits
MKT 9702	Marketing Research	3 credits
MKT 9716	Consumer Behavior	3 credits
MKT 9750	Marketing Strategy	3 credits
MKT 9764	Internet Marketing and Global Business	3 credits
PAF 9130	Economic Analysis and Public Policy	3 credits
PAF 9136	Urban Economic Development	3 credits
PAF 9141	Community Development: History, Present, and Future	3 credits
PAF 9143	"Greening" and Growing Cities: Sustainability and Public Policy Options	3 credits
PAF 9150	Introduction to the Nonprofit Sector	3 credits
PAF 9151	The Administration of Not-for-Profit and Voluntary Organizations	3 credits

<a href="#">PAF 9152</a>	Fund Raising and Grants Administration in Not-for-Profit and Voluntary Organizations	3 credits
<a href="#">RES 9776 ( FIN 9776)</a>	Real Estate Finance	3 credits
<a href="#">RES 9800</a>	Real Estate Valuation and Market Analysis	3 credits
<a href="#">RES 9850</a>	Real Estate Capital Markets	3 credits