Fall Course 15 Classes to Consider

15.000 Explorations in Management
Lecture: M 7-9. 3 units. Syllabus
The field of management and business career opportunities are introduced through faculty, current students, and alumni. First-Year Discovery subject.

15.020J/14.43J Economics of Energy, Innovation, and Sustainability
Lecture: MW 10-11.30. 12 units. Syllabus
Explores economic challenges and solutions to transforming energy markets to be more efficient and sustainable. Can be applied toward the 15-1 major and minor and is a HASS-S.

15.0791 Introduction to Applied Probability
[Appropriate for first year students who have received credit for 18.01, Calculus I] Lecture: MW 1-2.30. 12 units. Syllabus
Presents probability from the perspective of applied mathematics with business applications and examples. Can be applied toward the 15-1 major and minor, 15-2 major and minor, and 15-3 major.

15.279 Management Communication for Undergraduates
Lecture: MW 3-4.30. 12 units. Syllabus
Develops writing, speaking, teamwork, interpersonal, social media, and cross-cultural communication skills. Can be applied toward the 15-1 major and minor and 15-3 major.

15.312 Organizational Processes for Business Analytics
Lecture: TR 2.30-4. 12 units. Syllabus
Organizational dynamics and competence in navigating social networks and understanding change initiatives. Can be applied toward the 15-1 major and minor, 15-2 major and minor, and 15-3 major.

15.359J/6.901J Innovation Engineering: Moving Ideas to Impact
Lecture: TR 9-10.30 Lab: F 8.30-10 or F 3-4.30. 12 units. Syllabus
Details the innovation process, from an idea's inception through impact in the economy. Can be applied toward the 15-1 major and minor and the Entrepreneurship and Innovation minor.

15.401 Managerial Finance
Lecture: TR1 0-11.30 or TR 1-2.30. 9 units. Syllabus
Three core themes: determining the value of a decision, deciding how to finance a project, and managing its risk. Can be applied toward the 15-1 major and minor, 15-2 major, and 15-3 major and minor.

15.501 Corporate Financial Accounting
Lecture: TR 10-11.30 or TR 11.30-1. 12 units. Syllabus
How financial statements can be used in evaluating corporate performance and valuation of corporate securities. Can be applied toward the 15-1 major and minor, 15-2 major, and 15-3 major and minor.

15.772J/2.771J D-Lab: Supply Chains
Lecture: MW 9.30-11. 12 units. Syllabus
D-Lab-based projects on supply chain design or improvement for products specific to emerging markets. Can be applied toward the 15-1 major and minor and the 15-2 major and minor.
IAP Course 15 Classes to Consider

15.541 Software Tools for Business Analytics
3 units. Syllabus
Baseline knowledge of business analytics software tools for use in courses, UROPs, and summer internships or jobs.

15.6721 / 15.6731 Negotiation Analysis
3 units (15.6721) or 6 units (15.6731). Syllabus
Multiple opportunities to practice and hone negotiation, communication, and influence skills with personalized feedback. 15.6731 can be applied toward the 15-1 major and minor and the 15-2 major and minor.

Spring Course 15 Classes to Consider

15.053 Optimization Methods in Business Analytics
[Students should have some previous exposure to a programming language] 12 units. Syllabus
Introduces optimization methods with a focus on modeling, solution techniques, and analysis. Can be applied toward the 15-1 major and minor, 15-2 major and minor, and 15-3 major.

15.2191 Global Energy: Politics, Markets, and Policy
12 units. Syllabus
Focuses on how economics and politics influence the fate of energy technologies, business models, and global policies. Can be applied toward the 15-1 major and minor and is a HASS-S.

15.276 Communicating with Data
12 units. Syllabus
Develops the skills to communicate quantitative information in a business context toward better decisions. Can be applied toward the 15-1 major and minor, 15-2 major and minor, and 15-3 major.

15.279 Management Communication for Undergraduates
See information under fall classes to consider

15.373J/2.912J/3.085J Venture Engineering
12 units. Syllabus
Provides a framework for the development, implementation, and growth of innovative ventures in dynamic environments. Can be applied toward the 15-1 major and minor and the Entrepreneurship and Innovation minor.

15.401 Managerial Finance
See information under fall classes to consider

15.417 Laboratory in Investments
15 units. Syllabus
Covers the concepts in 15.401 with an additional lab that involves an investment portfolio strategy project. Can be applied toward the 15-1 major and minor, 15-2 major, and 15-3 major and minor.

15.501 Corporate Financial Accounting
See information under fall classes to consider

15.6221 Digital Tech and the Law: AI, Big Data, Cybersecurity, and Other Hot Spots
6 units. Syllabus
Looks closely at technology-driven changes and existing or lacking legal frameworks and responses. Can be applied toward the 15-1 major and minor.

15.8141 Marketing Innovation
9 units. Syllabus
Combines analytics, frameworks, and research for maximum potential in selecting and targeting the right market. Can be applied toward the 15-1 major and minor, 15-2 major and minor, and 15-3 major.