

MIT Sloan School of Management (Course 15) – First Year Exploration

Our office is here for you. Contact us at ugeducation@sloan.mit.edu or stop by E52 Suite 133. Our website (<http://mitsloan.mit.edu/undergrad>) lists Roadmaps for our majors and classes and resources related to careers in Finance, Business Analytics, Entrepreneurship, Marketing, and more.

Fall Course 15 Classes to Consider

[15.0111 Economic Analysis for Business Decisions](#)

Lecture: TR1-2.30. 9 units. [Syllabus](#)

Introduces principles of microeconomics as a framework for making more informed managerial decisions. Provides an introduction to game theory to study competition and cooperation both within and between firms.

Can be applied toward the 15-1 major and minor and 15-3 major.

[15.0791 Introduction to Applied Probability](#)

[Appropriate for first year students who have received credit for 18.01, Calculus I]

Lecture: MW1-2.30. 12 units. [Syllabus](#)

Presents probability from the perspective of applied mathematics, with applications from economics, finance, engineering, marketing, public policy, operations management, and operations research.

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: TR11.30-1. 12 units. [Syllabus](#)

Develops writing, speaking, teamwork, interpersonal, social media, and cross-cultural communication skills necessary for management professionals.

Can be applied toward the 15-1 major and minor and 15-3 major.

[15.310 People, Teams, and Organizations](#)

Lecture: MW11 Recitation: F11. 9 units. [Syllabus](#)

Covers a number of diverse topics, including motivation and reward systems, social influence, groups and teams, leadership, power, organizational design and culture, and networks and communication patterns.

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](#)

Develops appreciation for organizational dynamics and competence in navigating social networks, working in a team, demystifying rewards and incentives, leveraging the crowd, 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: TR9-10.30 Lab: F8.30-10 or F3-4.30. 12 units. [Syllabus](#)

Designed for students to gain the perspective of a Chief Technology Officer of a start-up, large corporation, or a not-for-profit. 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: MW10-11.30 or MW1-2.30. 9 units. [Syllabus](#)

Provides a firm grounding in the modern financial analysis underlying any decision, through 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: TR10-11.30 or TR11.30-1. 12 units. [Syllabus](#)

Preparation and analysis of financial statements. Focuses on why financial statements take the form they do, and how they can be used in evaluating corporate performance and solvency and in valuation of corporate securities.

Can be applied toward the 15-1 major and minor, 15-2 major, and 15-3 major and minor.

Course 15 - Major, Minor, Take a Class



IAP Course 15 Classes to Consider

[15.S41 Software Tools for Business Analytics](#)

3 units. [Syllabus](#)

The goal of this course is to provide students with a baseline knowledge of business analytics software tools that they can use in MIT courses, UROPs involving data analysis, and summer internships or jobs after graduation.

[15.6721 / 15.6731 Negotiation Analysis](#)

3 units (15.6721) or 6 units (15.6731). [Syllabus](#)

Presents analytical frameworks and strategies to handle a variety of negotiation situations. Includes multiple opportunities to practice and hone negotiation, communication, and influence skills with extensive personalized feedback.

15.6731 can be applied toward the 15-1 major and minor.

Spring Course 15 Classes to Consider

[15.000 Explorations in Management](#)

3 units. [Syllabus](#)

The field of management and business career opportunities are introduced through a variety of experiences including management games (simulations), cases, and discussions led by industry experts and alumni.

[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. Covers linear programming, network optimization, integer programming, nonlinear programming, and heuristics.

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 the ways economics and politics influence the fate of energy technologies, business models, and policies around the world.

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 to drive people and organizations toward better decisions. Emphasizes effective communication skills as the foundation of successful careers.

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 courses 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. Deepens understanding of the core technical, customer, and strategic choices and challenges facing start-up innovators.

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

[15.501 Corporate Financial Accounting](#)

See information under fall classes to consider

[15.8141 Marketing Innovation](#)

9 units. [Syllabus](#)

Covers how to select the right market, target that market effectively, position a product or service for maximum success, and combine analytics, frameworks, and research for maximum potential.

Can be applied toward the 15-1 major and minor, 15-2 major and minor, and 15-3 major.