

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.

IAP Course 15 Classes to Consider

15.S41 Software Tools for Business Analytics

January 14-18, 1-4.30. 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

January 28-30, Feb 1, 8.30-4. 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 *(continued on reverse side)*

[15.000 Explorations in Management](#)

Lecture: M 7-9. 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]

Lecture: TR10-11.30 or TR1-2.30. 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](#)

Lecture: TR1-2.30. 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](#)

Lecture: TR11.30-1 or TR1-2.30. 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](#)

Lecture: TR2.30-4. 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.

[15.373J/2.912J/3.085J Venture Engineering](#)

Lecture: T7-10. 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.

Spring Course 15 Classes to Consider *(continued from reverse side)*

15.401 Managerial Finance

Lecture: TR1-2.30 or TR2.30-4. 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.

15.417 Laboratory in Investments

Lecture: TR1-2.30 or TR2.30-4. Lab: F1-4. 15 units. [Syllabus](#)

Covers the concepts in 15.401 with an additional lab that involves an investment portfolio strategy project similar to what one would be expected to produce in a summer internship or as a first year financial analyst.

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

15.4311 Entrepreneurial Finance and Venture Capital

Lecture: MW2.30-4. 9 units. [Syllabus](#)

Examines the elements of entrepreneurial finance, focusing on technology-based start-up ventures, and the early stages of company development. In-depth analysis of the structure of the private equity industry.

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

15.501 Corporate Financial Accounting

Lecture: MW10-11.30 or MW11.30-1. 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.

15.6181 Entrepreneurship, Innovation, Startups and the Law

Lecture: T7-9. 6 units. [Syllabus](#)

Designed for those who may start or work in such ventures; or are engaged in research with potential for commercial or social impact; or are otherwise attempting to advance an innovation from idea to impact.

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

15.8141 Marketing Innovation

Lecture: MW2.30-4. 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.

15.S40 Tackling the Big Business Issues through Literature and Film

Lecture: TR2.30-4. 6 units. [Syllabus](#)

it is no longer enough to be just a competent professional to succeed in the today's and tomorrow's business climate, one needs to understand the complexity and consequences of what can be called the 'Big Problems' facing society today.

Can be applied toward the 15-1 major and minor