

1. Techno-MBA Course Requirements

Students in the Techno-MBA Program are required to complete a total of 54 credits or more. Students have the option to choose either the thesis requirement or the non-theses requirement.

□ MBA Program (Thesis Requirement)

General Courses	Major Courses		Research	Total
	Mandatory	Elective		
3	9	36	6	54

- General Courses: CC511 Probability and Statistics

[substitution: MGT503 Management Statistical Analysis]

- Mandatory Major Courses: 9 credits

MGT511 Strategic Management

[substitution: MGT510 Leadership and Organization Management

MGT520 Marketing

MGT530 Production Strategy and Supply Chain Management]

MGT561 Corporate Financial Policy

[substitution: MGT504 Quantitative Analysis for Management

MGT542 Management Information Systems

MGT560 Financial Accounting]

MGT514 Principles of Managerial Economics

[substitution: MGT515 Economics of Strategy

MGT564 Microeconomic Analysis

MGT577 Macroeconomic Analysis]

- Alternative Courses with the IMBA program

Classification	Subject No	Techno-MBA subject	Substitutive subject
Mandatory Major Courses	MGT511	Strategic Management(3)	IMB511 Global Strategic Management(3)*
	MGT561	Corporate Financial Policy(3)	IMB561 Financial Strategy and Valuation(3)*
	MGT514	Principles of Managerial Economics(3)	IMB564 Business Economics Analysis(3)*
Elective Major Courses	MGT510	Leadership and Organization Management(3)	IMB510 Leadership, Human Behavior and Organizations(3)*
	MGT520	Marketing(3)	IMB520 Marketing Management(3)*
	MGT530	Operations Strategy and Supply Chain Management(3)	IMB531 New Product Innovation and SCM(3)*
	MGT560	Financial Accounting(3)	IMB560 Financial Accounting and Analysis(3)*

* Approval from professor and IMBA chair required

- Elective Major Courses : at least 36 credits.

Students are required to choose one (or up to two) tracks including:

- Technology and Operations Management: 3 Courses among

MGT531 Global Supply Chain Management

MGT532 Strategic Management of Technology

MGT533 R&D Management

MGT535 New Technologies and High-Tech Industries

MGT632 Service Management

- Marketing : 3 Courses among
 - MGT520 Marketing
 - MGT521 Marketing Research
 - MGT624 Consumer Behavior
 - MGT626 Marketing Channels Management
 - MGT641 CRM and Service Management
- Venture Management : 3 Courses among
 - MGT532 Strategic Management of Technology
 - MGT534 Entrepreneurship and New Venture Creation
 - MGT535 New Technologies and High-Tech Industries
 - MGT614 High Tech Management
 - MGT633 Venture Capital
- Accounting, Finance Analysis : 3 Courses among
 - MGT563 Investment Analysis
 - MGT569 Futures and Options
 - MGT572 Financial Statement Analysis
 - MGT643 Accounting Information Systems
 - MGT678 Management Accounting
- MIS : 3 Courses among
 - MGT541 Electronic Commerce and eBusiness
 - MGT543 Information Systems Analysis and Design
 - MGT550 eBusiness Technology
 - MGT553 Digital Marketing [substitution: MGT641 CRM and Service Management]
 - MGT652 Consulting Methodology
- Strategy & Organization : 3 Courses among
 - MGT516 International Business
 - MGT604 Human Resource Management Systems and Strategy
 - MGT612 Organization Theory & Design
 - MGT614 High Tech Management
 - MGT710 Organization Change & Innovation
- Environmental Management : 3 Courses among
 - MGT532 Strategic Management of Technology
 - MGT536 Environmental Management
 - MGT537 Environmental and Resource Economics
 - MGT540 Business in Society
 - MGT637 Energy and Environmental Policy
- Business & Law : 3 Courses among
 - ① 3 or more courses from the 6 courses in group 1 and group 2.
 - ② Maximum 2 courses can be taken from group 2; Certificates for each course in group 2 will be given from Northwestern Law School.

Course Group 1

1. [MGT607] Basic Laws of Management(3)
2. [MGT608] Legal Aspects of Business Association(3)
3. [MGT653] Law and Economics(3)

Course Group 2

1. [MGT655] Commercial Law(3)
2. [MGT656] Intellectual Property(3)
3. [MGT657] International Taxation(3)

- ※ [MGT654] Introduction to Law(1) is the prerequisite for group 2 courses.
- ※ Students who have completed the above intensive program will receive a certificate from the Deans of KAIST Business School and Northwestern Law School.

○ English Proficiency Requirement

- Students are required to complete two MGT900 courses. This requirement is waived for students who have obtained AS (Advanced Speaking) Level of Oral Proficiency Interview (OPI).
- Students are required to complete regular courses taught in English for 9 credits. It is also possible to take credits at a foreign university with the permission from KGSM.

○ Research : at least 6 credits

○ Notes

- The revised course requirement applies for students entering in 2007.
- The revised course requirement can be applied to students who entered in or before 2006 with the approval of the department chair.

□ MBA Program [Non-Thesis Requirement]

1) General Non-Thesis Requirement

General Courses	Major Courses		Research	Total
	Mandatory	Elective		
3	9	39	3	54

○ General Courses: CC511 Probability and Statistics

[substitution: MGT503 Management Statistical Analysis]

○ Mandatory Major Courses: 9 credits

MGT511 Strategic Management

[substitution: MGT510 Leadership and Organization Management

MGT520 Marketing

MGT530 Production Strategy and Supply Chain Management]

MGT561 Corporate Financial Policy

[substitution: MGT504 Quantitative Analysis for Management

MGT542 Management Information Systems

MGT560 Financial Accounting]

MGT514 Principles of Managerial Economics

[substitution: MGT515 Economics of Strategy

MGT564 Microeconomic Analysis

MGT577 Macroeconomic Analysis]

○ Alternative Courses with the IMBA program

Classification	Subject No	Techno-MBA subject	Substitutive subject
Mandatory Major Courses	MGT511	Strategic Management(3)	IMB511 Global Strategic Management(3)*
	MGT561	Corporate Financial Policy(3)	IMB561 Financial Strategy and Valuation(3)*
	MGT514	Principles of Managerial Economics(3)	IMB564 Business Economics Analysis(3)*
Elective Major Courses	MGT510	Leadership and Organization Management(3)	IMB510 Leadership, Human Behavior and Organizations(3)*
	MGT520	Marketing(3)	IMB520 Marketing Management(3)*
	MGT530	Operations Strategy and Supply Chain Management(3)	IMB531 New Product Innovation and SCM(3)*
	MGT560	Financial Accounting(3)	IMB560 Financial Accounting and Analysis(3)*

* Approval from professor and IMBA chair required

○ Elective Major Courses : at least 39 credits

Students are required to choose one (or up to two) tracks including:

- Technology and Operations Management: 3 Courses among

MGT531 Global Supply Chain Management

MGT532 Strategic Management of Technology

MGT533 R&D Management

MGT535 New Technologies and High-Tech Industries

MGT632 Service Management

- Marketing : 3 Courses among

MGT520 Marketing

MGT521 Marketing Research

MGT624 Consumer Behavior

MGT626 Marketing Channels Management

MGT641 CRM and Service Management

- Venture Management: 3 Courses among

MGT532 Strategic Management of Technology

MGT534 Entrepreneurship and New Venture Creation

MGT535 New Technologies and High-Tech Industries

MGT614 High Tech Management

MGT633 Venture Capital

- Accounting, Finance Analysis: 3 Courses among

MGT563 Investment Analysis

MGT569 Futures and Options

MGT572 Financial Statement Analysis

MGT643 Accounting Information Systems

MGT678 Management Accounting

- MIS : 3 Courses among

MGT541 Electronic Commerce and eBusiness

MGT543 Information Systems Analysis and Design

MGT550 eBusiness Technology

MGT553 Digital Marketing [substitution: MGT641 CRM and Service Management]

MGT652 Consulting Methodology

- Strategy & Organization : 3 Courses among

MGT516 International Business

MGT604 Human Resource Management Systems and Strategy

MGT612 Organization Theory & Design

MGT614 High Tech Management

MGT710 Organization Change & Innovation

- Environmental Management : 3 Courses among

MGT532 Strategic Management of Technology

MGT536 Environmental Management

MGT537 Environmental and Resource Economics

MGT540 Business in Society

MGT637 Energy and Environmental Policy

- Business & Law : 3 Courses among

① 3 or more courses from the 6 courses in group 1 and group 2.

- ② Maximum 2 courses can be taken from group 2; Certificates for each course in group 2 will be given from Northwestern Law School.

Course Group 1

1. [MGT607] Basic Laws of Management(3)
2. [MGT608] Legal Aspects of Business Association(3)
3. [MGT653] Law and Economics(3)

Course Group 2

1. [MGT655] Commercial Law(3)
2. [MGT656] Intellectual Property(3)
3. [MGT657] International Taxation(3)

※ [MGT654] Introduction to Law(1) is the prerequisite for group 2 courses.

※ Students who have completed the above intensive program will receive a certificate from the Deans of KAIST Business School and Northwestern Law School.

○ English Proficiency Requirement

- Students are required to complete two MGT900 courses. This requirement is waived for students who have obtained AS (Advanced Speaking) Level of Oral Proficiency Interview (OPI).
- Students are required to complete regular courses taught in English for 9 credits. It is also possible to take credits at a foreign university with the permission from KGSM.

○ Research: at least 3 credits from 2 or more courses listed below

- MGT965 Independent Study for Graduate Student
- MGT966 Seminar for Graduate Students
- MGT998 Internship Program
- MGT999 International Internship

○ Notes

- The revised course requirement applies for students entering in 2007.
- The revised course requirement can be applied to students who entered in or before 2006 with the approval of the department chair.

2) Project Non-Thesis Requirement

General Courses	Major Courses		Research	Total
	Mandatory	Elective		
3	9	36	6	54

○ General Courses: CC511 Probability and Statistics

[substitution: MGT503 Management Statistical Analysis]

○ Mandatory Major Courses: 9 credits

MGT511 Strategic Management

[substitution: MGT510 Leadership and Organization Management

MGT520 Marketing

MGT530 Production Strategy and Supply Chain Management]

MGT561 Corporate Financial Policy

[substitution: MGT504 Quantitative Analysis for Management

MGT542 Management Information Systems

MGT560 Financial Accounting]

MGT514 Principles of Managerial Economics

[substitution: MGT515 Economics of Strategy

MGT564 Microeconomic Analysis
MGT577 Macroeconomic Analysis]

○ Alternative Courses with the IMBA program

Classification	Subject No	Techno-MBA subject	Substitutive subject
Mandatory Major Courses	MGT511	Strategic Management(3)	IMB511 Global Strategic Management(3)*
	MGT561	Corporate Financial Policy(3)	IMB561 Financial Strategy and Valuation(3)*
	MGT514	Principles of Managerial Economics(3)	IMB564 Business Economics Analysis(3)*
Elective Major Courses	MGT510	Leadership and Organization Management(3)	IMB510 Leadership, Human Behavior and Organizations(3)*
	MGT520	Marketing(3)	IMB520 Marketing Management(3)*
	MGT530	Operations Strategy and Supply Chain Management(3)	IMB531 New Product Innovation and SCM(3)*
	MGT560	Financial Accounting(3)	IMB560 Financial Accounting and Analysis(3)*

*Approval from professor and IMBA chair required

○ Elective Major Courses : at least 36 credits

Students are required to choose one (or up to two) tracks including:

- Technology and Operations Management: 3 Courses among

MGT531 Global Supply Chain Management

MGT532 Strategic Management of Technology

MGT533 R&D Management

MGT535 New Technologies and High-Tech Industries

MGT632 Service Management

- Marketing : 3 Courses among

MGT520 Marketing

MGT521 Marketing Research

MGT624 Consumer Behavior

MGT626 Marketing Channels Management

MGT641 CRM and Service Management

- Venture Management: 3 Courses among

MGT532 Strategic Management of Technology

MGT534 Entrepreneurship and New Venture Creation

MGT535 New Technologies and High-Tech Industries

MGT614 High Tech Management

MGT633 Venture Capital

- Accounting, Finance Analysis: 3 Courses among

MGT563 Investment Analysis

MGT569 Futures and Options

MGT572 Financial Statement Analysis

MGT643 Accounting Information Systems

MGT678 Management Accounting

- MIS : 3 Courses among

MGT541 Electronic Commerce and eBusiness

MGT543 Information Systems Analysis and Design

MGT550 eBusiness Technology

MGT553 Digital Marketing [substitution: MGT641 CRM and Service Management]

MGT652 Consulting Methodology

- Strategy & Organization : 3 Courses among

MGT516 International Business

MGT604 Human Resource Management Systems and Strategy

MGT612 Organization Theory & Design

MGT614 High Tech Management

MGT710 Organization Change & Innovation

- Environmental Management : 3 Courses among

MGT532 Strategic Management of Technology

MGT536 Environmental Management

MGT537 Environmental and Resource Economics

MGT540 Business in Society

MGT637 Energy and Environmental Policy

- Business & Law : 3 Courses among

① 3 or more courses from the 6 courses in group 1 and group 2.

② Maximum 2 courses can be taken from group 2; Certificates for each course in group 2 will be given from Northwestern Law School.

Course Group 1

1. [MGT607] Basic Laws of Management(3)
2. [MGT608] Legal Aspects of Business Association(3)
3. [MGT653] Law and Economics(3)

Course Group 2

1. [MGT655] Commercial Law(3)
2. [MGT656] Intellectual Property(3)
3. [MGT657] International Taxation(3)

※ [MGT654] Introduction to Law(1) is the prerequisite for group 2 courses.

※ Students who have completed the above intensive program will receive a certificate from the Deans of KAIST Business School and Northwestern Law School.

○ English Proficiency Requirement

- Students are required to complete two MGT900 courses. This requirement is waived for students who have obtained AS (Advanced Speaking) Level of Oral Proficiency Interview (OPI).
- Students are required to complete regular courses taught in English for 9 credits. It is also possible to take credits at a foreign university with the permission from KGSM.

○ Research: at least 6 credits from 2 or more courses

- ① MGT967 Project Study (Management Consulting Project)
- ② MGT965 Independent Study for Graduate Student
 - MGT966 Seminar for Graduate Students
 - MGT998 Internship Program
 - MGT999 International Internship

○ Notes

- The revised course requirement applies for students entering in 2007.
- The revised course requirement can be applied to students who entered in or before 2006 with the approval of the department chair.

2. IMBA Course Requirements

To get an MBA, an IMBA student is required to complete at least 54 units by taking academic courses.

□ IMBA Program

General Courses	Major Courses		Research	Total
	Mandatory	Elective		
3	36	9	6	54

○ General Courses: CC511 Probability and Statistics

[substitution: MGT503 Management Statistical Analysis]

○ Mandatory Major Courses: 36 credits

IMB510 Leadership, Human Behavior and Organizations

IMB511 Global Strategic Management

- IMB512 Research Methods
- IMB520 Marketing Management
- IMB529 China Marketing
- IMB531 New Product Innovation and SCM
- IMB540 Business and Society
- IMB560 Financial Accounting and Analysis
- IMB561 Financial Strategy and Valuation
- IMB564 Business Economics Analysis
- IMB590 Global Business Network
- IMB591 Global Leadership Development
- IMB652 Innovation Management Consulting

- Elective Major Courses : 9 credits
- English Proficiency Requirement
 - Students are required to complete two MGT900 courses. This requirement is waived for students who have obtained AS (Advanced Speaking) Level of Oral Proficiency Interview (OPI).
- Research : 6 credits
 - Submission of IMB997 Capstone Project Study

3. Executive-MBA Course Requirements

General Courses	Major Courses		Research	Total
	Mandatory	Elective		
3	36	6	3	48

- General Courses: CC511 Probability and Statistics
[substitution: EMB601 Decision Analysis & Statistics]
- Mandatory Major Courses:

EMB510 Leadership & Organizational Change	EMB511 Strategic Management
EBM514 Managerial Economics	EMB520 Marketing Management
EMB530 Operations Management & SCM	
EMB531 Management of Technology & Entrepreneurship	
EMB541 E-Business and E-Commerce	EMB542 IT Management
EMB543 Social Responsibility Management	EMB561 Corporate Finance
EMB562 Accounting & Financial Statement Analysis	
EMB571 International Field Trip: Strategic Brand Management or	
EMB572 International Field Trip: Global Human Resource Management	
- Elective Major Courses: at least 6 credits

EMB513 Global Strategic Management	EMB601 Decision Analysis & Statistics
------------------------------------	---------------------------------------

EBM604 Managerial Quantitative Analysis EMB631 Business Forecasting and Strategies
EMB632 Negotiation & Conflict Management EMB633 Enterprise Risk Management
EMB641 Strategic Customer Relationship Management (CRM)
EMB642 Knowledge Management (KM) EMB643 6 Sigma Management
EMB670 Management of Cross Culture & Diversity
EMB671 Global Business Communication
EMB690 Special Topic in EMBA I EMB691 Special Topic in EMBA II

○ English Proficiency Requirement

- Students are required to complete EMB671 Global Business Communication. This requirement is waived for students who have obtained AS (Advanced Speaking) Level of Oral Proficiency Interview (OPI).

○ Research: at least 3 credits

EMB964 Field Application Project EMB965 Independent Subject Study