

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	Mandatory	Elective	Research	Total
3	15	30	6	54

- General Courses: CC511 Probability and Statistics, CC020 Ethics and Safety I (1AU)
 - CC511 Probability and Statistics
[substitution: MGT503 Management Statistical Analysis, IMB504 Managerial Statistics and Decision-making]
 - CC020 Ethics and Safety I (1AU)

- Mandatory Major Courses: 15 credits (Choose 5 out of 8 courses below)

Mandatory Major Courses	Substitutive subject
MGT510 Leadership and Organization Management(3)	IMB510 Leadership, Human Behavior and Organizations(3)
MGT511 Strategic Management(3)	IMB511 Global Strategic Management(3)
MGT514 Principles of Managerial Economics(3)	IMB564 Business Economics Analysis(3) MGT564 Microeconomic Analysis(3)
MGT520 Marketing(3)	IMB520 Marketing Management(3) MGT624 Consumer Behavior(3)
MGT530 Operations Strategy and Supply Chain Management(3)	IMB531 New Product Innovation and SCM(3)
MGT542 Management Information Systems (3)	
MGT560 Financial Accounting(3)	IMB560 Financial accounting and analysis(3) MGT572 Financial Statement Analysis(3)
MGT561 Corporate Financial Policy(3)	IMB561 Financial Strategy and Valuation (3)

- 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)*
	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

◦ Electives: at least 30 credits.

※ Students can choose up to two concentrations included below.

※ If students take course which is double included both in Mandatory Major Course requirements and a Concentration or both in two Concentrations, the course will be included in only one category.

<Concentration (9 credits or more)>

- Technology and Operations Management: 9 credits or more
 - MGT504 Quantitative Analysis for Management
 - MGT532 Strategic Management of Technology
 - MGT533 R&D Management
 - MGT535 New Technologies and High-Tech Industries
 - MGT632 Service Management
- Marketing : 9 credits or more
 - MGT521 Marketing Research
 - MGT526 Brand Management
 - MGT620 Marketing Theory
 - MGT621 Quantitative Models for Marketing Decisions
 - MGT623 Promotion Management
 - MGT624 Consumer Behavior
 - MGT626 Marketing Channels Management
 - MGT820 Advanced Issues in Marketing
- Venture Management : 9 credits or more
 - MGT532 Strategic Management of Technology
 - MGT534 Entrepreneurship and New Venture Creation
 - MGT535 New Technologies and High-Tech Industries
 - MGT614 High Tech Management
 - [substitution: MGT522 High-Tech Strategy]
 - MGT633 Venture Capital
- Accounting, Finance & Business Analysis : 9 credits or more
 - MGT563 Investment Analysis
 - MGT569 Futures and Options

- MGT572 Financial Statement Analysis
- MGT642 Financial information Systems
- MGT643 Accounting Information Systems
- MGT644 Advanced Accounting
- MGT661 Mergers and Acquisitions
- MGT678 Management Accounting
- MIS : 9 credits or more
 - MGT541 Electronic Commerce and eBusiness
 - MGT548 Enterprise Data Infra Management
 - MGT552 Information Ethics and Security
 - MGT555 Business Model & Process Innovation
 - MGT642 Financial information Systems
 - MGT643 Accounting Information Systems
 - MGT650 Data Mining
- Strategy & Organization : 9 credits or more
 - MGT516 International Business
 - MGT604 Human Resource Management Systems and Strategy
 - MGT612 Organization Theory & Design
 - MGT614 High Tech Management
 - [substitution: MGT522 High-Tech Strategy]
 - MGT710 Organization Change & Innovation
- Management and Society : 9 credits or more
 - MGT536 Environmental Management
 - MGT537 Public Policy Analysis
 - MGT539 Social Entrepreneurship and Nonprofit Management
 - MGT540 Business in Society
 - MGT667 Finance and Society
- Business & Law : 9 credits or more
 - ① 3 or more courses from the 6 courses in group 1 and group 2.
 - ② Maximum 1 course can be taken from group 2; Certificates for each course will be given from Northwestern Law School.

Course Group 1

1. [MGT606] Law on International Business (3)
2. [MGT607] Basic Laws of Management(3)
3. [MGT608] Legal Aspects of Business Association(3)
4. [MGT653] Law and Economics(3)

Course Group 2

1. [MGT655] Commercial Law(3)
2. [MGT657] International Tax(3)

- China Business: 9 credits or more
 - Students are required to take 2 courses among Business Chinese courses
 - But, students who obtained 6-level of HSK are not required

Related subjects				Remarks
MGT538	China's Economic Development(3)	MGT594	International Studies(3)	Techno-MBA courses
MGT595	Analysis of Chinese Political Economy(3)	MGT596	Business Practices in China(3)	
MGT597	Laws on Investment in China(3)	MGT598	The analysis of Chinese industry(3)	
MGT599	Negotiation in China(3)			
IMB529	China Marketing(1.5)*	IMB591	Global Leadership Development(3)*	IMBA courses

* Several IMBA courses related to China are included considering the distinctiveness of the Concentration.

<Customized Concentration Design>

Students create or design concentration curriculum under supervision of their advising professors. The curriculum should be approved by department chair and students should complete at least 9 credits of the designated courses in their submitting concentration curriculum.

◦ English Proficiency Requirement

- Students are required to complete two BUS900-level English courses. This requirement is waived for students who have obtained S (Superior) Level of Oral Proficiency Interview (OPI) and students who have completed 9 or more credits (which are taken at a foreign university with the permission from KGSM) as exchange students or as Dual Degree Program participants
- Students are required to complete regular courses taught in English for 12 credits.(excluding BUS900-level courses) It is also possible to earn credits at a foreign university with the permission from KGSM.

◦ Research : Thesis for Graduate Students at least 6 credits

◦ Notes

- The revised graduation requirement applies for students entering in or after 2010.
- The revised graduation requirement can be applied to students who entered in or before 2009 with the approval of the department chair.

◦ Interim measures

- If a student completes MGT789 Special Topics in Technology Management II (Energy and Environmental Technology) during fall semester, 2009, the course will be admitted as MGT509 Energy and Environmental Technology.
- If a student entering in or before 2008 academic year completes "MGT504 Quantitative Analysis for Management" and the course is not admitted as Major Mandatory course, the course will be admitted as "Technology and Operations Management" concentration course.
- If students completed "MGT531 Global Supply Chain Management" or "MGT632 Service Management" in Spring 2009, each course will be admitted as a substitute course of "MGT530 Operations Strategy and Supply Chain Management".
- Limited to students entering in 2007 academic year,
 - In the case that they completed courses related to "China Business Concentration" which was newly added into concentrations in 2007, the courses will be admitted as "China Business Concentration" courses even though they follow 2007 graduation requirements.
- When a student already completed "MGT776 Special Topics in Management II(subtitle: Business Practices in China)", "MGT778 Special Topics in Technology Management(subtitle: Analysis of Chinese Political Economy and Market Research)", "IMB529 China Marketing", the courses are admitted as "China Business

Concentration" courses.

- When a student already completed "MGT513 High-Tech Strategy", the course is admitted as "Venture Management Concentration" course or "Strategy & Organization Concentration" course.
- When a student already completed "MGT778 Special topics in Technology Management(subtitle: Brand Management)", "MGT623 Promotion Management", the courses are admitted as "Marketing Concentration" courses.
- When a student already completed "MGT641 CRM and Service Management", the course is admitted as "Marketing Concentration" course.
- When a student already completed "MGT537 Environmental and Resource Economics" or "MGT637 Energy and Environmental Policy", each course is admitted as "MGT537 Public Policy Analysis".

□ MBA Program [Non-Thesis Requirement]

General Courses	Mandatory	Elective	Research	Total
3	15	33	3	54

- General Courses: CC511 Probability and Statistics, CC020 Ethics and Safety I (1AU)
 - CC511 Probability and Statistics
[substitution: MGT503 Management Statistical Analysis, IMB504 Managerial Statistics and Decision-making]
 - CC020 Ethics and Safety I (1AU)
- Mandatory Major Courses: 15 credits (Choose 5 out of 8 courses below)

Mandatory Major Courses	Substitutive subject
MGT510 Leadership and Organization Management(3)	IMB510 Leadership, Human Behavior and Organizations(3)
MGT511 Strategic Management(3)	IMB511 Global Strategic Management(3)
MGT514 Principles of Managerial Economics(3)	IMB564 Business Economics Analysis(3) MGT564 Microeconomic Analysis(3)
MGT520 Marketing(3)	IMB520 Marketing Management(3) MGT624 Consumer Behavior(3)
MGT530 Operations Strategy and Supply Chain Management(3)	IMB531 New Product Innovation and SCM(3)
MGT542 Management Information Systems (3)	
MGT560 Financial Accounting(3)	IMB560 Financial accounting and analysis(3) MGT572 Financial Statement Analysis(3)
MGT561 Corporate Financial Policy(3)	IMB561 Financial Strategy and Valuation (3)

- 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)*
	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

◦ Electives: at least 33 credits.

※Students can choose up to two concentrations included below.

※If students take course which is double included both in Mandatory Major Course requirements and a Concentration or both in two Concentrations, the course will be included in only one category.

<Concentration (9 credits or more)>

- Technology and Operations Management: 9 credits or more
 - MGT504 Quantitative Analysis for Management
 - MGT532 Strategic Management of Technology
 - MGT533 R&D Management
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 - MGT633 Venture Capital
- Accounting, Finance & Business Analysis : 9 credits or more
 - MGT563 Investment Analysis
 - MGT569 Futures and Options
 - MGT572 Financial Statement Analysis
 - MGT642 Financial information Systems
 - MGT643 Accounting Information Systems
 - MGT644 Advanced Accounting
 - MGT661 Mergers and Acquisitions
 - MGT678 Management Accounting
- MIS : 9 credits or more
 - MGT541 Electronic Commerce and eBusiness
 - MGT548 Enterprise Data Infra Management
 - MGT552 Information Ethics and Security
 - MGT555 Business Model & Process Innovation
 - MGT642 Financial information Systems
 - MGT643 Accounting Information Systems
 - MGT650 Data Mining
- Strategy & Organization : 9 credits or more

MGT516 International Business
MGT604 Human Resource Management Systems and Strategy
MGT612 Organization Theory & Design
MGT614 High Tech Management

[substitution: MGT522 High-Tech Strategy]

MGT710 Organization Change & Innovation

- Management and Society : 9 credits or more

MGT536 Environmental Management
MGT537 Public Policy Analysis
MGT539 Social Entrepreneurship and Nonprofit Management
MGT540 Business in Society
MGT667 Finance and Society

- Business & Law : 9 credits or more

- ① 3 or more courses from the 6 courses in group 1 and group 2.
- ② Maximum 1 course can be taken from group 2; Certificates for each course will be given from Northwestern Law School.

Course Group 1

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Course Group 2

1. [MGT655] Commercial Law(3)
2. [MGT657] International Tax(3)

- China Business: 9 credits or more

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Related subjects				Remarks
MGT538	China's Economic Development(3)	MGT594	International Studies(3)	Techno-MBA courses
MGT595	Analysis of Chinese Political Economy(3)	MGT596	Business Practices in China(3)	
MGT597	Laws on Investment in China(3)	MGT598	The analysis of Chinese industry(3)	
MGT599	Negotiation in China(3)			
IMB529	China Marketing(1.5)*	IMB591	Global Leadership Development(3)*	IMBA courses

* Several IMBA courses related to China are included considering the distinctiveness of the Concentration.

<Customized Concentration Design>

Students create or design concentration curriculum under supervision of their advising professors. The curriculum should be approved by department chair and students should complete at least 9 credits of the designated courses in their submitting concentration curriculum.

◦ English Proficiency Requirement

- Students are required to complete two BUS900-level courses. This requirement is waived for students who have obtained S (Superior) Level of Oral Proficiency Interview (OPI) and students who have completed 9 or more credits (which are taken at a foreign university with the permission from KGSM) as exchange students or as Dual Degree Program participants
- Students are required to complete regular courses taught in English for 12 credits.(excluding 900-level courses) It is also possible to take credits at a foreign university with the permission from KGSM.
- Research: 3 credits or more
 - ① Students are required to earn at least 3credits from MGT965Independent study (1), MGT966Seminar (1), MGT998 Internship (1), MGT999 Internship (International) (1). OR
 - ② Students are required to complete MGT997 Project Study (Management Consulting Project) and MGT617 Management Consulting simultaneously.
 - ③ Foreign students can complete research requirement by taking MGT900 Korean Business and Culture(3 credits) as a substitute of other research courses.
- Notes
 - The revised graduation requirement applies for students entering in or after 2010.
 - The revised graduation requirement can be applied to students who entered in or before 2009 with the approval of the department chair.
- Interim measures
 - If a student completes MGT789 Special Topics in Technology Management II (Energy and Environmental Technology) during fall semester, 2009, the course will be admitted as MGT509 Energy and Environmental Technology.
 - If a student entering in or before 2008 academic year completes "MGT504 Quantitative Analysis for Management" and the course is not admitted as Major Mandatory course, the course will be admitted as "Technology and Operations Management" concentration course.
 - If students completed "MGT531 Global Supply Chain Management" or "MGT632 Service Management" in Spring 2009, each course will be admitted as a substitute course of "MGT530 Operations Strategy and Supply Chain Management".
 - (1) Limited to students entering in 2007 academic year,
 - In the case that they completed courses related to "China Business Concentration" which was newly added into concentrations in 2007, the courses will be admitted as "China Business Concentration" courses even though they follow 2007 graduation requirements.
 - (2) Foreign students entering in 2007 academic year can complete research requirements by taking "MGT900 Korean Business and Culture (3 credits)" even though they follow 2007 graduation requirements.
 - When a student already completed "MGT776 Special Topics in Management II(subtitle: Business Practices in China)", "MGT778 Special Topics in Technology Management(subtitle: Analysis of Chinese Political Economy and Market Research)", "IMB529 China Marketing", the courses are admitted as "China Business Concentration" courses.
 - When a student already completed "MGT513 High-Tech Strategy", the course is admitted as "Venture Management Concentration" course or "Strategy & Organization Concentration" course.
 - When a student already completed "MGT778 Special topics in Technology Management(subtitle: Brand Management)", "MGT623 Promotion Management", the courses are admitted as "Marketing Concentration"

courses.

- When a student already completed "MGT641 CRM and Service Management", the course is admitted as "Marketing Concentration" course.
- When a student already completed "MGT537 Environmental and Resource Economics" or "MGT637 Energy and Environmental Policy", each course is admitted as "MGT537 Public Policy Analysis".

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	Mandatory	Elective	Research	Total
3	30	18	3	54

- General Courses: CC511 Probability and Statistics, CC020 Ethics and Safety I (1AU)
 - CC511 Probability and Statistics
[substitution: IMB504 Managerial Statistics and Decision-making, MGT503 Management Statistical Analysis]
 - CC020 Ethics and Safety I (1AU)
- Mandatory Major Courses: at least 30 credits

IMB510 Leadership, Human Behavior and Organizations	Spring	IMB511 Global Strategic Management	Summer
IMB520 Marketing Management	Spring	IMB531 New Product Innovation & SCM	Fall
IMB540 Business and Society	Fall	IMB560 Financial Accounting and Analysis	Summer
IMB561 Financial Strategy and Valuation	Summer	IMB564 Business & Economics Analysis	Spring
IMB590 Global Business Network	Summer	IMB591 Global Leadership Development	Summer

- Electives : 18 credits
- <Concentration: 9 credits or more>
 - Students create or design concentration curriculum under supervision of their advising professors. The curriculum should be approved by department chair and students should complete at least 9 credits of the designated courses in their submitting concentration curriculum. Certificate will be given upon successful completion.
- English Proficiency Requirement
 - Students are required to complete two BUS 900-level English courses. This requirement is waived for students who have obtained S (Superior) Level of Oral Proficiency Interview (OPI) and students who have completed 9 or more credits (which are taken at a foreign university with the permission from KGSM) as exchange students or as Dual Degree Program participants.
- Research : 3 credits
 - IMB997 Capstone Project Study Spring
- Notes
 - The revised graduation requirements applies for students entering in or after 2010.

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 I or
 - EMB572 International Field Trip II
- 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