DESCRIPTION
Majoring in management prepares students to plan, organize, direct, and control an organization’s activities. The management department at MIT is designed to provide students with a deep understanding of management education grounded in the scientific method, allowing students to learn how to bring business perspectives to their technical and quantitative expertise. Prospective future positions may include project manager, management consultant, financial analyst, securities trader, or investment analyst.

SKILLS
Strong interpersonal and networking abilities
Awareness of budgetary constraints
Problem-solving and decision-making
Negotiation

POSSIBLE FUTURE POSITIONS
- **Project/Product Manager**: Plan, direct, and coordinate activities of projects.
- **Management Consultant**: Perform business process analysis to identify opportunities to re-engineer business processes, improve efficiencies, and reduce costs. Also provides comprehensive assessments and recommendations for existing and potential engineering projects.
- **Financial Analyst**: Provide guidance to businesses and individuals making investment decisions and assess the performance of stocks, bonds, commodities, and other types of investments.

CAREER INDUSTRY EXAMPLES
- Finance
- Business analytics
- Accounting
- Management
- Entrepreneurship
- Marketing
- Consulting
- Insurance
- Public Policy

SAMPLE EMPLOYERS
- Accenture
- Google
- McKinsey & Company
- Akuna Capital
- Intensity Corporation
- Morgan Stanley
- Deutsche Bank
- J.P. Morgan
- Potamus Trading
- Goldman Sachs
- Legendary Entertainment
- Wayfair
INSIDE COURSE 15

15  Management  Undergraduates: 2
15-1 Management  Undergraduates: 29
15-2 Business Analytics  Undergraduates: 48
15-3 Finance  Undergraduates: 49

DEPARTMENT FAVORITES

15.401 Managerial Finance
Introduction to finance from the perspective of businesspeople and finance professionals. Designed to build effective decision-making skills based on sound financial knowledge, focusing on areas such as day-to-day operational issues, launching a startup, or negotiating option bonuses. Provides a firm grounding in the modern financial analysis underlying any decision, through determining the value of a decision, deciding how to finance a project, and managing its risk.

15.276 Communicating with Data
Equips students with the strategies, tactics, and tools to use quantitative information to inform and persuade others. Emphasizes effective communication skills as the foundation of successful careers. Develops the skills to communicate quantitative information in a business context to drive people and organizations toward better decisions.

15.7611 Introduction to Operations Management
Imparts concepts, techniques, and tools to design, analyze, and improve core operational capabilities and apply them to a broad range of domains and industries. Emphasizes the effect of uncertainty in decision-making, as well as the interplay among high-level financial objectives, operational capabilities, and people and organizational issues.

COURSE 15-FRIENDLY LABS

Cryptoeconomics Lab  MIT Initiative on the Digital Economy (IDE)
Lab for Financial Engineering  Good Companies, Good Jobs Initiative

GET INVOLVED WITH COURSE 15

Consulting Club at MIT  Sloan Trading Taskforce
Global Startup Workshop  Smart Woman Securities
Informed Investment Club  StartLabs
Leadership Training Institute  Traders @ MIT
Sloan Business Club  Women Business Leaders
Minorities Business Association  MIT Consulting Group

UPOP is here to help you! Come talk to us in 1-123 or email us at upopstudentprogram@mit.edu