

Suffolk MBA Online Course Information

Registration:

Priority registration for both Spring and Summer 2010 begins on November 6, 2009. Please read the information below regarding when to register for online courses.

IMPORTANT DATES:

Spring 2010

New Student Orientation (NSO)

Access to the NSO session:

- December 14, 2009

Live Chat

- Date: January 14, 2010
- Time: 7:00-8:00PM
- Place: Online

Spring 2010 semester:

- Start date: January 19, 2010
- End date: April 29, 2010
- Final Exam week May 3—8

Summer 2010

New Student Orientation (NSO)

Access to the NSO session:

- April 13, 2010

Live Chat

- Date: May 13, 2010
- Time: 7:00-8:00PM
- Place: Online

Summer 2009:

- Start date: May 17, 2010
- End date: July 24, 2010 (10-week session)

New Courses for Spring 2010

Course Number: MGES 905

Course Name: Corporate Entrepreneurship

- Chat day: Monday
- Chat time: 8:30—10:00PM
- Instructor: George Moker

Course Number: MGES 906

Course Name: Global New Prod Innov & Vir Team

- Chat day: Tuesday
- Chat time: 8:30—10:00PM
- Instructor: Sushil Bhatia

Spring 2010



- November 6 to November 22— Only fully online students can register for Spring online courses (including Cape Cod/Dean)
- November 23rd— Spring online courses open to campus students (with the exception of MBA 600, 780, 800).

Summer 2010



- November 6 to November 22— Only fully online students can register for Spring online courses (including Cape Cod/Dean)
- November 23rd— Summer online courses open to campus students (with the exception of MBA 800 W1/W2).

The following courses are available online **ONLY** to fully Online MBA students. They are not available to campus students.

1. MBA 600W
2. MBA 780W*
3. MBA 800W*

(*Can be taken online with special permission from Assistant Dean, Lillian Hallberg)

How to register:

Registration for online courses is the same as registering for campus courses.

For information on how to register, log on to **OneSource** <http://www.suffolk.edu/offices/5768.html>. OneSource is the gateway to information about academic programs, registration, financial aid, as well as other services you may be using from time to time.

Closed course:

When a course reaches its cap (capacity), it will be closed for enrollments. We advise students to get on the waitlist for the closed course. Once a spot becomes available, the first student on the waitlist will be notified by the Registrar's automated system. Please be sure to have access to your Suffolk email account.

Do not contact faculty directly. Students **can not be added to a closed online course by a faculty member.** The Online Program adheres to the waitlist process in assisting students enroll in courses.

For more information on the waitlist process log on to OneSource at: <http://www.suffolk.edu/offices/5768.html#anchor5856>

For more information: Contact Ms. Ana Perez, Assistant Director, MBA Online Program at aperez@suffolk.edu.

New Courses: Spring 2010

Course Number: MGES 905
Course Name: Corporate Entrepreneurship
Chat day: Monday
Chat time: 8:30—10:00PM
Instructor: George Moker

Course Description

Corporate entrepreneurship refers to alternative approaches that existing firms use to innovatively generate new products, new services, new businesses and new business models. This course emphasizes the cultivation of each student's ability to evaluate innovations and business models for development in a corporate setting. It emphasizes various kinds of internal corporate ventures and multiple "external" collaborative approaches that include corporate venture capital investments, licensing and different types of alliances and formal joint ventures. Special emphasis will be placed on skills needed to promote and manage corporate entrepreneurship, including opportunity recognition, selling an idea, turning ideas into action, developing metrics for venture success and strategies for aligning corporate entrepreneurial projects with company strategies and growth opportunities and managing the conflicts that may arise between existing businesses and corporate entrepreneurial ventures. Students will also learn to identify the elements of an organization's culture, structure and reward and control systems that either inhibit or support the corporate entrepreneurship, and analyze how corporate entrepreneurial activities relate to a company's ability to drive innovation throughout the organization.

Prerequisite: No Pre-req 3 credits

Course Number: MGES 906
Course Name: Global New Product Innovation and Virtual Team
Chat day: Tuesday
Chat time: 8:30—10:00PM
Instructor: Sushil Bhatia

Course Description:

Corporations place high importance on innovation and new product development for competitiveness and profitability. Since many companies are operating in a global environment, there's a need to find ways to harness the talent of people at multiple locations. This course is designed to teach global innovation and new product development using "virtual team and connectivity" techniques involving multiple locations/countries, while equipping students with the necessary knowledge, expertise and capabilities towards this goal. This course may also be conducted with Suffolk Law School students.

Prerequisite: No Pre-req 3 credits

Access to online courses:

For information on how to gain access to your online courses, navigate to http://www.suffolk.edu/business/8457.html#Access_to_Courses > **Current Students** > **Access to courses**. You will see a link to a pdf file.



NOTE: online courses are made available to students on the first day of the start of the semester. On a case-by-case basis faculty will make the course available sooner. At the start of the semester ALL courses will open to students.

If you want information on syllabus and course expectations, please contact the faculty directly. Emails can be found on the **Chat Schedule**.

New Student Orientation (NSO):

If this is the first MBA Online course you are taking, you must register for **MBA 001 W1-NSO W1 First-Time Online Users** with the Registrar's Office. This is a 0-credit, 0-fee introductory course. To download the NSO agenda, navigate to www.suffolk.edu/mbaonline under **Current Students**, click on **New Student Orientation**.

The NSO is two-part.

I. The first part is access to the NSO session. You will have access to the NSO 1 month prior to the Live-Chat. Once you have access, please log on and get yourself familiarized with the Online Learning environment.

II. The second part is the LiveChat. You will have a chance to chat live with two online instructors. The LiveChat is scheduled, the Thursday prior to the semester start date.

Spring 2010

December 14, 2009— Access to the NSO session

January 14, 2010—Live Chat

Summer 2010

April 13, 2010— Access to the NSO session

May 13, 2010— Live Chat

Email:



Please be sure to access your Suffolk email address at www.suffolk.edu/email. MBA Online students **MUST** use their Suffolk email addresses for all courses and correspondence.

If you have any difficulties with email, please contact, IT Help Desk at helpdesk@suffolk.edu or via phone at 617.557.2000.

Phone lines are open from: 8:30 to 8:00PM

After 8:00PM you may leave a message with the answering service and your issue will be troubleshooted the next business day.

For MBA Online Students

MBA 600W

ALL MBA Online students that have not taken MBA 600W will be expected to enroll in MBA 600 for Spring 2010. (Including new admits for Fall 2009). MBA 600 is only offered in Spring and Fall semesters.

Global Travel Seminars:

All MBA Online students may register for Suffolk 3-credit one-week international travel seminars. **These are not online courses. Campus meetings are required.** Contact Michael Brown at mcbrown@suffolk.edu for more information.

Campus-based courses:

MBA Online Students may register for Suffolk MBA courses at our main campus in Boston, and at our off-site locations in Franklin, North Andover, and West Barnstable. For campus course schedule, navigate to www.suffolk.edu/mba

Advising:

All new full-time MBA Online students must have an advising appointment prior to registration.

It is highly recommended that new MBA Online part-time students also have an advising appointment.

Contact the Boston MBA Programs Office at 617.573.8306 to make an advising appointment with Christine Maher, Assistant Director, MBA Programs. She schedules telephone appointments.

Email:

New Admitted MBA Online Students: Suffolk University will activate your Suffolk email address approximately one week after classes begin. You will continue to receive information on your personal email account.

- For more information on Suffolk Email, log on to: <http://www.suffolk.edu/offices/email.html>

If you encounter difficulty with email or to verify your user ID and password, contact, IT Help Desk at:

Email: helpdesk@suffolk.edu

Phone: 617.557.2000

Phone lines are open from: 8:30 to 8:00PM

After 8:00PM you may leave a message with the answering service and your issue will be trouble-shooted the next business day.

Spring 2010 MBA Online Chat Schedule

Spring 2010	
Start Date:	January 19, 2010
End Date:	April 29, 2010
Spring Break:	March 14—March 21
Final Exam Week:	May 3—May 8

Required: Weekly 90 minute live chat for each course (see below)

New Student Orientation

MBA-001-W1 NSO First-Time Online Users Thursday, January 14, 2010 7:00-8:00PM Charles Atherton

Section	Title	Chat Day	Chat Time	Faculty	Email
Core and Required					
*MBA-600-W1	Effective Career Planning	Monday	06:50PM - 08:20PM	Detjen, J	jdettjen@suffolk.edu
MBA-610-W1	Organizational Behavior	Monday	08:30PM - 10:00PM	Detjen, J	jdettjen@suffolk.edu
*MBA-620-W1	Statistical Methods	Thursday	06:50PM - 08:20PM	Colazo, J	jcolazo@suffolk.edu
*MBA-625-W1	Operations Management	Thursday	06:50PM - 08:20PM	Colazo, J	jcolazo@suffolk.edu
MBA-630-W1	Economic Analysis for Managers	Monday	06:50PM - 08:20PM	Beliaeva, N	nbeliaev@suffolk.edu
MBA-640-W1	Corp Financial Reporting & Ctr	Tuesday	06:50PM - 08:20PM	Shaw, L	lshaw@suffolk.edu
MBA-650-W1	Value Based Financial Mgmt	Thursday	06:50PM - 08:20PM	Han, K	khans@suffolk.edu
MBA-660-W1	Mkting: Challenge of Mging Val	Wednesday	08:30PM - 10:00PM	Curran-Kelly, C	ckelly@suffolk.edu
MBA-670-W1	Info Mgt for Compet Advantage	Wednesday	06:50PM - 08:20PM	Kahn, B	bkahn@suffolk.edu
MBA-680-W1	Managing in Ethical & Lgl Evt	Tuesday	08:30PM - 10:00PM	Segal, L	lsegal@suffolk.edu
MBA-780-W1	Managing in Global Environment	Monday	06:50PM - 08:20PM	Delaunay, C	cdealuna@suffolk.edu
MBA-800-W1	Strategic Management	Wednesday	06:50PM - 08:20PM	Aylward, T	taylward@suffolk.edu

ACCT (Accounting)

ACCT-801-W1	Grad Financial Accounting I	Tuesday	06:50PM - 08:20PM	McEwen, R	rmcewen@suffolk.edu
ACCT-804-W1	Cost Info, Decision & Control	Wednesday	08:30PM - 10:00PM	Rahman, M	mrahman@suffolk.edu
ACCT-805-W1	Auditing and Assurance Svcs	Wednesday	06:50PM - 08:20PM	Fuerman, R	rfuerman@suffolk.edu
ACCT-824-W1	Corp Fin Reporting & Analy	Wednesday	08:30PM - 10:00PM	Cataldo, J	jcataldo@suffolk.edu
ACCT-825-W1	Corp Fin Planning & Control	Monday	06:50PM - 08:20PM	Pant, L	lpant@suffolk.edu
ACCT-865-W1	Technology & Fin Info Systems	Wednesday	06:50PM - 08:20PM	Shaw, L	lshaw@suffolk.edu
TAX-801-W1	Issues in Federal Taxation	Thursday	06:50PM - 08:20PM	Angelini, J	jangelin@suffolk.edu

FIN (Finance)

FIN-801-W1	Money & Capital Markets	Monday	08:30PM - 10:00PM	Atherton, C	catherto@suffolk.edu
FIN-810-W1	Investment Analysis	Monday	06:50PM - 08:20PM	Atherton, C	catherto@suffolk.edu
FNIB-825-W1	Multinational Fin Mgmt	Thursday	08:30PM - 10:00PM	Herbst, A	aherbst@suffolk.edu

ISOM

ISOM-815-W1	Database Management	Tuesday	06:50PM - 08:20PM	Kahn, B	bkahn@suffolk.edu
ISOM-824-W1	E-Commerce Web Design	Wednesday	06:50PM - 08:20PM	Frank, J	jfrank@suffolk.edu
ISOM-900-W1	Project Management	Thursday	06:50PM - 08:20PM	Gopinath, N	nalinige@hotmai.com

MGT (Management)

**MGES-905-W1	Corporate Entrepreneurship	Monday	08:30PM - 10:00PM	Moker, G	gmoker@suffolk.edu
**MGES-906-W1	Glob New Prod Innov & Vir Team	Tuesday	08:30PM - 10:00PM	Bhatia, S	sbhatia@suffolk.edu
MGOB-825-W1	Human Resource Management	Tuesday	08:30PM - 10:00PM	Silva, E	esilva@suffolk.edu
MGSM-832-W1	Venture Capital Finance	Wednesday	06:50PM - 08:20PM	Botha, P	pbotha@suffolk.edu
MGSM-833-W1	Corporate Innovation	Saturday	09:00AM - 10:30AM	DeFillippi, R	rdefilli@suffolk.edu
MGSM-834-W1	Mergers and Acquisitions	Saturday	09:00AM - 10:30AM	Ashour, A	aashour@suffolk.edu

MKT (Marketing)

MKT-820-W1	Sales Management	Tuesday	08:30PM - 10:00PM	Piche, G	gpiche@suffolk.edu
MKT-840-W1	One-To-One Marketing	Tuesday	06:50PM - 08:20PM	Ladik, D	dladik@suffolk.edu

**New Course for Fall 2009—see course description on page #2

*MBA 600W

Meeting dates: January 25, February 1, February 8, February 22

*MBA 620W

Start Date: January 21, 2010

End Date: March 4, 2010

*MBA 625W

Start Date: **March 11, 2010**

End Date: **April 29, 2010**

Summer 2010 MBA Online Chat Schedule

Summer 2010	
Start Date:	May 17, 2010
End Date:	July 24, 2010
Note: MBA Online has only one 10-week session	

Required: Weekly 90 minute live chat for each course (see below)

New Student Orientation

*MBA-001-W1 NSO First-Time Online Users Thursday, May 13, 2010 7:00-8:00PM Charles Atherton

Section	Title	Chat Day	Chat Time	Faculty	Email
Core and Required					
MBA-610-W1	Organizational Behavior	Monday	08:30 - 10:00PM	Detjen, J	idgetjen@suffolk.edu
MBA-630-W1	Economic Analysis for Managers	Tuesday	06:50 - 08:20PM	Beliaeva, N	nbeliaev@suffolk.edu
MBA-640-W1	Corp Financial Reporting & Ctr	Monday	08:30 - 10:00PM	Shaw, L	lshaw@suffolk.edu
MBA-650-W1	Value Based Financial Mgmt	Thursday	08:30 - 10:00PM	Han, K	khan@suffolk.edu
MBA-660-W1	Mkting: Challenge of Mging Val	Wednesday	08:30 - 10:00PM	Curran-Kelly, C	ckelly@suffolk.edu
MBA-680-W1	Managing in Ethical & Lgl Env't	Wednesday	08:30 - 10:00PM	McCoy, J	jmccoy@suffolk.edu
MBA-800-W1	Strategic Management	Wednesday	06:50 - 08:20PM	Aylward, T	taylward@suffolk.edu
MBA-800-W2	Strategic Management	Wednesday	08:30 - 10:00PM	Aylward, T	taylward@suffolk.edu

ACCT (Accounting)

ACCT-804-W1	Cost Info, Decision & Control	Monday	08:30 - 10:00PM	Rahman, M	mrahman@suffolk.edu
ACCT-825-W1	Corp Fin Planning & Control	Tuesday	06:50 - 08:20PM	Pant, L	lpant@suffolk.edu
ACCT-865-W1	Technology & Fin Info Systems	Monday	06:50 - 08:20PM	Shaw, L	lshaw@suffolk.edu
TAX-801-W1	Issues in Federal Taxation	Wednesday	06:50 - 08:20PM	Angelini, J	jangelin@suffolk.edu

FIN (Finance)

FIN-801-W1	Money & Capital Markets	Monday	08:30 - 10:00PM	Atherton, C	catherto@suffolk.edu
FIN-810-W1	Investment Analysis	Monday	06:50 - 08:20PM	Atherton, C	catherto@suffolk.edu
FIN-814-W1	Options and Futures	Thursday	08:30 - 10:00PM	McLaughlin, R	rmclaugh@suffolk.edu
FNIB-825-W1	Multinational Fin Mgmt	Wednesday	08:30 - 10:00PM	Herbst, A	aherbst@suffolk.edu

ISOM

ISOM-825-W1	Business Data Communications	Thursday	06:50 - 08:20PM	Ziad, M	mziad@suffolk.edu
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MGT (Management)

OB/ENT (organizational Behavior/ Entrepreneurship)

MGOB-825-W1	Human Resource Management	Tuesday	06:50 - 08:20PM	Silva, E	esilva@suffolk.edu
MGOB-900-W1	Redesigning Middle Management	Tuesday	08:30 - 10:00PM	Reynolds, B	breybold@suffolk.edu
MGES-901-W1	Business Start-Ups	Monday	08:30 - 10:00PM	Moker, G	gmoker@suffolk.edu

MKT (Marketing)

MKIB-817-W1	International Marketing	Tuesday	08:30 - 10:00PM	Curran-Kelly, C	ckelly@suffolk.edu
MKT-814-W1	Strategic Marketing	Thursday	06:50 - 08:20PM	Ladik, D	dladik@suffolk.edu