## General Management and Consulting Elective Course Map

**Career Management Center General Management and Consulting One-Pager**

### Foundational Electives

- Driving Strategic Impact: Mastering Strategy Consulting Skills
- NYC Immersion Seminar: The Management Consulting Industry

### General Management / Communication Electives

- Top Management Process
- Managerial Negotiations
- Organizational Change
- Power and Influence in Organizations
- The Leader’s Voice: Communication Skills for Leading Organizations
- Turnaround Management
- Service Operations Management
- Supply Chain Management
- Managerial Decision Making
- Digital Literacy for Decision Makers
- Multidisciplinary approaches to human decision making

### Strategy Electives

- Behavioral Economics & Decision Making
- Corporate Strategy
- Napoleon’s glance
- Developing and Executing the Market Strategy
- Integrated Marketing Strategy
- Digital Marketing: Strategy & Tactics
- Strategic Consumer Insights
- Marketing Workshop
- Operations Strategy
- Technology Strategy
- Economics of Organizational Strategy
- Defining and Developing Winning Strategic Capabilities

### Analytics Electives

- Capital Markets
- Applied Regression Analysis
- Financial Planning & Analysis
- Game Theory and Business
- Advanced Business Analytics
- Fundamental Analysis for Investors, Managers and Entrepreneurs
- Quantitative Finance: Models and Computation
- Marketing Research
- Quantitative Pricing & Revenue Analytics

### Industry specific Electives

- Immersion Seminar: Creative Destruction in the Financial Services Industry
- Immersion Seminar: Luxury Brands
- NYC Immersion Seminar: Big Data
- Project Finance
- Advanced Corporate Finance
- Debt Markets
- Social Entrepreneurship: A Global Perspective / For the 21st Century
- High Performing Nonprofits
- Media Platforms and Content
- Media and Entertainment: Strategy Consulting Projects
- Real Estate Finance
- Real Estate Transactions
- The US Healthcare Industry
- Strategy and Competition in Pharmaceuticals and Biotechnology

The courses included in this Course Map are representative examples of these functional and industry areas. For a full list of courses, please refer to [BOSS’ Elective Selection Guidance](#) page.