

## Katz Certificates

All full-time students in the one-year and two-year programs are required to declare a certificate in expectation of completing it prior to graduation at Katz. Part-time students and joint/dual degree students are not required to declare a certificate, but may pursue one if interested. You can distinguish yourself with a Katz certificate that gives you additional hands-on experience in a core business area. Certificates provide experience-based learning opportunities and illustrate the importance of collaboration across business areas.

Certificates will be awarded to Katz students when all of the following criteria have been satisfied:

- 10.5 credits, chosen from the approved list of courses
- Grades of 'B' or better for each certificate course
- A minimum 'B+' average (3.250 QPA) across all certificate courses

## Global Supply Chain Management

Faculty advisor: James Kimpel ([jfkimpel@katz.pitt.edu](mailto:jfkimpel@katz.pitt.edu))

Course	Credits	Term likely to be offered
*BMIS 2074-Strategic Information Technology in Global Supply Chains	1.5	Fall
*BQOM 2700/BOAH 2700-Project Course in Supply Chain Management	1.5	Spring
*BQOM 2534-Strategic Procurement and Sourcing Management	1.5	Spring
*BQOM 2533-Global Supply Chain Management	3.0	Fall/Spring
BACC/BQOM 2549-Strategic Cost Analysis	1.5	Fall/Spring
BIND 2526-Business Process Redesign	1.5	Spring
BMIS 2591-E-Business Strategy	1.5	variable
BOAH 2527-Cross Cultural Management	1.5	Spring
BMKT 2533-Business-to-Business Marketing	1.5	Fall/Spring
BQOM 2039-Six Sigma: Theory, Practice and Certification	3.0	Fall/Spring
BSEO 2511-Management of Strategic Alliances 1	1.5	Spring
BOAH 2532-Negotiations, Teamwork, and Change	1.5	Fall/Spring/Summer

## Technology, Innovation, and Entrepreneurship

Faculty advisors: Rabi Chatterjee ([rabikar@katz.pitt.edu](mailto:rabikar@katz.pitt.edu)) and Sue Cohen ([suecohen@katz.pitt.edu](mailto:suecohen@katz.pitt.edu))

Course	Credits	Term likely to be offered
BSPP 2111-Commercializing New Technologies	3.0	Fall
BMKT 2526-Product Development and Management	3.0	Spring
BSEO 2531-Entrepreneurship & New Venture Initiation	3.0	Fall/Spring
BMIS 2679-Technology Innovation, Adoption, & Diffusion	3.0	Spring
BSEO 2500-Commercializing University Technologies	3.0	Spring
BSEO 2525-Competitive Intelligence	1.5	Spring
BSEO 2511-Management of Strategic Alliances 1	1.5	Spring
BQOM 2904-Creativity and Problem Solving <u>or</u>	1.5	Spring
BQOM 2521-Decision Making in Complex Environment	1.5	Fall/Spring/Summer
BIOENG 2150-Medical Product Ideation <u>or</u>	3.0	Fall
BIOENG 2151-Medical Product Development	3.0	Spring

## Project Management

Faculty advisor: Bill Hefley ([wehefley@katz.pitt.edu](mailto:wehefley@katz.pitt.edu))

Course	Credits	Term likely to be offered
*BMIS 2551-Project Management Concepts and Processes	3.0	Spring
*BQOM 2546-Project Management Fundamentals and Analytics	1.5	Spring
*Choice of (1.5 credits minimum and faculty approval to ensure a project management component is involved):		
BMIS 2056-Management Information Systems Practicum	3.0	Fall
BQOM 2039-Six Sigma: Theory, Practice and Certification	3.0	Fall/Spring
BIND 2024-Consulting Field Project	3.0	Fall/Spring
BOAH 2551-Organizational Leadership Project Course	1.5	variable
BACC 2528-Managerial Accounting	1.5	Spring
BOAH 2537-Conflict Resolution in the Workplace	1.5	Fall
BACC/BQOM 2549-Strategic Cost Analysis	1.5	Spring
BQOM 2534-Strategic Procurement and Sourcing Management	1.5	Spring
BQOM 2521-Decision Making in a Complex Environment	1.5	Fall/Spring
BOAH 2421-Human Resources for Competitive Advantage	1.5	Spring
BQOM 2537-Forecasting	1.5	Fall/Spring
BOAH 2532-Negotiations, Teamwork, and Change	1.5	Fall/Spring/ Summer

## Digital Marketing

Faculty advisor: Andrew Stephen ([astephen@katz.pitt.edu](mailto:astephen@katz.pitt.edu))

Course	Credits	Term likely to be offered
*BMKT 2515-Marketing and Social Media Strategy	3.0	Spring
*BMKT 2551-Digital and Social Media Analytics	1.5	Spring
*BMKT 2544-Shopper Marketing	3.0	Spring
BMIS 2679-Electronic Commerce	3.0	Fall
BQOM 2578-Data Mining	3.0	Fall

## Corporate Valuation

Faculty advisor: Dave Denis ([djdenis@katz.pitt.edu](mailto:djdenis@katz.pitt.edu))

Course	Credits	Term likely to be offered
*BFIN 2030-Valuation 1	1.5	Spring
*BFIN 2130-Valuation 2	1.5	Spring
*BFIN 2700-Project Course in Finance	1.5	variable
*BACC 2510-Intermediate Financial Reporting & Analysis 1	1.5	Spring
*BACC 2511-Intermediate Financial Reporting & Analysis 2	1.5	Spring
BFIN 2036-Corporate Finance	3.0	Spring
BFIN 2031-Creating Value Through Restructuring	1.5	Fall
BFIN 2042-Acquisitions of Privately Held Companies	1.5	Spring
BFIN 2145-Financial Modeling	3.0	Fall

## Corporate Financial Management

Faculty advisor: Dave Denis ([djdenis@katz.pitt.edu](mailto:djdenis@katz.pitt.edu))

Course	Credits	Term likely to be offered
*BFIN 2036-Corporate Finance	3.0	Spring
*BFIN 2015-Short Term Financing	1.5	Spring/Summer
*BFIN 2700-Project Course in Finance	1.5	variable
*BACC 2510-Intermediate Financial Reporting & Analysis 1	1.5	Spring
BFIN 2048-Applied Corporate Finance	1.5	Spring
BFIN 2031-Creating Value Through Restructuring	1.5	Fall
BFIN 2042-Acquisitions of Privately Held Companies	1.5	Spring
BFIN 2145-Financial Modeling	3.0	Fall
BFIN 2030-Valuation 1	1.5	Spring
BFIN 2043-International Financial Management	3.0	Fall/Spring

## Investments and Trading

Faculty advisor: Dave Denis ([djdenis@katz.pitt.edu](mailto:djdenis@katz.pitt.edu))

Course	Credits	Term likely to be offered
*BFIN 2039-Investment Management and Capital Markets	3.0	Fall/Spring
*BFIN 2068-Markets and Trading	1.5	Spring
*BFIN 2069-Fixed Income Securities	1.5	Spring
*BQOM 2537-Forecasting	1.5	Fall/Spring
BFIN 2555-Portfolio Practicum	3.0	Fall/Spring
BFIN 2043-International Financial Management	3.0	Fall/Spring
BFIN 2145-Financial Modeling	3.0	Fall
BFIN 2051-Introduction to Derivatives	1.5	Spring
BFIN 2056-Derivatives: Applications to Valuation	1.5	Spring

# Global Management

Faculty advisor: Jo Olson ([jolson@katz.pitt.edu](mailto:jolson@katz.pitt.edu))

Course	Credits	Term likely to be offered
*Choice of (3.0 credits minimum unless you can demonstrate this material has been covered in prior courses):		
BECN 2509-Global Macroeconomics 1	1.5	Fall/Spring
BECN 2510-Global Macroeconomics 2	1.5	Fall/Spring
BECN 2019-Economics for International Business	3.0	Fall/Spring
BOAH 2527-Cross-Cultural Management	1.5	Spring
*Choice of (3.0 credits minimum):		
BIND 270X-Global Research Practicum	3.0	Spring
BIND 2024-Consulting Field Project (international travel required)	3.0	Fall/Spring
BIND 2031-Global Business Project	3.0	Fall/Spring
BIND 2000-Business & Engineering Collaborations	3.0	variable
A short-term study abroad component with an experiential component will also be considered with faculty approval	3.0	variable
BACC 2253-International Accounting	3.0	Fall
BACC 2466-Risk Management and Compliance Issues	1.5	Fall/Spring
BFIN 2043-International Financial Management	3.0	Fall/Spring
BMKT 2033-International Marketing	1.5	Spring
BOAH 2456-Managing Offshore Outsourcing	1.5	Spring
BQOM 2533-Global Supply Chain Management	3.0	Fall/Spring
BQOM 2534-Strategic Procurement and Sourcing Management	1.5	Spring
BIND 2554-Entering Foreign Markets	1.5	Summer
BSEO 2506-Competing in Emerging Economics	1.5	variable
BSEO 2511-Management of Strategic Alliances 1	1.5	Spring
BIND 2XXX-India Today, Brazil Today, China Today, or Russia Today	1.0	variable

# Organizational Leadership

Faculty advisor: Audrey Murrell ([amurrell@katz.pitt.edu](mailto:amurrell@katz.pitt.edu))

Course	Credits	Term likely to be offered
*Choice of (3.0 credits minimum):		
BOAH 2551-Project Course in Organizational Leadership 1	1.5	Spring
BOAH 2552-Project Course in Organizational Leadership 2	1.5	Spring
BIND 2024-Consulting Field Project (requires prior faculty approval with documentation of a significant leadership role in the project)	3.0	Fall/Spring
BSEO 2012-Social Entrepreneurship	1.5	Spring
BIND 2203-Organizational Transformation	1.5	variable
BSEO 2538-Strategic Leadership	1.5	variable
BOAH 2527-Cross-Cultural Management	1.5	Spring
BSEO 2511-Management of Strategic Alliances 1	1.5	Spring
BSEO 2401-Business Ethics and Social Performance	1.5	Fall/Spring
BSEO 2033-Managing the Natural Environment	1.5	Summer
BOAH 2532-Negotiations, Teamwork, and Change	1.5	Fall/Spring/ Summer
BSEO 2525-Competitive Intelligence	1.5	Spring
BOAH 2537-Conflict Resolution in the Workplace	1.5	variable

## Frequently Asked Questions about the Organizational Leadership certificate

**Question:** *What is the purpose of the Organizational Leadership Certificate?*

**Answer:** This certificate is to provide you with understanding and experience into the complexity of leadership within dynamic and global organizations.

**Question:** *Who is eligible to receive the Organizational Leadership certificate?*

**Answer:** All full-time and evening MBA students currently enrolled at Katz are eligible.

**Question:** *Do you need to apply in order to pursue the certificate?*

**Answer:** There is no application process. Only completion of all requirements before graduation is necessary to receive the certificate.

**Question:** *What are the requirements?*

**Answer:** The certificate requires you to complete a total of 10.5 credits with 3.0 devoted to a project or experiential learning activity focused on leadership and the other 7.5 credits taken from a list of approved courses.

**Question:** *How I can get the experiential learning credits?*

**Answer:** There are three options. You can take with instructor's permission of one of the project courses offered throughout the year that are scheduled based on project availability. Another option is to apply for and be accepted into either the Woodcock Fellows program or the BNY Mellon Fellows program, both open to all full-time or evening MBA students. Third you may submit a request for a consulting field project to count towards this requirement given that either the project or your specific role within the project demonstrates a significant leadership component.

**Question:** *When are the courses offered for the certificate?*

**Answer:** The scheduling of courses may vary each term, so please consult your academic advisor or the MBA program office for the most recent schedule.

**Question:** *Who should I talk with if I am interested in the organizational leadership certificate?*

**Answer:** The first step would be to discuss with your academic advisor to insure there is a good fit with the leadership certificate and your overall career goals. After consulting with your advisor, contact the faculty certificate coordinator for more additional information.

**Question:** *Where can I learn more about the Woodcock and BNY Mellon CSR fellowship programs?*

**Answer:** Consult the Berg Center's website (under the "academic programs" tab) for more information, view deadlines and to submit an online application. <http://www.business.pitt.edu/berg/>

**Question:** *How can I find out more about the consulting field projects?*

**Answer:** Consult the MBA program website under "academics" for information on the consulting field projects. <http://www.business.pitt.edu/katz/mba/academics/courses/consulting-project.php>

**Question:** *How can I find out more information including a list of the approved certificate courses?*

**Answer:** Consult the MBA program website under "academics" for more information on the leadership certificate requirements and information about other certificate options that are available.

<http://www.business.pitt.edu/katz/mba/academics/certificates/organizational-leadership.php>