# The Yale SOM Curriculum

## **Orientation to** Management Investor Sourcing and Innovator Managing Negotiations Funds State and Competitor Society **Organizational Perspectives** Customer **Employee** The Global Operations 1acroeconom Engine International **Experience** Integrated

The Integrated MBA Core Curriculum

The core curriculum is built around the perspectives a manager must understand to lead an organization to success. This multidisciplinary approach makes the learning experience readily applicable to the real world.

### **Orientation to Management**

A group of courses that develop fundamental concepts so that Yale MBAs understand markets and have the critical skills to frame problems and make decisions.

## **Organizational Perspectives**

The heart of the first year; courses structured around the constituencies a manager must engage, manage, and lead.

#### **International Experience**

Faculty-led trips to connect with business and civic leaders, often including Yale alumni, to assess the business, economic, and social conditions in a particular country or region. The trips are closely tied to the Perspectives courses.

### **Integrated Leadership Perspective**

A seven-week course synthesizing the lessons of the core through complex case studies.

## Raw Cases

Yale SOM has pioneered online raw cases, which capture real-world decision-making scenarios. See examples at mba.yale.edu/cases.

## Deep Insights

Leadership

Perspective

In core classes, multifaceted problems are analyzed with the goal of developing deep insights, not to force quick consensus. Many classes are team taught by professors from different disciplines.

# **Electives**

Develop Advanced Skills and Extend Your Reach

Students pursue specialized study, choosing from courses at Yale SOM and throughout Yale University.

Advanced Yale SOM Electives

Integrated Electives

Integrated Electives

Unique Yale SOM courses that combine multiple disciplines to address contemporary business issues.

**Advanced Yale SOM Electives** 

Courses in accounting,

management, leadership

marketing, and strategy.

economics, finance, general

and organizational behavior,

#### **Yale University Electives**

Without restriction on the number of such courses taken, MBAs take electives offered by eminent schools and departments of Yale University.

## Leadership Development Program

Yale University

**Electives** 

In parallel with the academic curriculum, students participate in the Leadership Development Program, a two-year, comprehensive program that pushes them to set and achieve ambitious goals for their own advancement as leaders. Practical experience, coursework, and coaching develop Yale MBAs' skills on the individual, team, organizational, and global levels.

