Ordinarily, the Andover Newton diploma candidates take 4.5 credits in management, with at least 1.5 coming from the Yale School of Management (SOM) rather than YDS. The following list is a sampling of courses that are available this year and have been recommended in recent years by both the Andover Newton and the SOM deans:

1. MGT 502 S: Foundations of Accounting and Valuation (3 credits by YDS standards, 4 by SOM’s)
2. MGT 505 F: Introduction to Marketing (3 credits)
3. MGT 527 F: Strategic Management of Nonprofit Organizations (3 credits)
4. MGT 538 F1: Mastering Influence and Persuasion (1.5 credits by YDS standards, 2 by SOM’s)*
5. MGT 531 S: Interpersonal Dynamics (3 credits)*
6. MGT 536 F: Urban Poverty and Economic Development (3 credits)
7. MGT 537 S1: Inequality and Social Mobility (1.5 credits)
8. MGT 581 S2: Education Policy (1.5 credits)
9. MGT 612 S: Social Entrepreneurship Lab (3 credits)
10. MGT 621 S1: Managing Social Enterprises (1.5 credits)
11. MGT 631 F2: Innovation and Entrepreneurship in Public Health (1.5 credits)
12. MGT 645 F: Startup Founder Studies (3 credits)
13. MGT 665 F: Principles of Entrepreneurship (3 credits)
14. MGT 674 S2: Leading Small and Medium Enterprises (1.5 credits)
15. MGT 801 S1: Introduction to Not-for-Profit Accounting (1.5 credits)
16. MGT 832 S2: Leadership Lab (1.5 credits)
17. MGT 887 F2: Negotiations (1.5 credits)
18. MGT 893 S2: Nonmarket Strategy (1.5 credits)
19. MGT 850 F1: The Science of Experiences and Wellbeing (1.5 credits)

“F” means fall. “S” means spring. “1” and “2” indicate in which half of the semester, first or second, the course takes place if it is a 1.5 credit course. Cross-registration instructions are available in the Andover Newton Diploma Program Handbook.

*These courses tend to become full but have multiple sections; in other words, have a backup plan.