2026 CATALOG

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Quantic School of Business & Technology

VALAR INSTITUTE

QUANTIC SCHOOL OF BUSINESS AND TECHNOLOGY CATALOG

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Web Address: https://quantic.edu
Board of Directors: Tom Adams, Bill Fisher, Brad Powell, Brian Helman

Quantic School of Business and Technology is approved to operate in the District of Columbia by the Higher Education Licensure Commission, and Valar Institute is a division of Quantic School of Business and Technology. Quantic is accredited by the Distance Education Accrediting Commission (DEAC), listed by the U.S. Department of Education as a recognized accrediting agency. Valar Institute is recognized by DEAC as a division of Quantic.

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I. General Information

Mission Statement

The mission of Quantic School of Business and Technology is to offer the most innovative, highest-quality, online education programs that are directly connected to positive career outcomes in business and technology.

Institutional Goals

The goals and objectives of Quantic School of Business and Technology are as follows:

- Teach effectively. Too many education products do not live up to their promises. Quantic uses pedagogical insights into the learning process to design program offerings that impart information and know-how quickly and ensure students remember what they have learned.
- Improve access to education. We believe education should not be a privilege for the few, but rather should be a right for everyone.
- Deliver education anywhere. We do not want education to be tied to being able to physically access the classroom. We harness the power of an entire world connected via mobile devices and the internet and offer our classes to dedicated learners anywhere.
- Develop a valuable professional network. Through a rigorous admissions process and employer vetting, we are creating the basis for a valuable, exclusive network of alumni and corporate partners.

Our degree programs use the same Quantic education platform, meeting our goals of teaching effectively and delivering education anywhere.

Quantic School of Business and Technology's purpose emphasizes instruction for credit toward a degree. Quantic School of Business and Technology does not currently engage in activities organized to produce research outcomes or provide public services.

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Quantic School of Business and Technology's proposed program offerings are consistent with the institution's purpose and support the mission and philosophy of the institution.

History and Development

2013	Pedago, LLC was founded in 2013 by Alexie Harper, Ori Ratner, and Tom Adams with a mission to change how we all learn.
2014	Pedago, LLC created Smartly, inspired by a desire to bring Active Learning practices to the educational technology sector that's dominated today by passive learning approaches.
2016	Smartly launched its Master of Business Administration (MBA) degree program and accepted its first cohort of MBA students.
2017	Smartly accepted its first cohort to the Executive MBA degree program.
2018	Smartly became "Smartly Institute."
2020	Smartly Institute was renamed "Quantic School of Business and Technology" (QSBT).
2020	In February 2020, the Distance Education Accrediting Commission (DEAC) granted accreditation to QSBT following a comprehensive review of its quality curricula and operational practices.
2020	In June 2020, QSBT became a member of the State Authorization Reciprocity Agreement (SARA) which allows the institution to deliver programs to residents of all member states.
2022	Quantic added Valar Institute as a division focusing on leadership and management.
2024	Quantic accepted the first cohorts into its Master of Science in Business Analytics and Master of Science in Software Engineering degree programs.
2026	Quantic accepted the first cohorts into its Master of Science in AI Engineering degree program.

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Program Listing and Credential Conferred

Program	Credential Conferred
Master of Business Administration	Master's Degree
Executive Master of Business Administration	Master's Degree
Master of Science in AI Engineering	Master's Degree
Master of Science in Business Analytics	Master's Degree
Master of Science in Software Engineering	Master's Degree
Executive Master of Business Administration in Strategic Leadership (Valar Institute)	Master's Degree
Master of Business Administration in Leadership & Management (Valar Institute)	Master's Degree

Services

Instruction: Quantic School of Business and Technology offers instruction to degree candidates. All Quantic School of Business and Technology offerings are 100% online, distance education programs. Students access course content through the Quantic School of Business and Technology website or mobile application. Courses are delivered asynchronously: there is no live instructor; instead, students progress through the content at a pace dictated by their cohort schedule.

Networking: Quantic School of Business and Technology regularly organizes student meetups where degree students are encouraged to meet both in person and virtually. In-person meetups are held in cities throughout the world where there are high concentrations of Quantic School of Business and Technology students. Virtual meetups and networking sessions are held via video conferencing calls. Quantic

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students are offered the opportunity to attend Weekend Conferences, held, on average, three times a year around the world. These events are networking opportunities for students where they assess case studies, meet other Quantic students, and have the opportunity to discuss the program with Quantic School of Business and Technology staff. Students are also offered the opportunity to attend an annual Virtual Summit, during which they can hear from industry experts in keynote speeches on a diverse array of topics.

Distance Education

Quantic School of Business and Technology degree programs are delivered online. No instruction is provided at Quantic School of Business and Technology's headquarters or at any other physical location.

Hours of Operation

Quantic School of Business and Technology coursework is available to students 24-hours a day, seven days a week via the Quantic website or mobile application.

Quantic School of Business and Technology support staff and instructional team members keep the following hours of operation:

Monday—Friday: 09:00 AM-5:00 PM ET
Saturday–Sunday: Closed

Academic Calendar

New cohorts of students are typically enrolled every 6 weeks, with exceptions made during the winter holiday season. Master's degree cohorts are given a two-week break during the winter holiday season. The exact dates of this break differ for each cohort, as do graduation and enrollment dates.

Since Quantic School of Business and Technology programs are flexibly paced, no school-wide holidays are observed. Course content is available to students 24 hours a day, seven days a week for the duration of the program.

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Recognition

Quantic School of Business and Technology was first licensed to operate by the District of Columbia Higher Education Licensure Commission on July 7, 2016. Quantic School of Business and Technology successfully renewed this license on July 6, 2017, July 12, 2018, July 15, 2019, July 9, 2020, and August 5, 2021. On February 24, 2020, the Distance Education Accrediting Commission (DEAC) granted accreditation to Quantic School of Business and Technology following a comprehensive review of its quality curricula and operational practices. On May 14, 2020, Quantic School of Business and Technology became a member of the State Authorization Reciprocity Agreement (SARA) which allows the institution to deliver programs to residents of all member states. Quantic School of Business and Technology is licensed by the Bureau for Private Postsecondary Education (BPPE) to operate in California. On December 17, 2021 DEAC approved Valar Institute as a division of Quantic School of Business and Technology.

II. Admissions and Entrance Requirements

Admissions Policies and Entrance Requirements

Admissions Policies

Quantic School of Business and Technology is committed to implementing a policy that admits a diverse, academically qualified student body that is passionate about participating in a dynamic learning environment. As the institution evaluates applications, it admits students who excel within the context of the highly competitive applicant pool. It is proud of the students who enroll. Although every applicant cannot be admitted, it publishes admissions requirements and fairly selects applicants to enroll in the degree programs it offers.

The MBA, MBA in Leadership & Management, Master of Science in AI Engineering, Master of Science in Business Analytics, and Master of Science in Software Engineering program curricula are designed to serve early- to mid-career students. The Executive MBA and EMBA in Strategic Leadership are for experienced professionals in the later stages of their careers, often having extensive management/executive experience. The institution also accepts students from non-traditional business backgrounds such as entrepreneurs, doctors, academics, and lawyers.

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Quantic School of Business and Technology was founded on the promise of leveraging pedagogical and technological innovation with the power of professional networks to deliver best-in-class learning experiences and career outcomes for students. For this reason, the admissions process is a key component in fostering a healthy academic community and valuable alumni network.

1. **Quality of Previously Attended Institutions**
   1.1. Applicants must have earned at least a four-year U.S. bachelor's degree or its international equivalent, from an appropriately accredited institution.
   1.2. When evaluating the academic preparedness of the applicants, the institution considers other markers of rigor. For example, it considers the academic rankings and admittance rate of the institutions a student has previously attended as well as the student's professional experience.
2. **Completion of Non-Degree Academic Programs**
   2.1. Applicants are asked to list any non-degree programs that they have completed, such as online certificates or in-person classes that could further demonstrate their passion and interest for topics in business, technology, and other career-oriented fields, as well as their general appetite for education and self-improvement.
3. **Standardized Test Scores**
   3.1. Students may opt to list the scores they received on standardized tests like the GRE and GMAT. These test scores are not required and are used in the application process only if they enhance an application.
4. **Essays / Writing samples**
   4.1. Applicants are asked to provide short essay responses to several questions.
   4.2. Writing and communicating with classmates is an important part of the MBA and Executive MBA programs. Additionally, Quantic School of Business and Technology reviews this section of the application, apart from writing skill, to learn more about the passion, intellect, and drive of each applicant. If a writing sample shows exceptional writing skill or weakness, the institution may give weight to it.
5. **Experience and Habit of Leadership**
   5.1. Quantic School of Business and Technology appreciates leadership on any scale. Individuals may demonstrate leadership in many contexts such as their college extracurricular activities, community commitments, academic or

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business achievements, or personal, non-career-related accomplishments. For example, they may demonstrate it by managing college or city clubs, leading work teams, creating businesses, or spearheading projects at work. The institution looks for such evidence of an applicant's leadership potential.

6. **Interview with Admissions Counselor**
   6.1. Quantic School of Business and Technology interviews applicants as part of the admissions process to get to know them beyond courses, numbers, and awards. During these interviews, the institution allows students to ask questions so that they may better understand program requirements, program expectations, and other program details.
7. **Acceptance to a Prior Cohort**
   7.1. When a student is unable to start or continue enrollment after accepting admission to a program, Quantic School of Business and Technology's deferral policy allows the student to defer two times to a subsequent cohort before it asks the student to reapply.
   7.2. If circumstances beyond an applicant's control prevented enrollment after being admitted into the program, or if a student was unable to complete the program after two deferrals, applicants have the right to reapply.

Entrance Requirements:

Applicants to the Quantic and Valar degree programs at the Master's level must have earned at least a four-year U.S. bachelor's degree or its international equivalent, from an appropriately accredited institution.

English Language Requirements

Prospective Master degree students whose native language is not English and who have not earned a degree from an accredited institution where English is the principal language of instruction can also demonstrate proficiency in English through one of the following for admission:

- A transcript indicating completion of at least 30 semester credit hours with an average grade of "B" or higher at an institution accredited by an agency recognized by the United States Secretary of Education and/or the Council for Higher Education Accreditation (CHEA) or accepted foreign equivalent that is listed in the International Handbook of Universities where the language of instruction was English.

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- Duolingo English Test: 100 or greater
- Test of English as a Foreign Language (TOEFL PBT): 60 or greater
- Internet Based Test (TOEFL iBT): 71 or greater
- International English Language Test (IELTS Academic): 6.5
- Pearson Test of English (PTE) Academic Score Report: 50
- ACT COMPASS: Level 3
- A minimum grade of Pre-1 on the Eiken English Proficiency Exam
- A minimum B-2 English proficiency level identified within the Common European Framework of Reference (CEFR) standards and assessed through various ESOL examinations, including the University of Cambridge

All English language assessments must be taken within two years of your projected enrollment date. Documentation satisfying the English Language Proficiency Requirement must be submitted by the Enrollment Documents Deadline (four weeks prior to the cohort starting). If accepted prior to submission of these documents, full acceptance is contingent upon the submission and approval of this documentation.

Authorization, License, Accreditation, and Membership

Quantic School of Business and Technology is approved to operate in the District of Columbia by the Higher Education Licensure Commission. Quantic is accredited by the Distance Education Accrediting Commission (DEAC), listed by the U.S. Department of Education as a recognized accrediting agency. Quantic is a member of the American Council on Education (ACE).

Quantic School of Business and Technology is currently authorized or exempt from authorization, and accepting new applications to its programs from the following states/territories:

- Alabama
- Alaska
- American Samoa
- Arkansas
- Arizona
- California
- Colorado
- Connecticut
- Delaware
- District of Columbia
- Florida
- Georgia
- Guam
- Hawaii
- Idaho
- Illinois

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- Indiana
- Iowa
- Kansas
- Kentucky
- Louisiana
- Maine
- Maryland
- Massachusetts
- Michigan
- Minnesota
- Mississippi
- Missouri
- Montana
- Nebraska
- Nevada
- New Hampshire
- New Jersey
- New Mexico
- New York
- North Carolina
- North Dakota
- N. Marianas Islands
- Ohio
- Oklahoma
- Oregon
- Pennsylvania
- Puerto Rico
- Rhode Island
- South Carolina
- South Dakota
- Tennessee
- Texas
- Utah
- Vermont
- Virginia
- Virgin Islands
- Washington
- West Virginia
- Wisconsin
- Wyoming

As well as from applicants outside the United States.

Application Deadlines

Applications are submitted and reviewed on a rolling basis.

How Students are Accepted and Informed of Acceptance

Students are accepted during a meeting of the Admissions Committee. The Committee assesses a pool of applicants curated by the admissions staff and then decides which of the applicants will be accepted into the program being selected for. The student's Quantic School of Business and Technology profile is then edited to reflect this acceptance, triggering an email that informs the student of their acceptance and the next steps they need to take to confirm their enrollment.

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Conditions of Full Acceptance

These are the conditions of full acceptance and the deadlines to meet those conditions:

- Students must verify their identity with IDology using a government-issued photo ID.
- Students must complete the registration process, which includes making an initial payment and enrolling in a tuition payment plan. The registration deadline is different for each cohort.
- Students are required to sign their Enrollment Agreement and submit unofficial transcripts, along with any required English Language Proficiency Requirements, by the Enrollment Documents Deadline.
- Students must submit official transcripts prior to completing their eighth week in the program. Students who do not submit official transcripts within the timeframe allowed are placed on administrative hold and may be removed from the program if this requirement is not met.

Transfer of Credit

Quantic School of Business and Technology does not award credit for work completed at other institutions.

Quantic School of Business and Technology does not give credit for life or work experience.

The only credits counted toward a Quantic School of Business and Technology degree are those earned by completing the Quantic School of Business and Technology curriculum.

Transfer Credit Disclaimer
Credits earned from Quantic School of Business and Technology are transferable to another institution at the sole discretion of the accepting institution.

III. Student Disclosure Information

For cohorts graduating before April 1, 2024, students must maintain a cumulative score of 70% to remain in good academic standing and achieve a final minimum score

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of 70% to earn a master's degree. For cohorts graduating after April 1, 2024, students must maintain a cumulative score of 80% to remain in good academic standing and achieve a final minimum score of 80% to earn a master's degree. All courses, including those in core subject areas, specializations, and program electives, taken after matriculation as a degree candidate are used to calculate students' final score. Students may take additional electives beyond the minimum credits required for their graduate degree to raise their final score to the minimum score required to graduate. Students, upon completion of the additional electives, who still do not meet the minimum score are withdrawn from the master's degree program.

Standards of Graduate Programs Satisfactory Academic Progress

All students must maintain satisfactory academic progress to maintain continuous enrollment in the master's degree program. To maintain satisfactory academic progress students must:

- Maintain a projected cumulative overall score of 80% in the program as calculated after the completion of three concentrations;
- Complete all degree requirements within three calendar years of matriculation.

Students are responsible for maintaining satisfactory academic progress. Students encountering academic difficulty in courses, in meeting other degree requirements, or maintaining academic progress are expected to consult with an academic advisor as soon as possible.

Academic Standing

A graduate student who is not on academic probation or in a deferred status is considered to be in good standing. The required minimum final score is 80% to earn a master's degree. All courses completed for graduate credit after matriculation as a degree candidate are used in the calculation of the final score.

Grading System

Grades for exams and SMARTCASEs are calculated and tracked automatically by the Quantic application. Projects are graded by subject matter expert reviewers who are experts in the relevant core subject area. Students are given a grade from 0 to 5 on

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projects and project presentations (proctored oral assessments), with written feedback on why they received that particular score.

Students are informed of exam and SMARTCASE scores through the Quantic School of Business and Technology application. Exam scores are also emailed to each student. Projects grades are sent to each student via email.

At the conclusion of a student's program, their grades are compiled to produce a final score.

Required Grades and Criteria for Completion of Program

To earn a Master's degree, students must:

- Complete all of the courses in the curriculum within the scheduled time frame. The minimum completion time for each degree program is the duration of the program, and the maximum duration is three years.
    - MBA Program: Minimum duration is 15 months, maximum duration is three years.
    - EMBA Program: Minimum duration is 15 months, maximum duration is three years.
    - EMBA in Strategic Leadership Program: Minimum duration is 12 months, maximum duration is three years.
    - MBA in Leadership & Management Program: Minimum duration is 12 months, maximum duration is three years.
    - Master of Science in AI Engineering: Minimum duration is 13 months, maximum duration is three years.
    - Master of Science in Business Analytics: Minimum duration is 13 months, maximum duration is three years.
    - Master of Science in Software Engineering: Minimum duration is 13 months, maximum duration is three years.
- Achieve scores of at least 80% in SMARTCASEs.
- Complete all assigned projects and proctored oral assessments.
- Complete all exams.
- Students must achieve a final grade of 80% or above to pass the program.

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Final grade breakdown for all programs:

- Open Book Exams: 60%
- SMARTCASEs: 10%
- Projects and Proctored Oral Assessments: 30%

Proctored Assessment Policy

To meet industry standards for an online institution, Quantic School of Business and Technology requires the completion of proctored assessments in the form of oral presentations. The student's face must appear in the video to allow the Quantic team to verify the student's identity.

Student Identity Verification Policy

To meet industry standards for an online institution, Quantic School of Business and Technology takes measures to verify the identity of students during the admissions process and at several points during the course of the program.

Identity Verification
At the start of the program, Quantic School of Business and Technology verifies student identity. The institution contracts with IDology, a leading provider of identity verification solutions. Through IDology's hosted ID verification process, students are asked to scan a government-issued photo ID. It then asks the student to take a live photo of themselves. From there, IDology verifies the authenticity of the scanned documents and performs a facial comparison of the ID to the live photo.

Additional Admissions Verification
Upon acceptance to a Master's degree program, Quantic School of Business and Technology requires students to verify their identity using a government-issued photo ID as well as submit official transcripts from the highest degree-granting institution they listed on their application. Digital copies, scans, or other unofficial transcripts must be submitted for all remaining listed, completed degrees in their application. ID and transcripts are reviewed and verified against application data and video interviews.

Failure to Verify
If a student is unable to verify their identity due to a technical error, they may contact Quantic School of Business and Technology to schedule a short video call with a

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support team member to complete the verification process.

If a discrepancy is found in any submitted documents, the institution will contact the student to rectify the discrepancy. If the institution finds that a student intentionally misrepresented themselves in their application or identity verification process, the student will be administratively withdrawn from the program.

Document Retention
All required enrollment documents, e.g., unofficial and official transcripts and English Language Proficiency documents, are retained as a permanent part of a student's record. Scanned ID cards are deleted following identity verification. All official documents received directly from students' previous institutions or third-party services, including transcripts or other degree documentation, cannot be released to students.

Students' Rights, Privileges, and Responsibilities

Quantic School of Business and Technology students have the following rights:

- To inspect and review their Quantic School of Business and Technology transcripts at any time.
- To request an amendment or revision to their student records to ensure their accuracy and ensure they are not in violation of the right to privacy.
- Prohibit or restrict disclosure of their information to other individuals or entities.
- File a complaint or grievance with Quantic School of Business and Technology or other relevant authorities (full instructions for how to do so are outlined in the Complaint and Grievance portion of this Catalog).
- Receive administrative and academic support from Quantic School of Business and Technology instructional team members and staff, including such areas as clarification of Quantic School of Business and Technology policies and procedures.

Quantic School of Business and Technology students have the following privileges:

- *Freedom from harassment and discrimination*: Quantic School of Business and Technology students may pursue their educational opportunities free from harassment, including physical abuse, threats or intimidation. Quantic School of Business and Technology provides equal educational opportunities to its

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students without regard to race, color, religion, sex, sexual orientation, gender identity, national or ethnic origin, age, disability or veteran status. Quantic School of Business and Technology prohibits discrimination on any of these bases and will take steps necessary to remedy any instances of such discrimination.

- *Freedom of speech:* Students may express their beliefs, feelings and opinions so long as the manner of expression does not violate another student's rights. Specific examples of such violations include, but are not limited to, disrupting Quantic School of Business and Technology functions or otherwise impeding students' ability to continue in the program, or otherwise violating the rights and privileges of fellow students as outlined in this policy, and in the Code of Conduct.

All Quantic School of Business and Technology students are subject to local, state and federal laws. Additionally, Quantic School of Business and Technology students have the following general responsibilities:

- To refrain from deliberately violating the privileges of any other member, and to consider all actions carefully to ensure that they do not unintentionally violate others' privileges. All Quantic School of Business and Technology students are responsible for their own actions.
- When necessary, to report to the proper authorities any non-academic conduct that violates the privileges of others.
- To know and comply with program requirements and expectations.
- To communicate with fellow students in a professional, polite manner.
- Because Quantic School of Business and Technology is a distance education institution, students have the primary responsibility for initiating requests regarding dissemination of information, filing of grievances, or other areas of academic or administrative support.

Non-Discrimination Policy

In accordance with its mission and with company policy, Quantic School of Business and Technology does not discriminate against any person on the basis of race, color, sex, gender identity, sexual orientation, religion, creed, age, national or ethnic origin, ancestry, veteran status, genetic information, military service or disability in admission to, access to, treatment in, or employment in its programs and activities. Every effort

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will be made to ensure fairness and consistency in the School's relations with its students, instructional team, and staff. Likewise, Quantic School of Business and Technology expects that those with whom it deals with will comply with all applicable anti-discrimination laws.

Complaint and Grievance Policy

Purpose: In some cases, students may raise a complaint against Quantic School of Business and Technology or an employee of Quantic Holdings, Inc. This policy serves to provide guidelines to students, the instructional team, and staff for addressing such complaints. All students have a right to lodge a complaint or grievance at any time which they deem important without fear of retaliation or any other adverse consequences.

Definitions

Student grievances: Complaints that escalate beyond standard feedback on the Quantic platform, courses, or content.

Expectations: There are a variety of reasons why a student might lodge a complaint or grievance against Quantic School of Business and Technology or Quantic Holdings, Inc. This policy provides contact information for addressing general complaints or grievances, but does not attempt to provide prescriptive procedures or policies for all such potential complaints or grievances, as they may vary from case to case.

1. **Students:** For students in our MBA program, general complaints or feedback regarding issues such as course content, grading, or general comments regarding the learning experience may be submitted in writing to mba@quantic.edu. For students in our Executive MBA programs, these comments can be submitted to emba@quantic.edu. All other students may submit comments to feedback@quantic.edu. These complaints will be recorded and addressed in writing where necessary by Quantic School of Business and Technology instructional team members and/or staff. For further information on the Project Grade Appeal process, please visit here.
2. **Behavior and Abuse:** Complaints specific to the instructional team, staff, or peer behavior and/or abuse should be directed in writing to

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complaints@quantic.edu. These complaints will be investigated and addressed directly by the senior administration of Quantic.

3. **Privacy concerns** or requests to delete the user's account should be addressed to privacy@quantic.edu. These complaints will be addressed in writing where necessary by Quantic staff.
4. **Billing concerns** may be directed to the Quantic operations team at billing@quantic.edu.

Quantic School of Business and Technology will formally investigate any grievance or complaint related to billing, refunds, transcripts, discrimination- or harassment-related matters, or disability. Quantic may investigate complaints or grievances addressing other topics on a case-by-case basis.
If the complaint cannot be resolved after exhausting Quantic School of Business and Technology's grievance procedure, students may file a complaint with the Washington D.C. Higher Education Licensure Commission, located at 1050 First Street, NE, Washington, D.C. 20002. Phone: (202) 727-6436. E-mail: OSSE@dc.gov. The Higher Education Licensure Commission is the designated portal agency for the State Authorization Reciprocity Agreement (SARA). More information on their complaint process is available here. Students are encouraged to resolve complaints and grievances through Quantic School of Business and Technology before lodging a formal complaint or grievance with HELC. The HELC does not however mitigate grade complaints or financial disputes.

Quantic School of Business and Technology is accredited by the Distance Education Accrediting Commission (DEAC) and students have the right to file a complaint with their office:

Distance Education Accrediting Commission (DEAC)
1101 17th Street NW, Suite 808
Washington, D.C. 20036
202.234.5100 Tel
www.deac.org

Students will not be subject to unfair action and/or treatment by any school official as a result of the initiation of a complaint.

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IV. Probation, Dismissal, and Readmission

Academic Probation

Students are placed on academic probation if their projected program final score is 80% after the completion of at least three concentrations. While on probation, a student must:

- Meet with an academic advisor to develop a success plan;
- Achieve a projected final score of at least 80%; and
- Be continuously enrolled or deferred if necessary.

The projected final score is calculated using a student's current exam and SMARTCASE averages and a projected project score that reflects the minimum submission of projects and presentations required for graduation. Students are able to increase their projected final score by improving their performance on subsequent exams and SMARTCASEs, and submitting all projects beyond the minimum required for graduation. Please note that extra credit, beyond program requirements, is not available. If the conditions are still not met, they will be suspended from their program.

Academic Suspension and Readmission

Students who are unable to meet the conditions of probation are suspended. Students may request reinstatement from a suspension by completing and submitting the Request for Reinstatement form. The request should offer a clear explanation of changed circumstances and how the student plans to raise his/her cumulative final score to at least 80%. The request must be submitted within one year following suspension. Additionally, students approved for reinstatement will be required to bring their tuition account into good financial standing prior to reinstatement.

Non-Academic Dismissal Policy

Students may be dismissed from Quantic School of Business and Technology for failure to make tuition payments, for failure to submit required enrollment materials, or for violation of the Student Code of Conduct.

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Conditions Under Which Students Will Not Be Readmitted

Students will not be readmitted if they have previously been dismissed due to unsatisfactory grades.

V. Student Records

Description of Student Records

Quantic School of Business and Technology's Retention and Destruction policy is available here.

Student Confidentiality

Quantic School of Business and Technology maintains a strict Privacy Policy available here: https://quantic.edu/privacy.

The Privacy Policy includes guidelines on the data Quantic School of Business and Technology collects from students, how that data is used, information on how data is secured, and options that students have regarding the use of that information.

Requesting Academic and Financial Records

Student may request academic transcripts or financial records by emailing support@quantic.edu.

Academic and financial records will only be released directly to the student unless another party is authorized by the student to collect that information. There are currently no circumstances under which requested records would not be released to the student in question.

FERPA Notice

The Family Educational Rights and Privacy Act (FERPA) affords eligible students certain rights with respect to their education records. (An "eligible student" under FERPA is a student who is 18 years of age or older or who attends a postsecondary institution at any age.) These rights include:

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1. The right to inspect and review the student's education records within 45 days after the day Quantic School of Business and Technology receives a request for access. A student should submit to support@quantic.edu a written request that identifies the record(s) the student wishes to inspect. An institution official will make arrangements for access and notify the student of the time and place where the records may be inspected.
2. The right to request the amendment of the student's education records that the student believes is inaccurate, misleading, or otherwise in violation of the student's privacy rights under FERPA. A student who wishes to ask Quantic School of Business and Technology to amend a record should write Quantic School of Business and Technology, clearly identify the part of the record the student wants changed and specify why it should be changed. If Quantic School of Business and Technology decides not to amend the record as requested, Quantic School of Business and Technology will notify the student in writing of the decision and the student's right to a hearing re-garding the request for amendment. Additional information regarding the hearing procedures will be provided to the student when notified of the right to a hearing.
3. The right to provide written consent before Quantic School of Business and Technology discloses personally identifiable information (PII) from the student's education records, except to the extent that FERPA authorizes disclosure without consent. Quantic School of Business and Technology discloses education records without a student's prior written consent under the FERPA exception for disclosure to institute officials with legitimate educational interests. An institute official typically includes a person employed by the institute in an administrative, supervisory, academic, research, or support staff position (including law en-forcement unit personnel and health staff); a person serving on the board of trustees; or a student serving on an official committee, such as a disciplinary or grievance com-mittee. An institute official also may include a volunteer or contractor outside of the institute who performs an institutional service of function for which the institute would otherwise use its own employees and who is under the direct control of the institute with respect to the use and maintenance of PII from education records, such as an attorney, auditor, or collection agent or a student volunteering to assist another institute official in performing his or her tasks. An institute official typically has a legitimate educational interest if the official needs to review an educa-tion record in order to fulfill his or her professional responsibilities for the institute.

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Upon request, the institute also discloses education records without consent to officials of another institute in which a student seeks or intends to enroll.

4. The right to file a complaint with the U.S. Department of Education concerning alleged failures by the institute to comply with the requirements of FERPA.

Quantic School of Business and Technology designates the following information as directory information. Directory information is personally identifiable information, which may be disclosed without the student's consent:

- Student's name
- Home address
- State or Country of residence
- Program(s) of study
- Dates of attendance
- Course Schedules
- Dates of admission
- Degrees, certificates and awards granted
- Award dates for degrees or certificates
- Enrollment status (i.e., enrolled/active, future enrolled student, reentry, leave of absence, withdrawn)
- Honors or awards received
- Participation in activities officially recognized by the institution

Please note that information submitted as part of the career network is considered separate from the student's education record, and therefore not applicable to this FERPA notice.

FERPA permits the disclosure of PII from students' education records, without consent of the student, if the disclosure meets certain conditions found in § 99.31 of the FERPA regulations. Except for disclosures to institute officials, disclosures related to some judicial orders or lawfully issued subpoenas, disclosures of directory information, and disclosures to the student, § 99.32 of FERPA regulations requires the institution to record the disclosure. Eligible students have a right to inspect and review the record of disclosures. A postsecondary institution may disclose PII from the education records without obtaining prior written consent of the student —

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- To other institute officials, including staff, within Quantic School of Business and Technology whom the institute has determined to have legitimate educational interests. This includes contractors, consultants, volunteers, or other parties to whom the institute has outsourced institutional services or functions, provided that the conditions listed in § 99.31(a)(1)(i)(B)(1) - (a)(1)(i)(B)(3) are met. (§ 99.31(a)(1))
- To officials of another institute where the student seeks or intends to enroll, or where the student is already enrolled if the disclosure is for purposes related to the student's enrollment or transfer, subject to the requirements of § 99.34. (§ 99.31(a)(2))
- To authorized representatives of the U. S. Comptroller General, the U.S. Attorney General, the U.S. Secretary of Education, or State and local educational authorities, such as a State postsecondary authority that is responsible for supervising the university's State-supported education programs. Disclosures under this provision may be made, subject to the requirements of §99.35, in connection with an audit or evaluation of Federal- or State-supported education programs, or for the enforcement of or compliance with Federal legal requirements that relate to those programs. These entities may make further disclosures of PII to outside entities that are designated by them as their authorized representatives to conduct any audit, evaluation, or enforcement or compliance activity on their behalf. (§§ 99.31(a)(3) and 99.35)
- In connection with financial aid for which the student has applied or which the student has received, if the information is necessary to determine eligibility for the aid, determine the amount of the aid, determine the conditions of the aid, or enforce the terms and conditions of the aid. (§ 99.31(a)(4))
- To organizations conducting studies for, or on behalf of, the institute, in order to: (a) develop, validate, or administer predictive tests; (b) administer student aid programs; or (c) improve instruction. (§ 99.31(a)(6))
- To accrediting organizations to carry out their accrediting functions. (§ 99.31(a)(7))
- To parents of an eligible student if the student is a dependent for IRS tax purposes. (§ 99.31(a)(8))
- To comply with a judicial order or lawfully issued subpoena. (§ 99.31(a)(9))
- To appropriate officials in connection with a health or safety emergency, subject to § 99.36. (§ 99.31(a)(10))

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- Information the institute has designated as "directory information" under § 99.37. (§ 99.31(a)(11))
- To a victim of an alleged perpetrator of a crime of violence or a non-forcible sex offense, subject to the requirements of § 99.39. The disclosure may only include the final results of the disciplinary proceeding with respect to that alleged crime or offense, regardless of the finding. (§ 99.31(a)(13))
- To the general public, the final results of a disciplinary proceeding, subject to the requirements of § 99.39, if the institute determines the student is an alleged perpetrator of a crime of violence or non-forcible sex offense and the student has committed a violation of the institute's rules or policies with respect to the allegation made against him or her. (§ 99.31(a)(14))
- To parents of a student regarding the student's violation of any Federal, State, or local law, or of any rule or policy of the institute, governing the use or possession of alcohol or a controlled substance if the institute determines the student committed a disciplinary violation and the student is under the age of 21. (§99.31(a)(15))

Change of Contact Information

If a student needs to update their contact information, they can do so on their account page in the Quantic application at any time.

VI. Student Code of Conduct

Quantic School of Business and Technology ("Quantic") requires all students to adhere to this Code of Conduct, which applies to conduct that occurs while you are a member of the Quantic community, using Quantic's Network, and while you attend or participate in Quantic-based activities (such as on-site Quantic Conferences, Summit events, and Quantic Student and Alumni Meet-Ups, whether virtually or in-person). The Code of Conduct also applies to conduct outside of Quantic-based activities that adversely affects Quantic, the Quantic community, the Quantic Network, and/or the pursuit of Quantic's objectives. All members of the Quantic community are expected to conduct themselves with professionalism, integrity, and respect for the rights and dignity of others. This standard applies to all communications, whether oral, written, or in gestures, including those made on social media platforms.

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Each student is responsible for their conduct from the time of application for admission through the actual awarding of a degree or certificate, and while participating in Quantic-based activities as alumni. Conduct may occur before classes begin, throughout the program, after program completion, during break periods between course requirements (and even if their conduct is not discovered until after a degree is awarded). The Code of Conduct applies to a student's conduct even if the student withdraws from school while a disciplinary matter is pending. The Senior Director of Student Affairs shall decide whether the Student Code shall be applied to non-Quantic-based activities, on a case-by-case basis, in their sole discretion.

Prohibited Conduct

Any student found to have committed or to have attempted to commit the following misconduct is subject to disciplinary sanctions:

1. Cheating, plagiarism, or other forms of academic dishonesty
    a. It is expected that all students complete Smartcases and exams individually. For purposes of this policy, the term "cheating" includes, but is not limited to: (1) use of any unauthorized assistance in taking quizzes, tests, or examinations; (2) use of sources beyond those authorized by the instructor in writing papers, preparing reports, solving problems, or carrying out other assignments; (3) the acquisition, without permission, of tests or other academic material belonging to a member of Quantic staff; (4) engaging in any behavior specifically prohibited by an instructor in the course syllabus or class discussion; (5) soliciting written projects, case study solutions, or other assignments from fellow students or third-party sources.
    b. The term "plagiarism" includes, but is not limited to, the use, by paraphrase or direct quotation, of the published or unpublished work of another person without full and clear acknowledgment. It also includes the unacknowledged use of materials prepared by another person or agency engaged in the selling of term papers or other academic materials. Additionally, we consider submissions of work previously submitted by the student for a different purpose or project to be plagiarism ("self-plagiarism").

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    c. Academic dishonesty includes, but is not limited to, distributing completed coursework to other students in the program without prior explicit approval from Quantic staff, or otherwise making Quantic coursework available publicly online.
2. Generative AI Tools: For the purposes of this section, 'Generative AI Tools' include but are not limited to large language models (LLMs) such as ChatGPT, Gemini, Claude, and all tools that generate new content based on user prompts.
    a. AI Tools are not permitted for Smartcases and exams.
    b. All submitted work must reflect the student's own intellectual effort and understanding. Students are not permitted to generate text through the use of AI tools on any graded assessment.

   Please review our article, "Using AI tools like ChatGPT" in our Student Handbook for additional information.
3. Furnishing false information to any Quantic official, staff member, or office, or engaging in deceptive, false, misleading, coercive, or fraudulent behavior.
4. Forgery, alteration, or misuse of any Quantic document, record, or instrument of identification.
5. Violating applicable laws or regulations.
6. Disrupting or obstructing teaching, research, administration, disciplinary proceedings, or other Quantic activities.
7. Using rude or disrespectful language towards Quantic students, faculty, or staff, or otherwise contributing to a hostile learning environment.
8. Engaging in threatening, harassing, violent, menacing, disorderly, stalking, vulgar, lewd, obscene, indecent, or defamatory behavior.
9. Collecting personal information from another without explicit consent, such as making an audio or video record of a community member without knowledge or consent when such a recording is likely to cause injury or distress.
10. Theft, destruction, or defacement of the property of Quantic or another person, including distribution of files containing potentially damaging software or programs.
11. Promoting bigotry, racism, hatred, or harm against any group or individual.
12. Assault or sexual misconduct.
13. Solicitation of Quantic students or alumni for commercial or personal purposes, unless with prior authorization by Quantic.
14. Conduct that violates Quantic's Terms of Use, Privacy Policy, Student Handbook, or other Quantic policies or procedures.

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15. Theft or abuse of Quantic's information technology or courseware resources, including but not limited to:
    a. Unauthorized access to or use of the Network, Quantic's website, or other Quantic resources.
    b. Use of another individual's identification and/or password, including the digital exam signature, or providing this information to others.
    c. Use of information technology and Network resources to interfere with the work of another student, staff member or Quantic official.
    d. Use of information technology and Network resources to send obscene or abusive messages.
    e. Access to or use of information technology and Network resources to interfere with, damage, disable, or impair normal operation of the system, platform, or website.
    f. Falsification of digital records pertaining to academic performance or activities.
    g. Publishing coursework solutions on third-party platforms.
    h. Use of information technology and Network resources in violation of Quantic's policies or federal, state, or local laws or another's legal rights (including intellectual property rights, rights of privacy, or publicity).

Procedure in Case of Violation

For the protection of the Quantic community, students engaging in behavior that violates the Code of Conduct will be subject to immediate removal from Slack and/or live online or in-person Quantic events. Students may have their community privileges reinstated pending the outcome of the disciplinary process. Quantic reserves the right to suspend a student who is accused of violating the Code of Conduct pending an investigation.

Quantic reserves the right to revoke an individual's use of the Network or other information technology resources at any time with or without notice or cause. The Network is the sole property of Quantic. Use of the Network and emails or other electronic messages received or sent to Quantic is not guaranteed to be private as we maintain the right to monitor their use at any time with or without notice.

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Any member of the Quantic community may file a complaint ("complainant") against a student ("respondent") for violations of the Code of Conduct. A complaint shall be prepared in writing and sent via email to complaints@quantic.edu, addressed to the Senior Director of Student Affairs. A complaint should be submitted as soon as possible after the event takes place.

The Senior Director of Student Affairs will first determine if the complaint, if true, would constitute a violation of the Code of Conduct. If it would not, then the Senior Director of Student Affairs will notify the complainant that the complaint is dismissed. If the complaint, if true, would constitute a violation of the Code of Conduct, then the Senior Director of Student Affairs will initiate an investigation and notify the complainant and respondent in writing of the allegations and that an investigation has been initiated. The Senior Director of Student Affairs will convene a three-member Hearing Committee, consisting of Quantic staff and/or faculty, to investigate the allegations. The complainant and respondent will both have an opportunity to be interviewed by the committee and provide evidence.

After completion of the investigation, the Hearing Committee will determine whether the Code of Conduct was violated and the appropriate course of action. The Senior Director of Student Affairs will communicate the determination as to whether the Code of Conduct was violated and the corrective action, as applicable, to the student accused of violating the Code of Conduct and the community member who filed the complaint. Privacy will be respected, and information will only be shared on a need-to-know basis at the discretion of the Senior Director of Student Affairs. The Senior Director's decision is final, unless the student is removed from the program and seeks reinstatement, in which case the Appeals Process applies.

In determining sanctions, several factors are taken into account including the severity of the infringement, intentionality, and whether there is a history of misconduct. A student who violates the Code of Conduct may be subject to the following actions, including but not limited to:

- Revising and resubmitting an assignment;
- Completion of an alternative assignment;
- Receiving a zero for an assignment;
- Permanent removal from cohort Slack room;
- Removal from honors contention;

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- Permanent exclusion from online and in-person events;
- Removal from the Quantic program;
- Refusal to grant the student in question an official Quantic degree or certificate;
- Revocation of a previously awarded Quantic or Valar degree.

If a Code of Conduct Hearing is deemed necessary, the respondent will be given the opportunity to select a hearing time based on the availability of the committee and the respondent. If the respondent neglects to schedule a hearing within the timeframe provided by the Senior Director of Student Affairs, a hearing date will be selected by the committee and the respondent will be expected to attend. The hearing will be conducted at the scheduled time, even if the respondent does not appear. Failure to appear without notification, may result in expulsion from the program.

Quantic disciplinary proceedings may be instituted against a student charged with conduct that potentially violates both the law and this Code of Conduct without regard to whether a legal proceeding is pending. Proceedings under this Code of Conduct may be carried out prior to, simultaneously with, or following civil or criminal proceedings off campus at the discretion of the Senior Director of Student Affairs.

Appeal Process

If a student is removed from the program due to conduct violations, he or she may appeal the decision at complaints@quantic.edu within three days of the determination requesting reinstatement. Both the complainant and the respondent will have an opportunity to submit written statements to the Chief Academic Officer who will decide the appeal. The decision of the Chief Academic Officer is final and may not be further appealed.

VII. Attendance/Leave of Absence Information

Absence and Tardiness Policies

Quantic School of Business and Technology delivers all of its curriculum content asynchronously via distance education. Therefore, there are no class periods or other time-based requirements that students must meet that would put them at risk of being absent or tardy.

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Since student absence does not apply to Quantic School of Business and Technology students, students are not at risk for being withdrawn from the program for missing a certain number of calendar days.

Assigning and Grading Makeup Work Due to Absence

Quantic School of Business and Technology does not assign additional makeup work due to absence. All Quantic School of Business and Technology students are required to complete the same coursework, projects, and exams in order to successfully complete the program.

If a student is unable to complete coursework for a period of time and requests an extension, they may be able to complete coursework, exams, or projects at a later date. Each extension request is processed on a case-by-case basis. In the event that a student is completing their work at a later date than scheduled, the following systems are in place:

- Exams and SMARTCASEs are graded automatically, so even if a student completes an exam or SMARTCASE behind schedule they are still able to receive a grade.
- Projects are graded in batches by our expert graders. If a student submits a project late, their submission will be graded along with the following batch submitted to the grading team.

Consequences of Unsatisfactory Attendance and Re-admittance Policy

Quantic School of Business and Technology does not directly penalize absence, as outlined above. However, progress checkpoints, outlined in the Progress Standards section of this document, allow us to penalize inactivity, or failure to make satisfactory progress, in a similar fashion.

Students who are removed from their program as a result of inactivity may petition Quantic School of Business and Technology for re-admission to their cohort or deferral to future cohort. These requests are dealt with on a case-by-case basis by Quantic School of Business and Technology academic staff.

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Leave of Absence

Quantic School of Business and Technology recognizes that events outside of the control of our students may necessitate a leave of absence. It is Quantic School of Business and Technology's policy to grant these absences on a case-by-case basis. In most cases, students are encouraged to take the time they need to address whatever conditions may be preventing them from completing their program.

Events that qualify for a leave of absence include: death of a family member, sickness, military service, change or loss of employment, and other circumstances that would significantly impact the life of the student.

When students are ready to re-enter their program, they simply contact us and are enrolled in a cohort that is at a similar point in the curriculum schedule as when the student took leave.

Students are limited to two leaves of absence. If a student requests additional leave, they are instructed to withdraw from the program and reapply when they are ready to resume.

If a student does not resume coursework when they return from a leave of absence, they are removed from the program according to the process outlined in the Progress Standards section of this catalog.

VIII. Tuition, Fees, and Refunds

Enrollment Charges

Quantic School of Business and Technology tuition and fees by program:

Program	Tuition	
MBA	$24,750	(scholarships available)
EMBA	$24,750	(scholarships available)
Master of Science in AI Engineering	$21,450	(scholarships available)

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Master of Science in Business Analytics	$21,450	(scholarships available)
Master of Science in Software Engineering	$21,450	(scholarships available)
EMBA in Strategic Leadership	$14,700	(scholarships available)
MBA in Leadership & Management	$14,700	(scholarships available)

Events such as Conferences are not included in a student's tuition. These events are purely optional and have no impact on a student's final grade or course credits. Pricing for these events is communicated to students in a timely manner and measures are taken to reduce costs for students as much as possible.

Financial Assistance

Quantic School of Business and Technology does not participate in the federal student aid program and does not provide loans to students.

All applicants to Quantic School of Business and Technology are eligible for scholarship awards on the basis of need and merit. Quantic's scholarship awards broaden access to Master's degree programs in support of the institution's mission.

Quantic and Valar Scholarships and Awards

You'll have the option to request consideration for the following partial scholarships when you apply to a Master's degree program. If accepted into a program, you will be notified of any scholarship offer with your accepted student materials.

Applicants have the option to request consideration for partial scholarships when applying to a Master's degree program. If accepted into a program, applicants are notified of any scholarship offer with accepted student materials.

- Merit Scholarship
    - These are merit-based awards that recognize exceptional academic performance and career achievement. We motivate candidates from a variety of industry and geographic backgrounds to build the highest caliber global classes.

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    - Students may request consideration for this scholarship in the application process.
    - Award total is dependent on application profile.
- Regional Scholarship
    - With these awards, Quantic is committing to broadening access to higher education for high-potential global business leaders in financial hardship.
    - This is a need-based award to support students experiencing financial hardship or who live in a global region with economic disadvantages.
    - Students may request consideration for this scholarship in the application process, and must submit documentation and a personal statement demonstrating financial need.
    - This award is typically offered in addition to any merit-based scholarships, with total amounts depending on level of demonstrated financial need and available funds.
- Employer Partner Scholarship
    - Quantic provides employees of its partner companies with a dedicated scholarship. These companies help enable the innovative tuition model that makes Quantic so affordable for every student.

Payment Plan

Three tuition payment programs are available for the MBA and EMBA programs:

- A one-time payment of $22,750.00*
- A payment of $12,375 at the beginning of the program, and a second payment of $12,375 twelve months later, totaling $24,750.00.
- 15 monthly payments of $1,650.00.

For the MSAIE, MSBA and MSSE programs, the following three tuition payment plans are available:

- A one-time payment of $19,450.00*
- A payment of $10,725 at the beginning of the program, and a second payment of $10,725 twelve months later, totaling $21,450.00.
- 13 monthly payments of $1,650.00.

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Similarly, there are three tuition payment programs available for the MBA in Leadership & Management and EMBA in Strategic Leadership programs:

- A one-time payment of $12,900.00*
- A payment of $7,350 at the beginning of the program, and a second payment of $7,350 twelve months later, totaling $14,700.00.
- 12 monthly payments of $1,225.00.

* *Quantic School of Business and Technology offers tuition savings for students who pay using the single payment. This opportunity is available only to individuals who have been accepted into a Master's degree program and who opt into this payment program. The amount of tuition savings will vary based on scholarship amount offered.*

Quantic does not charge penalties for late payment, but students may be removed from their program for failure to pay on the agreed upon schedule.

At enrollment, students can opt into one of the payment programs. Students enroll in this plan with a credit card. Failure to make scheduled payments puts students into a warning status where they receive a message when they enter the Quantic School of Business and Technology application alerting them that their payment is due. If the student does not complete their payment, they are placed into a locked status and cannot access course content until their payment is made. After 7 days in the locked status, the student is administratively withdrawn due to lack of payment.

Withdrawal/Cancellation Policy

A student may cancel their enrollment within five (5) calendar days of signing the initial enrollment agreement and receive a full refund of all monies paid to the institution per the Refund Policy below. After five calendar days, students may request to withdraw from the program at any time.

Students may notify Quantic School of Business and Technology of their enrollment withdrawal/cancellation in writing or verbally. Quantic School of Business and Technology publishes its phone number and headquarters address on the Quantic website, and multiple communication mechanisms exist throughout the Quantic platform, allowing students to contact Quantic School of Business and Technology staff by email.

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Refunds for cancellations or withdrawals will be processed in accordance with the Refund Policy schedule. Students who cancel their enrollment or withdraw from Quantic School of Business and Technology are removed from their cohort. Withdrawn students retain access to a selection of courses but may not complete the remainder of the degree.

Refund Policy

Refunds are automatically processed according to the following Refund Schedule for those who withdraw or are dismissed. Withdrawals may be communicated by students in any manner; however, Quantic School of Business and Technology strongly recommends submitting requests in writing to billing@quantic.edu to ensure timely processing. Tuition refunds are processed within 30 days of receipt of the withdrawal or dismissal.

A student has five (5) calendar days after signing the initial enrollment agreement to cancel enrollment and receive a full refund of all monies paid to the institution.

Students withdrawing due to active duty military service should contact Quantic for additional information regarding their tuition and account options.

Refund amounts are based upon the percentage of submitted assessments calculated using the total number of assessments in the program, as detailed in the student's Enrollment Agreement. Program assessments include exams, Smartcases, presentations, and projects, including the Capstone Project. Students who are dismissed or withdraw from Quantic will receive a refund within 30 days of removal from the program according to the following schedule:

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Progress Benchmark	Percentage of Total Tuition Refunded to the Student	Percentage of Total Tuition Retained by Quantic
Prior to beginning any of the lessons, specializations, or projects listed in the catalog*	100%	0%
After beginning any lessons, specializations, or projects but before submitting 10% of the program assessments	90%	10%
After submitting 10% of the program assessments but before submitting 25% of the program assessments	75%	25%
After submitting 25% of the program assessments but before submitting 50% of the program assessments	50%	50%
After submitting 50% of the program assessments	0%	100%

*“Beginning” is defined as opening any lesson in a concentration or specialization. Program assessments include all exams, Smartcases, presentations, and projects, including the Capstone Project. Percent completion is calculated by dividing the number of submitted assessments by the total number of assessments required to complete the program. For specializations, an average number of assessments per specialization will be determined for each cohort and used in the calculation of the total number of assessments required. The exact number of assessments in each tier above will be outlined in the “Grades” section of a student’s dashboard on the program start date.

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Refund amounts are based on the total amount of tuition stated in the enrollment agreement ("Total Tuition"), regardless of how much has been paid by the student at the time of withdrawal or dismissal.

Student Example:

In this example a student's dashboard confirms that there are 100 graded assessments required to complete the EMBA program. (This is only an example number; please check the assessments outlined in the Grades section of your dashboard for the official graded assessment number for your program.)

If there are 100 graded assessments in the EMBA and the student's Total Tuition is $24,750 and the student has completed 37 assessments at the time of withdrawal, then the student is eligible for a 50% refund of Total Tuition, which will be paid as follows:

1. If the student has paid all the Total Tuition prior to withdrawal ($24,750), then the student is eligible for a refund of $12,375 (50% of $24,750), and Quantic retains $12,375 (50% of $24,750).
2. If the student has paid half of the Total Tuition prior to withdrawal ($12,375), then the student is eligible for no refund, and Quantic retains $12,375 (50% of $24,750).
3. If the student has paid three-fourths of Total Tuition ($18,562.50), then the student is eligible for a refund of $6,187.50 ($18,562.50 - $12,375) and Quantic retains $12,375 (50% of Total Tuition).

For additional questions about refunds, please email billing@quantic.edu.

Student Tuition Recovery Fund

The State of California established the Student Tuition Recovery Fund (STRF) to relieve or mitigate economic loss suffered by a student in an educational program at a qualifying institution, who is or was a California resident while enrolled, or was enrolled in a residency program, if the student enrolled in the institution, prepaid tuition, and suffered an economic loss. Unless relieved of the obligation to do so, you must pay the state-imposed assessment for the STRF, or it must be paid on your behalf, if you are a student in an educational program, who is a California resident, or are enrolled in a residency program, and prepay all or part of your tuition. You are not eligible for

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protection from the STRF and you are not required to pay the STRF assessment, if you are not a California resident, or are not enrolled in a residency program.

It is important that you keep copies of your enrollment agreement, financial aid documents, receipts, or any other information that documents the amount paid to the school. Questions regarding the STRF may be directed to the Bureau for Private Postsecondary Education, 1747 North Market Blvd., Suite 225, Sacramento, CA 95834, (916) 574-8900 or (888) 370-7589.

To be eligible for STRF, you must be a California resident or are enrolled in a residency program, prepaid tuition, paid or deemed to have paid the STRF assessment, and suffered an economic loss as a result of any of the following:

1. The institution, a location of the institution, or an educational program offered by the institution was closed or discontinued, and you did not choose to participate in a teach-out plan approved by the Bureau or did not complete a chosen teach-out plan approved by the Bureau.
2. You were enrolled at an institution or a location of the institution within the 120 day period before the closure of the institution or location of the institution, or were enrolled in an educational program within the 120 day period before the program was discontinued.
3. You were enrolled at an institution or a location of the institution more than 120 days before the closure of the institution or location of the institution, in an educational program offered by the institution as to which the Bureau determined there was a significant decline in the quality or value of the program more than 120 days before closure.
4. The institution has been ordered to pay a refund by the Bureau but has failed to do so.
5. The institution has failed to pay or reimburse loan proceeds under a federal student loan program as required by law, or has failed to pay or reimburse proceeds received by the institution in excess of tuition and other costs.
6. You have been awarded restitution, a refund, or other monetary award by an arbitrator or court, based on a violation of this chapter by an institution or representative of an institution, but have been unable to collect the award from the institution.

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7. You sought legal counsel that resulted in the cancellation of one or more of your student loans and have an invoice for services rendered and evidence of the cancellation of the student loan or loans.

To qualify for STRF reimbursement, the application must be received within four (4) years from the date of the action or event that made the student eligible for recovery from STRF.

A student whose loan is revived by a loan holder or debt collector after a period of non-collection may, at any time, file a written application for recovery from STRF for the debt that would have otherwise been eligible for recovery. If it has been more than four (4) years since the action or event that made the student eligible, the student must have filed a written application for recovery within the original four (4) year period, unless the period has been extended by another act of law.

However, no claim can be paid to any student without a social security number or a taxpayer identification number."

IX. Program Curriculum

Program Learning Outcomes

Quantic School of Business and Technology is dedicated to helping students acquire the knowledge and skills they need to succeed in business environments. The following program learning outcomes guide Quantic School of Business and Technology in developing the curricula, features, and learning outcomes of each program.

MBA
Graduates of the MBA will gain a strong foundation in all aspects of business and apply this knowledge to positively influence the business environment. Additionally, they will identify challenges and opportunities, recommend courses of action, and communicate outcomes as effective leaders and managers in business.

MBA graduates will be able to:

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- Integrate concepts, theories, and practices across all core subject areas to address complex business questions.
- Analyze and integrate data to make informed business decisions and help their firms compete in a dynamic global environment.
- Formulate and execute strategic solutions to vital business issues that integrate the needs of multiple stakeholders.
- Effectively communicate and collaborate at an executive level.
- Apply modern research skills to evaluate information for accuracy across various databases, procure innovative sources, and utilize research professionals to offer business solutions.
- Apply socially responsible leadership skills and adhere to professional ethical standards.
- Create a business plan or report that incorporates a comprehensive vision, strategy, and approach for execution.

Executive MBA

Graduates from the Executive MBA will gain a strong foundation in all aspects of business and apply this knowledge to positively influence the business environment. Additionally, they will identify challenges and opportunities, recommend courses of action, and communicate outcomes as effective leaders and managers in business.

EMBA graduates will be able to:

- Integrate concepts, theories, and practices across all core subject areas to address complex business questions.
- Analyze and integrate data to make informed business decisions and help their firms compete in a dynamic global environment.
- Formulate and execute strategic solutions to vital business issues that integrate the needs of multiple stakeholders.
- Effectively communicate and collaborate at an executive level.
- Apply modern research skills to evaluate information for accuracy across various databases, procure innovative sources, and utilize research professionals to offer business solutions.
- Apply socially responsible leadership skills and adhere to professional ethical standards.
- Build and lead high-functioning teams.

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- Create a business plan or report that incorporates a comprehensive vision, strategy, and approach for execution.

Master of Science in AI Engineering (MSAIE)

Graduates of the MSAIE program will develop deep expertise in modern AI engineering - spanning AI models, tools, techniques, deployment, and AI-driven solution design. They will learn to build robust AI applications and agents that solve real-world business challenges, integrate AI into complex workflows, and harness model intelligence in innovative and practical ways. Equipped with these AI system implementation and adoption skills, graduates will be prepared to lead teams, drive AI initiatives, and assume important roles at the heart of the rapidly growing AI economy.

Graduates from the Master of Science in AI Engineering will be able to:

- Analyze, design and engineer high-quality AI-driven software solutions to meet a given set of software requirements to create impactful business value.
- Successfully implement, test and deploy AI-driven software solutions for real-world use cases, utilizing state-of-the-art AI engineering methodologies.
- Select and utilize the most appropriate tools including AI tooling to accelerate software development, with an ability to adapt to future changes in tools and technology.
- Demonstrate a strong awareness of the ethical, economic, and regulatory dimensions of AI, ensuring their work contributes to society and industry
- Communicate complex AI concepts clearly and effectively to both technical and non-technical audiences.
- Thrive as collaborative leaders and contributors within cross-functional AI engineering teams, driving innovation through effective teamwork.

Master of Science in Business Analytics (MSBA)

Graduates from the MSBA program will gain leading edge quantitative and computing skills with a grounding in real business applications, with an explicit focus on strategic approach and communication. Additionally, they will identify challenges and opportunities to apply these skills, develop an effective analytics solution, and communicate recommendations to add business value.

Graduates from the Master of Science in Business Analytics will be able to:

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- Leverage powerful analytical techniques and models to inform core business activities, outcomes, and decision-making.
- Use statistics, quantitative and analytical tools, software, and methods to address a wide range of business problems.
- Recognize opportunities to formulate business analytics problems and execute strategic solutions.
- Effectively communicate and collaborate with executive, technical and non-technical audiences.
- Extract, analyze, store, and manage structured and unstructured data to answer questions and produce value.
- Build management skills needed to implement and oversee data-driven business decisions, projects, and processes.

Master of Science in Software Engineering (MSSE)

Graduates from the MSSE program will gain the knowledge and skills required of software engineering professionals in a global environment, including software development methodologies and best practices for deploying and maintaining software. Additionally, they will be able to communicate effectively across teams and support modern team-based software engineering work at scale.

Graduates from the Master of Science in Software Engineering will be able to:

- Analyze and design software solutions to effectively meet a given set of user requirements or business needs.
- Implement, test and deploy appropriate software solutions for a given problem, utilizing appropriate software engineering methodologies.
- Select and utilize the most appropriate services and tools, with an ability to adapt to future changes in technology.
- Understand the ethical, economic, and societal implications of their work.
- Communicate effectively with technical and non-technical collaborators and audiences.
- Collaborate effectively as a manager or member of a software team.

MBA in Leadership and Management (Valar Institute)

Graduates from the MBA in Leadership and Management will gain a strong foundation in all aspects of business and apply this knowledge to positively influence the business environment. Additionally, they will identify challenges and opportunities, recommend

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courses of action, and communicate outcomes as effective leaders and managers in business.

Graduates from the MBA in Leadership and Management will be able to:

- Integrate concepts, theories, and practices across all core subject areas to address complex business questions and make effective decisions.
- Interpret and analyze data to make informed business decisions and compete effectively in a dynamic global environment.
- Formulate and execute strategic solutions to vital business issues that integrate the needs of multiple stakeholders.
- Effectively communicate and collaborate at an executive level.
- Apply modern research skills to evaluate information for accuracy across various databases, procure innovative sources, and utilize research professionals to offer business solutions.
- Apply socially responsible leadership skills and adhere to professional ethical standards.
- Build and lead high-functioning teams and apply the latest management practices to create value for their organization.
- Create a strategy report that incorporates a comprehensive vision, strategy, and approach for execution.

EMBA in Strategic Leadership (Valar Institute)

Graduates from the EMBA in Strategic Leadership will gain a strong foundation in all aspects of business and apply this knowledge to positively influence the business environment. Additionally, they will identify challenges and opportunities, recommend courses of action, and communicate outcomes as effective leaders and managers in business.

Graduates from the EMBA in Strategic Leadership will be able to:

- Integrate concepts, theories, and practices across all core subject areas to address complex business questions and make effective decisions.
- Formulate and execute strategic solutions to vital business issues that integrate the needs of multiple stakeholders.
- Effectively communicate and collaborate at an executive level.

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- Apply modern research skills to evaluate information for accuracy across various databases, procure innovative sources, and utilize research professionals to offer business solutions.
- Apply socially responsible leadership skills and adhere to professional ethical standards.
- Build and lead high-functioning teams.
- Understand how organizations create value and analyze the factors that impact an organization's ability to do so.
- Create a strategy report that incorporates a comprehensive vision, strategy, and approach for execution.

Prerequisites

None of Quantic School of Business and Technology's programs require specific educational or experiential prerequisites.

Required Courses and Credential Awarded Upon Completion

Note: Quantic School of Business and Technology courses are unique in design and delivery, and therefore do not directly correlate with traditional calculations for credit hours per course. Given the interconnected nature of Quantic School of Business and Technology's coursework, credit hours are more applicable to sections of coursework rather than individual courses. Quantic School of Business and Technology's MBA represents 36 semester credit hours; the Executive MBA program represents 37 semester credit hours; the Valar EMBA in Strategic Leadership and MBA in Leadership & Management each represent 31 semester credit hours; the MSBA program represents 31 semester credit hours; and the MSSE program represents 32 semester credit hours.

Semester Credit Hour Definition

Semester hours are equivalent to the commonly accepted and traditionally defined units of academic measurement. Academic degree or academic credit-bearing distance education courses are measured by the learning outcomes normally achieved through 45 hours of student work for one semester credit hour.

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One credit/semester hour is 15 hours of academic engagement and 30 hours of preparation.

1. Executive MBA Program

Credential Awarded upon Completion
Master's Degree

EMBA Required Concentrations

ACCT 550: Accounting Concentration (4 credit hours): Companies need to keep track of what they own, what they owe, and to whom they belong. They need to record their revenues, expenses, and cash flows, as well as adhere to strict governmental regulations. This is the art of accounting.

- Accounting I: Debits & Credits
- Accounting II: Revenues and Expenses
- Stocks and Bonds
- Accounting III: Financial Statements
- Accounting IV: Working with Ratios
- Managerial Accounting
- Creating Financial Statements in Excel
- Exam 1: Accounting Exam (proctored assessment)
- Project 1: Accounting Case Study

ECON 550: Markets & Economies Concentration (3 credit hours): While knowledge of economics will come in handy no matter what profession you're in, it's particularly relevant if you aspire to be a business leader. Make better decisions about investing your money and guide your company to higher profits by understanding economic trends.

- Microeconomics I: Supply and Demand
- Microeconomics II: Shape your Economic Worldview
- Microeconomics III: Markets and Externalities
- Macroeconomics: Economic Fluctuations
- Macroeconomics: US Fiscal and Monetary Policy

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- Macroeconomics: International Trade
- Exam 2: Markets & Economies Exam (proctored assessment)
- Project 2: Markets & Economies Case Study Oral Presentation (proctored assessment)

FINC 550: Finance Concentration (3 credit hours): Money is the lifeblood of any company. Businesses need to track when and where money comes in and goes out, predict its future movements, determine how to make it grow, and estimate how much it's really worth.

- Finance I: Time Value of Money
- Roles and Objectives of Financial Management
- Cost of Capital I: Capital Structure
- Cost of Capital II: The Modigliani-Miller Theorem
- Capital Budgeting
- Value Creation
- Excel for Finance
- Exam 3: Finance Exam (proctored assessment)
- Project 3: Finance Case Study

MGMT 551: Leading Organizations Concentration (4 credit hours): As a leader, there's nothing more important than setting your team or organization up for success. Learn to create a sense of identity among team members, craft a shared set of values, and help your team become more resilient to crisis or change.

- Cultural Intelligence
- Organizational Behavior: Working in Groups and Teams
- Organizational Structure and Culture
- Corporate Governance
- Developing a Corporate Philosophy
- Modern Theories of Leadership
- Business Ethics and Social Responsibility
- Talent Management
- Exam 4: Leading Organizations Exam (proctored assessment)
- Project 4: Leading Organizations Case Study Oral Presentation (proctored assessment)

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STRT 543: Strategy Concentration (3 credit hours): How do business leaders steer their companies toward profitability? It largely depends on a good strategy: understanding internal and external factors for success, as well as knowing when to operate in multiple businesses simultaneously.

- Strategy I: Business-Level Strategy
- Strategy II: Corporate-Level Strategy
- Strategy III: International Strategy
- Strategic Frameworks
- Implementing Strategy
- Strategic Decision-Making
- Exam 5: Strategy Exam (proctored assessment)
- Project 5: Strategy Case Study

MATH 550: Data & Decisions Concentration (5 credit hours): As some august orator once said, "There are three kinds of lies—lies, damned lies, and statistics." Whether you consider yourself a math person or not, being successful in business requires sifting through conflicting reports, digging into data, and generally becoming an informed consumer and producer of statistical content.

- One-Variable Statistics
- Probability Fundamentals
- Probability Distributions
- Two-Variable Statistics
- Regression Analysis
- Data Collection
- Statistical Inference: Making Data-Driven Decisions
- Exam 6: Data and Decisions Exam (proctored assessment)

MARK 551: Marketing & Pricing Concentration (5 credit hours): Do you have a product or service to sell? For it to be successful in market, you'll need to communicate its value to consumers and price it appropriately. How do you convey its features and benefits effectively? What pricing structures will you use to maximize profit? These are just some of the questions your marketing and pricing strategies need to address.

- Marketing Fundamentals

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- Brand Development and Management
- A/B Testing
- Digital Marketing Fundamentals
- Pricing I: Fundamentals
- Pricing II: Price Segmentation to Maximize Profit
- Pricing III: E-Commerce Pricing
- Exam 7: Marketing and Pricing Exam (proctored assessment)

OPER 555: Supply Chain & Operations Concentration (3 credit hours): Want to take your organization to another level? Learn the practices that will make your operations more efficient and will help you maximize profit.

- Introduction to Project Management
- Operations Management Fundamentals
- Operations Management: Managing Uncertainty of Demand
- Forecasting Fundamentals
- Supply Chain Management
- Exam 8: Supply Chain and Operations Exam (proctored assessment)

BUS 698: Capstone Project: (3 credit hours)*

- Developing a Business Plan (BP)
- The Art of Presentation (BP/S)
- Business Idea Deconstruction Workshop (BP)
- Strategic Analysis Workshop (S)
- Getting Started with Capstone Research (BP/S)
- Using Statista Business Plan Export for Financial Statements (BP)
- Writing an Executive Report (S)
- Balanced Scorecard (S)
- Capstone Oral Presentation (proctored assessment) (BP/S)
- Final Project Submission (BP/S)

For their Capstone Project, Executive MBA students have a choice between creating a business plan for a real or fictional business of their choosing, or an executive strategy report that solves a complex, strategic business problem on behalf of a target organization.

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For the business plan capstone, students must conduct original industry and market research to create a cohesive plan that compellingly describes their selected business opportunity, key people, its business context, and potential risks and rewards.

For the strategy report capstone, students will solve critical strategic challenges and develop actionable recommendations, such as organization turnaround strategies, expansion plans, organizational reinvigoration or new ventures entirely. Using a range of tools, frameworks and concepts acquired over the course of their program, students scope the issue, diagnose and evaluate problems, conduct extensive research and analysis, and prepare a professional executive report outlining high-value, practicable recommendations.

Students must receive at least a 3 (out of 5) in order to graduate. Students must conduct their presentation via recorded video for review by the Instructional Team and must receive a 2 (out of 5) to graduate.

**While not technically a concentration, the Capstone Project represents a substantial portion of the students' workload. Credit hours have been calculated accordingly.*

Additional Required Coursework

All EMBA students enrolled in Class of January 2025 and beyond are required to complete the course *Getting Oriented to the Quantic EMBA* in order to graduate, in addition to the core concentrations, specializations, and projects outlined in this document.

EMBA Specializations

In addition, EMBA students are required to complete three specializations, including all listed coursework and a concluding exam, over the course of the program. As part of their three specializations, it is recommended that students complete either Entrepreneurship OR Advanced Corporate-Level Strategy. While credit hours have been calculated for each specialization, EMBA graduates will earn a minimum total of 37 credit hours, regardless of which specializations are chosen. The specializations currently offered are listed below:

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STRT 580: Advanced Corporate-Level Strategy (2 credit hours): Corporate-level strategy is fundamental when looking to sustain a competitive advantage through growth. Learn the ins and outs of vertical integration, strategic alliances, and mergers and acquisitions to successfully expand your business.

- Vertical Integration
- Diversification
- M&A I: Theory and Practice
- M&A II: Making the Deal
- Cooperative Strategy and Strategic Alliances
- Advanced Corporate-Level Strategy Exam (proctored assessment)

FINC 552: Advanced Finance (2 credit hours): Take your financial knowledge to the next level by mastering several ways to value a company as well as learning how to manage investment risk through derivatives.

- Valuation I: Discounted Free Cash Flow
- Valuation II: Equity & Market Valuations
- Modern Portfolio Theory
- International Finance
- Derivatives
- Advanced Finance Exam (proctored assessment)

MARK 581: Advanced Marketing (2 credit hours): Take a deep dive on advanced marketing topics to harness the synergy of innovative problem-solving, branding initiatives, and user-centered design to craft resonant marketing narratives and carve out a competitive edge.

- Consumer Behavior
- User Experience Design
- Customer Loyalty and Retention
- Advanced Branding Strategies
- Analytics in Marketing
- Advanced Marketing Exam (proctored assessment)

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MATH 560: Advanced Statistical Inference (2 credit hours): Take an in-depth look at small samples and categorical variables, including t-tests, error types, paired hypothesis testing, chi-square tests, and more!

- Advanced Statistical Inference
- Comparing Multiple Populations
- Analyzing Categorical Variables
- Advanced Statistical Inference Exam (proctored assessment)

MGMT 570: AI for Business (2 credit hours): Explore the myriad ways AI-powered tools can enhance workplace productivity and maximize business impact and develop your own adoption strategies to bring your organization to the cutting edge of the 21st century.

- AI and Business Transformation
- AI Leadership and Management
- AI and Augmented Productivity
- AI for Business Exam (proctored assessment)

COSC 530: Blockchain (2 credit hours): Blockchain is the latest buzzword sweeping the business world, but does it live up to the hype? We'll dig deeper into this cutting-edge technology and explore how it works, its potential applications, and its limitations.

- Introduction to Blockchain
- Decentralized Applications
- Blockchains in Practice
- Decentralized Finance
- Blockchain Exam (proctored assessment)

MGMT 528: Business Communications (2 credit hours): Communication is key, whether you're pitching a business idea to potential investors or outlining the latest corporate policy change to stakeholders. Write compellingly, speak persuasively, and project an authoritative presence.

- Effective Business Writing
- Business Storytelling
- The Art of Negotiation

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- The Art of Presentation
- Developing a Business Plan
- Business Communications Exam (proctored assessment)

LAW 560: English Business Law (1 credit hour): English law governs the operation of businesses across England and Wales; it also regulates the majority of international commercial contracts. Explore how to set up a business following English law, plus discover your obligations to employees and how to protect your assets from infringement.

- English Business Formation Law
- English Employment Law
- English Intellectual Property Law
- English Business Law Exam (proctored assessment)

ENTR 575: Entrepreneurial Finance (2 credit hours): Whether you're looking for a simple seed round or a colossal Series C, you'll learn how to maneuver your way through the venture funding process. From the elevator pitch to the term sheet, we've got you covered.

- Networks and Social Capital for Entrepreneurs
- Supply Chains & Procurement
- Seed Funding
- Venture Capital
- The Term Sheet
- Entrepreneurial Finance Exam (proctored assessment)

ENTR 545: Entrepreneurship (2 credit hours): It seems like everyone has an idea for a product or business, but what is it that separates the winning ones from those that fail? Successful entrepreneurs know how to identify the right opportunity, find customers, and market their product.

- The Practice of Entrepreneurship
- Recognizing a Business Opportunity
- Design Thinking
- Entrepreneurial Experimentation
- Business and Revenue Models

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- Entrepreneurship Exam (proctored assessment)

COSC 545: Managing Software Development (2 credit hours): To manage complex teams, adapt to shifting requirements, and develop high-quality software, it takes more than just a working knowledge of programming—it takes the right tools and processes. Gain hands-on experience with the software development life cycle, agile methods, application design, and more!

- Managing Application Development
- Web Application Foundations
- Cloud Foundations
- Managing Software Development Exam (proctored assessment)

MATH 570: Statistical Analysis (2 credit hours): Every industry is swimming in data ripe for analysis. Master these statistical skills to bring a robust quantitative layer to your reasoning and instill your business decisions with a new level of confidence.

- Probability and Combinatorics
- Excel for One-Variable Statistics and Probability
- Excel for Two-Variable Statistics and Regression Analysis
- Pivot Table Fundamentals
- Statistical Analysis Exam (proctored assessment)

STRT 570: Strategic Leadership (2 credit hours): Trying times call for a leader unafraid to make tough decisions. Learn to lead your organization effectively, manage change, and set ambitious goals for your enterprise.

- Strategic Leadership
- Power & Influence
- Positive Leadership
- Change Leadership
- Balanced Scorecard
- Strategic Leadership Exam (proctored assessment)

LAW 550: US Business Formation Law (1 credit hour): Companies operating in the US not only need to follow the law, but should also use the law to protect themselves.

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Learn the legal complexities governing employment relationships in the US, and how a company can use the law to secure its original property.

- US Business Formation Law
- US Employee Law
- US Intellectual Property Law
- US Business Law Exam (proctored assessment)

EMBA Project Learning Outcomes

Business Plan Capstone Learning Outcomes:

- Identify a promising opportunity through researching and analyzing an industry and its market.
- Create a cohesive, detailed plan to capitalize on an opportunity by forming a new business.
- Evaluate the potential risks and rewards of a business opportunity.

Business Plan Oral Presentation Learning Outcomes:

- Pitch your business in a lively, engaging, and compelling fashion.
- Develop a visually pleasing and well-organized slide presentation.
- Anticipate and answer likely questions from investors and other stakeholders.

Strategy Report Capstone Learning Outcomes:

- Scope and diagnose a complex strategic business problem through skillful application of strategic concepts and frameworks and in-depth research
- Propose a comprehensive strategic solution that draws on quantitative and qualitative information and is sensitive to ethics, available resources and business context
- Evaluate the potential risks and feasibility of a strategic solution

Strategy Report Oral Presentation Learning Outcomes:

- Pitch your strategic solutions in a lively, engaging, and compelling fashion.
- Develop a visually pleasing and well-organized slide presentation.
- Anticipate and answer likely questions from stakeholders

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Accounting Project Learning Outcomes:

- Prepare multi-year balance sheets, income statements, and cash flow statements.
- Analyze financial statements to evaluate the financial health of a business.

Markets & Economies Case Study Oral Presentation Learning Outcomes:

- Read and analyze a case study.
- Craft and present a persuasive response via video.

Leading Organizations Case Study Oral Presentation Learning Outcomes:

- Analyze the failure to identify the cause of Chase's miscalculation and potential solutions.
- Evaluate a leader's strengths and weaknesses in both preventing and addressing major problems.
- Create your own leadership strategy for approaching a complex issue.
- Craft and present a persuasive response via video.

Finance Case Study Project Learning Outcomes:

- Use knowledge of corporate finance to interpret financial data and make sound business decisions.

Strategy Case Study Project Learning Outcomes:

- Apply your business knowledge to a real-world situation.
- Conduct industry and strategic analysis on an existing business and support your arguments with secondary research.

2. MBA Program

Credential Awarded upon Completion
Master's Degree

MBA Required Concentrations

ECON 550: Markets & Economies Concentration (3 credit hours): While knowledge of economics will come in handy no matter what profession you're in, it's particularly

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relevant if you aspire to be a business leader. Make better decisions about investing your money and guide your company to higher profits by understanding economic trends.

- Microeconomics I: Supply and Demand
- Microeconomics II: Shape your Economic Worldview
- Microeconomics III: Markets and Externalities
- Macroeconomics: Economic Fluctuations
- Macroeconomics: US Fiscal and Monetary Policy
- Macroeconomics: International Trade
- Exam 1: Markets & Economies Exam (proctored assessment)
- Project 1: Markets & Economies Case Study Oral Presentation (proctored assessment)

ACCT 550: Accounting Concentration (4 credit hours): Companies need to keep track of what they own, what they owe, and to whom they belong. They need to record their revenues, expenses, and cash flows, as well as adhere to strict governmental regulations. This is the art of accounting.

- Accounting I: Debits & Credits
- Accounting II: Revenues and Expenses
- Stocks and Bonds
- Accounting III: Financial Statements
- Accounting IV: Working with Ratios
- Managerial Accounting
- Creating Financial Statements in Excel
- Exam 2: Accounting Exam (proctored assessment)
- Project 2: Accounting Case Study

FINC 551: Finance Concentration (3 credit hours): Money is the lifeblood of any company. Businesses need to track when and where money comes in and goes out, predict its future movements, determine how to make it grow, and estimate how much it's really worth.

- Finance I: Time Value of Money
- Cost of Capital I: Capital Structure
- Cost of Capital II: The Modigliani-Miller Theorem

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- Capital Budgeting
- Modern Portfolio Theory
- Valuation I: Discounted Free Cash Flow
- Valuation II: Equity and Market Valuations
- Excel for Finance
- Exam 3: Finance Exam (proctored assessment)
- Project 3: Finance Case Study

MGMT 552: Leading Organizations Concentration (4 credit hours): As a leader, there's nothing more important than setting your team or organization up for success. Learn to create a sense of identity among team members, craft a shared set of values, and help your team become more resilient to crisis or change.

- Cultural Intelligence
- Organizational Behavior: Working in Groups and Teams
- Organizational Structure and Culture
- Corporate Governance
- Developing a Corporate Philosophy
- Strategic Leadership
- Power & Influence
- Talent Management
- Exam 4: Leading Organizations Exam (proctored assessment)
- Project 4: Leading Organizations Case Study Oral Presentation (proctored assessment)

STRT 545: Strategy Concentration (3 credit hours): How do business leaders steer their companies toward profitability? It largely depends on a good strategy: understanding internal and external factors for success, as well as knowing when to operate in multiple businesses simultaneously.

- Strategy I: Business-Level Strategy
- Strategy II: Corporate-Level Strategy
- Strategy III: International Strategy
- Strategic Decision-Making
- Strategic Frameworks
- Implementing Strategy

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- Exam 5: Strategy Exam (proctored assessment)
- Project 5: Strategy Case Study

MATH 551: Data & Decisions Concentration (6 credit hours): As some august orator once said, "There are three kinds of lies—lies, damned lies, and statistics." Whether you consider yourself a math person or not, being successful in business requires sifting through conflicting reports, digging into data, and generally becoming an informed consumer and producer of statistical content.

- One-Variable Statistics
- Probability Fundamentals
- Probability Distributions
- Two-Variable Statistics
- Regression Analysis
- Data Collection
- Statistical Inference: Making Data-Driven Decisions
- Advanced Statistical Inference
- Exam 6: Data and Decisions Exam (proctored assessment)

MARK 551: Marketing & Pricing Concentration (5 credit hours): Do you have a product or service to sell? For it to be successful in market, you'll need to communicate its value to consumers and price it appropriately. How do you convey its features and benefits effectively? What pricing structures will you use to maximize profit? These are just some of the questions your marketing and pricing strategies need to address.

- Marketing Fundamentals
- Brand Development and Management
- A/B Testing
- Digital Marketing Fundamentals
- Pricing I: Fundamentals
- Pricing II: Price Segmentation to Maximize Profit
- Pricing III: E-Commerce Pricing
- Exam 7: Marketing and Pricing Exam (proctored assessment)

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OPER 555: Supply Chain & Operations Concentration (3 credit hours): Want to take your organization to another level? Learn the practices that will make your operations more efficient and will help you maximize profit.

- Introduction to Project Management
- Operations Management Fundamentals
- Operations Management: Managing Uncertainty of Demand
- Forecasting Fundamentals
- Supply Chain Management
- Exam 8: Supply Chain and Operations Exam (proctored assessment)

BUS 698: Capstone Project: (3 credit hours)*

- Developing a Business Plan (BP)
- The Art of Presentation (BP/S)
- Business Idea Deconstruction Workshop (BP)
- Strategic Analysis Workshop (S)
- Getting Started with Capstone Research (BP/S)
- Using Statista Business Plan Export for Financial Statements (BP)
- Writing an Executive Report (S)
- Balanced Scorecard (S)
- Capstone Oral Presentation (proctored assessment) (BP/S)
- Final Project Submission (BP/S)

For their Capstone Project, MBA students have a choice between creating a business plan for a real or fictional business of their choosing, or an executive strategy report that solves a complex, strategic business problem on behalf of a target organization.

For the business plan capstone, students must conduct original industry and market research to create a cohesive plan that compellingly describes their selected business opportunity, key people, its business context, and potential risks and rewards.

For the strategy report capstone, students will solve critical strategic challenges and develop actionable recommendations, such as organization turnaround strategies, expansion plans, organizational reinvigoration or new ventures entirely. Using a range of tools, frameworks and concepts acquired over the course of their program, students scope the issue, diagnose and evaluate problems, conduct extensive research and

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analysis, and prepare a professional executive report outlining high-value, practicable recommendations.

Students must receive at least a 3 (out of 5) in order to graduate. Students must conduct their presentation via recorded video for review by the Instructional Team and must receive a 2 (out of 5) to graduate.

**While not technically a concentration, the Capstone Project represents a substantial portion of the students' workload. Credit hours have been calculated accordingly.*

Additional Required Coursework

All MBA students enrolled in Class of January 2025 and beyond are required to complete the course *Getting Oriented to the Quantic MBA* in order to graduate, in addition to the core concentrations, specializations, and projects outlined in this document.

MBA Specializations

In addition, MBA students are required to complete one specialization, either Entrepreneurship OR Advanced Corporate-Level Strategy. While credit hours have been calculated for each specialization, MBA graduates will earn a minimum total of 36 credit hours, regardless of which specializations are chosen. The specializations currently offered are listed below:

STRT 580: Advanced Corporate-Level Strategy (2 credit hours): Corporate-level strategy is fundamental when looking to sustain a competitive advantage through growth. Learn the ins and outs of vertical integration, strategic alliances, and mergers and acquisitions to successfully expand your business.

- Vertical Integration
- Diversification
- M&A I: Theory and Practice
- M&A II: Making the Deal
- Cooperative Strategy and Strategic Alliances
- Advanced Corporate-Level Strategy Exam

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ENTR 545: Entrepreneurship (2 credit hours): It seems like everyone has an idea for a product or business, but what is it that separates the winning ones from those that fail? Successful entrepreneurs know how to identify the right opportunity, find customers, and market their product.

- The Practice of Entrepreneurship
- Recognizing a Business Opportunity
- Design Thinking
- Entrepreneurial Experimentation
- Business and Revenue Models
- Entrepreneurship Exam (proctored assessment)

Optional Elective Courses (6.5 credit hours total available. Elective courses are not required for graduation from the MBA degree program.):

- Accounting V: Advanced Financial Statements
- AI and Business Transformation
- AI Leadership and Management
- AI and Augmented Productivity
- Game Theory
- Pivot Table Fundamentals
- Probability and Combinatorics
- Derivatives
- Blue Ocean Strategy
- US Business Formation Law
- US Employment Law
- US Intellectual Property Law
- The Art of Presentation
- Exploring the Data Science Landscape
- Introduction to Entrepreneurship
- Design Thinking
- Comparing Multiple Populations
- Analyzing Categorical Variables
- Introduction to Blockchain
- Decentralized Applications

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- Blockchains in Practice
- English Employment Law
- English Business Formation Law
- English Intellectual Property Law
- Change Leadership
- Project Management
- Managing Application Development
- Web Application Foundations
- Cloud Foundations
- Effective Business Writing
- Business Storytelling
- The Art of Presentation
- The Art of Negotiation
- The Practice of Entrepreneurship
- Recognizing a Business Opportunity
- Entrepreneurial Experimentation
- Business and Revenue Models
- Networks and Social Capital for Entrepreneurs
- Seed Funding
- Venture Capital
- The Term Sheet

MBA Project Learning Outcomes

Business Plan Capstone Learning Outcomes:

- Identify a promising opportunity through researching and analyzing an industry and its market.
- Create a cohesive, detailed plan to capitalize on an opportunity by forming a new business.
- Evaluate the potential risks and rewards of a business opportunity.

Business Plan Oral Presentation Learning Outcomes:

- Pitch your business in a lively, engaging, and compelling fashion.
- Develop a visually pleasing and well-organized slide presentation.
- Anticipate and answer likely questions from investors and other stakeholders.

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Strategy Report Capstone Learning Outcomes:

- Scope and diagnose a complex strategic business problem through skillful application of strategic concepts and frameworks and in-depth research
- Propose a comprehensive strategic solution that draws on quantitative and qualitative information and is sensitive to ethics, available resources and business context
- Evaluate the potential risks and feasibility of a strategic solution

Strategy Report Oral Presentation Learning Outcomes:

- Pitch your strategic solutions in a lively, engaging, and compelling fashion.
- Develop a visually pleasing and well-organized slide presentation.
- Anticipate and answer likely questions from stakeholders

Markets & Economies Case Study Oral Presentation Project Learning Outcomes:

- Read and analyze a case study.
- Craft and present a persuasive response via video.

Accounting Project Learning Outcomes:

- Prepare multi-year balance sheets, income statements, and cash flow statements.
- Analyze financial statements to evaluate the financial health of a business.

Finance Case Study Project Learning Outcomes:

- Use knowledge of corporate finance to interpret financial data and make sound business decisions.

Leading Organizations Case Study Oral Presentation Project Learning Outcomes:

- Analyze the failure to identify the cause of Chase's miscalculation and potential solutions.
- Evaluate a leader's strengths and weaknesses in both preventing and addressing major problems.
- Create your own leadership strategy for approaching a complex issue.
- Craft and present a persuasive response via video.

Strategy Case Study Project Learning Outcomes:

- Apply your business knowledge to a real-world situation.

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- Conduct industry and strategic analysis on an existing business and support your arguments with secondary research.

3. Master of Science in AI Engineering (MSAIE)

Credential Awarded upon Completion
Master's Degree

Master of Science in AI Engineering Required Concentrations

COSC 545: Managing AI Engineering (3 credit hours): To manage complex teams, adapt to shifting requirements, and develop high-quality AI systems, it takes more than just a working knowledge of software - it takes knowledge and proficiency in the rapidly-evolving AI software development tools and processes. Gain hands-on experience with the software development life cycle, agile methods, application design, project management, software ethics, and UX/UI.

- AI-Assisted Software Development
- Managing AI Application Development I
- Managing AI Application Development II
- User-Centered Design
- Cloud Foundations
- Professionalism & Ethics
- Exam 1: Managing AI Engineering Exam (proctored assessment)
- Project 1: Managing AI Engineering Project

COSC 550: Web Application & Interface Design (3 credit hours): If you want to design and implement effective Web-based AI systems, understanding databases, related application technologies, and interface design is critical. Learn how databases connect to the web, how web application development is structured between front-ends and back-ends, and how to build dynamic web applications using Python, Flask, PostgreSQL, and JavaScript.

- Web Application Foundations
- Interactive Web Pages
- Relational Databases
- Back Ends
- Exam 2: Web Application and Interface Design Exam (proctored assessment)
- Project 2: Web Application & Interface Design Project & Presentation (proctored assessment)

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COSC 570: Software Testing & CI/CD (3 credit hours): How can a team of engineers work on the same codebase, squash bugs, and release updates quickly? Discover the modern tools, processes, and methods that make continuous testing, integration, and delivery of high-quality software possible.

- Introduction to Git & GitHub
- Software Testing
- CI/CD & Software Maintenance
- Performance Monitoring
- Exam 3: Software Testing and Contiguous Integration Exam (proctored assessment)

COSC 575: AI Engineering Techniques and Architecture (3 credit hours): Move beyond the AI hype with practical skills you can use to architect AI systems. Learn to craft effective prompts, implement and deploy LLM-based applications, and design and implement AI agents and multi-agent systems. Along the way, explore ethical and regulatory considerations to guide smart, responsible adoption in your organization.

- Prompt Engineering
- Adopting AI in Your Organization
- LLM-Based Apps
- AI Agents
- Exam 4: AI Engineering Techniques and Architectures Exam (proctored assessment)
- Project 3: AI Engineering Techniques and Architectures Project (proctored assessment)

COSC 560: Software Design & Architecture (4 credit hours): Why reinvent the wheel when patterns and best practices for creating well-architected code and applications already exist? Explore strategies for developing code and software enterprise architectures that are well-designed and industry-tested.

- Design and UML
- Paradigms & Patterns
- Enterprise Architectures
- Cloud Services & Architectures
- Exam 5: Software Design and Architecture Exam (proctored assessment)

COSC 591: Machine Learning to AI Model Fine-Tuning (4 credit hours): Machine learning systems and artificial intelligence models are providing transformative capabilities

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across all industries. Such systems are built by AI engineers using a range of techniques and software libraries. In this concentration, you'll be introduced to this field and learn how to train both machine learning models and fine-tune AI models using relevant tools and libraries like Jupyter Notebooks, Scikit-learn, PyTorch, foundation AI models and HugginFace libraries.

- Introduction to Machine Learning
- Data Preprocessing
- Linear Algebra for Machine Learning
- Logistic Regression
- Decision Trees & Random Forests
- Clustering with Unsupervised Learning
- Introduction to Deep Learning
- AI Model Fine-Tuning
- Exam 6: Machine Learning to AI Model Fine-Tuning Exam (proctored assessment)
- Project 4: Machine Learning to AI Model Fine-Tuning Project (proctored assessment)

COSC 597: AI and Organizational Transformation (2 credit hours): Explore the myriad ways AI models, AI applications and AI agents can enhance workplace productivity and maximize business impact and develop your own adoption strategies to bring your organization to the cutting edge of the 21st century.

- AI and Business Transformation
- AI Leadership and Management
- AI and Augmented Productivity
- Exam 7: AI and Organizational Transformation Exam (proctored assessment)
- Project 5: AI and Organizational Transformation Project & Presentation (proctored assessment)

COSC 600: Microservice Architectures (2 credit hours): Users demand a lot from their Web and AI systems: responsiveness, whether there’s one user or millions; continuous updates and improvements; and rapid access to the latest technologies. In this concentration, you’ll learn to use web services, microservices, and serverless architectures to design and develop well-architected systems that meet those demands.

- Microservices I: Designing & Building
- Microservices II: Deploying & Testing
- Microservices III: Scaling and Kubernetes

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- Exam 8: Microservice Architectures Exam (proctored assessment)

COSC 610: AI Engineering Capstone Project (4 credit hours):* For their Capstone Project, students in the MSAIE program are required to work as part of an agile AI engineering team, to analyze, design and architect, implement, test and deliver on-time a high-quality AI system that provides valuable and innovative real-world capabilities.

Students must receive at least a 3 (out of 5) in order to graduate. Students record a video demonstration of their AI system to be reviewed and graded by Quantic faculty, and must receive a 2 (out of 5) to graduate.

**While not technically a concentration, the Capstone Project represents a substantial portion of the students' workload. Credit hours have been calculated accordingly.*

Additional Required Coursework

All MSAIE students are required to complete the course *Getting Oriented to the Quantic MSBA* in order to graduate, in addition to the core concentrations, specializations, and projects outlined in this document.

MSAIE Specializations

In addition, MSAIE students are required to complete two specializations, including all listed coursework and a concluding exam, over the course of the program. While credit hours have been calculated for each specialization, MSAIE graduates will earn a minimum total of 32 credit hours, regardless of which specializations are chosen. The specializations currently offered are listed below:

BSAN 531: Communicating with Data (3 credit hours): Numbers and data don't speak for themselves; they rely on you to give them a voice. Master the art of visualizing data, extracting the right stories, and building compelling narratives and presentations catered to different audiences while being cognizant of cultural differences.

- Data Visualization
- Storytelling with Data
- Effective Business Writing
- Cultural Intelligence
- The Art of Presentation

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- Communicating with Data Exam (proctored assessment)

COSC 530: Blockchain (2 credit hours): Blockchain is the latest buzzword sweeping the business world, but does it live up to the hype? We'll dig deeper into this cutting-edge technology and explore how it works, its potential applications, and its limitations.

- Introduction to Blockchain
- Decentralized Applications
- Blockchains in Practice
- Decentralized Finance
- Blockchain Exam (proctored assessment)

COSC 580: Cloud Applications & Architecture (3 credit hours): Cloud computing has become the dominant approach for hosting web applications and deploying scalable AI systems. In this concentration, you'll work with live cloud services to deploy different types of applications and capabilities to the web.

- AWS Academy Cloud Foundations
- Migrating an Existing Web Application I
- Migrating an Existing Web Application II
- Serverless Application Development I
- Serverless Application Development II
- Cloud Applications and Architectures Exam (proctored assessment)

MATH 556: Mathematics for AI Engineering (3 credit hours): To enhance your expertise in AI engineering, additional mathematical concepts and knowledge beyond the linear algebra and calculus already covered, can assist. In this specialization you will flesh out your AI engineering mathematics by covering advanced differentiation, approaches to optimization, probability fundamentals and probability distributions.

- Advanced Differentiation
- Optimization Models
- Probability Fundamentals
- Probability Distributions
- Mathematics for AI Engineering Exam (proctored assessment)

MGMT 551: Leading Organizations (4 credit hours): As a leader, there's nothing more important than setting your team or organization up for success. Learn to create a sense of identity among team members, craft a shared set of values, and help your team become more resilient to crisis or change.

- Organizational Behavior: Working in Groups and Teams
- Organizational Structure and Culture

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- Corporate Governance
- Developing a Corporate Philosophy
- Modern Theories of Leadership
- Business Ethics and Social Responsibility
- Talent Management
- Leading Organizations Exam (proctored assessment)

Quantic School of Business and Technology programs do not include contact hours of lecture, lab, or externship.

MSAIE Project Learning Outcomes

Managing AI Engineering Project Learning Outcomes:

- Conduct one-on-one requirements gathering sessions with customers
- Build user stories, epics, and user journeys
- Design and define system requirements for a potential client
- Distinguish between functional and nonfunctional requirements
- Build software UX wireframe mockups based on requirements and user feedback
- Incorporate the needs of users into both the requirements gathering and interface design aspects of the software development process

Web Application & Interface Design Project Learning Outcomes:

- Develop working websites using React and JSX, and Flask
- Translate customer requirements into a working web application
- Carry out high quality UI and UX design
- Develop backend logic and a backend database using Flask and PostgreSQL
- Implement client-side forms with React and form handling with Flask
- Utilize AI software development tooling as appropriate for rapid and high quality software development

AI Engineering Techniques & Architectures Project Learning Outcomes:

- Demonstrate excellent AI engineering skills
- Demonstrate the ability to select an appropriate AI application or AI agent design and architecture
- Implement a working AI application or AI agent including RAG
- Evaluate the performance of an AI application or AI agent
- Utilize AI software development tooling as appropriate

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Machine Learning to AI Model Fine-Tuning Project Learning Outcomes:

- Correctly preprocess and analyze structured data.
- Train, tune, and evaluate ML models using cross-validation and test sets.
- Package a trained ML model for inference in production.
- Build and deploy a Web application serving ML predictions.
- Implement a CI/CD pipeline with automated testing.
- Demonstrate and communicate ML evaluation results effectively.
- Utilize AI software development tooling as appropriate

AI and Organizational Transformation Project Learning Outcomes:

- Demonstrate the ability to successfully identify a valuable AI use case
- Select an appropriate AI adoption strategy corresponding to a given use case
- Develop an appropriate design and architecture for the solution to a given AI use case
- Develop an AI adoption, management and leadership strategy
- Develop an appropriate data strategy for an AI adoption initiative
- Develop a cost and ROI estimate for an AI adoption initiative
- Develop an evaluation strategy, including KPIs, to evaluate the success of an AI adoption initiative

MSAIE Capstone Project Learning Outcomes:

- Work as part of an agile AI engineering team to analyze, design, develop, test and deploy a high-quality AI application or agent
- Utilize the appropriate AI engineering methodology and tools for your project to deliver a software product on-time
- Demonstrate a working AI application or agent meeting agreed requirements to product stakeholders
- Demonstrate the use of appropriate AI tooling to support software development
- Utilize appropriate AI Engineering techniques and technologies throughout

4. Master of Science in Business Analytics (MSBA)

<u>Credential Awarded upon Completion</u>

Master's Degree

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Master of Science in Business Analytics Required Concentrations

BSAN 500: Principles of Business Analytics (3 credit hours): Embark on your journey into the field of business analytics and gain foundational knowledge for managing data, databases, and application development.

- Introduction to Business Analytics
- Business Intelligence in Action
- Managing Application Development
- Relational Databases
- Big Data and NoSQL
- The ETL Process
- Exam 1: Principles of Business Analytics Exam (proctored assessment)
- Project 1: Principles of Business Analytics Project

MATH 555: Statistics for Business Analytics (3 credit hours): As some august orator once said, "*There are three kinds of lies - lies, damned lies, and statistics*." Whether you consider yourself a math person or not, being successful in the field of business analytics requires sifting through conflicting reports, digging into data, and generally becoming an informed consumer and producer of statistical content.

- One-variable Statistics
- Finding Relationships among Variables
- Regression Analysis
- Statistical Inference: Making Data-Driven Decisions
- Exam 2: Statistics for Business Analytics Exam (proctored assessment)

BSAN 510: Strategy and Analytics (3 credit hours): Learn to lead strategically, identify, and communicate opportunities to leverage analytics in decision-making, and bring innovative ideas to life while being mindful of data ethics and privacy.

- Decision-Making with Analytics
- Strategic Leadership
- Design Thinking & Innovation
- Decision Analysis
- Ethics and Data Privacy
- Cultural Intelligence
- Exam 3: Strategy and Analytics Exam (proctored assessment)
- Project 2: Strategy and Analytics Oral Presentation (proctored assessment)

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BSAN 520: Analytics in Business (3 credit hours): When designing impactful analytics solutions to complex business challenges across a range of functions, you need to be versatile. Develop both versatility and a command of how analytics can be applied to function-specific business scenarios.

- Information Systems
- Analytics in Finance
- Analytics in Marketing
- Supply Chain Management
- Exam 4: Analytics in Business Exam (proctored assessment)
- Project 3: Analytics in Business Project

BSAN 530: Communicating with Data (3 credit hours): Numbers and data don't speak for themselves; they rely on you to give them a voice. Master the art of visualizing data, extracting the right stories, and building compelling narratives and presentations catered to different audiences while being cognizant of cultural differences.

- Data Visualization
- Storytelling with Data
- Business Intelligence
- Meeting User Needs
- Effective Business Writing
- Exam 5: Communicating with Data Foundations Exam (proctored assessment)
- Project 4: Communicating with Data Oral Presentation (proctored assessment)

BSAN 540: Analytics Methods and Frameworks (3 credit hours): Analytical techniques and models grow increasingly powerful every day. Learn analytical methods and techniques such as regression analysis, time series analysis, clustering, association rules, and predictive modeling to bridge the gap between powerful technologies and real business value and impact.

- R Fundamentals
- Clustering and Association Rules
- Forecasting and Modeling Time Series
- Data Mining and Machine Learning
- Exam 6: Analytics Methods and Frameworks Exam (proctored assessment)
- Project 5: Analytics Methods and Frameworks Project

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BSAN 550: Analytics with Big Data and AI (3 credit hours): AI and big data are becoming more mainstream. Learn techniques such as cloud-based big data analytics, text-mining, real-time analytics, image and video analytics, and autonomous analytics to help your organization keep pace with these trends.

- Cloud-Based Big Data Analytics
- Text Mining
- Real-Time Analytics
- Image and Video Analysis
- Autonomous Analytics
- Introduction to Artificial Intelligence
- Exam 7: Analytics with Big Data and AI Exam (proctored assessment)

BSAN 560: Advanced Analytics Methods and Frameworks (2 credit hours): Companies are moving towards replacing human decision-making with sophisticated technologies. Use your command of prescriptive analytics methods and frameworks to achieve actionable decisions that leverage mathematical modeling and simulations.

- Simulation Models
- Optimization Models
- Network Analysis
- Exam 8: Advanced Analytics Methods and Frameworks Exam (proctored assessment)

BSAN 590: Business Analytics Capstone (4 credit hours): For the business analytics capstone project, you'll develop a business analytics consultancy plan and create an analytics solution or a proof of concept for an external organization.

Students must receive at least a 3 (out of 5) in order to graduate. Students must conduct their presentation via recorded video for review by the Instructional Team and must receive a 2 (out of 5) to graduate.

**While not technically a concentration, the Capstone Project represents a substantial portion of the students' workload. Credit hours have been calculated accordingly.*

<u>Additional Required Coursework</u>

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All MSBA are required to complete the course *Getting Oriented to the Quantic MSBA* in order to graduate, in addition to the core concentrations, specializations, and projects outlined in this document.

MSBA Specializations

In addition, MSBA students are required to complete two specializations, including all listed coursework and a concluding exam, over the course of the program. While credit hours have been calculated for each specialization, MSBA graduates will earn a minimum total of 31 credit hours, regardless of which specializations are chosen. The specializations currently offered are listed below:

MATH 560: Advanced Statistical Inference (2 credit hours): Take an in-depth look at small samples and categorical variables, including t-tests, error types, paired hypothesis testing, chi-square tests, and more!

- Advanced Statistical Inference
- Comparing Multiple Populations
- Analyzing Categorical Variables
- Advanced Statistical Inference Exam (proctored assessment)

MGMT 570: AI for Business (2 credit hours): Explore the myriad ways AI-powered tools can enhance workplace productivity and maximize business impact and develop your own adoption strategies to bring your organization to the cutting edge of the 21st century.

- AI and Business Transformation
- AI Leadership and Management
- AI and Augmented Productivity
- AI for Business Exam (proctored assessment)

COSC 530: Blockchain (2 credit hours): Blockchain technologies are poised to enable business model transformations across a range of industries shifting powers from the center to the edges of the network. We'll dig into this cutting-edge technology and explore how it works, its potential applications, and its limitations.

- Introduction to Blockchain
- Decentralized Applications
- Blockchains in Practice

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- Decentralized Finance
- Blockchain Exam (proctored assessment)

ENTR 543: Entrepreneurship (2 credit hours): Have a million-dollar idea, but don't know how to take it to the bank? Here's everything you need to take your startup from conception to capitalization!

- The Practice of Entrepreneurship
- Recognizing a Business Opportunity
- Entrepreneurial Experimentation
- Business and Revenue Models
- Seed Funding
- Entrepreneurship Exam (proctored assessment)

FINC 552: Finance (2 credit hours): Businesses need to track when and where money comes in and goes out, predict its future movements, determine how to make it grow, and estimate how much it's really worth.

- Introduction to Accounting
- Financial Statement Analysis
- Cost of Capital I: Capital Structure
- Valuation I: Discounted Free Cash Flow
- Excel for Finance
- Finance Exam (proctored assessment)

COSC 591: Introduction to Machine Learning (2 credit hours): Machine learning and systems based on artificial intelligence are providing transformative capabilities across all industries. Such systems are built by software engineers using a range of powerful but accessible tools. In this concentration, you'll be introduced to this field and learn how to engineer such software systems using relevant tools and libraries like Jupyter Notebook, Scikit-learn, and PyTorch.

- Introduction to Machine Learning
- Linear Algebra for Machine Learning
- Logistic Regression
- Decision Trees & Random Forests
- Clustering with Unsupervised Learning
- Introduction to Deep Learning
- Introduction to Machine Learning Exam (proctored assessment)

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MATH 540: Probability (2 credit hours): Gain a deeper understanding of the rules and laws of probability, including discrete and continuous distributions, sample techniques and theories, and describing and summarizing data using Excel, and use this knowledge to make better predictions and solve real-world business problems.

- Probability Fundamentals and Rules
- Probability Distributions
- Excel for One-Variable Statistics and Probability
- Sampling and Sampling Distributions
- Probability Exam (proctored assessment)

STRT 551: Strategy (2 credit hours): How do business leaders steer their companies toward profitability? It largely depends on a good strategy: understanding internal and external factors for success, as well as knowing when to operate in multiple businesses simultaneously.

- Strategy I: Business-Level Strategy
- Strategy II: Corporate-Level Strategy
- Strategy III: International Strategy
- Strategic Frameworks
- Implementing Strategy
- Strategic Decision-Making
- Strategy Exam (proctored assessment)

COSC 551: Web Applications & Interface Design (2 credit hours): If you want to design and implement effective Web applications, understanding databases, related application technology, and interface design is critical. Learn how databases connect to the web, how web-driven development is structured, and how to make dynamic web applications using Python, Flask, PostgreSQL, and JavaScript.

- Learn to Code with ChatGPT
- Prompting and Web App Development
- Interactive Web Pages
- Relational Databases
- Back Ends
- Web Application & Interface Design Exam (proctored assessment)

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Quantic School of Business and Technology programs do not include contact hours of lecture, lab, or externship.

MSBA Project Learning Outcomes

Capstone: Designing Analytics Solutions: From Strategy to Proof of Concept Learning Outcomes:

- Conduct strategic analysis to identify analytics opportunities
- Apply appropriate tools and methods to capture business value
- Extract, manage, and analyze data to support decision-making
- Communicate effectively with executive, technical, and non-technical audiences
- Assess the impact and feasibility of analytics solutions
- Deliver clear, compelling analytics presentations that communicate business value, engage diverse stakeholders, and confidently address executive questions.

Principles of Business Analytics Project Learning Outcomes:

- Define a realistic business scenario and convert business goals into analytics needs.
- Scope and design an analytics solution, including data sources, process flow, and tools.
- Build and implement a database schema for organizing real-world data.
- Run analytical procedures (preferably SQL-based) to answer key business questions.
- Communicate insights clearly to support data-driven decisions and future improvements.

Strategy and Analytics Presentation Learning Outcomes:

- Demonstrate the ability to apply analytics for strategic decision-making in both corporate and entrepreneurial settings.
- Pitch a data/analytics-related opportunity, conveying business value and feasibility either for an established organization or a startup venture.
- Synthesize core concepts including strategic leadership, design thinking, decision analysis, ethics, and performance measurement frameworks in the context of analytics.
- Deliver a clear, engaging, and professional analytics-focused business case presentation, tailored to an executive audience or potential investors.

Analytics in Business Case Study Project Learning Outcomes:

- Analyze how firms leverage analytics to solve key pain points, innovate business models, and add value for customers;

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- Explore how firms identify and select a target market and apply analytics for segmentation, targeting and positioning;
- Examine ways to improve the working of data analytics in the InsurTech industry.

Communicating with Data Presentation Learning Outcomes:

- Apply user-centric design principles to uncover the goals of non-technical stakeholders and translate raw data into insights they can act on.
- Craft compelling data visualizations and narratives that communicate business insights clearly, emphasizing clarity, relevance, and accessibility.
- Develop interactive dashboards whose layout, navigation, and visual choices are guided by the stakeholder journey, enabling real-time exploration of key metrics.

Analytics Methods and Frameworks Project Learning Outcomes:

- Frame business challenges as analytics problems, with clear KPIs and success measures.
- Prepare and explore data to ensure quality and uncover key patterns.
- Build and evaluate models (forecasting, classification, clustering, association rules, machine learning) to extract insights and highlight trade-offs.
- Translate results into decision rules that balance value, fairness, and explainability.
- Communicate findings effectively through visuals, an executive memo, and a presentation.

5. Master of Science in Software Engineering (MSSE)

Credential Awarded upon Completion
Master's Degree

Master of Science in Software Engineering Required Concentrations

COSC 540: Managing Software Engineering (3 credit hours):
To manage complex teams, adapt to shifting requirements, and develop high-quality software, it takes more than just a working knowledge of programming—it takes the right tools and processes. Gain hands-on experience with the software development life cycle, agile methods, application design, project management, software ethics, and UX/UI.

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- Leading Software Development I
- Leading Software Development II
- Meeting User Needs
- Cloud Foundations
- Professionalism & Ethics
- Exam 1: Managing Software Engineering Exam (proctored assessment)
- Project 1: Managing Software Engineering Project

COSC 550: Web Application & Interface Design (3 credit hours): If you want to design and implement effective Web applications, understanding databases, related application technology, and interface design is critical. Learn how databases connect to the web, how web-driven development is structured, and how to make dynamic web applications using Python, Flask, PostgreSQL, and JavaScript.

- Web Application Foundations
- Interactive Web Pages
- Relational Databases
- Back Ends
- Exam 2: Web Application and Interface Design Exam (proctored assessment)
- Project 2: Web Application & Interface Design Oral Presentation (proctored assessment)

COSC 560: Software Design & Architecture (4 credit hours): Why reinvent the wheel when patterns and best practices for creating well-architected code and applications already exist? Explore strategies for developing code and software architectures that are well-designed and industry-tested.

- Design & UML
- Paradigms & Patterns
- Enterprise Architectures
- Cloud Services & Architectures
- Exam 3: Software Design and Architecture Exam
- Project 3: Software Design & Architecture Project

*COSC 570: Software Testing & CI/CD (3 credit hours) :*How can a team of software engineers work in parallel on the same codebase, produce bug-free code, and also more rapidly release updated versions of software? Learn the modern collaborative

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tools, processes, and methods that enable continuous testing, integration, and delivery of high-quality software systems.

- Introduction to Git & GitHub
- Software Testing
- CI/CD & Software Maintenance
- Performance Monitoring
- Exam 4: Software Testing and Contiguous Integration Exam

COSC 580: Cloud Applications & Architectures (3 credit hours): Cloud computing has become the dominant approach for hosting web applications and deploying scalable systems. In this concentration, you'll work with live cloud services to deploy different types of applications and capabilities to the web.

- AWS Academy Cloud Foundations
- Migrating an Existing Web Application I
- Migrating an Existing Web Application II
- Serverless Application Development I
- Serverless Application Development II
- Exam 5: Cloud Applications and Architectures Exam

COSC 590: Introduction to Machine Learning (3 credit hours): Machine learning and systems based on artificial intelligence are providing transformative capabilities across all industries. Such systems are built by software engineers using a range of powerful but accessible tools. In this concentration, you'll be introduced to this field and learn how to engineer such software systems using relevant tools and libraries like Jupyter Notebook, Scikit-learn, and PyTorch.

- Introduction to Machine Learning
- Data Preprocessing
- Linear Algebra for Machine Learning
- Logistic Regression
- Decision Trees & Random Forests
- Unsupervised Learning
- Exam 6: Introduction to Machine Learning Exam
- Project 4: Introduction to Machine Learning Project

COSC 595: Artificial Intelligence Engineering (2 credit hours): In this concentration students will acquire the foundation knowledge and hands-on skills required by AI

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Engineers. This will include an understanding of the various approaches to utilizing AI models such as LLMs in organizational or business contexts along with the hands-on skills required to implement and deploy LLM-based applications and also the skills needed to implement AI model fine-tuning.

- Adopting AI in Your Organization
- LLM-Based Apps
- Model Fine-Tuning
- Exam 7: Artificial Intelligence Engineering Exam
- Project 5: Artificial Intelligence Engineering Oral Presentation (proctored assessment)

COSC 600: Microservice Architectures (2 credit hours): Users demand a lot from their Web apps: responsiveness, whether there's one user or millions; continuous updates and improvements; and rapid access to the latest technologies. In this concentration, you'll learn to use web services, microservices, and serverless architectures to design and develop well-architected systems that meet those demands.

- Microservices I: Designing & Building
- Microservices II: Deploying & Testing
- Microservices III: Scaling and Kubernetes
- Exam 8: Microservice Architectures Exam

COSC 610: Software Engineering Capstone Project (4 credit hours):* For their Capstone Project, students in the MSSE program are required to work as part of an Agile software engineering team, to analyze, design and architect, implement, test and deliver on-time a high-quality software artifact that meets its functional and non-functional user requirements. Students must receive at least a 3 (out of 5) in order to graduate. Students record a video presentation to be reviewed and graded by Quantic faculty, and must receive a 2 (out of 5) to graduate.

**While not technically a concentration, the Capstone Project represents a substantial portion of the students' workload. Credit hours have been calculated accordingly.*

MSSE Specializations

In addition, MSSE students are required to complete two specializations, including all listed coursework and a concluding exam, over the course of the program. While credit

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hours have been calculated for each specialization, MSSE graduates will earn a minimum total of 32 credit hours, regardless of which specializations are chosen. The specializations currently offered are listed below:

MGMT 570: AI for Business (2 credit hours): Explore the myriad ways AI-powered tools can enhance workplace productivity and maximize business impact and develop your own adoption strategies to bring your organization to the cutting edge of the 21st century.

- AI and Business Transformation
- AI Leadership and Management
- AI and Augmented Productivity
- AI for Business Exam (proctored assessment)

COSC 530: Blockchain (2 credit hours): Blockchain is the latest buzzword sweeping the business world, but does it live up to the hype? We'll dig deeper into this cutting-edge technology and explore how it works, its potential applications, and its limitations.

- Introduction to Blockchain
- Decentralized Applications
- Blockchains in Practice
- Decentralized Finance
- Blockchain Exam (proctored assessment)

BSAN 531: Communicating with Data (3 credit hours): Numbers and data don’t speak for themselves; they rely on you to give them a voice. Master the art of visualizing data, extracting the right stories, and building compelling narratives and presentations catered to different audiences while being cognizant of cultural differences.

- Data Visualization
- Storytelling with Data
- Effective Business Writing
- Cultural Intelligence
- Art of Presentation
- Communicating with Data Foundations Exam (proctored assessment)

MGMT 551: Leading Organizations (3 credit hours): As a leader, there's nothing more important than setting your team or organization up for success. Learn to create a

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sense of identity among team members, craft a shared set of values, and help your team become more resilient to crisis or change.

- Cultural Intelligence
- Organizational Behavior: Working in Groups and Teams
- Organizational Structure and Culture
- Corporate Governance
- Developing a Corporate Philosophy
- Modern Theories of Leadership
- Business Ethics and Social Responsibility
- Talent Management
- Leading Organizations Exam (proctored assessment)

MATH 553: Statistics for Software Engineering (3 credit hours): As some august orator once said, "There are three kinds of lies - lies, damned lies, and statistics." Whether you consider yourself a math person or not, being successful in the field of business analytics requires sifting through conflicting reports, digging into data, and generally becoming an informed consumer and producer of statistical content.

- One-Variable Statistics
- Finding Relationships Among Variables
- Probability Fundamentals and Rules
- Probability Distributions
- Statistics for Software Engineering Exam (proctored assessment)

Quantic School of Business and Technology programs do not include contact hours of lecture, lab, or externship.

MSSE Project Learning Outcomes

Managing Software Engineering Project Learning Outcomes:

- Conduct one-on-one requirements gathering sessions with customers
- Build user stories, epics, and user journeys
- Design and define system requirements for a potential client
- Distinguish between functional and nonfunctional requirements
- Build software UX wireframe mockups based on requirements and user feedback
- Incorporate the needs of users into both the requirements gathering and interface design aspects of the software development process

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Web Application & Interface Design Project Learning Outcomes:

- Develop working websites using React and JSX, and Flask
- Translate customer requirements into a working web application
- Carry out high quality UI and UX design
- Develop backend logic and a backend database using Flask and PostgreSQL
- Implement client-side forms with React and form handling with Flask
- Utilize AI software development tooling as appropriate for rapid and high quality software development

Software Design & Architecture Project Learning Outcomes:

- Pinpoint bad design, problematic source code, and bad coding practices in need of improvement
- Identify and justify opportunities for including software design patterns
- Implement software design patterns in an existing code base
- Utilize object-oriented design principles in this process
- Utilize UML, both structural and behavioral diagrams, to represent software designs
- Utilize domain-driven design principles to model a system and develop a high-level microservices architecture

Intro to Machine Learning Project Learning Outcomes:

- Correctly preprocess and analyze structured data.
- Train, tune, and evaluate ML models using cross-validation and test sets.
- Package a trained ML model for inference in production.
- Build and deploy a Web application serving ML predictions.
- Implement a CI/CD pipeline with automated testing.
- Demonstrate and communicate ML evaluation results effectively.
- Utilize AI software development tooling as appropriate

AI Engineering Project Learning Outcomes:

- Demonstrate excellent AI engineering skills
- Demonstrate the ability to select appropriate AI application design and architecture
- Implement a working LLM-based application including RAG
- Evaluate the performance of an LLM-based application
- Utilize AI software development tooling as appropriate

MSSE Capstone Project Learning Outcomes:

- Work as part of an agile software engineering team to analyze, design, develop, test and deploy a high-quality software product

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- Utilize the appropriate software engineering methodology and tools for your project to deliver a software product on-time
- Demonstrate a working software product meeting agreed requirements to product stakeholders
- Demonstrate the use of appropriate AI tooling to support software development
- Utilize AI Engineering techniques and technologies where appropriate

6. MBA in Leadership and Management Program

Credential Awarded upon Completion
Master's Degree

MBA in Leadership and Management Required Concentrations

MGMT 500: Management Foundations (3 credit hours): What does it take to be a successful manager? In this course, we break down the essential skills and practical strategies necessary to lead a successful team.

- Developing and Reaching Your Goals
- Cultural Intelligence
- Manager Mindset
- Essentials of Management
- Developing a Corporate Philosophy
- Strategic Decision-Making
- Exam 1: Management Foundations Exam (proctored assessment)
- Project 1: Management Foundations Project

MGMT 530: Business Communications (3 credit hours): Communication is key, whether you're pitching a business idea to potential investors or outlining the latest corporate policy change to stakeholders. Write compellingly, speak persuasively, and project an authoritative presence.

- Effective Business Writing
- Business Storytelling
- The Art of Negotiation
- The Art of Presentation

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- Developing a Business Plan
- Exam 2: Business Communications Exam (proctored assessment)
- Project 2: Business Communications Oral Presentation (proctored assessment)

MATH 520: Data & Decisions (3 credit hours): Being successful in business requires sifting through conflicting reports, digging into data, and generally becoming an informed consumer and producer of statistical content. Learn how to summarize and draw actionable conclusions from the data your organization collects.

- One-Variable Statistics
- Probability Fundamentals
- Two-Variable Statistics
- Regression Analysis
- Data Collection
- A/B Testing
- Exam 3: Data & Decisions Exam (proctored assessment)

STRT 591: Strategy (3 credit hours): How do companies gain and sustain a competitive advantage in an increasingly complex business environment? Apply essential tools and frameworks to make effective strategic decisions.

- Recognizing a Business Opportunity
- Strategy I: Business-Level Strategy
- Strategy II: Corporate-Level Strategy
- Strategy III: International Strategy
- Strategic Frameworks
- Implementing Strategy
- Exam 4: Strategy Exam (proctored assessment)
- Project 3: Strategy Project

MGMT 525: Organizational Behavior (3 credit hours): Teamwork makes the dream work, but what makes a team work? Here you'll learn the ins and outs of working in teams and how to navigate power dynamics and ensure that your team is functioning both effectively and equitably.

- Power & Influence
- Networks and Social Capital for Managers

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- Organizational Behavior: Working in Groups and Teams
- Talent Management
- Organizational Structure and Culture
- Exam 5: Organizational Behavior Exam (proctored assessment)
- Project 4: Organizational Behavior Oral Presentation (proctored assessment)

MGMT 560: Modern Management (3 credit hours): Take a deep dive into the qualities and skills that can elevate your management style for a 21st century workplace.

- Modern Theories of Leadership
- Strategic Leadership
- Change Leadership
- Business Ethics and Social Responsibility
- Diversity, Equity & Inclusion
- Positive Leadership
- Exam 6: Strategy & Global Economics Exam (proctored assessment)
- Project 5: Modern Management Project

OPER 547*: Operations Management (3 credit hours):* Want to take your organization to another level? Learn the practices that will make your operations more efficient and will help you maximize profit.

- Introduction to Project Management
- Operations Management Fundamentals
- Managing Uncertainty of Demand
- Forecasting Fundamentals
- Supply Chain & Procurement
- Exam 7: Operations Management Exam (proctored assessment)

MARK 545: Marketing & Pricing (3 credit hours): Do you have a product or service to sell? For it to be successful in market, you'll need to communicate its value to consumers and price it appropriately. How do you convey its features and benefits effectively? What pricing structures will you use to maximize profit? These are just some of the questions your marketing and pricing strategies need to address.

- Marketing Fundamentals
- Brand Development and Management

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- Pricing I
- Pricing II
- Exam 8: Marketing & Pricing Exam (proctored assessment)

FINC 560: Finance & Accounting (4 credit hours): Do you have a product or service to sell? For it to be successful in market, you'll need to communicate its value to consumers and price it appropriately. How do you convey its features and benefits effectively? What pricing structures will you use to maximize profit? These are just some of the questions your marketing and pricing strategies need to address.

- Finance I: Time Value of Money
- Cost of Capital I: Capital Structure
- Value Creation
- Capital Budgeting
- Introduction to Accounting
- Managerial Accounting
- Exam 9: Finance & Accounting Exam (proctored assessment)

BUS 698: Capstone Project: (3 credit hours)*

- The Art of Presentation
- Strategic Analysis Workshop
- Getting Started with Capstone Research
- Writing an Executive Report
- Balanced Scorecard
- Capstone Oral Presentation (proctored assessment)
- Capstone Project Submission

For their Capstone Project, students in the MBA in Leadership and Management program will create an executive strategy report that solves a complex, strategic business problem on behalf of a target organization. Students will solve critical strategic challenges and develop actionable recommendations, such as organization turnaround strategies, expansion plans, organizational reinvigoration or new ventures entirely. Using a range of tools, frameworks and concepts acquired over the course of their program, students scope the issue, diagnose and evaluate problems, conduct

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extensive research and analysis, and prepare a professional executive report outlining high-value, practicable recommendations.

Students must receive at least a 3 (out of 5) in order to graduate. Students must conduct their presentation via recorded video for review by the Instructional Team and must receive a 2 (out of 5) to graduate.

**While not technically a concentration, the Capstone Project represents a substantial portion of the students' workload. Credit hours have been calculated accordingly.*

Additional Required Coursework

All Valar MBA students enrolled in Class of November 2024 and beyond are required to complete the course *Getting Oriented to the Valar MBA* in order to graduate, in addition to the core concentrations and projects outlined in this document

MBA in Leadership and Management Project Learning Outcomes

Management Foundations Project:

- Apply your knowledge of management skills and practices in a case study setting.
- Prepare an engaging, clear, and organized written report.

Business Communications Oral Presentation:

- Use business storytelling to start pitching your business opportunity.
- Establish executive presence through artful presentation skills.

Strategy Project:

- Apply your business knowledge to a case study situation.
- Deliver an engaging, clear, and organized written response.

Organizational Behavior Oral Presentation:

- Apply your organizational behavior knowledge to a case study situation.
- Prepare an engaging, clear, and organized oral response to a prompt.

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Modern Management Project Learning Outcomes:

- Apply your business knowledge to a real-world situation.
- Prepare an engaging, clear, and organized management consultancy report.

Strategy Report Capstone Learning Outcomes:

- Scope and diagnose a complex strategic business problem through skillful application of strategic concepts and frameworks and in-depth research
- Propose a comprehensive strategic solution that draws on quantitative and qualitative information and is sensitive to ethics, available resources and business context
- Evaluate the potential risks and feasibility of a strategic solution

Strategy Report Oral Presentation Learning Outcomes:

- Pitch your strategic solutions in a lively, engaging, and compelling fashion.
- Develop a visually pleasing and well-organized slide presentation.
- Anticipate and answer likely questions from stakeholders

7. **EMBA in Strategic Leadership Program**

<u>Credential Awarded upon Completion</u>
Master's Degree

<u>EMBA in Strategic Leadership Required Concentrations</u>

MGMT 510: Leadership Foundations (3 credit hours): What makes an exceptional leader? Are great leaders made or born? Learn to take the lead in any situation, even across cultural boundaries.

- Modern Theories of Leadership
- Cultural Intelligence
- Developing a Corporate Philosophy
- Business Ethics and Social Responsibility
- Talent Management
- Exam 1: Leadership Foundations Exam (proctored assessment)
- Project 1: Leadership Foundations Project

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MGMT 520: Organizational Behavior (3 credit hours): Teamwork makes the dream work, but what makes a team work? Here you'll learn the ins and outs of working in teams and how to navigate power dynamics and ensure that your team is functioning both effectively and equitably.

- Power & Influence
- Networks and Social Capital for Managers
- Organizational Behavior: Working in Groups and Teams
- Organizational Structure and Culture
- Diversity, Equity & Inclusion
- Exam 2: Organizational Behavior Exam (proctored assessment)
- Project 2: Organizational Behavior Project

STRT 540: Strategy & Global Economics (3 credit hours): How do companies gain and sustain a competitive advantage in an increasingly complex global business environment? Apply essential tools, frameworks, and an understanding of international trade to make effective strategic decisions.

- Strategy I: Business-Level Strategy
- Strategy II: Corporate-Level Strategy
- Microeconomics I: Supply and Demand
- Microeconomics II: Shape your Economic Worldview
- Macroeconomics: International Trade
- Macroeconomics: Economic Fluctuations
- Exam 3: Strategy & Global Economics Exam (proctored assessment)
- Project 3: Strategy & Global Economics Oral Presentation (proctored assessment)

MARK 540: Marketing & Pricing (3 credit hours): Do you have a product or service to sell? For it to be successful in market, you'll need to communicate its value to consumers and price it appropriately. How do you convey its features and benefits effectively? What pricing structures will you use to maximize profit? These are just some of the questions your marketing and pricing strategies need to address.

- Marketing Fundamentals
- Brand Development and Management
- Digital Marketing Fundamentals

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- Pricing I Fundamentals
- Exam 4: Marketing & Pricing Exam (proctored assessment)

MGMT 530: Business Communications (3 credit hours): Communication is key, whether you're pitching a business idea to potential investors or outlining the latest corporate policy change to stakeholders. Write compellingly, speak persuasively, and project an authoritative presence.

- Effective Business Writing
- Business Storytelling
- The Art of Negotiation
- The Art of Presentation
- Developing a Business Plan
- Exam 5: Business Communication Exam (proctored assessment)
- Project 4: Business Communication Oral Presentation (proctored assessment)

MATH 520: Data & Decisions (3 credit hours): Being successful in business requires sifting through conflicting reports, digging into data, and generally becoming an informed consumer and producer of statistical content. Learn how to summarize and draw actionable conclusions from the data your organization collects.

- One-Variable Statistics
- Probability Fundamentals
- Two-Variable Statistics
- Regression Analysis
- Data Collection
- A/B Testing
- Exam 3: Data & Decisions Exam (proctored assessment)

STRT 571: Strategic Leadership (3 credit hours): What qualities and habits make someone an effective strategic leader? What tools can they use to analyze their environment, make smart strategic decisions, and ensure their team follows through? Learn this and more.

- Strategic Leadership
- Strategic Frameworks

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- Strategic Decision-Making
- Balanced Scorecard
- Change Leadership
- Positive Leadership
- Exam 7: Strategic Leadership Exam (proctored assessment)
- Project 5: Strategic Leadership Project

STRT 585: Advanced Corporate Strategy (3 credit hours): Corporate executives must navigate complex decisions involving multiple businesses and stakeholders. Evaluate common corporate strategies and apply best practices for pursuing them.

- M&A I: Theory and Practice
- Vertical Integration
- Diversification
- Cooperative Strategy and Strategic Alliances
- Corporate Governance
- Strategy III: International Strategy
- Exam 8: Advanced Corporate Strategy Exam (proctored assessment)

FINC 560: Finance & Accounting (4 credit hours): Do you have a product or service to sell? For it to be successful in market, you'll need to communicate its value to consumers and price it appropriately. How do you convey its features and benefits effectively? What pricing structures will you use to maximize profit? These are just some of the questions your marketing and pricing strategies need to address.

- Finance I: Time Value of Money
- Cost of Capital I: Capital Structure
- Value Creation
- Capital Budgeting
- Introduction to Accounting
- Managerial Accounting
- Exam 9: Finance & Accounting Exam (proctored assessment)

BUS 698: Capstone Project: (3 credit hours)*

- The Art of Presentation

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- Strategic Analysis Workshop
- Getting Started with Capstone Research
- Writing an Executive Report
- Balanced Scorecard
- Capstone Oral Presentation (proctored assessment)

BUS 699: Business Consultancy Plan Capstone Project: (2 credit hours):* For their Capstone Project, students in the EMBA in Strategic Leadership program will create an executive strategy report that solves a complex, strategic business problem on behalf of a target organization. Students will solve critical strategic challenges and develop actionable recommendations, such as organization turnaround strategies, expansion plans, organizational reinvigoration or new ventures entirely. Using a range of tools, frameworks and concepts acquired over the course of their program, students scope the issue, diagnose and evaluate problems, conduct extensive research and analysis, and prepare a professional executive report outlining high-value, practicable recommendations.

Students must receive at least a 3 (out of 5) in order to graduate. Students must conduct their presentation via recorded video for review by the Instructional Team and must receive a 2 (out of 5) to graduate.

**While not technically a concentration, the Capstone Project represents a substantial portion of the students' workload. Credit hours have been calculated accordingly.*

Additional Required Coursework

All Valar EMBA students enrolled in Class of November 2024 and beyond are required to complete the course *Getting Oriented to the Valar EMBA* in order to graduate, in addition to the core concentrations and projects outlined in this document.

EMBA in Strategic Leadership Project Learning Outcomes

Leadership Foundations Project:

- Reflect on your own leadership approach and efficacy.
- Identify ways you can improve and develop as a leader.

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Organizational Behavior Project:

- Apply your business knowledge to a real-world situation.
- Prepare an engaging, clear, and organized Diversity, Equity and Inclusion (DEI) executive report.

Strategy & Global Economics Oral Presentation:

- Apply your business knowledge to a real-world situation.
- Deliver an engaging, clear, and organized oral response.

Business Communication Oral Presentation:

- Use business storytelling to articulate your role as a strategic leader.
- Establish executive presence through artful presentation of self.

Strategic Leadership Project:

- Apply your strategic leadership, change leadership and organizational behavior knowledge to a real-world situation.
- Prepare an engaging, clear, and organized written report.

Strategy Report Capstone Learning Outcomes:

- Scope and diagnose a complex strategic business problem through skillful application of strategic concepts and frameworks and in-depth research
- Propose a comprehensive strategic solution that draws on quantitative and qualitative information and is sensitive to ethics, available resources and business context
- Evaluate the potential risks and feasibility of a strategic solution

Strategy Report Oral Presentation Learning Outcomes:

- Pitch your strategic solutions in a lively, engaging, and compelling fashion.
- Develop a visually pleasing and well-organized slide presentation.
- Anticipate and answer likely questions from stakeholders

Quantic School of Business and Technology programs do not include contact hours of lecture, lab, or externship.

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Course Descriptions

A complete Quantic School of Business and Technology Core Subject Area Catalog is attached at the end of this document. This catalog includes course titles and course descriptions for all offered coursework.

Internships, Externships, and Production Work Requirements

Quantic School of Business and Technology programs do not currently include requirements for any internship, externship, or production work.

Instructional Team Accessibility

The Quantic School of Business and Technology instructional team does not instruct classes in a live teaching environment and therefore its members do not hold regularly scheduled class hours. Students can request to be put in contact with subject matter experts or instructors by emailing academics@quantic.edu. Student inquiries and requests for assistance are addressed in a timely manner by Quantic School of Business and Technology staff or the Instructional Team. Students can also schedule video conference office hours with subject matter experts. These sessions are scheduled according to availability, and do not follow a set schedule.

Academic Support Services

The Quantic School of Business and Technology Student Support Team is available to answer academic, administrative, and financial inquiries Monday to Friday, 9:00am—5:00pm ET. If the Student Support Team is unable to resolve a student inquiry, the request is referred to the appropriate Instructional Team member or administrative staff member. If necessary, Instructional Team members or other administrators will correspond with the student directly, or meet with them over video conference. Student support requests are addressed in a timely manner, typically within 24 hours of receipt.

Students who have questions while completing coursework have the option of using the “Feedback” tab available on every Quantic screen. Using this tab creates a record of the Quantic screen that prompted the learner’s question, and allows the Student Support Team to provide relevant feedback. Feedback emails are addressed by subject matter experts. Quantic regularly surveys students to assess satisfaction with the

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program and also reviews student performance to determine whether program improvements are needed, in line with Quantic's mission.

Students who have fallen behind in their progress or who otherwise require support to meet the academic demands of the program can reach out to a Quantic Academic Counselor for help by reaching out over Slack or by emailing academicadvising@quantic.edu. Academic Counselors provide assistance to struggling students by developing progress plans to get students back on track, connecting them with appropriate members of the Instruction Team for one-on-one help, and offering resources for improving study skills and mental wellbeing.

Quantic School of Business and Technology provides office hours for its Librarian and access to the ProQuest One, Statista, and IBISWorld databases to all students.

Finally, Quantic School of Business and Technology Instructional Team members hold office hours during all concentrations, and review student progress and offer advice on Capstone projects via video conference.

Graduation Requirements

To graduate from our Master's degree programs, students must:

- Complete all courses in their curriculum within the required time frame
- Complete all exams in their curriculum within the required time frame
- Complete all assigned projects and proctored oral assessments
- Submit the required documents that confirm identity, eligibility and past academic performance
- Achieve a final program score of at least 80% (detailed grade breakdowns are provided in the *Required Grades* section of this catalog)

Career Advising and Placement Services

Students with questions about career planning can reach out to our Career Services team at careers@quantic.edu. Career Services currently offers one-on-one career and resume consultations, as well as feedback on students' LinkedIn profiles. Students are also encouraged to complete the elective, "Get Hired: Showcasing Yourself" course, which provides them with tips for resume and cover letter completion, as well as interviewing best practices.

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X. Minimum Technology Requirements

Accessing all Quantic School of Business and Technology courses requires a working internet connection. In addition, for the best experience, we recommend that students update to the latest stable release of their operating system and browser. Note that Quantic School of Business and Technology does not actively block access to any unsupported versions of browsers and operating systems, but we cannot guarantee stability and performance if the minimum thresholds below are unmet.

Browsers and Operating Systems

Desktop

- MacOS – OS X 10.16 or above
- Windows
  - Windows 8.1
  - Windows 10 version 1909 or above
  - Windows 11
- Linux (Beta)
  - Ubuntu LTS releases 18.04 or above
  - Red Hat Enterprise Linux 7.0 or above

Mobile

- iOS – iOS 16 or above
- Android – Android 10 or above (API level 29)

Web Browser

- Chrome 123 or above, latest stable recommended
- Firefox – Version 124 or above
- Safari – Version 18 or above
- Microsoft Edge – Version 123 or above

Bandwidth

- Desktop: Broadband service; minimum 300 kbps up/down, 5 Mbps+ recommended
- Mobile: 4G+ connection required; LTE recommended

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Third-Party Software Requirements

- Slack: Students who are accepted into the degree programs will be required to use Slack for exercises and collaboration. Slack system requirements can be found here.
- Excel: While not required, students who are accepted into the degree programs are recommended to have access to Microsoft Excel 2016. Students can sign up for free access to Microsoft Office 365 using their Quantic email address by following these instructions. Microsoft Office system requirements can be found here.
- Students enrolled in the Master of Science in Business Analytics or Master of Science in Software Engineering will need additional software throughout their program. Please see the Quantic Support Articles for a complete list and assistance with setup.

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XI. Owner and Instructional Team Information

Legal Control

Quantic Holdings, Inc., doing business as Quantic School of Business and Technology and Valar Institute at Quantic School of Business and Technology, is a corporation formed in Delaware and registered to do business in the District of Columbia.

Administrators and Advisors

A complete list of administrative and advisory staff is included below.

Name	Position
Bill Fisher	CEO
Alexie Harper	Chief Product Officer/Chief Academic Officer
Ori Ratner	Chief Technology Officer
Matt Schenck	Executive Vice President
Michael Machen	Vice President for Regulatory Affairs
Rachel Fletcher	Vice President of Marketing and Brand
Koh Herlong	Senior Director of Instructional Design
Skylar Neil	Senior Director of Academic Affairs
Lisa Park	Senior Director of Student Affairs & Registrar
Emer Walshe	Senior Director of Global Events and Strategic Engagement
Justin Wise	Program Operations Lead
John Yates	Project Operations Coordinator
Darshan Desai	Director of Academic Programs, Business Analytics
Robert Steele	Director of Academic Programs, Software Engineering
Natalie Sappleton	Director of Academic Programs, Business
Cuddalore Sundar	Associate Director of Academic Programs, Business
Michael Sahloul	Accounting Subject Matter Expert
Eleonora Carr	Accounting Subject Matter Expert
Magdalena Cutler	Economics and Data & Decisions Subject Matter Expert
Sara Alshareef	Leadership and Entrepreneurship Subject Matter Expert
Harsh Mishra	Leadership and Entrepreneurship Subject Matter Expert
Kristina Batiste	Librarian
Emily Straker-Barak	Manager of Academic Advising

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Jennifer Bonk	Academic Advisor
Grace Erdmann	Events Lead
Kamesha Phillips	Academic Operations Coordinator
Anna Thompson	Manager of Student Affairs and Compliance
Arielle Brown	Senior Enrollment Coordinator
Katie Gallagher	Senior Enrollment Coordinator
Sarah Harder	Director of Student Support
Meaghan Isgett	Bursar
Hannah Watkins	Community Relations Coordinator
Nick Stevens	Senior Student Support Associate
Jessica Dusik	Student Support Associate
Gavin Moore	Senior Director of Admissions Operations
Maureen Wysocki	Assistant Director of Admissions
Lindsey Campion	Admissions Counselor Manager
Cindy Hartin	Admissions Counselor Manager
Sarah Price	Admissions Counselor Manager
David Goodman-Smith	Director of Corporate Outreach
Molly Coulter	Director of Admissions Engagement

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Current Instructional Team Members

A complete list of Instructional Team members currently employed or under contract with Quantic is included below, along with academic credentials.

Name	Courses Taught	Role	Academic Credential
Alshareef, Sara	Leadership, Entrepreneurship	Subject Matter Expert	PhD, Management (Royal Holloway, University of London); MSc, Management (Birkbeck, University of London)
Bachor, Vernon	Strategy	Subject Matter Expert	PhD, International Business, Strategy, Technology & Innovation (University of Calgary); MBA, Information Technology and Finance (University of Calgary)
Berk, Jeffrey	Entrepreneurship	Adjunct Content Advisor	MBA, Marketing, Entrepreneurship (University of Chicago); BA, Business and Accounting (University of Kansas)
Breitbach, Elizabeth	Economics, Finance	Subject Matter Expert	PhD, Economics (University of Nebraska-Lincoln); BA Mathematics, BA Business Administration, concentration in Finance (Clarke University)
Carr, Eleonora	Accounting	Subject Matter Expert	DBA (Temple University)
Cuddalore, Sundar	Economics, Finance	Assoc. Director of Academic Programs, Business and Subject Matter Expert	PhD, Financial Economics (University of New Orleans)
Cutler, Magdalena	Economics, Statistics	Subject Matter Expert	PhD, Economics & Industrial Organization (Arizona State); MS, Information Management (Arizona State)

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Desai, Darshan	Business Analytics	Academic Program Director, Business Analytics	PhD, Management (Nirma University of Science and Technology)
DiMartino, Karen	Leadership, Strategy	Grader	MBA, Business Administration and Management (Northeastern University); BA, Economics, Environmental Studies (Dartmouth)
Durko, Angela	Marketing, Business Communications	Subject Matter Expert	PhD, Tourism and Marketing (Texas A&M University); MS, Advertising (University of Tennessee); BA, Mass Communications and Journalism (Lock Haven University)
Gamolo, Clyde	Accounting	Subject Matter Expert	Doctor in Business Management (Xavier University)
Halcon, Frederic	Economics	Subject Matter Expert	PhD, Business Studies (De La Salle University – Manila)
Harper, Alexie	Administration	Chief Academic Officer	MA, Irish and Irish-American Studies (NYU), AB, English and American Literature and Language (Harvard University)
Lacourbe, Paul	Strategy	Subject Matter Expert	MS & PhD, Technology and Operations Management; BS, Accounting (Eastern China University of Science & Technology)
Lanza, Kerry	Leadership	Subject Matter Expert	DBA, Marketing, Strategy and Leadership (University of Phoenix); MBA, Marketing (DeVry University)
Liu, Richard	Law	Subject Matter Expert	Solicitor (Admitted: England, Wales, New York, USA), LLM (Harvard Law School); BA (Hons), Law (University of Cambridge)

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Mishra, Harsh	Leadership, Entrepreneurship	Subject Matter Expert	PhD, International Business & Strategy (Temple University); MBA, International Business (Indian Institute of Foreign Trade)
Osafo, Emmanuel	Leadership	Subject Matter Expert	PhD, Organizational Leadership, Policy, and Development (University of Minnesota); MS, Psychology (Missouri State University)
Pearson, Brant	Strategy, Leadership	Subject Matter Expert	PhD, Organizational Development and Leadership (Ashford University); MBA, Business Administration (Ferris State University)
Pinlac, Ricarte	Economics, Marketing	Subject Matter Expert	PhD, Commerce (University of Santo Tomas)
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Harrell, Jessica	Leadership, Operations Management, Entrepreneurship	Lead Instructional Designer	PhD, Rhetoric (Carnegie Mellon University); MA, Rhetoric (Carnegie Mellon University); BA, English (Belmont U.)
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Williams, Pierce	Strategy, Organizational Behavior	Lead Instructional Designer	MA, Cultural Studies (Carnegie Mellon University), MA, English Language and Literature (Loyola University Chicago), BA, English (University of Texas at Arlington)

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Past Contributors

A complete list of Instructional Team members who have contributed to developing Quantic curricular materials is included below, along with academic credentials.

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Advisory Council

A complete list of Advisory Council members is included below, along with academic and professional credentials.

Name	Position
Michael Horn	- Chief Strategy Officer at Entangled Group - Co-Founder at the Clayton Christensen Institute for Disruptive Innovation
Pawel Swiatek	- Managing Vice President at Capital One, Venture Partner at NextGen Venture Partners - Co-Founder and CEO at MAZEY - Senior Investment Associate at Bridgewater Associates

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Smita Deshpande	- Head of Global Private Equity Technology at JP Morgan Chase - Manages the analytics and technology focus areas for JPMorgan's global operations
Dave Cook	- Senor Enterprise Service Manager for Amazon Web Services (AWS) - Works with National Security ProServ for AWS

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XII. Core Subject Area Catalog

Note: The following is a complete list of Quantic School of Business and Technology's course offerings in alphabetical order, along with brief course descriptions. Course tags indicate the subject matter and ascending levels of complexity (e.g. ACCT2 should be taken after ACCT1). As explained in the School Catalog, Quantic School of Business and Technology coursework does not adhere to traditional credit hour calculations. For this reason, credit hours are not included in the Core Subject Area Catalog. Credit hours are listed by concentration in the School Catalog section on Required Coursework.

A/B Testing (MARK5)
Course Description: Learn the basic principles of A/B testing for evaluating potential improvements to digital campaigns.

Accounting I: Debits & Credits (ACCT1)
Course Description: Discover financial statement preparation principles and learn bookkeeping mechanics for basic transactions.

Accounting II: Revenues and Expenses (ACCT2)
Course Description: Take a deeper look at how to account for revenues and expenses including the cost of goods sold and depreciation.

Accounting III: Financial Statements (ACCT3)
Course Description: Discover financial statement preparation principles and learn bookkeeping mechanics for basic transactions.

Accounting IV: Working with Ratios (ACCT4)
Course Description: Learn to use balance sheet and income statement metrics to assess a company's financial health, efficiency, and capital structure.

Accounting V: Advanced Financial Statements (ACCT5)
Course Description: Explore advanced balance sheet accounts, income statement line items, and cash flow statement adjustments.

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Adopting AI in Your Organization (AI3)
Course Description: Navigate essential technology decisions for crafting AI-driven applications. Explore model evaluation, ethical considerations, and current regulatory trends to make astute choices in constructing AI solutions that guarantee excellence and compliance.

Advanced Branding Strategies (BRANDSTRAT)
Course Description: Through the lens of consumer-centric branding, delve into the digital frontier to enhance brand engagement, measure and nurture your brand's equity, and foster resilience to thrive amidst challenges.

Advanced Differentiation (DIFFERENT MSAIE76+)
Course Description: Master the advanced differentiation techniques of the chain rule and implicit differentiation.

Advanced Statistical Inference (STAT8)
Course Description: Compare efficacy and impact of variables to make the right choices in complicated scenarios.

AI Agents (AIGENTS)
Course Description: Explore the evolving world of intelligent agents—from solo task-doers to dynamic multi-agent systems—and learn how to design, implement, and govern AI that acts with purpose.

AI and Augmented Productivity (AIPROD)
Course Description: AI isn’t replacing jobs—it’s redefining them. Discover how AI-powered tools enhance workplace efficiency and build strategies to integrate AI at scale.

AI and Business Transformation (AIBIZ)
Course Description: AI is reshaping industries, but how do businesses actually adopt it? Dive into real-world AI strategies, use cases, and success stories to equip yourself with the knowledge to drive transformation in any organization.

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AI Assisted Software Development (CODEWAI+)
Course Description: Harness the power of coding and natural language by prompting AI to generate functional programs. Master the art of prompting and coding fundamentals while optimizing code evaluation, testing, and refactoring with AI's assistance.

AI Leadership and Management (AILEAD)
Course Description: Leading AI initiatives takes more than just technical know-how—it requires strategy, adaptability, and risk management. Arm yourself with the leadership skills to scale AI projects, navigate challenges, and maximize business impact.

AI Model Fine-tuning (AI5 MSAIE76+)
Course Description: Customize AI models for exceptional precision using renowned platforms like HuggingFace and OpenAI. Master working with diverse datasets and integrating enhanced models into applications, equipping yourself with the skills for advanced AI customization.

Analytics in Finance (MSBA FIN)
Course Description: Demonstrate a foundational grasp of finance and explore how business analytics is transforming the field of financial data analysis.

Analytics in Marketing (MSBA MARK)
Course Description: Evaluate how business analytics can transform an organization's marketing strategy, delving into the diverse applications of data skills in the marketing domain.

Analyzing Categorical Variables (STAT7)
Course Description: Draw population-level conclusions about categorical variables with chi-square tests.

Autonomous Analytics (MSBA AUTO)
Course Description: Use artificial intelligence techniques to enhance analytics efficiency, and compare traditional and autonomous methods in the evolving field of automated data analysis.

AWS Academy Cloud Foundations (CLOUD1.5)
Course Description: Prepare to migrate an app to the cloud by taking AWS Academy's Cloud Foundations course.

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Back Ends (WEBFOUND4)
Course Description: Implement Python and Flask-based code to build a website's back end.

Balanced Scorecard (SCORE1)
Course Description: Create, implement, and track a successful business strategy using the Balanced Scorecard method.

Big Data and NoSQL (BDNOSQL)
Course Description: Develop effective data management strategies with an understanding of big data, including why and how it's stored in a NoSQL database.

Blockchains in Practice (BLOCK3)
Course Description: Blockchain has the potential to revolutionize many industries, but it also has major limitations. Examine the issues and explore alternate blockchain protocols that address some of those limitations.

Blue Ocean Strategy (BOS1)
Course Description: Learn how to create uncontested market space and make your competition irrelevant.

Brand Development and Management (MARK3)
Course Description: Understand the importance of creating and leveraging a strong brand, and learn practical tips for bringing your brand to life.

Business and Revenue Models (BIZREV)
Course Description: How do businesses create, deliver, and capture value? And how can entrepreneurs best organize their ideas as they try to do this? Learn this and more in this course on business and revenue models.

Business Ethics and Social Responsibility (ETHICS1)
Course Description: Explore concepts in business ethics and their application to internal and external corporate decision-making.

Business Intelligence (MSBA BI)
Course Description: Demonstrate your proficiency with business intelligence concepts like dimensional modeling and database design, plus your practical skills with SQL and

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Tableau, while designing a database optimized for analytics and creating business intelligence dashboards.

Business Intelligence in Action (MSBA INTROBA2 71+)
Course Description: Discover how data models power business solutions, delve into database fundamentals, and understand the dynamic role of business analysts.

Business Storytelling (STORY)
Course Description: Learn to use stories in a business context to engage and persuade your audience.

Capital Budgeting (FIN4)
Course Description: Learn how businesses decide what projects to invest in based on projected cash flows and constraints on capital.

Change Leadership (CHANGELEAD)
Course Description: Businesses must constantly adapt to keep up in the modern world—but how do you lead change effectively? Learn to build change from the bottom up and overcome resistance in this course.

CI/CD & Software Maintenance (REFACT)
Course Description: Survey best practices for maintaining software, and use prominent tools and methods for continuous integration and continuous deployment.

Cloud-Based Big Data Analytics (MSBA CLOUD)
Course Description: Master the concepts, technologies, and management guidelines of cloud computing, and apply cloud technologies to analytics in practical examples.

Cloud Foundations (APPDEV3)
Course Description: Evaluate options for system architecture and hosting to determine which will best support a particular application.

Cloud Services & Architectures (CLOUD1)
Course Description: Compare the capabilities of major cloud service providers.

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Clustering and Association Rules (MSBA DDM)
Course Description: Construct models employing cluster analysis and association rules techniques to uncover and understand underlying patterns and relationships in data.

Clustering with Unsupervised Learning (MLEARN6)
Course Description: Apply unsupervised learning techniques by implementing k-means clustering to identify patterns and group data into clusters.

Comparing Multiple Populations (STAT7)
Course Description: Analyze differences across populations using two-sample hypothesis tests and ANOVA.

Consumer Behavior (CONSUME)
Course Description: Delve deep into the psychology and sociology of consumer decisions, influences, and biases. Develop advanced frameworks for strategies that gain competitive advantage, mitigate consumer biases, and ethically influence consumer behaviors.

Cooperative Strategy and Strategic Alliances (COOPSTRAT1)
Course Description: Discover how firms use cooperative strategy to form alliances and manage these relationships to achieve shared strategic objectives.

Corporate Governance (CORPGOV1)
Course Description: Learn the systems and relationships through which an organization is controlled and directed.

Cost of Capital I: Capital Structure (FIN2)
Course Description: Understand a company's balance between debt and equity as it assesses the profitability of proposed projects.

Cost of Capital II: The Modigliani-Miller Theorem (FIN3)
Course Description: Under certain assumptions, the capital structure of a company is irrelevant. Removing assumptions reveals an optimal balance between debt and equity.

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Creating Financial Statements in Excel (ACCTEX1)
Course Description: Create a firm's balance sheet, income statement, and cash flow statement from scratch.

Cultural Intelligence (CINTEL2)
Course Description: Become a cultural chameleon by boosting your cultural intelligence. Learn to interpret, lead, and form strong relationships with people from different cultures.

Customer Discovery (INTENTNEW1)
Course Description: Explore how startup entrepreneurs use the customer discovery process to build and refine their business models, from assessing market opportunities to developing an MVP.

Customer Loyalty and Retention (RETAIN)
Course Description: Delve into established methods for cultivating lasting and profitable customer relationships. Learn to assess customer satisfaction, understand loyalty factors, and apply data-informed strategies for minimizing turnover.

Customer Validation (INTENTNEW2)
Course Description: Measure customer demand by developing, testing, and optimizing a sales strategy.

Data Collection (STAT6)
Course Description: Discover the proper methods for gathering the data behind a data-driven decision, along with common data-gathering errors to avoid.

Data Mining and Machine Learning (MSBA PDM)
Course Description: Utilize data mining and machine learning techniques to extract insights from data and support the process of making informed business decisions.

Data Preprocessing (MLEARN2)
Course Description: Preprocess data to use for machine learning with Python.

Data Visualization (MSBA DVIZ)
Course Description: Master the art of data visualization to effectively convey key insights and display complex data in a meaningful and aesthetically engaging way.

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Decentralized Applications (BLOCK2)
Course Description: Delve into the next generation of blockchain technology and examine how smart contracts and decentralized applications take basic blockchain transactions to the next level.

Decentralized Finance (BLOCK4)
Course Description: Decentralized finance (DeFi) aims to use blockchain technology to create a more transparent, accessible, and secure financial system. Explore DeFi basics such as decentralized exchanges, lending and borrowing protocols, stablecoins, and more.

Decision Analysis (MSBA DECAN)
Course Description: Learn how to quantify the predicted effectiveness of various actions to make the most informed decision in conditions of uncertainty.

Decision-Making with Analytics (MSBA DECIDE)
Course Description: Assess ways to combat bias and embed analytics into the decision-making processes.

Decision Trees & Random Forests (MLEARN5)
Course Description: Build and implement decision tree and tree-ensemble models to enhance prediction accuracy and handle complex data structures.

Derivatives (OPT1)
Course Description: Learn how different types of derivatives are used to hedge risk and to speculate on future prices.

Design & UML (UML)
Course Description: Explain foundational principles of OO software design and how to communicate designs using UML.

Design Thinking (DTHINK1)
Course Description: Design thinking brings the dynamic mindset and methods of designers to the tasks of problem-solving. In this course, you'll gain instincts, skills, and tolls for bringing your ideas to life.

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Design Thinking & Innovation (MSBA DTHINK1)
Course Description: Use design thinking and innovation to develop more effective products and solve complex problems.

Developing a Business Plan (BIZPLAN1)
Course Description: Discover what it takes to be a successful entrepreneur and learn how to create an effective business plan.

Developing a Corporate Philosophy (MGMT2)
Course Description: Understand the characteristics of an effective company philosophy and learn how to craft one.

Developing and Reaching Your Goals (GOAL MBALM)
Course Description: Determine effective ways to reach your personal and professional goals.

Digital Marketing Fundamentals (MARK4)
Course Description: Learn the concepts, terms, and tools needed to run an effective digital marketing campaign.

Diversification (DIVERS)
Course Description: Examine the reasons why companies diversify and explore the different approaches they can take.

Diversity and Discrimination in the Workplace (DIVER1)
Course Description: Explore the benefits of a diverse workplace, and learn best practices for identifying and correcting discrimination.

Diversity, Equity & Inclusion (DEI)
Course Description: Harness the power of diversity to improve business outcomes through supporting equity and inclusion in the workplace.

Effective Business Writing (BIZWRITE)
Course Description: Get past writer's block and produce polished documents that pack a punch in this course on effective business writing.

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English Business Formation Law (ELAW)
Course Description: Analyze the dynamics of business formation law, and develop an understanding of the business type that best suits your business goals.

English Employment Law (EEMP)
Course Description: Survey the fundamentals of English employment law and determine the best employment practices for employees.

English Intellectual Property Law (EIPLAW)
Course Description: Evaluate the fundamentals of intellectual property (IP) protections and distinguish between different types of IP and their applicable laws.

Enterprise Architectures (PATTERNS)
Course Description: Differentiate major enterprise software architecture patterns and explain how they're implemented.

Entrepreneurial Experimentation (EXPERIMENT)
Course Description: How do you know if your business idea will work? What are the best ways to test and refine your ideas as you go? Entrepreneurial experimentation can help you find and act on great ideas, faster.

Essentials of Management (MGMT_ESSENTIALS)
Course Description: Develop essential management skills.

Ethics and Data Privacy (MSBA DETHIC)
Course Description: Explore the legal and moral implications that shape how and when to share user data.

Excel for Finance (FINEX1)
Course Description: Use Microsoft Excel's time value of money functions to assist in the valuation of companies and projects.

Excel for One-Variable Statistics and Probability (STATEX2)
Course Description: Discover the tools in Excel that will help you describe and summarize data, as well as enhance your understanding of probability topics.

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Excel for Two-Variable Statistics and Regression Analysis (STATEX3)
Course Description: Discover the tools in Excel that will help you describe and summarize data, as well as enhance your understanding of probability topics.

Exploring the Data Science Landscape (DATASCI1)
Course Description: Learn about the exciting new field of data science, including the essentials of what data science is, how the data science process works, and where the field is headed.

Finance I: Time Value of Money (FIN1)
Course Description: Acquire basic mathematical ability around the time value of money and familiarize yourself with some financial terminology.

Financial Statement Analysis (ACCTNEW7)
Course Description: Bring together everything you have learned about accounting to analyze the financial statements of Apple and its competitors.

Finding Relationships among Variables (MSBA STAT2)
Course Description: Use a clear understanding of correlation to help you measure relationships between two data sets in this course on two-variable statistics.

Forecasting and Modeling Time Series (MSBA TIME)
Course Description: Forecast future events and outcomes by analyzing patterns in past data influenced by seasonality and cyclical trends.

Forecasting Fundamentals (OPMAN3)
Course Description: Learn basic methods for forecasting customer demand.

Game Theory (GT1)
Course Description: Learn the fundamental concepts of game theory, such as representing games, finding best responses, and using various types of strategies.

Image and Video Analysis (MSBA IMVID)
Course Description: Analyze and interpret unstructured data such as image and video data for enhanced decision-making.

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Implementing Strategy (STRAT4)
Course Description: Master the strategy implementation process from creating a strategic plan to aligning operations and monitoring performance.

Information Systems (MSBA INFOSYS)
Course Description: Distinguish various information system types and assess how they facilitate decision-making that leads to a competitive advantage.

Innovation Fundamentals (INNOV1)
Course Description: Master the basics of innovation, from identifying sources of innovation to determining the optimal time to enter the market.

Interactive Web Pages (WEBFOUND2)
Course Description: Survey best practices for interface design and use JavaScript to enable users to interact with the elements of a web page.

Introduction to Accounting (ACCTNEW)
Course Description: Accounting is all about balance. Learn how balance dictates how transactions are recorded and turned into financial statements.

Introduction to Artificial Intelligence (AI1)
Course Description: Discover how to give your business a competitive edge by leveraging AI's transformative potential to unleash innovation and enhance efficiency.

Introduction to Blockchain (BLOCK1)
Course Description: Learn the basics of how blockchains work and explore the most well-known implementation of blockchain: Bitcoin.

Introduction to Business Analytics (MSBA INTROBA)
Course Description: Demonstrate a foundational understanding of business analytics and master the process of transforming data into actionable insights.

Introduction to Deep Learning (MLEARN7)
Course Description: Dive into neural networks and learn how to implement them using Python and PyTorch to solve complex machine learning problems.

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Introduction to Entrepreneurship (INTENTNEW0)
Course Description: Learn what it means to be an entrepreneur and how to discover lucrative opportunities.

Introduction to Git & GitHub (GITHUB)
Course Description: Explore the data model underlying the Git version control system and how to use its companion hosting service GitHub.

Introduction to Machine Learning (MLEARN1)
Course Description: Explore the basics of machine learning, and experiment with Python and SciKit-learn.

Introduction to Project Management (PROJNEW)
Course Description: Explore the fundamentals of effective project management.

Leading Software Development I (APPDEV1 71+)
Course Description: Compare process models for developing software applications, and discover why Agile development and deployment offer unique advantages.

Leading Software Development II (APPDEV2 71+)
Course Description: Explore tools for Agile development, evaluate outsourcing models, and learn strategies for managing risks to ensure successful software project outcomes.

Linear Algebra for Machine Learning (MLEARN3)
Course Description: Apply linear algebra to machine learning operations.

LLM-Based Apps (AI4)
Course Description: Delve into LLM-based application development, gaining mastery of prompt engineering, frameworks like LangChain and Streamlit, and vector databases. Empower yourself to design and deploy sophisticated AI-driven apps with precision and flair.

Logistic Regression (MLEARN4)
Course Description: Implement the logistic regression model.

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Macroeconomics: Economic Fluctuations (MACRO1)
Course Description: Understand important economic indicators and why the economy fluctuates.

Macroeconomics: International Trade (MACRO3)
Course Description: Learn why countries trade and how international trade affects labor, prices, exchange rates, and more.

Macroeconomics: US Fiscal and Monetary Policy (MACRO2)
Course Description: Discover how governments deal with fluctuations in the economy.

Manager Mindset (MINDSET)
Course Description: What sets a great manager apart? Adopt the mindsets and habits that will help you excel in the role.

Managerial Accounting (MGMTACCT1)
Course Description: Break away from GAAP and IFRS by entering the world of internal company accounting! Here managers look at revenues and costs in a variety of ways to make decisions about profitability and budgeting.

Managing AI Application Development I (APPDEV1 MSAIE76+)
Course Description: Compare process models for developing AI applications, and discover why Agile development and deployment offer unique advantages.

Managing AI Application Development II(APPDEV2 MSAIE76+)
Course Description: Explore tools for Agile development, evaluate outsourcing models, and learn strategies for managing risks to ensure successful AI project outcomes.

Managing Application Development (APPDEV1)
Course Description: Compare process models for developing software applications, and explain the benefits of Agile development and deployment.

Marketing I: Fundamentals (MARK1)
Course Description: Learn how to craft a marketing strategy, from the situation analysis to the value proposition, and everything in between.

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Marketing II: Mechanics (MARK2)
Course Description: Learn the specific factors you need to consider and tools you can use in order to effectively bring a product to market.

Meeting User Needs (CUSNEED)
Course Description: Apply proven techniques for both eliciting and refining functional and non-functional software requirements.

Mergers and Acquisitions I: Theory and Practice (MANDA1)
Course Description: Learn the fundamental concepts and processes of mergers and acquisitions, from what an acquisition is to preventing hostile takeovers.

Mergers and Acquisitions II: Making the Deal (MANDA2)
Course Description: Put M&A theory into practice: walk through the process of carrying out a merger or acquisition, from choosing a target to closing the deal.

Microeconomics I: Supply and Demand (MICRO1)
Course Description: Grasp foundational aspects of microeconomics including supply and demand as well as how markets determine prices.

Microeconomics II: Shape your Economic Worldview (MICRO2)
Course Description: Apply your newfound knowledge of microeconomics as you explore issues of information, market theory, elasticities, and international trade.

Microeconomics III: Markets and Externalities (MICRO3)
Course Description: Take your microeconomics skills to the next level as you solve problems related to monopoly, externalities, and the environment.

Microservices I: Designing & Building (WEBDEV1)
Course Description: Apply microservice design considerations to design and build microservices using Docker containers.

Microservices II: Deploying & Testing (WEBDEV2)
Course Description: Attend to security and other concerns as you implement testing for microservices using CI/CD.

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Microservices III: Scaling and Kubernetes (WEBDEV3)
Course Description: Design microservices to scale, and use Kubernetes to automate scaling and container orchestration.

Migrating an Existing Web Application I (CLOUD2)
Course Description: Migrate an existing Web application to the cloud.

Migrating an Existing Web Application II (CLOUD2.5)
Course Description: Migrate an existing Web application to the cloud.

Model Fine-Tuning (AI5)
Course Description: Tailor AI models to achieve unparalleled precision using noted platforms like HuggingFace and OpenAI. From expertly harnessing diverse datasets to seamlessly integrating enhanced models into applications, equip yourself with the skills for cutting-edge AI customization.

Modern Portfolio Theory (EFFMARK1)
Course Description: Learn how to maximize return for a given level of risk according to modern portfolio theory.

Modern Theories of Leadership (MGMT1)
Course Description: Assume the role of an effective leader by interpreting what characterizes leadership and how it can be fostered.

Network Analysis (MSBA NTWK)
Course Description: Demonstrate proficiency in strategies for optimizing networks and analyzing relationships between nodes on social networks.

Networks and Social Capital for Managers (SOCAP)
Course Description Apply the theory of social capital to understand social network properties and identify those that best serve the interests of managers.

Networks and Social Capital for Entrepreneurs (SOCAP)
Course Description: Learn to use social capital and networks to build connections and get access to the resources your business needs to succeed.

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One-Variable Statistics (STAT1)
Course Description: Learn how to summarize and visualize data sets with descriptive statistics, boxplots, and histograms.

Operations Management Fundamentals (OPMAN1)
Course Description: Learn how to design, maintain, and improve processes for producing and delivering quality goods and services to customers.

Operations Management: Managing Uncertainty of Demand (OPMAN2)
Course Description: Learn models for determining optimal inventory levels in the face of uncertain demand.

Optimization Models (MSBA OPT)
Course Description: Identify optimal solutions and actions to maximize or minimize key performance metrics, while adhering to a range of constraints.

Organizational Behavior: Working in Groups and Teams (OB1)
Course Description: Learn how to make groups and teams function effectively by understanding what they are and how they work.

Organizational Structure and Culture (OB2)
Course Description: Find out how to navigate the structure and culture of organizations by learning what they consist of and how they change.

Paradigms & Patterns (PARADIGM)
Course Description: Compare the major programming paradigms and their respective design patterns for solving implementation challenges.

Performance Monitoring (PERFMON)
Course Description: Predict and resolve a software system's issues before they affect its performance.

Personal Investing (INV1)
Course Description: Learn the basics of investing, from compounding to stocks, bonds, and more.

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Photography Basics (PHOTO1)
Course Description: Develop a foundational understanding for what makes a great photo and learn how to make judgements about picture quality.

Pivot Table Fundamentals (STATEX1)
Course Description: Learn how to create and use pivot tables to make Excel spreadsheets more informative.

Positive Leadership (POSLEAD)
Course Description: Learn to take the lead in a positive way! Become an agent of change to drive ethical, productive, and successful workplaces.

Power & Influence (POLITICS)
Course Description: What is power, and how do you get it? In this course, you'll learn the different types and sources of power, as well as how politics can be used to gain and keep power in a business setting.

Pricing I: Fundamentals (PRICE1)
Course Description: Learn basic methods and principles for pricing goods and services, and how pricing relates to value.

Pricing II: Price Segmentation to Maximize Profit (PRICE2)
Course Description: Learn how to maximize profit by establishing different price levels for different consumer segments.

Pricing III: E-Commerce Pricing (PRICE3)
Course Description: Discover pricing strategies and practices used online to maximize revenue given extreme competition and price transparency.

Probability and Combinatorics (STAT3.5)
Course Description: Introduce permutations and combinations into your probability arsenal so you can tackle even more complicated probability questions.

Probability Distributions (STAT3)
Course Description: Enhance your probability prowess with basic distribution principles and a few commonly encountered probability distributions.

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Probability Fundamentals (STAT2)
Course Description: Learn the basic rules of sets, outcomes, complements, and conditional probabilities, as well as probability rules like Bayes' rule and the Law of Total Probability.

Professionalism & Ethics (SCETHICS)
Course Description: Examine and adopt ethical practices essential for responsible and professional software engineering and development.

Project Management (PROJ1)
Course Description: Learn how to create, plan, and implement successful projects in any field of business.

Prompt Engineering (AI2)
Course Description: Explore the art of crafting effective prompts for eliciting tailored responses from AI models, from basic natural language prompting to role-based and few-shot techniques. Master iterative prompt development and avoid common pitfalls as you wield AI to create content, perform legal and financial analysis, and even visualize data.

R Fundamentals (MSBA R)
Course Description: Develop proficiency in R, a statistics-oriented programming language, by learning to execute basic commands and engaging in practical project scenarios.

Real-Time Analytics (MSBA RTAN)
Course Description: Conduct real-time analysis of fast-evolving data to facilitate swift decision-making and timely responses.

Recognizing a Business Opportunity (NEWOPPS)
Course Description: What is a business opportunity, and how do you spot one? Learn methods for identifying and vetting opportunities.

Regression Analysis (STAT5)
Course Description: Quantify the strength and explore the nature of relationships between independent and dependent variables.

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Relational Databases (WEBFOUND3)
Course Description: Design a relational database and use PostgreSQL to create, query, modify, and maintain it.

Roles and Objectives of Financial Management (MSF CORP 1)
Course Description: The goal of corporate finance is to maximize value by sourcing and allocating funds, setting strategic goals, and managing risk.

Seed Funding (SEEDFUND)
Course Description: Analyze different avenues for funding a new venture and successfully pursue the right kind of funding for your business.

Serverless Application Development I (CLOUD3)
Course Description: Deploy an interactive application to the cloud.

Serverless Application Development II (CLOUD4)
Course Description: Deploy an interactive application to the cloud.

Simulation Models (MSBA SIM)
Course Description: Utilize simulation models with both certain and uncertain variables to envision and assess various business scenarios.

Software Testing (SOFTEST)
Course Description: Test software using automated and continuous testing protocols that are common in test-driven development.

Statistical Inference: Making Data-Driven Decisions (STAT7)
Course Description: Test hypotheses and draw conclusions from data to make solid decisions using statistical methods.

Stocks and Bonds (ACCT3)
Course Description: Learn the basic mechanics of stocks and bonds: how they work, why companies issue them, and how they are accounted for on financial statements.

Storytelling with Data (MSBA DSTORY)
Course Description: Utilize data storytelling techniques to put insights from data into context, enhancing understanding and decision-making.

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Strategic Decision-Making (DECIDE1)
Course Description: Why do so many companies struggle to make important decisions quickly and well? In this course, you'll combat cognitive bias and bypass bureaucracy to streamline your organization's decision-making process.

Strategic Frameworks (STRATFRAME)
Course Description: Explore essential strategy tools and learn how to apply them to create competitive advantage.

Strategic Leadership (STRATLEAD)
Course Description: Inspire your organization to set and achieve ambitious goals by becoming an effective strategic leader. Learn to manage the myriad duties of strategic leadership by allocating your time wisely.

Strategy I: Business-Level Strategy (STRAT1)
Course Description: Master the basics of strategic analysis using Porter's Five Forces, the resource-based view, and more!

Strategy II: Corporate-Level Strategy (STRAT2)
Course Description: Understand how firms use corporate-level strategy to gain competitive advantage in multiple businesses.

Strategy III: International Strategy (STRAT3)
Course Description: Discover how companies gain competitive advantage when expanding internationally and respond to globalization trends.

Supply Chain & Procurement (SUPPLY)
Course Description: Once an entrepreneur has decided on a product to create, how do they get it made? Learn how to work with a supply chain to procure essential resources for your business.

Supply Chain Management (OPMAN4)
Course Description: Learn methods for minimizing mismatches between demand and supply across supply chains.

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Talent Management (TALENT)
Course Description: Hire, develop, and retain the talent you need to execute your business's strategy.

Text Mining (MSBA TEXT)
Course Description: Demonstrate proficiency in extracting usable information and actionable insights from text-based data such as survey responses, call transcripts, and social media posts.

The Art of Negotiation (NEGOT1)
Course Description: Explore essential strategies and tactics for successful negotiation.

The Art of Presentation (PRESENT1)
Course Description: Learn how to craft an artful presentation, from essential preparation steps to masterful delivery.

The ETL Process (ETL)
Course Description: Evaluate how to manage and manipulate data, and examine each step of the Explore-Transform-Load (ETL) Pipeline.

The Practice of Entrepreneurship (PRACENT)
Course Description: What does it take to be an entrepreneur? Learn the qualities, mindsets, and habits you need to succeed in your life as an entrepreneur.

The Term Sheet (ENTFIN2)
Course Description: Dive into the components that make up a term sheet, from valuation to exit events.

Theories of Leadership (MGMT1)
Course Description: Learn how to be an effective leader by understanding what characterizes leadership and how it can be fostered.

Two-Variable Statistics (STAT4)
Course Description: Understand correlation and causation, deriving relationships between two data sets.

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US Business Formation Law (USBIZLAW1)
Course Description: Learn the fundamentals of United States business formation law, and gain the insights you need to choose a company type to suit your business goals.

US Employment Law (USBIZLAW2)
Course Description: Learn the fundamentals of US employment law, and gain valuable insight on best employment practices for non-union, private sector employees.

US Intellectual Property Law (USBIZLAW3)
Course Description: Learn the basics of intellectual property (IP) protection, and how to identify IP types and applicable laws.

Unsupervised Learning (MLEARN6)
Course Description: Implement unsupervised learning.

User-Centered Design (CUSNEED)
Course Description: Apply proven techniques to effectively elicit and refine both functional and non-functional software requirements.

User Experience Design (UXDESIGN)
Course Description: Apply UX principles to craft marketing experiences that connect with target audiences and yield quantifiable business results.

Valuation I: Discounted Free Cash Flow (VAL1)
Course Description: Learn how to forecast a company's future free cash flows and how to value the company by discounting those cash flows back to the present.

Valuation II: Equity and Market Valuations (VAL2)
Course Description: Learn how to value a company with market multiples and liquidation methods as well as how to calculate a company’s enterprise and equity values.

Value Creation (VALUE)
Course Description: The goal of every business is to create value. But what is value, exactly, and how do you measure it? Why do some businesses create more value than others, and how can you do the same?

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Venture Capital (ENTFIN1)
Course Description: Navigate the venture capital funding process, from nailing an elevator pitch to closing a funding round.

Vertical Integration (VERTINT1)
Course Description: Discover the basics of vertical integration, and learn how and why some companies have pursued it as a growth strategy.

Web Application Foundations (APPDEV2)
Course Description: Explore how the major components of a web-based application work together to create a secure and dynamic app.

Why Blended Learning Matters (BLENDED1)
Course Description: Online learning has opened the door for an educational renaissance. By combining online tools with a rejuvenated in-person experience, we can close the education gap. Find out how in this course.

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