



# QUANTIC SCHOOL OF BUSINESS AND TECHNOLOGY CATALOG

2022

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## 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 MBA and EMBA 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.

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*

Date	Key Event
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 in 2014, inspired by a desire to bring Active Learning practices to the educational technology sector that's dominated today by passive learning approaches.

2016	In 2016, Smartly launched its Master of Business Administration (MBA) degree program and accepted its first cohort of MBA students.
2017	In 2017, Smartly accepted the first cohort into its Executive MBA degree program.
2018	In 2018, Smartly became "Smartly Institute."
2020	In 2020, Smartly Institute was renamed "Quantic School of Business and Technology."
2020	In February 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.
2020	In June 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.
2022	In 2022 Quantic added Valar Institute as a division focusing on leadership and management.

### *Program Listing and Credential Conferred*

<b>Program</b>	<b>Credential Conferred</b>
Master of Business Administration	Master's Degree
Executive Master of Business Administration	Master's Degree
Executive Master of Business Administration in Strategic Leadership (Valar Institute)	Master's Degree
Master of Business Administration in Leadership & Management	Master's Degree

### *Services*

**Instruction:** Quantic School of Business and Technology offers instruction to MBA and EMBA 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 MBA and EMBA 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 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.

### *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 either the Master of Business Administration or Executive Master of Business Administration degree programs.

The MBA and MBA in Leadership & Management 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.

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 bachelor's degree from an accredited U.S. institution or its international equivalent from an accredited international institution, as determined by an internal evaluation or a NACES-approved evaluation service.
- 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 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. Letters of Evaluation**

- 6.1. Applicants to the MBA and Executive MBA programs are given the option to provide positive recommendations from up to three colleagues, managers, or professional peers as a part of the application process. These recommendation letters make a case for their intellect, imagination, and/or diligence, and Quantic School of Business and Technology uses these letters to judge their prospect for academic success.

## **7. Interview with Admissions Counselor**

- 7.1. Quantic School of Business and Technology interviews the 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.

## **8. Acceptance to a Prior Cohort**

- 8.1. 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.
- 8.2. 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, re-application will be considered in the applicant's favor.

## **Entrance Requirements:**

Applicants to the MBA/EMBA program must have earned at least a bachelor's degree from an accredited U.S. institution or its international equivalent from an accredited international institution, as determined by an internal evaluation or a NACES-approved evaluation service.

### *English Language Requirements*

Prospective MBA and EMBA 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.

- Duolingo English Test (taken after July 16, 2019): 100 or greater
- Duolingo English Test (taken prior to July 15, 2019): 51 or greater
- Test of English as a Foreign Language (TOEFL PBT): 60 or greater
- Internet Based Test (iBT): 71 or greater
- International English Language Test (IELTS): 6.5
- Pearson Test of English (PTE) Academic Score Report: 50
- ACT COMPASS: Level 3
- A minimum score on the College Board Accuplacer ESL Exam Series as follows:
  - ESL Language Use: Score of 85
  - ESL Listening: Score of 80
  - ESL Reading: Score of 85
  - ESL Sentence Meaning: Score of 90
  - ESL Writeplacer: Score of 4
  - Comprehensive Score for all exams of 350
- 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        | • Colorado             |
| • Alaska         | • Connecticut          |
| • American Samoa | • Delaware             |
| • Arkansas       | • District of Columbia |
| • Arizona        | • Florida              |
| • California     | • Georgia              |

- Guam
- Hawaii
- Idaho
- Illinois
- 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.

### *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**

Students must maintain a cumulative score of 70% to remain in good academic standing. Students must achieve a final minimum score of 70% 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 70% minimum score required to graduate. Students, upon completion of the additional electives, who still do not meet the 70% 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 cumulative score of at least 70% as measured after the Data and Decisions exam (MBA, EMBA, and MBA in Leadership & Management) or Strategy & Global Economics Exam (EMBA in Strategic Leadership);
- Achieve a minimum passing score of 80% in SMARTCASEs;
- Complete all degree requirements within three calendar years of matriculation.

Students are responsible for maintaining satisfactory academic progress. Students encountering academic difficulty in courses or in meeting other degree requirements are expected to consult with the Quantic administrative team immediately and, if necessary, seek additional assistance. Students who fail to maintain satisfactory academic progress are required to meet with the Quantic administrative team and may be deferred to a subsequent cohort to complete degree requirements.

### *Academic Standing*

A graduate student who is not on academic probation or in a deferred status is considered to be in good standing. A minimum final score of 70% is required 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.

Students may complete additional electives of graduate-level coursework beyond the program requirement to improve their final score and allow them to achieve the minimum score of 70%. For EMBA students, their top three specialization exam scores count toward their final score. A student who is below a final score of 70% and does not have enough credits remaining in their program, including the electives referenced above, to attain the 70% minimum score is administratively withdrawn.

### *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 projects and project presentations (proctored oral examinations), 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 an MBA or EMBA 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 3 years.
  - MBA Program: Minimum duration is 1 year, maximum duration is 3 years.
  - EMBA Program: Minimum duration is 1 year, maximum duration is 3 years.
  - EMBA in Strategic Leadership Program: Minimum duration is 1 year, maximum duration is 3 years.
  - MBA in Leadership & Management Program: Minimum duration is 1 year, maximum duration is 3 years.
- Achieve scores of at least 80% in SMARTCASEs.

- Complete all assigned projects and proctored oral examinations.
- Complete all exams.
- Students must achieve a final grade of 70% or above to pass the program.

Final grade breakdown for all programs:

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

### *Proctored Examination Policy*

To meet industry standards for an online institution, Quantic School of Business and Technology requires the completion of proctored examinations 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 the MBA, Executive MBA, MBA in Leadership & Management, or Executive MBA in Strategic Leadership, 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 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.

## *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 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 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](mailto:mba@quantic.edu). For students in our Executive MBA programs, these comments can be submitted to [emba@quantic.edu](mailto:emba@quantic.edu). All other students may submit comments to [feedback@quantic.edu](mailto: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 [complaints@quantic.edu](mailto: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](mailto: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](mailto: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](mailto: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](http://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.

## **IV. Probation, Dismissal, and Readmission**

### *Academic Probation*

Students whose score falls below 70% at any point after completing the Data and Decisions exam for the MBA, EMBA, and MBA in Leadership & Management programs, or the Strategy & Global Economics exam for the EMBA in Strategic Leadership are placed on academic probation.

While on probation, a student must:

- Achieve at least a 70% score in each subsequent exam; and
- Be continuously enrolled or on an approved leave of absence.

Students who fail to meet the above conditions may retake SMARTCASEs as many times as desired to improve their scores and are encouraged to submit any outstanding projects and presentations. 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 70%. The request must be submitted within one year following suspension.

#### *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.

#### *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](mailto: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:

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.

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 opt-in Smartly Talent 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 —

- 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))
- 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 sponsored

activities (such as On-site Quantic Conference and Summit events and Quantic Student and Alumni Meet-Ups, whether virtually or in-person) (“Quantic-based activities”). 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.

Each student is responsible for their conduct from the time of application for admission through the actual awarding of a degree, even though conduct may occur before classes begin or after classes end, as well as during the academic year, during periods between terms of actual enrollment (and even if their conduct is not discovered until after a degree is awarded), and while using the Quantic Network and participating in Quantic-based activities as alumni. 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. 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 or case study solutions from other 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”).
  - 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. Furnishing false information to any Quantic official, staff member, or office, or engaging in deceptive, false, misleading, coercive, or fraudulent behavior.

3. Forgery, alteration, or misuse of any Quantic document, record, or instrument of identification.
4. Violating applicable laws or regulations.
5. Disrupting or obstructing teaching, research, administration, disciplinary proceedings, or other Quantic activities.
6. Using rude or disrespectful language towards Quantic students, faculty, or staff, or otherwise contributing to a hostile learning environment.
7. Engaging in threatening, harassing, violent, menacing, disorderly, stalking, vulgar, lewd, obscene, indecent, or defamatory behavior.
8. 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.
9. Theft, destruction, or defacement of the property of Quantic or another person, including distribution of files containing potentially damaging software or programs.
10. Promoting bigotry, racism, hatred, or harm against any group or individual.
11. Assault or sexual misconduct.
12. Solicitation of Quantic students or alumni for commercial or personal purposes, unless with prior authorization by Quantic.
13. Conduct that violates Quantic's Terms of Use, Privacy Policy, Student Handbook, or other Quantic policies or procedures.
14. 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.
  - 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 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.

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](mailto: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 ad hoc 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 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;
- 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.

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](mailto: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.

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.

### *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:

<b>Program</b>	<b>Tuition</b>	<b>Other Fees</b>
MBA	\$12,350 (scholarships available)	\$0
EMBA	\$12,350 (scholarships available)	\$0
EMBA in Strategic Leadership	\$9,600 (scholarships available)	\$0
MBA in Leadership & Management	\$9,600 (scholarships available)	\$0

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 the MBA and EMBA in support of the institution's mission.

### *Payment Plan*

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

- A one-time payment of \$10,500.00\*
- A payment of \$6,175 at the beginning of the program, and a second payment of \$6,175 twelve months later, totaling \$12,350.
- 13 monthly payments of \$950.00.

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 \$8,600.00\*
- A payment of \$4,800 at the beginning of the program, and a second payment of \$4,800 twelve months later, totaling \$9,600.
- 12 monthly payments of \$800.00.

*\* Quantic School of Business and Technology offers tuition savings for students who pay using the single payment program. This opportunity is available only to individuals who have been accepted into the MBA, EMBA, MBA in Leadership & Management, or EMBA in Strategic Leadership program and who opt into this payment program. The amount of tuition savings will vary based on scholarship amount offered.*

Quantic does not charge an Annual Percentage Rate (APR) or interest charges to students who participate in tuition payment programs. 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*

Students may notify Quantic School of Business and Technology of their enrollment withdrawal/cancellation by any manner; however, most students choose to do so via email. Quantic School of Business and Technology's phone number and headquarters address are available 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.

Students may request a refund of all monies paid anytime within the first month of their cohort start date.

Students who cancel their enrollment in 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 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](mailto:billing@quantic.edu) to ensure timely processing. Tuition refunds are processed within 30 days of receipt of the refund request.

Students who are dismissed from Quantic may receive a refund by contacting [billing@quantic.edu](mailto:billing@quantic.edu) within 30 days of dismissal according to the following schedule:

“Completing” a concentration is defined as completing all lessons required to unlock the concentration exam.

<b>Progress Benchmark</b>	<b>Percentage of Total Tuition Refunded to the Student</b>	<b>Percentage of Total Tuition Retained by Quantic</b>
Prior to beginning any of the concentrations listed below	100%	0%
Before completing one concentration	90%	10%
After completing one concentration but before completing two concentrations	75%	25%

After completing two concentrations but before completing four concentrations	50%	50%
After completing four concentrations	0%	100%

The concentrations referenced in this refund policy are the following:

**MBA & EMBA:**

- Accounting
- Markets & Economies
- Data & Decisions
- Leading Organizations
- Marketing & Pricing
- Strategy
- Finance
- Operations Management
- Entrepreneurship (MBA)

**MBA in Leadership and Management:**

- Management Foundations
- Business Communications
- Data & Decisions
- Strategy
- Organizational Behavior
- Modern Management
- Operations Management
- Marketing & Pricing
- Finance & Accounting

**EMBA in Strategic Leadership:**

- Leadership Foundations
- Organizational Behavior
- Strategy & Global Economics
- Marketing & Pricing
- Business Communications
- Financial Management
- Strategic Leadership
- Advanced Corporate Strategy
- Creativity & Innovation

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.

Example:

If an EMBA student’s Total Tuition is \$12,350 and the student has completed two concentrations (e.g., Accounting and Markets & Economies) 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 of the Total Tuition prior to withdrawal (\$12,350), then the student is eligible for a refund of \$6,175 (50% of \$12,350), and Quantic retains \$6,175 (50% of \$12,350).
2. If the student has paid half of the Total Tuition prior to withdrawal (\$6,175), then the student is eligible for no refund, and Quantic retains \$6,175 (50% of \$12,350).
3. If the student has paid three-fourths of Total Tuition (\$9,262.50), then the student is eligible for a refund of \$3,087.50 (\$9,262.50-\$6,175) and Quantic retains \$6,175 (50% of Total Tuition).

For additional questions about refunds, please email [billing@quantic.edu](mailto: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 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.
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 noncollection 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 Goals*

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 goals 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:

- 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.
- MBA graduates will leverage individual core competencies to develop a strategic career plan to achieve personal career goals.

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

### **MBA in Leadership and Management**

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 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 business consultancy plan that develops skills in leadership, strategy, communication, and conflict resolution.

### **EMBA in Strategic Leadership**

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.
- 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 business consultancy plan that develops skills in leadership, strategy, communication, and conflict resolution.

### ***Program Learning Outcomes***

The following learning outcomes are organized by core subject areas, which are equivalent to courses. Graduates of the MBA and EMBA programs will learn and be able to do the following

at the conclusion of each core subject area. It is noted when core subject areas are specific to only the MBA or EMBA.

1. **Accounting**: 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.
  - a. **Accounting I Fundamentals**: Apply financial statement preparation principles and bookkeeping mechanics to conduct basic transactions.
  - b. **Accounting II Revenues and Expenses**: Account for revenues and expenses, including the cost of goods sold and depreciation.
  - c. **Stocks and Bonds**: Analyze the mechanics of stocks and bonds: how they work, why companies issue them, and how they are accounted for on financial statements.
  - d. **Accounting III Financial Statements**: Analyze an entity's earnings and cash position by examining the income and cash flow statements.
  - e. **Accounting IV Working with Ratios**: Evaluate balance sheet and income statement metrics to assess a company's financial health, efficiency, and capital structure.
  - f. **Managerial Accounting**: Solve common business problems using accounting data to analyze the impact of decisions on a company's financials.
  - g. **Creating Financial Statements in Excel**: Create a firm's balance sheet, income statement, and cash flow statement from scratch.
2. **Markets & Economies**: 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.
  - a. **Microeconomics I Supply and Demand**: Examine foundational aspects of microeconomics such as supply and demand and explore how markets determine prices.
  - b. **Microeconomics II Shape Your Economic Worldview**: Apply principles of microeconomics as you explore issues of information, market theory, elasticities, and international trade.
  - c. **Microeconomics III Markets and Externalities**: Solve problems related to monopoly, externalities, and the environment.

- d. **Macroeconomics Economic Fluctuations:** Evaluate important economic indicators and assess why the economy fluctuates.
  - e. **Macroeconomics US Fiscal and Monetary Policy:** Explain how governments deal with fluctuations in the economy.
  - f. **Macroeconomics International Trade:** Analyze why countries trade and how international trade affects labor, prices, exchange rates, and more.
3. **Data & Decisions:** 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.
- a. **One-Variable Statistics:** Summarize and visualize data sets with descriptive statistics, boxplots, and histograms.
  - b. **Probability Fundamentals:** Identify the symbols, rules, and laws of probability and master their application.
  - c. **Probability Distributions:** Develop probability prowess with distribution principles and commonly encountered probability distributions.
  - d. **[MBA-specific] Excel for One-Variable Statistics and Probability:** Discover the tools in Excel that will help you describe and summarize data, as well as enhance your understanding of probability topics.
  - e. **Two-Variable Statistics:** Measure relationships between two data sets and compare correlation and causation.
  - f. **Regression Analysis:** Quantify the strength and discover the nature of relationships between independent and dependent variables.
  - g. **[MBA-specific] Excel for Two-Variable Statistics and Regression:** Discover the tools in Excel that will help you describe and summarize data, as well as enhance your understanding of probability topics.
  - h. **Data Collection:** Determine the proper methods for gathering the data behind a data-driven decision and identify common data-gathering errors to avoid.
  - i. **Statistical Inference Making Data-Driven Decisions:** Test hypotheses and develop conclusions from data to make solid decisions using statistical methods.
  - j. **[MBA-specific] Advanced Statistical Inference:** Evaluate the efficacy and impact of variables to make the right choices in complicated scenarios.

4. **Leading Organizations:** 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.
  - a. **Organizational Behavior Working in Groups and Teams:** Examine how to make groups and teams function effectively by dissecting what they are and how they work.
  - b. **Organizational Structure and Culture:** Evaluate the structure and culture of organizations by learning what they consist of and how they change.
  - c. **Theories of Leadership:** Assume the role of an effective leader by interpreting what characterizes leadership and how it can be fostered.
  - d. **Developing a Corporate Philosophy:** Analyze the characteristics of an effective company philosophy and create a company vision.
  - e. **Corporate Governance:** Survey the systems and relationships through which an organization is controlled and directed.
  - f. **Business Ethics and Social Responsibility:** Apply concepts in business ethics to internal and external corporate decision-making.
  - g. **The Art of Negotiation:** Build essential strategies and tactics for successful negotiation.
  - h. **Cultural Intelligence:** Interpret, lead, and form strong relationships with people from different cultures.
5. **Marketing & Pricing:** 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.
  - a. **Marketing Fundamentals:** Design and create a marketing strategy, from the situation analysis to the value proposition, and everything in between.
  - b. **Marketing Mechanics:** Organize the tools needed to effectively bring a product to market.
  - c. **Brand Development and Management:** Design and leverage a strong brand using practical tips for bringing your brand to life.

- d. **Digital Marketing Fundamentals:** Identify the tools and techniques needed to run an effective digital marketing campaign and compare the benefits and challenges of each digital channel.
  - e. **A/B Testing:** Apply the principles of A/B testing to identify potential improvements to digital campaigns.
  - f. **Pricing I Fundamentals:** Evaluate the methods and principles for pricing goods and services and determine how pricing relates to value.
  - g. **Pricing II Price Segmentation to Maximize Profit:** Maximize profit by establishing varying price levels for different consumer segments.
  - h. **Pricing III: E-Commerce Pricing:** Discover pricing strategies and practices used online to maximize revenue given extreme competition and price transparency.
6. **Finance:** 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.
- a. **Finance Time Value of Money:** Develop mathematical ability around the time value of money and master foundational financial terminology.
  - b. **Cost of Capital I Capital Structure:** Analyze a company's balance between debt and equity as it assesses the profitability of proposed projects.
  - c. **Cost of Capital II the Modigliani-Miller Theorem:** Determine when the capital structure of a company is irrelevant by removing assumptions to reveal the optimal balance between debt and equity.
  - d. **Capital Budgeting:** Prioritize what projects to invest in based on projected cash flows and constraints on capital.
  - e. **Modern Portfolio Theory:** Maximize return for a given level of risk according to modern portfolio theory.
  - f. **[MBA-specific] Valuation I: Discounted Free Cash Flow:** Forecast a company's future free cash flows and learn how to value a company by discounting those cash flows back to the present.
  - g. **[MBA-specific] Valuation II: Equity & Market Valuations:** Value a company using the market multiples and liquidation methods and determine how to calculate a company's enterprise and equity values.

7. **Operations Management:** Want to take your organization to another level? Learn the practices that will make your operations more efficient and will help you maximize profit.
  - a. **Project Management:** Plan and execute successful projects in any field of business.
  - b. **Operations Management Fundamentals:** Design, maintain, and improve processes for producing and delivering quality goods and services to customers.
  - c. **[MBA-specific] Operations Management Managing Uncertainty of Demand:** Determine optimal inventory levels in the face of uncertain demand.
  - d. **[MBA-specific] Forecasting Fundamentals:** Forecast customer demand.
  - e. **[MBA-specific] Supply Chain Management:** Examine methods for minimizing mismatches between demand and supply across supply chains.
8. **Strategy:** 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.
  - a. **Strategy I Business-Level Strategy:** Leverage the core principles of strategic analysis to evaluate a business's competitors, industry, and resources.
  - b. **Strategy II Corporate-Level Strategy:** Examine how firms use corporate-level strategy to gain competitive advantage in multiple businesses.
  - c. **[MBA-specific] M&A I: Theory and Practice:** Explore the fundamental concepts and processes of mergers and acquisitions, from what an acquisition is to preventing hostile takeovers.
  - d. **Strategy III International Strategy:** Determine how companies gain competitive advantage when expanding internationally.
  - e. **[MBA-specific] Innovation Fundamentals:** Master the elements of innovation, from identifying sources of innovation to determining the optimal time to enter the market.
  - f. **Balanced Scorecard:** Create, implement, and track a successful business strategy using the Balanced Scorecard method.
9. **[MBA-specific] Entrepreneurship:** 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.

- a. **Customer Discovery:** Explore how startup entrepreneurs use the customer discovery process to build and refine their business models, from assessing market opportunities to developing an MVP.
- b. **Customer Validation:** Measure customer demand by developing, testing, and optimizing a sales strategy.
- c. **Venture Capital:** Navigate the venture capital funding process, from nailing an elevator pitch to closing a funding round.
- d. **Developing a Business Plan:** Discover what it takes to be a successful entrepreneur and learn how to create an effective business plan.

### **MBA in Leadership and Management**

Graduates of the MBA in Leadership and Management program will learn and be able to do the following at the conclusion of each core subject area.

1. **Management Foundations:** 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.
  - a. **Manager Mindset:** What sets a great manager apart? Adopt the mindsets and habits that will help you excel in the role.
  - b. **Essentials of Management:** Establish a positive rapport with your team and boost your team's performance and productivity by mastering essential management skills.
  - c. **Cultural Intelligence:** Interpret, lead, and form strong relationships with people from different cultures.
  - d. **Developing a Corporate Philosophy:** Analyze the characteristics of an effective company philosophy and create a company vision.
  - e. **Strategic Decision-Making:** 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.
2. **Business Communications:** 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.
  - a. **Effective Business Writing:** Get past writer's block and produce polished documents that pack a punch in this course on effective business writing.

- b. **Business Storytelling:** Learn to use stories in a business context to engage and persuade your audience.
  - c. **The Art of Negotiation:** Build essential strategies and tactics for successful negotiation.
  - d. **The Art of the Presentation:** Learn how to craft an artful presentation, from essential preparation steps to masterful delivery.
  - e. **Developing a Business Plan:** Discover what it takes to be a successful entrepreneur and learn how to create an effective business plan.
- 3. **Data & Decisions:** 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.
  - a. **Introduction to Business Analytics:** How do companies take a mountain of available data and turn it into actionable insight? Business analytics is the secret sauce.
  - b. **One-Variable Statistics:** Summarize and visualize data sets with descriptive statistics, boxplots, and histograms.
  - c. **Two-Variable Statistics:** Measure relationships between two data sets and compare correlation and causation.
  - d. **Data Collection:** Determine the proper methods for gathering the data behind a data-driven decision and identify common data-gathering errors to avoid.
  - e. **A/B Testing:** Apply the principles of A/B testing to identify potential improvements to digital campaigns.
- 4. **Strategy:** 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.
  - a. **Recognizing a Business Opportunity:** What is a business opportunity, and how do you spot one? Learn methods for identifying and vetting opportunities.
  - b. **Strategy I Business-Level Strategy:** Leverage the core principles of strategic analysis to evaluate a business's competitors, industry, and resources.



- c. **Strategy II Corporate-Level Strategy:** Examine how firms use corporate-level strategy to gain competitive advantage in multiple businesses.
  - d. **Strategy III International Strategy:** Determine how companies gain competitive advantage when expanding internationally.
  - e. **Strategic Frameworks:** Explore essential strategy tools and learn how to apply them to create competitive advantage.
  - f. **Implementing Strategy:** Master the strategy implementation process from creating a strategic plan to aligning operations and monitoring performance.
5. **Organizational Behavior:** 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.
- a. **Power & Influence:** 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.
  - b. **Networks and Social Capital for Managers:** Apply the theory of social capital to understand social network properties and identify those that best serve the interests of managers.
  - c. **Organizational Behavior Working in Groups and Teams:** Examine how to make groups and teams function effectively by dissecting what they are and how they work.
  - d. **Talent Management:** Hire, develop, and retain the talent you need to execute your business's strategy.
  - e. **Organizational Structure and Culture:** Evaluate the structure and culture of organizations by learning what they consist of and how they change.
6. **Modern Management:** Take a deep dive into the qualities and skills that can elevate your management style for a 21<sup>st</sup> century workplace.
- a. **Modern Theories of Leadership:** Assume the role of an effective leader by interpreting what characterizes leadership and how it can be fostered.
  - b. **Strategic Leadership:** Explore essential strategy tools and learn how to apply them to create competitive advantage.
  - c. **Change Leadership:** 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.

- d. **Business Ethics and Social Responsibility:** Apply concepts in business ethics to internal and external corporate decision-making.
  - e. **Diversity, Equity & Inclusion:** Harness the power of diversity to improve business outcomes through supporting equity and inclusion in the workplace.
  - f. **Positive Leadership:** Learn to take the lead in a positive way! Become an agent of change to drive ethical, productive, and successful workplaces.
7. **Operations Management:** Want to take your organization to another level? Learn the practices that will make your operations more efficient and will help you maximize profit.
- a. **Operations Management Fundamentals:** Design, maintain, and improve processes for producing and delivering quality goods and services to customers.
  - b. **Managing Uncertainty of Demand:** Determine optimal inventory levels in the face of uncertain demand.
  - c. **Forecasting Fundamentals:** Learn foundational methods for forecasting customer demand.
  - d. **Supply Chain & Procurement:** 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.
8. **Marketing & Pricing:** 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.
- a. **Marketing Fundamentals:** Design and create a marketing strategy, from the situation analysis to the value proposition, and everything in between.
  - b. **Marketing Mechanics:** Organize the tools needed to effectively bring a product to market.
  - c. **Brand Development and Management:** Design and leverage a strong brand using practical tips for bringing your brand to life.
  - d. **Pricing I Fundamentals:** Evaluate the methods and principles for pricing goods and services and determine how pricing relates to value.
  - e. **Pricing II Price Segmentation to Maximize Profit:** Maximize profit by establishing varying price levels for different consumer segments.

9. **Finance & Accounting**: Apply core principles of corporate finance and valuation, plus accounting and financial statement analysis, to manage your company's finances and grow its value.
- a. **Finance Time Value of Money**: Develop mathematical ability around the time value of money and master foundational financial terminology.
  - b. **Value Creation**: 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?
  - c. **Cost of Capital I Capital Structure**: Analyze a company's balance between debt and equity as it assesses the profitability of proposed projects.
  - d. **Capital Budgeting**: Prioritize what projects to invest in based on projected cash flows and constraints on capital.
  - e. **Introduction to Accounting**: Accounting is all about balance. Learn how balance dictates how transactions are recorded and turned into financial statements.
  - f. **Managerial Accounting**: Solve common business problems using accounting data to analyze the impact of decisions on a company's financials.

### **EMBA in Strategic Leadership**

Graduates of the EMBA in Strategic Leadership program will learn and be able to do the following at the conclusion of each core subject area.

1. **Leadership Foundations**: What makes an exceptional leader? Are great leaders made or born? Learn to take the lead in any situation, even across cultural boundaries.
- a. **Theories of Leadership**: Assume the role of an effective leader by interpreting what characterizes leadership and how it can be fostered.
  - b. **Cultural Intelligence**: Interpret, lead, and form strong relationships with people from different cultures.
  - c. **Developing a Corporate Philosophy**: Analyze the characteristics of an effective company philosophy and create a company vision.
  - d. **Business Ethics and Social Responsibility**: Apply concepts in business ethics to internal and external corporate decision-making.
  - e. **Talent Management**: Hire, develop, and retain the talent you need to execute your business's strategy.

2. **Organizational Behavior:** 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.
  - a. **Power & Politics:** 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.
  - b. **Organizational Behavior Working in Groups and Teams:** Examine how to make groups and teams function effectively by dissecting what they are and how they work.
  - c. **Organizational Structure and Culture:** Evaluate the structure and culture of organizations by learning what they consist of and how they change.
  - d. **Diversity, Equity & Inclusion:** Harness the power of diversity to improve business outcomes through supporting equity and inclusion in the workplace.
3. **Strategy & Global Economics:** 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.
  - a. **Strategy I Business-Level Strategy:** Leverage the core principles of strategic analysis to evaluate a business's competitors, industry, and resources.
  - b. **Strategy II Corporate-Level Strategy:** Examine how firms use corporate-level strategy to gain competitive advantage in multiple businesses.
  - c. **Strategy Implementation:** Master the strategy implementation process from creating a strategic plan to aligning operations and monitoring performance.
  - d. **International Trade:** Analyze why countries trade and how international trade affects labor, prices, exchange rates, and more.
  - e. **International Strategy:** Determine how companies gain competitive advantage when expanding internationally.
4. **Marketing & Pricing:** 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.

- a. **Marketing Fundamentals:** Design and create a marketing strategy, from the situation analysis to the value proposition, and everything in between.
  - b. **Marketing Mechanics:** Organize the tools needed to effectively bring a product to market.
  - c. **Brand Development and Management:** Design and leverage a strong brand using practical tips for bringing your brand to life.
  - d. **Digital Marketing Fundamentals:** Identify the tools and techniques needed to run an effective digital marketing campaign and compare the benefits and challenges of each digital channel.
  - e. **Pricing I Fundamentals:** Evaluate the methods and principles for pricing goods and services and determine how pricing relates to value.
5. **Business Communications:** 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.
- a. **Effective Business Writing:** Get past writer's block and produce polished documents that pack a punch in this course on effective business writing.
  - b. **Business Storytelling:** Learn to use stories in a business context to engage and persuade your audience.
  - c. **The Art of Negotiation:** Build essential strategies and tactics for successful negotiation.
  - d. **The Art of the Presentation:** Learn how to craft an artful presentation, from essential preparation steps to masterful delivery.
  - e. **Developing a Business Plan:** Discover what it takes to be a successful entrepreneur and learn how to create an effective business plan.
6. **Financial Management:** From retained earnings to ROIC, explore the ins and outs of managing the financial side of a business.
- a. **Introduction to Accounting:** Accounting is all about balance. Learn how balance dictates how transactions are recorded and turned into financial statements.
  - b. **Finance Time Value of Money:** Develop mathematical ability around the time value of money and master foundational financial terminology.

- c. **Value Creation:** 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?
  - d. **Introduction to Business Analytics:** Find out what business analytics is and how it's used in everyday business practices.
7. **Strategic Leadership:** 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.
- a. **Strategic Leadership:** Explore essential strategy tools and learn how to apply them to create competitive advantage.
  - b. **Strategic Frameworks:** Explore essential strategy tools and learn how to apply them to create competitive advantage.
  - c. **Strategic Decision-Making:** 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.
  - d. **Balanced Scorecard:** Create, implement, and track a successful business strategy using the Balanced Scorecard method.
  - e. **Change Leadership:** 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.
8. **Advanced Corporate Strategy:** Corporate executives must navigate complex decisions involving multiple businesses and stakeholders. Evaluate common corporate strategies and apply best practices for pursuing them.
- a. **Mergers & Acquisitions I: Theory and Practice:** Explore the fundamental concepts and processes of mergers and acquisitions, from what an acquisition is to preventing hostile takeovers.
  - b. **Vertical Integration:** Understand how and why firms pursue vertical integration as a growth strategy.
  - c. **Diversification:** Examine the reasons why companies diversify and explore the different approaches they can take.
  - d. **Cooperative Strategy and Strategic Alliances:** Discover how firms use cooperative strategy to realize shared objectives by forming and managing alliances.

- e. **Corporate Governance:** Survey the systems and relationships through which an organization is controlled and directed.
9. **Creativity & Innovation:** Worried that business opportunities might pass you by? Unsure how to compete in a crowded market? Shake up your workaday work day and unleash your inner business genius.
- a. **Design Thinking:** Design thinking brings the dynamic mindset and methods of designers to the tasks of problem-solving.
  - b. **Innovation Fundamentals:** Master the elements of innovation, from identifying sources of innovation to determining the optimal time to enter the market.
  - c. **Recognizing a Business Opportunity:** What is a business opportunity, and how do you spot one? Learn methods for identifying and vetting opportunities.
  - d. **Blue Ocean Strategy:** Learn how to create uncontested market space and make your competition irrelevant.

#### *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 and Executive MBA programs each represent 36 semester credit hours. Quantic School of Business and Technology has adopted the Federal Credit Hour definition within its internal Credit Hour Policy.

#### **FEDERAL CREDIT HOUR DEFINITION**

*A credit hour is an amount of work that reasonably approximates not less than:*

1. *One hour of classroom or direct faculty instruction and a minimum of two hours of out-of-class each week for approximately 15 weeks for one semester or trimester hour of credit, or 10 to 12 weeks for one quarter hour of credit, or at least the equivalent amount of work over a different amount of time; or*
2. *At least an equivalent amount of work as required in paragraph (1) of this definition for other academic activities as established by the institution including laboratory work, internships, practica, studio work, and other academic work leading to the award of credit hours.*
3. *A semester hour must include at least 37.5 clock hours of instruction.*

## 1. Executive MBA Program

### Credential Awarded upon Completion

Master's Degree

### EMBA Required Concentrations

#### *ACCT 550: Accounting Concentration (5 credit hours):*

- Accounting I: Fundamentals
- 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
- Project 1: Accounting Case Study

#### *ECON 550: Markets & Economies Concentration (3 credit hours):*

- 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 2: Markets & Economies Exam
- Project 2: Markets & Economies Case Study Oral Presentation (proctored exam)

#### *MATH 550: Data & Decisions Concentration (6 credit hours):*

- One-Variable Statistics
- Probability Fundamentals
- Probability Distributions
- Two-Variable Statistics
- Regression Analysis
- Data Collection
- Statistical Inference: Making Data-Driven Decisions
- Exam 3: Data and Decisions Exam

#### *OPER 540: Operations Management Concentration (1 credit hour):*

- Operations Management Fundamentals
- Project Management
- Exam 4: Supply Chain and Operations Exam

#### *MGMT 551: Leading Organizations Concentration (5 credit hours):*

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



- Theories of Leadership
- Developing a Corporate Philosophy
- Corporate Governance
- Business Ethics and Social Responsibility
- The Art of Negotiation
- Cultural Intelligence
- Exam 5: Leading Organizations Exam
- Project 3: Leading Organizations Case Study Oral Presentation (proctored exam)

*MARK 551: Marketing & Pricing Concentration (4 credit hours):*

- Marketing Fundamentals
- Marketing Mechanics
- Brand Development and Management
- Digital Marketing Fundamentals
- A/B Testing for Marketers
- Pricing I: Fundamentals
- Pricing II: Price Segmentation to Maximize Profit
- Pricing III: E-Commerce Pricing
- Exam 6: Marketing and Pricing Exam

*STRT 540: Strategy Concentration (3 credit hours):*

- Strategy I: Business-Level Strategy
- Strategy II: Corporate-Level Strategy
- Strategy III: International Strategy
- Balanced Scorecard
- Exam 7: Strategy Exam
- Project 4: Strategy Case Study

*FINC 550: Finance Concentration (3 credit hours):*

- Finance: Time Value of Money
- Cost of Capital I: Capital Structure
- Cost of Capital II: The Modigliani-Miller Theorem
- Capital Budgeting
- Modern Portfolio Theory
- Exam 8: Finance Exam
- Project 5: Finance Case Study

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

- Developing a Business Plan
- The Art of Presentation
- Business Idea Deconstruction Workshop
- Getting Started with Capstone Research
- Using Statista Business Plan Export for Financial Statements
- Capstone Oral Presentation (proctored exam)
- Final Project Submission

For their Capstone Project, Executive MBA students are required to create a business plan for a real or fictional business of their choosing. To fulfill this requirement, 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. Students must receive at least a 3 (out of 5) in order to graduate. After the Capstone Project is complete, students must conduct their presentation for review via live or 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.*

### 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. While credit hours have been calculated for each specialization, EMBA graduates will earn a minimum total of 36 credit hours, regardless of which specializations are chosen. EMBA students may count only one of US Business Law or English Business Law toward their three required specializations, not both. The specializations currently offered are listed below:

#### *MATH 570: Statistical Analysis (2 credit hours):*

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

#### *STRT 560: Strategic Thinking (1.5 credit hours):*

- Innovation Fundamentals
- Game Theory
- Blue Ocean Strategy
- Strategic Thinking Exam

#### *OPER 545: Supply Chain Management (1 credit hour):*

- Operations Management: Managing Uncertainty of Demand
- Forecasting Fundamentals
- Supply Chain Management
- Supply Chain and Operations Exam

#### *FINC 552: Advanced Finance (1 credit hour):*

- Capital Budgeting
- Modern Portfolio Theory
- Derivatives
- Advanced Finance Exam

*STRT 580: Advanced Corporate-Level Strategy (2.75 credit hours):*

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

*ENTR 550: Startup Entrepreneurship (3 credit hours):*

- Customer Discovery
- Customer Validation
- Venture Capital
- The Term Sheet
- Startup Entrepreneurship Exam

*MATH 560: Advanced Statistical Inference (3 credit hours):*

- Advanced Statistical Inference
- Comparing Multiple Populations
- Analyzing Categorical Inference
- Advanced Statistical Inference Exam

*COSC 530: Blockchain (4 credit hours):*

- Introduction to Blockchain
- Decentralized Applications
- Blockchains in Practice
- Blockchain Exam

*STRT 570: Strategic Leadership (3 credit hours):*

- Strategic Decision-Making
- Strategic Leadership
- Power & Influence
- Change Leadership
- Strategic Leadership Exam

*LAW 560: English Business Law (3 credit hours):*

- English Business Formation Law
- English Employment Law
- English Intellectual Property Law
- English Business Law Exam

*LAW 550: US Business Formation Law (3 credit hours):*

- US Business Formation Law
- US Employee Law
- US Intellectual Property Law
- US Business Law Exam

## 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.

### *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):*

- 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
- Project 1: Markets & Economies Case Study Oral Presentation (proctored exam)

#### *ACCT 550: Accounting Concentration (5 credit hours):*

- Accounting I: Fundamentals
- 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
- Project 2: Accounting Case Study

#### *MATH 551: Data & Decisions Concentration (6 credit hours):*

- One-Variable Statistics
- Probability Fundamentals
- Probability Distributions
- Excel for One-Variable Statistics and Probability
- Two-Variable Statistics
- Regression Analysis
- Excel for Two-Variable Statistics and Regression Analysis
- Data Collection
- Statistical Inference: Making Data-Driven Decisions
- Advanced Statistical Inference
- Exam 3: Data and Decisions Exam

#### *MGMT 551: Leading Organizations Concentration (5 credit hours):*

- Organizational Behavior: Working in Groups and Teams
- Organizational Structure and Culture
- Theories of Leadership
- Developing a Corporate Philosophy

- Corporate Governance
- Business Ethics and Social Responsibility
- The Art of Negotiation
- Cultural Intelligence
- Exam 4: Leading Organizations Exam
- Project 3: Leading Organizations Case Study Oral Presentation (proctored exam)

*MARK 551: Marketing & Pricing Concentration (5 credit hours):*

- Marketing Fundamentals
- Marketing Mechanics
- Brand Development and Management
- Digital Marketing Fundamentals
- A/B Testing for Marketers
- Pricing I: Fundamentals
- Pricing II: Price Segmentation to Maximize Profit
- Pricing III: E-Commerce Pricing
- Exam 5: Marketing and Pricing Exam
- Project 4: Marketing Plan

*STRT 542: Strategy Concentration (4 credit hours):*

- Strategy I: Business-Level Strategy
- Strategy II: Corporate-Level Strategy
- M&A I: Theory and Practice
- Strategy III: International Strategy
- Balanced Scorecard
- Innovation Fundamentals
- Exam 6: Strategy Exam
- Project 5: Strategy Case Study

*OPER 555: Supply Chain & Operations Concentration (2 credit hours):*

- Project Management
- Operations Management Fundamentals
- Operations Management: Managing Uncertainty of Demand
- Forecasting Fundamentals
- Supply Chain Management
- Exam 7: Supply Chain and Operations Exam

*FINC 551: Finance Concentration (3 credit hours):*

- Finance: Time Value of Money
- Cost of Capital I: Capital Structure
- Cost of Capital II: The Modigliani-Miller Theorem
- Capital Budgeting
- Modern Portfolio Theory
- Valuation I: Discounted Free Cash Flow
- Valuation II: Equity and Market Valuations
- Excel for Finance

- Exam 8: Finance Exam
- Project 6: Finance Case Study

*ENTR 551: Entrepreneurship (3 credit hours):*

- Customer Discovery
- Customer Validation
- Venture Capital
- Developing a Business Plan
- Exam 9: Entrepreneurship Exam

*Individual Strategic Development Plan*

- Developing and Reaching Your Goals
- The Art of Presentation
- ISDP Check-In
- ISDP Industry Assessment
- Final ISDP Submission
- ISDP Oral Presentation (proctored exam)

*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
- Game Theory
- Pivot Table Fundamentals
- Probability and Combinatorics
- Derivatives
- Cooperative Strategy and Strategic Alliances
- Vertical Integration
- M&A II: Making the Deal
- 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
- Machine Learning I: Supervised Learning (coming soon)
- Machine Learning II: Unsupervised Learning (coming soon)
- Design Thinking
- Comparing Multiple Populations
- Analyzing Categorical Variables
- Introduction to Blockchain
- Decentralized Applications
- Blockchains in Practice
- English Employment Law
- English Business Formation Law
- English Intellectual Property Law

- Strategic Decision-Making
- Strategic Leadership
- Power & Influence
- Change Leadership

### MBA Project Learning Outcomes

#### *Individual Strategic Development Plan Learning Outcomes:*

- Assess personal core competencies and leadership abilities and use that self-knowledge to create a personal mission statement.
- Identify strategic goals for the Quantic MBA program and develop an implementation plan to achieve them during study.
- Develop leadership skills through active participation in webinars, facilitated networking events, and group projects.
- Research desired industry, company, and position to create an individualized industry assessment and develop short-term career objectives and a strategic plan to achieve them.

#### *Individual Strategic Development Plan Oral Presentation Learning Outcomes:*

- Present industry assessment, strategic career objectives, and implementation plan.
- 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.

#### *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.

#### *Marketing Project Learning Outcomes:*

- Evaluate a brand's strengths and weaknesses through researching and analyzing the company's history, industry, and market.
- Create a cohesive, detailed marketing strategy that will capitalize on a brand's strengths and address its weaknesses.



*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.

*Finance Case Study Project Learning Outcomes:*

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

### **3. 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):*

- Manager Mindset
- Essentials of Management
- Cultural Intelligence
- Developing a Corporate Philosophy
- Strategic Decision-Making
- Exam 1: Management Foundations Exam
- Project 1: Management Foundations Project

*MGMT 530: Business Communications (3 credit hours):*

- Effective Business Writing
- Executive Presence
- Business Storytelling
- The Art of Negotiation
- The Art of the Presentation
- Developing a Business Plan
- Exam 2: Business Communications Exam
- Project 2: Business Communications Oral Presentation (proctored exam)

*MATH 520: Data & Decisions (3 credit hours):*

- Introduction to Business Analytics
- One-Variable Statistics
- Two-Variable Statistics
- Data Collection
- A/B Testing
- Exam 3: Data & Decisions Exam

*STRT 591: Strategy (3 credit hours):*

- Opportunity Recognition

- Business-Level Strategy
- Corporate-Level Strategy
- International Strategy
- Strategic Frameworks
- Implementing Strategy
- Exam 4: Strategy Exam
- Project 3: Strategy Project

*MGMT 525: Organizational Behavior (3 credit hours):*

- Power & Influence
- Networks and Social Capital for Managers
- Working in Groups and Teams
- Talent Management
- Organizational Structure and Culture
- Exam 5: Organizational Behavior Exam
- Project 4: Organizational Behavior Oral Presentation (proctored exam)

*MGMT 560: Modern Management (3 credit hours):*

- Modern Theories of Leadership
- Strategic Leadership
- Change Leadership
- Business Ethics and Social Responsibility
- Diversity, Equity & Inclusion in the Workplace
- Positive Leadership
- Exam 6: Strategy & Global Economics Exam
- Project 5: Modern Management Project

*OPER 547: Operations Management (3 credit hours):*

- Operations Management Fundamentals
- Managing Uncertainty of Demand
- Forecasting Fundamentals
- Supply Chain & Procurement
- Exam 7: Operations Management Exam

*MARK 545: Marketing & Pricing (3 credit hours):*

- Marketing Fundamentals
- Marketing Mechanics
- Brand Development and Management
- Pricing I
- Pricing II
- Exam 8: Marketing & Pricing Exam

*FINC 560: Finance & Accounting (3 credit hours):*

- Time Value of Money
- Value Creation
- Introduction to Accounting
- Cost of Capital I
- Capital Budgeting
- Managerial Accounting
- Exam 9: Finance & Accounting Exam

*BUS 699: Business Consultancy Plan Capstone Project:\* (3 credit hours)*

- Developing a Business Plan
- The Art of Presentation
- Capstone Oral Presentation (proctored exam)
- Final Project Submission

For their Capstone Project, students in the MBA in Leadership and Management program are required to create a business consultancy plan for an external organization. Student must submit a one-page response to a very short client brief in order to win the consultancy project, the decision about which will be made by Quantic faculty and staff. Over the course of five months, students will then meet with their client and develop a consultancy plan informed by their client's needs. While the final format of the plan may vary depending on the client's requirements, all consultancy plans should include an Executive Summary, Company Overview, Problem Statement, Research Overview, Theories and Frameworks Discussion, Statement of Recommendations, Strategic Action Plan, Costings Plan, and Reflective Statements (one for each team member). Students must receive at least a 3 (out of 5) in order to graduate. After the Capstone Project is complete, students record a video presentation of their recommendations on behalf of your client 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.*

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.

*Modern Management Project:*

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

*Business Consultancy Capstone Project:*

- Work effectively in a consultancy project team, whilst developing skills in a wide range of areas including leadership, communication, reflection, creativity, innovation and conflict resolution.
- Build effective relationships with a client and other stakeholders.
- Critically apply business and management concepts, integrating across several business disciplines, to analyze a client's situation, research and evaluate solutions and develop practical recommendations with an outline implementation plan.
- Reflect on specific learning experiences that helped you to achieve your goals.

#### **4. EMBA in Strategic Leadership Program**

Credential Awarded upon Completion  
Master's Degree

EMBA in Strategic Leadership Required Concentrations

*MGMT 510: Leadership Foundations (3 credit hours):*

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

*MGMT 520: Organizational Behavior (3 credit hours):*

- Power & Politics
- Organizational Behavior Working in Groups and Teams
- Organizational Structure and Culture
- Diversity, Equity & Inclusion
- Exam 2: Organizational Behavior Exam
- Project 2: Organizational Behavior Project

*STRT 540: Strategy & Global Economics (3 credit hours):*

- Strategy I Business-Level Strategy
- Strategy II Corporate-Level Strategy
- Strategy Implementation
- International Trade
- International Strategy
- Exam 3: Strategy & Global Economics Exam
- Project 3: Strategy & Global Economics Oral Presentation (proctored exam)

*MARK 540: Marketing & Pricing (3 credit hours):*

- Marketing Fundamentals
- Marketing Mechanics
- Brand Development and Management
- Digital Marketing Fundamentals
- Pricing I Fundamentals
- Exam 4: Marketing & Pricing Exam

*MGMT 530: Business Communication (3 credit hours):*

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

*FINC 530: Financial Management (3 credit hours):*

- Introduction to Accounting
- Finance Time Value of Money
- Value Creation
- Introduction to Business Analytics
- Exam 6: Financial Management Exam

*STRT 571: Strategic Leadership (3 credit hours):*

- Strategic Leadership
- Strategic Frameworks
- Strategic Decision-Making
- Balanced Scorecard
- Change Leadership
- Exam 7: Strategic Leadership Exam
- Project 5: Strategic Leadership Project

*STRT 585: Advanced Corporate Strategy (4 credit hours):*

- Mergers & Acquisitions I: Theory and Practice
- Vertical Integration
- Diversification
- Cooperative Strategy and Strategic Alliances
- Corporate Governance
- Exam 8: Advanced Corporate Strategy Exam

*STRT 550: Creativity & Innovation (2 credit hours):*

- Design Thinking
- Innovation Fundamentals
- Recognizing a Business Opportunity
- Blue Ocean Strategy
- Exam 9: Creativity & Innovation Exam

*BUS 699: Business Consultancy Plan Capstone Project: \* (3 credit hours)*

- Developing a Business Plan
- The Art of Presentation
- Capstone Oral Presentation (proctored exam)
- Final Project Submission

For their Capstone Project, students in the EMBA in Strategic Leadership program are required to create a business consultancy plan for an external organization. Student must submit a one-page response to a very short client brief in order to win the consultancy project, the decision about which will be made by Valar faculty and staff. Over the course of five months, students will then meet with their client and develop a consultancy plan informed by their client's needs. While the final format of the plan may vary depending on the client's requirements, all consultancy plans should include an Executive Summary, Company Overview, Problem Statement, Research Overview, Theories and Frameworks Discussion, Statement of Recommendations, Strategic Action Plan, Costings Plan, and Reflective Statements (one for each team member). Students must receive at least a 3 (out of 5) in order to graduate. After the Capstone Project is complete, students record a video presentation of their recommendations on behalf of your client to be reviewed and graded by Valar 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.*

### 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.

*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.

*Business Consultancy Capstone Project:*

- Work effectively in a consultancy project team, whilst developing skills in a wide range of areas including leadership, communication, reflection, creativity, innovation and conflict resolution.
- Build effective relationships with a client and other stakeholders.
- Critically apply business and management concepts, integrating across several business disciplines, to analyze a client's situation, research and evaluate solutions and develop practical recommendations with an outline implementation plan.
- Reflect on specific learning experiences that helped you to achieve your goals.

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

*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](mailto: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 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](mailto: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 and Statista 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 the MBA or EMBA program, students must:

- Complete all courses in their curriculum within the required time frame
- Complete all exams in their curriculum within the required time frame
- Achieve scores of at least 80% in the graded SMARTCASE lessons
- Complete all assigned projects and proctored oral examinations



- Submit the required documents that confirm identity, eligibility and past academic performance
- Achieve a final program score of at least 70% (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](mailto: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.

## **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*

- Microsoft Windows 7+
  - Chrome 51+, latest stable recommended
  - Firefox 49+, latest stable recommended
  - Internet Explorer 10+, Edge or Chrome recommended
  - Edge 31+, latest stable recommended
- Mac OS X 10.9+
  - Chrome 51+, latest stable recommended
  - Firefox 49+, latest stable recommended
  - Safari 9+, latest stable recommended
- iOS 9+
  - Mobile Safari
- Android 4.4+
  - Chrome for Android 51+, latest stable recommended
  - Note: we do not support the legacy Android browser
- Linux (beta)
  - Ubuntu 16.04+
  - Fedora 25+
  - Red Hat Enterprise Linux 7+
  - Chrome 51+, latest stable recommended

### *Bandwidth*

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

### *Third-Party Software Requirements*

- Slack: Students who are accepted into the MBA and Executive MBA 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 MBA and Executive MBA degree programs are recommended to have access to Microsoft Excel 2016. Students without access to this software may substitute Google Sheets or an older version of Excel. Microsoft Office system requirements can be found [here](#).

## **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.

### *Powers, Duties, and Responsibilities*

Quantic School of Business and Technology is governed by a Management Committee, which consists of the senior officers of the company. Their names, positions, and responsibilities are outlined below. Students do not participate in the institutional governance.

- Tom Adams, Chairman
- Bill Fisher, CEO
- Alexie Harper, Chief Product Officer, Chief Academic Officer
- Ori Ratner, Chief Technology Officer
- Matt Schenck, Executive Vice President

### *Administrators and Advisors*

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

<b>Name</b>	<b>Position</b>
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	Director of Marketing and Brand
Koh Herlong	Senior Director of Instructional Design
Skylar Neil	Senior Director of Academic Affairs
Justin Wise	Program Operations Lead
Reema Raddar	Project Operations Coordinator
John Yates	Project Operations Coordinator
Natalie Sappleton	Director of Academic Programs, Business
Cuddalore Sundar	Associate Director of Academic Programs, Business
Brant Pearson	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

Angela Durko	Marketing & Communications Subject Matter Expert
Kristina Batiste	Librarian
Emily Straker-Barak	Academic Advisor Lead
Jennifer Bonk	Academic Advisor
Emily Merlino	Director of Engagement
Grace Erdmann	Engagement Lead
Grace Liaw	Engagement Coordinator
Kamesha Phillips	Academic Engagement Coordinator
Lara Schenke	Student Events Lead
Lisa Park	Senior Director of Student Affairs
Anna Thompson	Coordinator of Compliance & Student Affairs
David McKee	Senior Enrollment Coordinator
Alyssa Reid	Enrollment Coordinator
Arielle Brown	Enrollment Coordinator
Katie Gallagher	Enrollment Coordinator
Sarah Harder	Director of Student Support
Meaghan Isgett	Bursar
Hannah Watkins	Student Account Specialist
Cayla Bush	Student Communications Lead
Nick Stevens	Student Support Associate
Carly Heider	Student Support Associate
Lisa Thompson	Director of Career Services
Kristina Wessel	Director of Admissions
Maureen Wysocki	Assistant Director of Admissions
Melissa Braun	Admissions Counselor Manager
Senka Haveric	Admissions Counselor Manager
Jill Ouikahilo	Admissions Counselor Manager
Trish Kredell	Admissions Training Manager
Gavin Moore	Director of Admissions Operations
Theresa Stockdale	Director of Student Ambassadors
Rachel Hanson	Admissions Support Lead

### *Instructional Team Members*

A complete list of Instructional Team members is included below, along with academic credentials.

<b>Name</b>	<b>Courses Taught</b>	<b>Role</b>	<b>Academic Credential</b>
Al-Abdullah, Muhammad	Blockchain	Subject Matter Expert	PhD, Computer and Information Systems Security / Information Assurance (Virginia Commonwealth University); Certified Anti-Money Laundering Specialist (CAMLs)
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)
Barr, Dan	Finance, Accounting	Adjunct Content Advisor	BA, Economics (Southern Methodist University); Chartered Alternative Investment Analyst; CFA Level II
Barrows, Ed	Strategy, Organizational Behavior	Subject Matter Expert	DBA (Cranfield School of Management, Cranfield University); MBA, concentration General Management (McDonough School of Business, Georgetown University); BS, Business Administration with a concentration in Accounting (School of Management, Boston University)
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)
Brown, Jay	Operations Management	Subject Matter Expert	PhD, Business Administration with Operations Management major and Applied Statistics minor (Kent State University)
Burt, Ian	Accounting	Subject Matter Expert	PhD, Accounting (University of Waterloo)
Carr, Eleonora	Accounting	Subject Matter Expert	DBA (Temple University)
Choi, JaeHoon	Statistics	Subject Matter Expert	PhD, Computer Science and Information Systems (University of Colorado); MS, Information Management (Syracuse University)
Cohen, Rebecca	Marketing	Adjunct Content Advisor	MBA (American University, Kogod School of Business)
Connell, Carol	Strategy, Organizational Behavior	Subject Matter Expert	PhD, Strategic Management (University of Glasgow, Adam Smith School of Business); MBA, (Columbia University Business School); INSEAD Executive Program
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)
Derstine, Heidi	Accounting	Adjunct Content Advisor and Grader	MS, Accounting (James Madison University); CPA

DiMartino, Karen	Leadership, Strategy	Grader	MBA, Business Administration and Management (Northeastern University); BA, Economics, Environmental Studies (Dartmouth)
Douglass, J.D.	Statistics	Adjunct Content Advisor	MBA (Western Washington University)
Drake, Pamela	Accounting	Subject Matter Expert	Chartered Financial Analyst, PhD, Finance (University of North Carolina)
Drane, Taylor	Economics	Adjunct Content Advisor	MA, Economics (University of Kansas)
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)
Elkhoury, Charbel	Computer Science	Subject Matter Expert	PhD, Information Technology Management (Capella University); MBA (Lebanese-American University); BS, Computer Science (Concordia University)
Espinosa, Maikel Leon	Statistics	Subject Matter Expert	PhD, Computer Science (Hasselt University); MS, Computer Science (Central University of Las Villas)
Ford, Brent	Finance	Adjunct Content Advisor	Master's Degree (University of North Carolina at Chapel Hill), Certified Financial Planner (Certified Financial Planner Board of Standards, Inc)
Fortmann, Lea	Economics	Subject Matter Expert	PhD, Environmental Economics (The Ohio State University)
Fried, Zev	Accounting	Subject Matter Expert	PhD, Accounting (University of Houston); MS, Accountancy (University of Houston)
Ganpati, Vish	Strategy, Entrepreneurship	Adjunct Content Advisor	MBA (Tuck School of Business Dartmouth College); MS, Operations

			Research (Louisiana State University)
Gosselin, Patrick	Finance	Adjunct Content Advisor	CFA Level III, MBA (Texas A&M University)
Hammond, Breonna	Law	Subject Matter Expert	JD, (Wake Forest University School of Law)
Harper, Alexie	Administration	Chief Academic Officer	MA, Irish and Irish-American Studies (NYU), AB, English and American Literature and Language (Harvard University)
Jansen, Gregory	Statistics	Adjunct Content Advisor	MS, Statistics (University of Georgia)
Kolodinsky, Robert	Organizational Behavior	Subject Matter Expert	PhD, Business Administration (Florida State University)
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), Postgraduate diploma, Legal Practice (Accelerated LPC) (BPP Law School, BPP University); LLM (Harvard Law School); BA (Hons), Law (Clare College, University of Cambridge)
Meir, Miryam	Computer Science	Industry Expert	MA Candidate in China Studies (Yenching Academy of Peking University)
Mendoza, Jose	Marketing	Subject Matter Expert	DBA, Cranfield University
Mishra, Harsh	Leadership, Entrepreneurship	Subject Matter Expert	PhD, International Business & Strategy (Temple University); MBA, International Business (Indian Institute of Foreign Trade)
Morris, Colleen	Marketing	Industry Expert	MBA (Wharton School of Business, University of Pennsylvania)
Mousa, Fariss-	Strategy	Subject Matter	PhD, Strategic Management and



Terry		Expert	Entrepreneurship (Washington State University)
Osafo, Emmanuel	Leadership	Subject Matter Expert	PhD, Organizational Leadership, Policy, and Development (University of Minnesota); MS, Psychology (Missouri State University)
Pearson, Brant	Strategy, Leadership, Operations Management	Assoc. Director of Academic Programs, Business and Subject Matter Expert	PhD, Organizational Development and Leadership (Ashford University); MBA, Business Administration (Ferris State University)
Pew, Ethan	Marketing	Subject Matter Expert	PhD, Marketing (University of Colorado at Boulder)
Ratner, Ori	Administration	Chief Technology Officer	BS, Computer Science (University of Virginia)
Ratti, Pamela	Marketing	Industry Expert	MA, International Marketing (University of Miami School of Business)
Richard, Linda	Statistics	Adjunct Content Advisor	BA, Mathematics (Carleton College), Master in Teaching (Seattle University), MS, Operations Research (University of North Carolina at Chapel Hill)
Riehl, John	Computer Science	Adjunct Content Advisor and Industry Expert	MS, Software Design and Programming (University of Denver) MS, Computer Engineering (Wright State University)
Rutherford, Matthew	Corporate Governance	Subject Matter Expert	PhD, Management (University of Georgia)
Sahloul, Michael	Accounting	Subject Matter Expert	DBA, Accounting (Liberty University)
Sapleton, Natalie	Leadership, Entrepreneurship, Strategy	Academic Program Director, Business and	Masters in Research (Manchester Metropolitan University); PhD, Entrepreneurship (Manchester Metropolitan University)

		Subject Matter Expert	
Scopelliti Leo, Diana	Law	Subject Matter Expert	JD (Benjamin N. Cardozo School of Law, Yeshiva University)
Shoemaker, Stowe	Marketing	Subject Matter Expert	PhD, Hospitality Administration (Cornell University)
Simmons, Rebecca	Project Management	Adjunct Content Advisor	MBA (James Madison University College of Business)
Thompson, Lauren	Leadership	Subject Matter Expert	PhD, Health Policy and Strategic Management (George Washington University)
Tokman, Mert	Strategy	Subject Matter Expert	PhD, Management (The University of Alabama)
Walker, Christopher	Strategy	Subject Matter Expert	DBA, Business Management (Golden Gate University)
Walker, Elaine	Leadership	Adjunct Content Advisor	MBA, Marketing (Eastern Michigan University)
Wilhelm, Sarah	Economics	Subject Matter Expert	PhD, Economics (University of Utah)
Williamson, Ian	Leadership	Adjunct Content Advisor	MBA (UNC Kenan-Flagler Business School)
Zavian, Ellen	Law	Subject Matter Expert	JD (American University School of Law)
Zelenka, Anne	Data Science	Subject Matter Expert	MS, Statistics (Stanford), PhD, Research Methods and Statistics (University of Denver)
Zhang, Nan	Marketing, Leadership	Subject Matter Expert	PhD, Marketing (Southern Illinois University, Carbondale)
Batiste, Kristina	Library	Librarian	MS, Library and Information Science (University of British Columbia)

Ballhaus, Louisa	Organizational Behavior, Law	Instructional Designer	BA, English (Wesleyan University)
Charlesworth, Kira	Strategy, Technology, Organizational Behavior	Lead Instructional Designer	MBA (Quantic School of Business and Technology); BA, Interdisciplinary Studies (University of California, Berkeley)
Chen, Tiffany	Organizational Behavior, Strategy	Instructional Designer	BA, Comparative Literature (Brown University)
Dasher, Jo	Strategy, Operations Management	Instructional Writer	BS, International Relations (United States Military Academy at West Point)
DiBerardino, Elise	Statistics	Lead Instructional Designer	BA, Mathematics (Georgetown University)
Eilam, Aviad	Marketing, Operations Management	Instructional Designer	PhD, Linguistics (University of Pennsylvania)
Engelke, Jordan	Strategy, Law	Instructional Designer	MA, English (Washington State University)
Gryboski, Dan	Accounting, Statistics	Instructional Designer Specialist	MS Mechanical Engineering (University of Colorado, Boulder); BA, Mathematics (Colorado College)
Holmes, Joe	Computer Science	Instructional Writer Specialist	BA, Philosophy (George Mason University)
Hu, Rollin	Strategy, Law, Operations Management	Instructional Designer	BA, History, Economics, and International Studies (Johns Hopkins University)
Kelly, James	Economics, Accounting, Operations Management	Instructional Designer	AB, American History (Georgetown University)
Killingsworth, Catherine	Leadership	Director of Program Design, Corporate and Instructional	BA, English (Yale University), MBA (Quantic School of Business and Technology)

		Designer	
Luquet, Casey	Business Analytics	Senior Instructional Designer	PhD in progress, Mathematics Education (University of South Florida); MS, Mathematical Sciences (University of West Florida)
Mintz, Daniel	Finance, Accounting	Special Projects Manager and Subject Matter Expert	PhD, Mathematics and Classics (University of St Andrews), Earned CFA Investment Foundations certificate
Morrow, Lee	Business Analytics	Instructional Designer	BA, Government (Harvard University)
Neil, Skylar	Organizational Behavior, Strategy	Senior Director of Academic Affairs and Instructional Designer	PhD, Archaeology (University of Cambridge)
Paddock, Bruce	Strategy, Leadership	Instructional Writer	BA, History (Yale University)
Pella, John	Law, Compliance	Instructional Designer	PhD, International Studies (University of Bristol)
Snyder, Liz	Statistics	Instructional Writer	MA, Education (Adler Graduate School of Education); BA, Gender Studies (University of California, Irvine)
Taylor, Ben	Leadership, Management	Instructional Writer	MS, Linguistics (George Mason University); BA, Communication and Media Studies (Liberty University)
Tillman, Micah	Organizational Behavior	Instructional Writer	PhD, Philosophy (The Catholic University of America)
Yau, Raymond	Marketing, Operations Management	Instructional Designer	MBA (University of Maryland, R.H. Smith School of Business)

Williams, Pierce	Strategy, Organizational Behavior	Senior Instructional Designer	MA, English Language and Literature (Loyola University Chicago), BA, English (University of Texas at Arlington)
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### *Advisory Council*

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

<b>Name</b>	<b>Position</b>
Michael Horn	<ul style="list-style-type: none"> <li>- Chief Strategy Officer at Entangled Group</li> <li>- Co-Founder at the Clayton Christensen Institute for Disruptive Innovation</li> </ul>
Pawel Swiatek	<ul style="list-style-type: none"> <li>- Managing Vice President at Capital One, Venture Partner at NextGen Venture Partners</li> <li>- Co-Founder and CEO at MAZEY</li> <li>- Senior Investment Associate at Bridgewater Associates</li> </ul>
Max Zuckerman	<ul style="list-style-type: none"> <li>- Solutions Specialist – Cloud Data Migration at Google</li> <li>- Senior Director, Solution Sales at Alooma (acquired)</li> <li>- Associate at Russel Reynolds Associates</li> <li>- Head of Sales at Livefyre</li> <li>- Technology Evangelist at Microsoft</li> </ul>

## **XII. Quantic School of Business and Technology 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: Fundamentals (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.

### **Advanced Statistical Inference (STAT8)**

*Course Description:* Compare efficacy and impact of variables to make the right choices in complicated scenarios.

**Analyzing Categorical Variables (STAT7)**

*Course Description:* Draw population-level conclusions about categorical variables with chi-square tests.

**Balanced Scorecard (SCORE1)**

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

**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 Ethics and Social Responsibility (ETHICS1)**

*Course Description:* Explore concepts in business ethics and their application to internal and external corporate decision-making.

**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.

**Comparing Multiple Populations (STAT7)**

*Course Description:* Analyze differences across populations using two-sample hypothesis tests and ANOVA.

**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.

**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 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.

**Decentralization 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.

**Derivatives (OPT1)**

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

**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 tools for bringing your ideas to life.



**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.

**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.

**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.

**Essentials of Management (MGMT\_ESSENTIALS)**

*Course Description:* Develop essential management skills.

**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.

**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: Time Value of Money (FIN1)**

*Course Description:* Acquire basic mathematical ability around the time value of money and familiarize yourself with some financial terminology.

**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.

**Implementing Strategy (STRAT4)**

*Course Description:* Master the strategy implementation process from creating a strategic plan to aligning operations and monitoring performance.

**Innovation Fundamentals (INNOV1)**

*Course Description:* Master the basics of innovation, from identifying sources of innovation to determining the optimal time to enter the market.

**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 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 (INTROBA)**

*Course Description:* Find out what business analytics is and how it's used in everyday business practices.

**Introduction to Entrepreneurship (INTENTNEW0)**

*Course Description:* Learn what it means to be an entrepreneur and how to discover lucrative opportunities.

**Introduction to Evernote (EVER1)**

*Course Description:* Whether it's for business, for personal projects, or just for fun, Evernote helps you keep everything you need to know in one organized, beautiful place.

**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:* Discover how to use accounting data to solve common business problems and to analyze the impact of decisions on a company's financials.

**Marketing Fundamentals (MARK1)**

*Course Description:* Learn how to craft a marketing strategy, from the situation analysis to the value proposition, and everything in between.

**Marketing 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.

**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.

**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.

**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.

**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.

**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.

**Personal Investing (INV1)**

*Course Description:* Learn the basics of investing, from compounding to stocks, bonds, and more.

**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.

### **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.

### **Project Management (PROJ1)**

*Course Description:* Learn how to create, plan, and implement successful projects in any field of business.

### **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.

**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.

**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.

**Talent Management (TALENT)**

*Course Description:* Hire, develop, and retain the talent you need to execute your business's strategy.

**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 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.

**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.

**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?

**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.

**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.