



**THE  
FOOD  
BUSINESS  
SCHOOL**

# CIA MASTER OF PROFESSIONAL STUDIES, FOOD BUSINESS

## 30 CREDITS

### RESIDENCY EXPERIENCE ONE—ORIENTATION AND COHORT FORMATION

1 Credit • CIA at Copia (Napa, CA)

#### YEAR 1 • FALL SEMESTER

**Business Fundamentals**  
3 Credits

**Food Systems**  
3 Credits

#### YEAR 1 • SPRING SEMESTER

**Design Thinking for Food**  
3 Credits

**Ethical Leadership in the Food Business**  
3 Credits

### RESIDENCY EXPERIENCE TWO—FRAMING OF CAPSTONE PROJECT

1 Credit • CIA (Hyde Park, NY)

#### YEAR 2 • FALL SEMESTER

**Legal Strategies and Challenges  
for the Restaurateur**  
3 Credits

**Restaurant Operations  
and Management Strategies**  
3 Credits

**Marketing and Brand Strategies  
for the Restaurateur**  
3 Credits

**Real Estate, Capitalization,  
and Partnership Strategies  
for the Restaurateur**  
3 Credits

#### YEAR 2 • SPRING SEMESTER

#### RESTAURANT / FOODSERVICE TRACK

#### FOOD PRODUCT / CONCEPT TRACK

**Concept Building, Proving,  
and Prototyping**  
3 Credits

**Differentiation, Branding,  
and Packaging**  
3 Credits

**Manufacturing, Co-Packing,  
Supply Chain, and Legal Contracts**  
3 Credits

**Sales, Marketing, and Distribution**  
3 Credits

### CAPSTONE PROJECT—FOOD BUSINESS PLAYBOOK WITH FACULTY ADVISORS & MENTORS

3 Credits • Summer self-paced development project

### RESIDENCY EXPERIENCE THREE—PRESENTATION OF CAPSTONE PROJECT / GRADUATION

1 Credit • CIA (Hyde Park, NY)