

**MBA Elective Curriculum**  
**9/2/15 subject to change**  
**FALL '15**

Q1:Early Short Course,1.5 cr. Begins 9/2 (X) or 9/3 (Y)	X-Schedule	Seminar
Q2:Late Short Course,1.5 cr. Begins 10/19 (X) or 10/16 (Y)	Y-Schedule	Field Course (FC)
	January Option	HKS Joint Degree Only
		Noteworthy time block

Course full after EC Prereg assignment shown in bold

Room/ Capacity	X 8:30 - 9:50	X 10:05 - 11:25	X 11:40 - 1:00	X 1:15 - 3:15
Ald 12 101 cap.	Digital Innov & Transformation 2134-01 Lakhani	Global and Emerging Mrkts. 1151-00 Reinert	The Online Economy 1760-00 Edelman	Board of Directors 2010-00 Lorsch/Paine
Ald 207 101 cap.		Strat. Mktg. in Creative Inds 1914-01 Elberse	Strat. Mktg. in Creative Inds. 1914-02 Elberse	
Ald 208 101 cap.		Investment Management 1446-01 Viceira	Investment Management 1446-02 Sunderam	Innovating in Health Care 2180-00 Herzlinger
Hawes 101 92 cap.	Bldg. & Sust. Success. Ent. 1504-01 van Bever	Bldg. & Sust. Success. Ent. 1504-02 McDonald	Bldg. & Sust. Success. Ent. 1504-03 van Bever	Law, Mgt. & Entrepreneurship 1540-00 Goldberg
Hawes 102 92 cap.	Managing Human Capital 2060-01 McKinnon	Managing Human Capital 2060-02 McKinnon	Business Mktg. & Sales 1929-01 Cespedes	Business Mktg. & Sales 1929-02 Cespedes
Hawes 201 92 cap.		Founders' Dilemmas 1676-00 Ghosh	Authentic Ldrshp. Dev. [78] 2090-01 Snook TU plus PM	Authentic Ldrshp. Dev. [78] 2090-02 Snook TU plus PM
Ald 209 82 cap.	Corporate Strategy 1230-01 Collis/Sadun		Corporate Strategy 1230-02 Collis/Sadun	Q2: Pub. Entr. 1595 Weiss
Ald 210 82 cap.			Digital Innov & Transformation 2134-02 Zhu	
Hawes 202 68 cap.		Negotiation [60] 2240-01 Mohan	Q2:FC:IHC6345 Herzlinger [25]	Negotiation [60] 2240-04 Mohan
Hawes 203 68 cap.		Negotiation [60] 2240-02 John	Negotiation [60] 2240-03 John	
Room/ Capacity	Y 8:30 - 9:50	Y 10:05 - 11:25	Y 11:40 - 1:00	Y 1:15 - 3:15
Ald 12 101 cap.	Real Property 1684-01 Segel	Real Property 1684-02 Wu	Mg. Int'l Trade and Investme 1166-01 Roscini	Mg. Int'l Trade and Investment 1166-02 Roscini
Ald 207 101 cap.	Strategy & Technology 1286-00 Yoffie	Supply Chain Mgt. 2108-01 Hammond/Kaufman		Supply Chain Mgt. 2108-02 Hammond/Kaufman
Ald 208 101 cap.	Entrepreneurial Finance 1624-01 Sahlman/White	Entrepreneurial Finance 1624-02 Nanda	Entrepreneurial Finance 1624-03 Nanda	
Hawes 101 92 cap.	Gen. Mgt.: Proc. & Action 1556-01 Schlesinger [80]	Bldg. & Sustg. a Success. E 1504-04 Huber	Gen. Mgt.: Proc. & Action 1556-02 Schlesinger [80]	Bldg. & Sustg. a Success. Ent. 1504-05 Huber
Hawes 102 92 cap.		Bus. BOP 1908-00 Rangan	Digital Marketing Strategy 1990-00 Teixeira	Q1: US Hlthcare Strat.2105 Dafny TH Q2: BigDataCrThink 1365 Datar, Finger
Hawes 201 92 cap.	Fin. Mgt. Sm. Firms [90] 1452-01 Ruback/Yudkoff	Fin. Mgt. Sm. Firms [90] 1452-02 Ruback/Yudkoff	Fin. Mgt. Sm. Firms [90] 1452-03 Ruback/Yudkoff	All Roads Lead to Rome... 2053-00 Frei/Dench TH
Ald 209 82 cap.		Private Equity Finance 1440-01 Gompers	Private Equity Finance 1440-02 Ivashina	Private Equity Finance 1440-03 Ivashina
Ald 210 82 cap.		Authentic Ldrshp. Dev. [78] 2090-03 DeLong TH plus PM	Authentic Ldrshp. Dev. [78] 2090-04 DeLong TH plus PM	Q1: Ldg. Soc Ent. 1505 Leonard
Hawes 202 68 cap.	Entre. & Global Capitalism 1130-01 Jones	Entre. & Global Capitalism 1130-02 Jones	Negotiation 2241-00 Sebenius	Intensive in Q2 [60]
Hawes 203 68 cap.	Designing Comp. Orgs. 1373-01 Simons/Sandino [65]	Negotiation [60] 2240-05 Wasynczuk	Designing Comp. Orgs. 1373-02 Simons/Sandino [65]	The Moral Leader 1562-00 Badaracco TH

**Late afternoon seminars**

FC: i-Lab Design Thinking 6348 Datar M 3:20 - 5:25	ALD/Ldg. 01+02 TU 3:30-5:30 2090-01,02 Snook	FC: Commecrg Science A12 2107 Sato/Pisano W 3:30-6	ALD/Ldg. 03+04 TH 3:30-5:30 2090-03,04 DeLong
FC: Product Mgt. 101 Haw 203 6701 Eisenmann M 5:30 - 7:30		HistAmDemocracy Ald 207 1139 Moss M/W 3:30 -5	Big Data & Critical Thinking Lab 1365 see dates in LH for 4 late afternoons
Yr 3 Joint HKS/HBS Sem H202 5230 Leonard M 4:15-7:15		Contemp.Dev Countries at FAS 1266 Khanna M,W 3:30-5	
Time block: HAD & CSA			

**Also note:**

**January Term Offerings (3 credits) - see course descriptions for on-campus session timing**

**Immersive Field Courses**

IFC: China; Bus of Global 6054 Kirby & Shih [45]	IFC: Japan; Tohoku/Authent 6062 Takeuchi [45]	IFC: Africa; Building Cities 6087 Macomber [40]	IFC: NYC; Private Equity & Real Estate 6084 Segel [45]
IFC: India; Social Entreprenrsl 6066 Cole [45]	IFC: UK & Netherlands; Beh 6022 Bazerman & Luca [30]		