

**MBA Elective Curriculum**  
**10/5/15 subject to change**  
**SPRING '16**

Q3:Early Short Course,1.5 cr. Begins 1/25 (X) or 1/26 (Y)	X-Schedule	Seminar
Q4:Late Short Course,1.5 cr. Begins 3/21 (X) or 3/4 (Y)	Y-Schedule	Field Course (FC)
	January Option	Noteworthy time block
		Bridges Program for all EC students

X 8:30 - 9:50	X 10:05 - 11:25	X 11:40 - 1:00	X 1:15 - 3:15
Bldg. & Sustg. a Success. Ent 1504-01 Christensen	Bldg. & Sustg. a Success. Ent 1504-02 Choudhury	Q3: EconEnergy 1105 Team Q4: Innovating Energy 1115	
Business Analysis & Valuation 1306-01 Wang	Business Analysis & Valuation 1306-02 Gow	Q3: Star Women 2065 Schulman Q4: Agribusiness 1915 Bell	Deals 2267-00 Mohan
	Power and Influence 2056-01 Battilana	Power and Influence 2056-02 Battilana	
	Investment Strategies 1490-01 Baker	Investment Strategies 1490-02 Hanson	ReCap: Bus. & Big Problems 1524-02 Henderson
Q3:Ent&TechInnovinEd 1525 Kim	Managing Service Ops. 2120-01 Buell	Managing Service Ops. 2120-02 Buell	Managing the Financial Firm 1509-00 Scharfstein
Q3: ConsCorpPH1965 Quelch	Bldg Sus Cities & Infrastructure 1487-00 Macomber	Q3: LTV 1755-01 Rayport	Q3: LTV 1755-02 Bussgang Q4: CS50 for MBAs 1715-00 Malan
Inst., Macro. & Glo. Eco. 1180-01 Di Tella [80]	Inst., Macro. & Glo. Eco. 1180-02 Di Tella [80]	Authentic Ldrshp. Dev. [78] 2090-01 Edmondson/Ramarajan	Authentic Ldrshp. Dev. [78] 2090-02 Edmondson/Ramarajan TU plusPM
	ReCap: Bus. & Big Problems 1524-01 Serafeim	Q3: UIOI 2135 Trichakis	
	Competing Globally 1279-01 Alcacer [70]	Competing Globally 1279-02 Alcacer [70]	Q3: DoingBusChina 1575-00 Kirby
			The Moral Leader 1562-00 Sucher TU
		Business Mktg. & Sales 1929-00 Chung	Q3:ArtsComm1515 McCarthy [40] Q4:ArtsComm1517 McCarthy [40]
Y 8:30 - 9:50	Y 10:05 - 11:25	Y 11:40 - 1:00	Y 1:15 - 3:15
	Mg.,Org., & Motivtg. for Value 1816-01 Wasynczuk	Mg.,Org., & Motivtg. for Value 1816-02 Hall	Q3:Luxury Marketing 1905-00 Keinan
	Vent. Cap. & Private Equity 1428-00 Rhodes-Kropf	Q3: EHITS 1666 Higgins Q4: BLSB 1665 Hamermesh	
Retailing 1952-00 Alvarez	Creat. Value thru Corp. Rest. 1420-01 Mugford	Creat. Value thru Corp. Rest. 1420-02 Mugford	
Real Estate Private Equity 1484-00 Lietz		Role of Gov. in Mkt. Economie 1197-01 Weinzierl	Role of Gov. in Market Economies 1197-02 Weinzierl
	Micro. Of Competitiveness 1260-00 Alfaro	Q3: The Online Eco. 1765 Luca Q4: Big Data in Mkt 1955 Deighton	
	Coming of Mgrl. Capitalism 1122-01 Nicholas	Coming of Mgrl. Capitalism 1122-02 Nicholas	FC: Entr'p. thru Acquisition APPLY 6452-00 Ruback, Yudkoff TH
Gen. Mgt.: Proc. & Action 1556-01 Sharer [75]	Gen. Mgt.: Proc. & Action 1556-02 Garvin [75]	Gen. Mgt.: Proc. & Action 1556-03 Sharer [75]	
	Ops. Strategy: Mng. Growth 2166-01 Drake	Ops. Strategy: Mng. Growth 2166-02 Drake	
Bus. BOP 1908-00 Chu		Investing in Emerging Mkts. 1462-00 Yog	
Negotiation [60] 2240-01 Exley	Negotiation [60] 2240-02 Brooks	Negotiation [60] 2240-03 Beshears	Negotiation [60] 2240-04 Schwartzstein
		Negotiation 2241-00 Sebenius	Intensive in Q3 [60]
<b>Late afternoon seminars</b>			
FC: Stock Pitching [45] 6446 Malloy M 3:30-5:30	ALD/Ldg. 00 TU 3:30-5:30 2090-00 Edmondson/Ramarajan	Managing Change 2040 Kanter W 3:30 - 6	
FC: Social Innov. Lab 6582 Kim/Rangan M 3:30	FC: PE Projects APPLY 6440 Dionne TU 3:30 -5:30	FC: Entre. Sales & Mkt 6932 Cespedes/Eisenmann W 3:30-5:30	April 27-29, 2016
FC: Product Mgt.102 APPLY 6702 Eisenmann M 5-7	FC: Entre. Lab 6212 MacCormack TU 5-7:30		Bridges Program for all EC students 3 full academic days

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/Authentic 6062 Takeuchi [45]	IFC: Africa; Building Cities 6087 Macomber [40]	IFC: NYC; Private Equity & Real Estate 6084 Segel [45]
IFC: India; Social Entrepreneurs 6066 Cole [45]	IFC: UK & Netherlands; Behvr 6022 Bazerman & Luca [30]		