

MBA Elective Curriculum
1/26/18 subject to change
SPRING '18

Q3:Early Short Course,1.5 cr. Begins 1/22 (X) or 1/23 (Y)	X-Schedule	Seminar
Q4:Late Short Course,1.5 cr. Begins 3/6 (X) or 3/8 (Y)	Y-Schedule	Field Course (FC)
	January Option	Noteworthy time block
		Bridges Program for all EC students

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.	Bldg. & Sust. Success. Ent. 1504-04 Huber, Shih, Christenser	Global and Emerging Mrkts. 1151-01 Reinert	Global and Emerging Mrkts. 1151-02 Reinert	US Healthcare Strategy 2157-00 Dafny
Ald 207 101 cap.	Bldg Sus Cities & Infrastructur 1487-00 Macomber	Business Analysis & Valuation 1306-00 Wang	Creating the Mod. Fin. Sys 1160-00 Moss	Negotiation and Diplomacy (@HLS) 2218-00 Sebenius, Mnookin, Burns
Ald 208 101 cap.	Q3: Creat Brand Val 1925 Avery Q4: Service Mgt 1735 Hallowell	ReCap: Bus. & Big Problems 1524-01 Serafeim	ReCap: Bus. & Big Problems 1524-02 Serafeim	
Hawes 101 92 cap.	Authentic Leader Dev't [78] 2090-01 Koehn TU plus PM	Authentic Leader Dev't [78] 2090-02 Koehn TU plus PM		
Hawes 102 92 cap.	Ent. & Tech. Innov. In Education 1602-00 Kim	Making Markets 1764-00 Eisenmann/Kominer	Q3: LTV 1755-01 Rayport Q4: STV 1785-01 Rayport	Q3: LTV 1755-02 Bussgang Q4: STV 1785-02 Rayport
Hawes 201 92 cap.			Investing for Impact 1436-00 Cole, Gandhi	Q3: DoingBusChina 1575-00 Kirby Q4: DoingBusAfrica 1435-00 Macomber
Ald 209 82 cap.	Gen. Mgt.: Proc. & Action 1556-01 Fuller	Gen. Mgt.: Proc. & Action 1556-02 Edmondson	Gen. Mgt.: Proc. & Action 1556-03 Fuller	Bus Smart Connected Prod/Int. of Things 1944-00 Lal
Ald 210 82 cap.	Negotiation [60] 2240-01 Exley	Bldg. & Sustg. a Success. Ent. 1504-01 Choudhury, Narayanar		Corporate Governance and BOD 2010-00 Lorsch, Paine
Ald 211 82 cap.	Inst., Macro. & Global Econ. 1180-01 Di Tella	Inst., Macro. & Global Econ. 1180-02 Di Tella	Innovating in Health Care 2180-00 Herzlinger	
Hawes 202 68 cap.	Negotiation 2240-02 Coffman	Negotiation 2240-03 John	Negotiation 2240-05 John	The Moral Leader TU 1562-00 Sucher
Hawes 203 68 cap.	Food and Agribusiness 1911-00 Reinhardt	Negotiation 2240-04 Schwartzstein	Negotiation 2240-06 Whillans	Q3:ArtsComm7415 McCarthy [40] Q4:ArtsComm7515 Quartana [40]
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.		MOMV 1816-01 Wasynczuk	MOMV 1816-02 Beshears	FC: Entr'p. thru Acquisition APPLY 6452-00 Ruback, Yudkoff TH
Ald 207 101 cap.	Real Estate Private Equity 1484-00 Lietz	Investment Strategies 1490-01 Baker, Hanson	Investment Strategies 1490-02 Hanson, Baker	Q3: CS50 for MBAs 7475-00 Malan
Ald 208 101 cap.	Retailing 1952-00 Alvarez	Creat. Value thru Corp. Rest. 1420-01 Mugford	Creat. Value thru Corp. Rest. 1420-02 Mugford	
Hawes 101 92 cap.	Bus. BOP 1908-00 Chu	Leadership: Exec & Action 2031-01 Fubini	Leadership: Exec & Action 2031-02 Raffaelli	Q3: MngFuture of Work 1675-00 Kerr
Hawes 102 92 cap.		Digital Innov & Transformation 2134-00 Zhu		
Hawes 201 92 cap.		Coming of Mgrl. Capitalism 1122-01 Nicholas	Coming of Mgrl. Capitalism 1122-02 Nicholas	
Ald 209 82 cap.			Q3: PersonalSelling,1935 Chung Q4: E-Commerce 1975-01 Teixeira	Q4: E-Commerce 1975-02 Teixeira
Ald 210 82 cap.	Q3: Mkt I PolStrat 1275 Luo	Bldg. & Sustg. a Success. Ent. 1504-03 Narayanan, Choudhu	Q3: EHITS 1666 Higgins	
Ald 211 82 cap.		Q3: Op Str Gr 2165 Pisano		
Hawes 202 68 cap.	Mastering Strategy Execution 1312-00 Sandino	People Analytics 2028-01 Polzer	People Analytics 2028-02 Polzer	Mergers & Acquisitions Proc. & Struct. 1410-00 Coates [35]
Hawes 203 68 cap.			Managing the Financial Firm 1509-00 Scharfstein	

Late afternoon seminars/labs

		FC: Cust.Discovery Entr'I Venture 6212 MacCormack W3:30-6	FC: PE Projects & Ecosystem APPLY 6440 Dionne TH 3:30 -5:30
FC: Product Mgt. 102 APPLY 6702 Austin M 3:30 -5:30pm	Strategic IQ TU 3:30 -6:15 pm 1291-00 Wells	FC: Chal/Ops Rest. Industry 6540 Goldberg W 3:30 - 5:30	FC: Projects in Investing APPLY 6454 Fleiss TH 3:30 -5:30
	ALD/Ldg. TU 3:30-5:30 2090 Koehn	FC: Commecrg Science [50] 6107 Pisano, Barrett, Afeyan W	April 23-25, Bridges: all EC students 3 full academic days
		FC: Black Bus. Leaders & E 6619-00 Rogers W3:30 - 6:30	
		Mg Chg & Transformation 2040 Kanter W 3:30 - 6	

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

Immersive Field Courses

IFC: Israel; Start-Ups & VC 6048 Gompers [45]	IFC: Japan; Innovation 6062 Takeuchi/Bernstein [44]	IFC: Africa; Building Cities 6087 Macomber [40]	Extended FC fall credit with January Travel EFC: US; Behavioral Insights 6227 Bazerman [30]
IFC: Los Angeles; Hollywood 6021 McGee [40]	IFC: UK; Behavioral Insights 6022 Luca [30]	IFC: NYC; Investg., PE & RE 6084 Segel [45]	