

MBA Elective Curriculum
8/15/17 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

Course full after EC Prereg assignment shown in bold

X 8:30 - 9:50	X 10:05 - 11:25	X 11:40 - 1:00	X 1:15 - 3:15
Bldg. & Sust. Success. Ent. 1504-04 Christensen	Bldg. & Sustg. a Success. Ent 1504-01 Choudhury	Bldg. & Sustg. a Success. Ent 1504-02 Choudhury	Negotiation and Diplomacy (@HLS) 2218-00 Sebenius, Mnookin, Burns
Bldg Sus Cities & Infrastruc 1487-00 Macomber	Business Analysis & Valuat 1306-00 Wang	Creating the Mod. Fin. Sys 1160-00 Moss	
Gen. Mgt.: Proc. & Action 1556-01 Fuller	Gen. Mgt.: Proc. & Action 1556-02 Edmondson	Gen. Mgt.: Proc. & Action 1556-03 Fuller	
Food and Agribusiness 1911-00 Reinhardt	Global and Emerging Mrkts. 1151-01 Reinert	Global and Emerging Mrkts. 1151-02 Reinert	US Healthcare Strategy 2157-00 Dafny
Ent. & Tech. Innov. In Education 1602-00 Kim	Making Markets 1764-00 Eisenmann/Komine	Q3: LTV 1755-01 Rayport Q4: STV 1785-01 Rayport	Q3: LTV 1755-02 Busgang Q4: STV 1785-02 Rayport
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	Bus Smart Connected Prod/Int. of Things 1944-00 Lal
Inst., Macro. & Global Econ. 1180-01 Di Tella	Inst., Macro. & Global Econ. 1180-02 Di Tella	Investing for Impact 1436-00 Cole, Gandhi	
Negotiation [60] 2240-01 Exley	Authentic Leader Dev't [78] 2090-01 Thomas TU plus PM	Authentic Leader Dev't [78] TU 2090-02 Thomas TU plus PM Authentic Leader Dev't [78] 2090-03 Koehn M/W plus PM	Q3: DoingBusChina 1575-00 Kirby
		Innovating in Health Care 2180-00 Herzlinger	Corporate Governance and BOD 2010-00 Lorsch, Paine
Negotiation [60] 2240-02 Coffman	Negotiation [60] 2240-03 John	Negotiation [60] 2240-05 John	The Moral Leader TU 1562-00 Sucher
	Negotiation [60] 2240-04 Schwartzstein	Negotiation [60] 2240-06 Whillans	Q3:ArtsComm7415 McCarthy [40] Q4:ArtsComm7515 Quartana [40]
Y 8:30 - 9:50	Y 10:05 - 11:25	Y 11:40 - 1:00	Y 1:15 - 3:15
	MOMV 1816-01 Wasynczuk	MOMV 1816-02 Beshears	FC: Entr'p. thru Acquisition APPLY 6452-00 Ruback, Yudkoff TH
	Digital Innov & Transformation 2134-00 Zhu		Q3: CS50 for MBAs 7475-00 Malan
Retailing 1952-00 Alvarez	Creat. Value thru Corp. Rest 1420-01 Mugford	Creat. Value thru Corp. Rest. 1420-02 Mugford	
	Investment Strategies 1490-01 Baker	Investment Strategies 1490-02 Hanson	
Real Estate Private Equity 1484-00 Lietz		Investing in Emerging Mkts. 1462-00 Yog	
	Coming of Mgrl. Capitalism 1122-01 Nicholas	Coming of Mgrl. Capitalism 1122-02 Nicholas	
	Leadership: Exec & Action 2031-01 Fubini	Leadership: Exec & Action 2031-02 Raffaelli	
Q3: Mkt I PolStrat 1275 Luo	Bldg. & Sustg. a Success. Ent. 1504-03 Narayanan	Q3: EHITS 1666 Higgins	Q3: MngFuture of Work 1675-00 Kerr
Bus. BOP 1908-00 Chu	Q3: Op Str Gr 2165 Pisano Q4: E-Commerce 1975-01 Teixeira	Q3: PersonalSelling.1935 Chung Q4: E-Commerce 1975-02 Teixeira	
Mastering Strategy Executic 1312-00 Sandino	People Analytics 2028-01 Polzer	People Analytics 2028-02 Polzer	Mergers & Acquisitions Proc. & Struc 1410-00 Coates [35]
		Managing the Financial Firm 1509-00 Scharfstein	
Late afternoon seminars/labs		FC: Cust.Discovery Entr'l Ventures 6212 MacCormack, Baldwin 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 T +W 3:30 -6pm 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. M/W 3:30-5:30 2090-03 Koehn	ALD/Ldg. TU 3:30-5:30 2090-01,2 Thomas	FC: Commecrg Science [50] 6107 Pisano, Barrett W 3:30-6	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	
		ALD/Ldg. M/W Koehn	
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 [45]	IFC: Africa; Building Cities 6087 Macomber [40]	Extended FC 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]	