

**MBA Elective Curriculum**  
**3/1/12 - subject to change**  
**WINTER '12**

|  |   |  |
|--|---|--|
| Q3:Early Short Course,1.5 cr.<br>Begins 1/23 (X) or 1/24 (Y) | X-Schedule  | Seminar  |
|  | Y-Schedule  | Field Course (FC)                                    |
| Q4:Late Short Course,1.5 cr.<br>Begins 3/19 (X) or 3/7 (Y)   | * 20-sessions + summation<br>[Faculty enrollment limit] | January IXP (Winter credit)<br>Noteworthy time block |

| Room/<br>Capacity    | X 8:30 - 9:50  | X 10:05 - 11:25  | X 11:40 - 1:00  | X 1:15 - 3:15 (look for details on LH)   |
|----------------------|--|--|---|--|
| Ald 12<br>101 cap.   | Board of Directors<br>2010-00 Lorsch                         | * Vent. Cap. & Private Equity<br>1428-01 Gompers         | * Vent. Cap. & Private Equity<br>1428-02 Gompers                      | * Vent. Cap. & Private Equity<br>1428-03 Mugford                                   |
| Ald 207<br>101 cap.  |  |  | * Creating the Mod. Fin. Sys.<br>1160-00 Moss                         | Auth. Ld. Dev. Cumnock 102; see LH<br>2090-00 DeLong                               |
| Ald 208<br>101 cap.  |  | Business Analysis & Valuation<br>1306-02 Brochet         |   | Q3: LTV 1755 Eisenmann/Bussgang 1:45 pm start<br>FC: LTV 6750 Eisenmann/Bussgang   |
| Hawes 101<br>92 cap. |  | Entre. in Education Reform<br>1602-00 Kim                | * Real Estate in Frontier Mkts.<br>1462-00 Retsinas                   | Bldg. & Sust. Success. Ent.<br>1504-00 Huber                                       |
| Hawes 102<br>92 cap. | Q3:Mng Innov 2145 Lakhani<br>FC:Mng Innov 6240 Lakhani       | * Behavioral & Value Investing<br>1490-01 Greenwood      | * Behavioral & Value Investing<br>1490-02 Greenwood                   | FC: Social Innovation Lab<br>6582-00 Grossman/Leonard I-Lab                        |
| Hawes 201<br>92 cap. | Business Analysis & Valuation<br>1306-01 Hawkins RM          | Q3:MktgInnov1935 Gourville<br>Q4:Cons.Mktg. 1945 Moon    |   | Q3:CHIV 1635 Khaire<br>FC: CHIV 6653 Khaire  |
| Ald 209<br>82 cap.   | Q3:Corp.Strat.1235 Wulf<br>Q4: CSN 1295-01 Piskorski         | Q3: UndInfOpsInv 2135 Raman<br>Q4: CSN 1295-02 Piskorski |   | * Bldg. Bus. In Context of Life<br>1647-00 Kraus                                   |
| Ald 210<br>82 cap.   | Inst., Macro. & Glo. Eco.<br>1180-01 DiTella                 | Inst., Macro. & Glo. Eco.<br>1180-02 DiTella             | Grow., Fin., Mg. Fam. & ClslyHld Frr                                  | Q3: Financial System in Extremis 1405 Stein<br>1402 Villalonga Double length in Q4 |
| Ald 211<br>82 cap.   |  |  | Q4: CTBM 1205-01 Halaburda  | Q3: CSCA 1285 Van den Steen<br>Q4: CTBM 1205-02 Halaburda                          |
| Hawes 202<br>68 cap. |  | Strategies Beyond Mkts.<br>1277-00 Yao                   | Negotiation 2241 Sebenius   | Double class length through Q3<br>Q4: Great Neg. 2215 Sebenius                     |
| Hawes 203<br>68 cap. | Negotiation<br>2240-01 Gino                                  | Negotiation<br>2240-02 Gino                              | Negotiation<br>2240-03 Luca   | The Moral Leader<br>1562-00 Wheeler Tuesdays & select X days; see LH               |
| Room/<br>Capacity    | Y 8:30 - 9:50  | Y 10:05 - 11:25  | Y 11:40 - 1:00  | Y 1:15 - 3:15 (Note new time!)   |
| Ald 12<br>101 cap.   | Gen. Mgt.: Proc. & Action<br>1556-01 Garvin                  | Gen. Mgt.: Proc. & Action<br>1556-02 Garvin              |   |  |
| Ald 207<br>101 cap.  |  | Mg., Org., & Neg. for Value<br>1816-01 Larkin            | Mg., Org., & Neg. for Value<br>1816-02 Wasynczuk                      | Mg., Org., & Neg. for Value<br>1816-03 Hall  |
| Ald 208<br>101 cap.  | Creat. Value thru Corp. Rest.<br>1420-01 Gilson              | Creat. Value thru Corp. Rest.<br>1420-02 Gilson          |   | Q3: Sust. Cities 1485 Macomber   |
| Hawes 101<br>92 cap. | Retailing<br>1952-00 Alvarez                                 | * Digital Mkt. Strat.<br>1990-01 Gupta                   | * Digital Mkt. Strat.<br>1990-02 Deighton                             | * Doing Bus. in China<br>1570-00 Abrami/Kirby                                      |
| Hawes 102<br>92 cap. | FC: Innovating for Sustainability<br>2013-00 Eccles/Serafeim |  | Coord. & Mg. Supply Chains<br>2108-00 Lee                             |  |
| Hawes 201<br>92 cap. |  | Adv.Comp.Strategy<br>1282-00 Rivkin                      | Q3:OSS 1525 Henderson   | * Power and Influence<br>2056-00 Battilana   |
| Ald 209<br>82 cap.   |  |  | Q3:LPSF 1775-00 Eccles  | FC: Social Impact Investing.<br>6908-00 Chu, Rangan, Cole                          |
| Ald 210<br>82 cap.   | Inst., Macro. & Glo. Eco.<br>1180-03 Iyer                    | * Operations Strategy<br>2166-01 Pisano                  | * Operations Strategy<br>2166-02 Pisano                               | Q4: Des., Dev. & Con. 1465 Macomber,Kohn,Gordon                                    |
| Ald 211<br>82 cap.   |  | * Business Marketing<br>1929-01 Steenburgh               | * Business Marketing<br>1929-02 Steenburgh                            |  |
| Hawes 202<br>68 cap. |  |  | Q3: Mgt RE InvPortfolios 1415 Lietz<br>Q4: KnowlBsdStrat1215 Takeuchi | * Leading Teams<br>2020-00 Ely   |
| Hawes 203<br>68 cap. | Designing Winning Orgs.<br>1373-00 Simons                    | Coming of Mgrl. Capitalism<br>1122-01 Nicholas           | Coming of Mgrl. Capitalism<br>1122-02 Nicholas                        | Q4: Ent.Sols. For Mkt. Fail. 1585 Bower  |

**Late afternoon seminars**

|  |  |   |   |
|--|--|---|---|
| Acting in Time M/W/E H101<br>1518-00 Leonard 3:30-5:30             | Strategic IQ TU 3:45-5:45<br>1291-01 J. Wells H201                         | Strategic IQ WED 3:45-5:45<br>1291-02 J. Wells H201 | FC: Hlthcare TH 3:30-5:30 H203<br>6660 Hamermesh, Graham              |
| MOC - NO PREREG H102<br>1260 Porter/Takeuchi M/TU 4:15-6:15        | FP:InnBusEnEnv TU 3:30-5 I-Lab<br>6611 Lassiter,Reinhardt,Fleming,Macomber | Manging Change A207<br>2040-00 Kanter W 3:30-6      | Q4 Real Asset Finance A210<br>1475-00 Perold TH 3:30-6                |
| Ent'pPrivSocSectors A210/I-Lab<br>1622 Higgins/HKS M/TU 4:15 -5:15 | FC: Affordable Housing H203<br>6462 Retsinas TU 3:30-5:30                  |   | FC: Entr'p thru Acquisition H202<br>6452 Ruback, Yudkoff TH 3:30-5:30 |
| PowerGloryTurbTimes HKS<br>1123 Koehn M 4:10-6:10 PM               | ALD/LDG TU 3:30-5:20<br>2090-00 DeLong                                     |   |   |
|  | Q3 CSN-I TU 3:30-5 PM A209<br>Piskorski 6295 Req: CSN Q4                   |   |   |
|  | Time block: 1260 MOC   | Time block: 1518 Act. In Time                       |   |
|  | Time block: 1622 EPSS  |   |   |

**January Term IXP Offerings (1.5 Winter credits unless otherwise noted)**

|                               |  |   |
|-------------------------------|--|---|
| IXP: Brazil<br>6005 Musacchio | IXP: India/Singapore<br>6020 Shih/Sato | IXP: Japan<br>6065 Takeuchi                 |
| IXP: China<br>6015 Koll       | IXP: Malaysia<br>6035 Comin            | I-LAB IXP: Silicon Valley<br>6075 Eisenmann |