

**MBA Elective Curriculum Spring 2023 (7/26/22); *subject to change***

X SCHEDULE					
X 8:30AM-9:50AM	X 10:10AM-11:30AM	X 11:50AM-1:10PM	X 1:30PM-2:50PM	X 3:10 PM-5:10 PM	X EVENING
Authentic Leader Dev't 2090-01 Joly <i>Tuesdays plus 5:30-7:30PM</i>	Becoming a General Mgr 1556-01 Fuller	Becoming a General Mgr 1556-02 Edmondson	Advanced Negot'n: Grt Dealmktr Diplmt Deals 2261 Sebenius	FC: Arts & Cultural Ent. 6913 Deshpande, McGee <i>Mondays</i>	Authentic Leader Dev't - LDG 2090-01 Joly <i>Tuesdays 5:30-7:30PM</i>
Bldg. & Sust. Success. Ent. 1504-01 van Bever	Behav'l Econ Mngl Dec Mkg 2236 Schwartzstein	Bus./Entertain., Media & Sports 1914-02 Elberse	Avoiding Startup Failure 1740 Hyde	Borderline 1377 Soltes <i>Tuesdays</i>	
Q3: L&Happi 1885-01 Brooks	Business Analysis&Valuation 1306 Wang	Q3: Ent'l Finance 1625-02 Matheson	Deals 2267 Subramanian (w/ HLS) <i>1:30-3:30PM</i>	Creating the Mod. Fin. Sys 1160 Moss	
Real Estate Private Equity 1484 Lietz	Bus./Entertain., Media & Sports 1914-01 Elberse	Founders' Journey 1676-01 Huang	Founders' Journey 1676-02 Huang	Data for Impact 1641 Rigol; Roth <i>Tuesdays</i>	
Strategies for Value Creation 1416-01 Esty	Driving Profitable Growth 2166 Pisano	Innovating in Health Care 2180 Herzlinger	Global Climate Change 1143 Trumbull	FC: Field Y 6334 Cohen <i>Tuesdays</i>	
StrategyProfServFirms 1770 Nanda	Q3: Ent'l Finance 1625-01 Kluender	Q4: Invest Strategies 1425 Vratatos	Managing and Innovating in Fin'l Services 1509 Scharfstein	2032: Five Technologies Reshape World in Decade 1632 Ghosh	
Sustainable Cities Climate Adaptation 1487 Macomber	Negotiation 2240-01 Coffman	Q3: Lead&Happi 1885-02 Brooks	Managing the Future of Work 1677 Stanton	FC: Innovating in Health Care 6340 Herzlinger <i>Mondays</i>	
	Negotiation 2240-07 Cullen	Negotiation 2240-02 Coffman	Power & Influence 2056 Ramarajan	Leading People Analytics 2028-01 Polzer <i>Tuesdays</i>	
	Scaling Tech Ventures 1788-01 Rayport	Negotiation 2240-03 Jordan	Q3: Sustainable Investing 1495 Cole; Gandhi	FC: PE Projects & Ecosystem APPLICATION ONLY 6440 Dionne <i>Tuesdays</i>	
	Strategies for Value Creation 1416-02 Esty	Scaling Tech Ventures 1788-02 Rayport	Q3: Transfrmng HealthCare 2195 Stern Q4: FC: Transfrmng HealthCare 6215 Stern	FC: Scaling Minority Business 6614 Bussgang; Jones; McGee <i>Tuesdays</i>	
		Strategy & Technology 1286 Wu		Unpacking the US-China Rivalry 1513 Zelleke <i>Tuesdays</i>	

Y SCHEDULE					
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Bldg. & Sust. Success. Ent. 1504-02 Choudhury	Authentic Leader Dev't 2090-02 Ely <i>Thursdays plus 5:30-7:30PM</i>	Bldg. & Sust. Success. Ent. 1504-03 Mnookin	Q4: DecMakingUncertainty 1985 Bell	Q4: Arts of Communication 7515 Bertotti	Authentic Leader Dev't - LDG 2090-02 Ely <i>Thursdays 5:30-7:30PM</i>
Q4: BusMkt&Sales 1935 Mojir	Q4: ChangngWrld 1305-02 Simons	Coming of Mgrl. Capitalism 1122-02 Nicholas	Q3: DSM1 2115 Parzen	FC: Entr'p. thru Acquisition APPLICATION ONLY 6452 Ruback, Yudkoff <i>Thursdays</i>	
Challenges/Ops Restaurant Industry 1564 Kaufman	Coming of Mgrl. Capitalism 1122-01 Nicholas	Creat. Value thru Corp. Rest. 1420-02 Mugford	Q4: DSM2 2125 Parzen	Entrepreneurial Sales 2028-02 Polzer <i>Wednesdays</i>	
	Corporate Governance 2010 Paine	Entrepreneurial Sales 1932-01 Roberge; Shipley	How to Not Bankrupt Your Family 1413 Cohen, L.		
Q4: ChangngWrld 1305-01 Simons	Q3: DealMkgRE 1475 Angelini; Kelly	Inst., Macro. & Global Econ. 1180-02 Pons	Leadership Exec & Action Planning 2031-02 Raffaelli	Q4: SPACE 1175 Weinzierl <i>Wednesdays plus 3/24</i>	
Entr'l Mgt Turnaround Environment 1636-01 Gulati	Entr'l Mgt Turnaround Environment 1636-02 Gulati	Leadership Exec & Action Planning 2031-01 Raffaelli	Motivation & Incentives 1816-02 Beshears	TALK: How to Talk Gooder in Bus & Life 2227-02 Wood Brooks <i>3:10-4:30pm</i>	
Q4: Infra Fin Constrtn 1485 Macomber	Inst., Macro. & Global Econ. 1180-01 Pons	Motivation & Incentives 1816-01 Whillans	Negotiation 2240-06 Graeber	FC: Venture Capital Journey APPLICATION ONLY 6728 Bussgang, Hyde <i>Wednesdays</i>	<b>Required Program</b>
Law, Mgt. & Entrepreneurship 1540 Batter	Negotiation 2240-04 Wasynczuk	Negotiation 2240-05 Graeber	Q3: RoGME 1195 Weinzierl		Bridges: all EC students <i>April 3 Full Days</i>
ReCap: Bus. & Big Problems 1524 Rouen	Supply Chain Mgt. 2108 Ferreira	Q4: PurposeDrvnMktg 1905 Keenan	TALK: How to Talk Gooder in Bus & Life 2227-01 Wood Brooks		<b>Other Joint Degree</b>
Rethinking Retail 1971 Israeli	Tough Tech 1727 Krieger; Matheson	Strategy Execution 1312 Campbell			Joint SEAS/HBS Launch Lab/Thesis II 5242 MacCormack; Wilcox <i>Mondays 4-6pm</i>

**NOTES**

FC-FIELD Course  
**Q3**-Early Short Course, 1.5 cr, 1/23-3/1 (X) or 1/24-3/8 (Y)  
**Q4**-Late Short Course, 1.5 cr, 3/7-4/19 (X) or 3/9-4/21 (Y)  
 Leadership Discussion Group

*Unique meeting schedule (day(s) of week and timeslot) noted in italics*