

MBA Elective Curriculum
10/23/12 - subject to change
FALL '12

Q1: Early Short Course, 1.5 cr. Begins 9/5 (X) or 9/6 (Y)	X-Schedule	Seminar
	Y-Schedule	Field Course (FC)
Q2: Late Short Course, 1.5 cr. Begins 10/29 (X) or 10/31 (Y)	* 20-sessions + summation	January IXP (Winter credit)
		HKS Joint Degree Only
		Noteworthy time block

Room/ Capacity	X 8:30 - 9:50	X 10:05 - 11:25	X 11:40 - 1:00	X 1:15 - 3:15
Aldrich 12 101 cap.	Strategy & Technology 1286-01 Hagiu	Strategy & Technology 1286-02 Hagiu	* The Online Economy 1760-01 Coles	* The Online Economy 1760-02 Edelman
Aldrich 207 101 cap.		* Strat. Mktg. in Creative Inds. 1914-01 Elberse	* Strat. Mktg. in Creative Inds. 1914-02 Elberse	* Creating Shared Value 1978-00 Marquis
Aldrich 208 101 cap.		* Glob. and Emerging Mkts 1151-01 Musacchio	* Glob. and Emerging Mkts 1151-02 Werker	Q1: Innov. in HC 2180 Herzlinger 1:30-4:20 Q2: Drivers of Compet. 1175 Comin
Hawes 101 92 cap.	Executing Strategy 1263-01 Harreld	Executing Strategy 1263-02 Harreld	Business Analysis & Valuation 1306-00 Srinivasan	Dynamic Markets 1407-00 Coval
Hawes 102 92 cap.	Bldg. & Sust. Success. Ent. 1504-01 Huber	Bldg. & Sust. Success. Ent. 1504-02 van Bever	Bldg. & Sust. Success. Ent. 1504-03 Huber	Bldg. & Sust. Success. Ent. 1504-04 Kaufman
Hawes 201 92 cap.		Corporate Financial Mgt. 1416-01 Xuan	Corporate Financial Mgt. 1416-02 Xuan	Corporate Financial Management 1416-03 White
Aldrich 209 82 cap.	Q1: Ent.Sols./Mkt. Fail. 1585 Bower FC Ent.Sols./Mkt. Fail. 6580 Bower	Lead. & Gov. High Perf. Nonprofit Orgs. 1582-00 Grossman	Q2: Mktg of Innov. 1935 Gourville	* Mg. the Financial Firm 1509-00 Rose
Aldrich 210 82 cap.			Authentic Leadership Dev. 2090-01 Perlow TU plus PM	Authentic Leadership Dev. 2090-02 Perlow TU plus PM
Aldrich 211 82 cap.	Managing Human Capital 2060-01 Anteby	Managing Human Capital 2060-02 Anteby		Q1: Legal Asp. Of Mgt. 1545 Goldberg Q2: Legal Asp. Of Entre. 1555 Goldberg
Hawes 202 68 cap.		* Art of Marketing Science 1961-00 Norton	* Energy Business 1144-01 Maurer	* Energy Business 1144-02 Maurer
Hawes 203 68 cap.	Intro. to Financial Institutions 1548-00 Pozen	Negotiation 2240-01 Malhotra	Q1: Env. Strat. 1145 Toffel FC Env. Strat. 6141 Toffel Q2 T4-5:30	The Moral Leader in Lit., Film & Art 1562-01 Sucher
Cumnock 220 35 cap.	Q2: Fund. Of Fin. Rptg. 1385 Hawkins			

Room/ Capacity	Y 8:30 - 9:50	Y 10:05 - 11:25	Y 11:40 - 1:00	Y 1:15 - 3:15
Aldrich 12 101 cap.		Investment Strategies 1446-01 Cohen and Malloy	Investment Strategies 1446-02 Cohen and Malloy	* Board of Directors 2010-00 Lorsch/Coates of HLS
Aldrich 207 101 cap.	Real Property 1684-01 Segel	Real Property 1684-02 Segel	Ent. Mgt. In Turnaround Env. 1630-02 Sharpe	
Aldrich 208 101 cap.	Entrepreneurial Finance 1624-01 Sahlman	Entrepreneurial Finance 1624-02 Lassiter	Entrepreneurial Finance 1624-03 Nanda	
Hawes 101 92 cap.	* Operations Strategy 2166-01 Pisano	* Operations Strategy 2166-02 Pisano	* Competing Globally 1279-01 Alcacer	* Competing Globally 1279-02 Alcacer
Hawes 102 92 cap.	Fin. Mgt. Small Firms 1452-01 Ruback/Yudkoff	Fin. Mgt. Small Firms 1452-02 Ruback/Yudkoff	Fin. Mgt. Small Firms 1452-03 Ruback/Yudkoff	* Mg. Int'l Trade and Investment 1166-00 Roscini
Hawes 201 92 cap.	Bus. BOP 1908-01 Cole	Bus. BOP 1908-02 Cole	* Games of Chance & Strategy 1210-00 Kohlberg	
Aldrich 209 82 cap.			Q1: BLSB 1665 Hamermesh Q2: EHS 1666 Higgins	Q2 CreSustCompAdv 1285 Van den Steen
Aldrich 210 82 cap.	Authentic Leadership Dev. 2090-03 Snook TH plus PM	Negotiation 2240-02 Wasynczuk	Authentic Leadership Dev. 2090-04 Gabarro TH plus PM	Authentic Leadership Dev. 2090-05 Snook TH plus PM
Aldrich 211 82 cap.	Ent. Mgt. In Turnaround Env. 1630-01 Sharpe	Private Equity Finance 1440-01 Gompers	Private Equity Finance 1440-02 Ivashina	Leading Professional Service Firms 1770-00 Gardner
Hawes 202 68 cap.		Entre. & Global Capitalism 1130-01 Jones	Entre. & Global Capitalism 1130-02 Jones	The Moral Leader in Lit., Film & Art 1562-02 Badaracco
Hawes 203 68 cap.		Negotiation 2240-03 Luca	Negotiation 2240-04 Luca	Negotiation 2240-05 Mohan
				Time block: Q2 FC Innov HC 6340

Late afternoon seminars

Year 3 Seminar 5230 H202 [Jt HK Kester, Donahue M 3:30-6:30 PM	ALD/Ldg. 02+03 TU 3:30-5:20 2090-01, 02 Perlow	FC: EEO i-lab 6626 Roberts WED 3:30-5:30	ALD/Ldg. 03+05 TH 3:30-5:20 2090-04, 06 Snook
		FC: Commercializing Science 2107-00 Sato W 3:30-6:00 H101	ALD/Ldg. 05 TH 3:30-5:20 2090-04 Gabarro
Q1: Innov. in HC 2180 Herzlinger X 1:30-4:20 Intensive in Q1 Ald. 208			
Time block: 1266 CSA		FC Env. Strat. 6141 Toffel Q2 T 4-5:30	Contemp South Asia: University [30 1266 Khanna M,W 3:30-5 PM
			Q2: FC Innov HC 6340 Herzlinger TH 1:30-2:50 C23 Q2: FCHCCAI 6180 Herzlinger/Seltzer TH 3-4:20 C Q2: Design Thinkg 1345 Datar TH 3:45-6:30 i-lab

Also note: January Term IXP Offerings (1.5 Winter credits unless otherwise noted; required fall sessions)

IXP: South Africa (3 cr.) 6007 Eccles, Serafeim	IXP: Peru (3 cr.) 6003 Comin	IXP: China/Und. Bus. Env. 6015 Koll
IXP: Japan [3 cr.] 6062 Takeuchi	IXP: Healthcare in China 6025 Daemrich	IXP: China/Challenges-Opps. 6045 Marquis