

MBA Elective Curriculum
1/31/17 subject to change
SPRING '17

Q3:Early Short Course,1.5 cr. Begins 1/23 (X) or 1/24 (Y)	X-Schedule	Seminar
Q4:Late Short Course,1.5 cr. Begins 3/7 (X) or 3/9 (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. & Sustg. a Success. Ent 1504-01 Christensen	Bldg. & Sustg. a Success. Ent 1504-02 Choudhury	Bldg. & Sustg. a Success. Ent 1504-03 Choudhury	Negotiation and Diplomacy 2218-00 Sebenius, Mnookin, Burns
Ald 207 101 cap.	Bldg Sus Cities & Infrastructure 1487-00 Macomber	Investment Strategies 1490-01 Baker	Investment Strategies 1490-02 Hanson	Q4: CS50 for MBAs 7475-00 Malan
Ald 208 101 cap.	Business Analysis & Valuation 1306-01 Wang	Business Analysis & Valuation 1306-02 Wang	Q4:Bus Aesthetics 1565-01 Brown	Q3: US Healthcare Strat. 2105 Dafny :Bus Aesthetics 1565-02 Brown
Hawes 101 92 cap.	Power & Influence 2056-01 Alvarez, José Luis	Power & Influence 2056-02 Alvarez, José Luis	Q4: Agribusiness 1915 Bell	Q3: Bus Smart Connected Prod 1945 Lal Q3Q4:FC Bus Smart Connected Prod. 6194 Lal
Hawes 102 92 cap.	Ent. & Tech. Innov. In Education 1602-00 Kim	Q3: LTV 1755-01 Rayport Q4: STV 1785-01 Eisenmann/Rayport	Q3: LTV 1755-02 Rayport Q4: STV 1785-02 Eisenmann/Rayport	Q3: LTV 1755-03 Bussgang Q4:FC PlanBusChina 6575 1.5 cr Kirby
Hawes 201 92 cap.		ReCap: Bus.& Big Problems 1524-01 Henderson	ReCap: Bus.& Big Problems 1524-02 Serafeim	ReCap: Bus.& Big Problems 1524-03 Henderson
Ald 209 82 cap.	Inst., Macro. & Glo. Eco. 1180-01 Di Tella [80]	Inst., Macro. & Glo. Eco. 1180-02 Di Tella [80]	Inst., Macro. & Glo. Eco. 1180-03 Rotemberg [80]	Managing the Financial Firm 1509-00 Scharfstein
Ald 210 82 cap.		Negotiation [60] 2240-02 Exley; Mohan	Negotiation Intensive	Q3: DoingBusChina 1575-00 Kirby in Q4 2241 Wheeler [60]
Ald 211 82 cap.	Q3: ConsCorpPH1965 Quelch	Authentic Leader Dev't [78] M 2090-03 Thomas M plus PM	Authentic Leader Dev't [78] TU 2090-01 Ramarajan TU plusPM	Authentic Leader Dev't [78] 2090-02 Ramarajan TU plus PM
Hawes 202 68 cap.	Negotiation [60] 2240-01 DeCelles			The Moral Leader 1562-00 Sucher TU
Hawes 203 68 cap.				Q3:ArtsComm7315 McCarthy [40] Q4:ArtsComm7415 McCarthy [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	Q3: Luxury Marketing 1905 Keinan
Ald 207 101 cap.	Gen. Mgt.: Proc. & Action 1556-01 Fuller	Q3: People Analytics 2085 Polzer Q3Q4:FC People Analytics 6208	Gen. Mgt.: Proc. & Action 1556-03 Fuller	FC: Entr'p. thru Acquisition APPLY 6452-00 Ruback, Yudkoff TH
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.			Q3: EHITS 1666 Higgins Q4: BrandStrategy 1925 Moon	
Hawes 102 92 cap.	Real Estate Private Equity 1484-00 Lietz	Micro. Of Competitiveness 1260-00 Alfaro	Investing in Emerging Mkts. 1462-00 Yog	
Hawes 201 92 cap.		Coming of Mgrl. Capitalism 1122-01 Nicholas	Coming of Mgrl. Capitalism 1122-02 Nicholas	
Ald 209 82 cap.		Q4: E-Commerce 1975 Teixeira	Q3: BigData/Mktg.1955 Deighton Q4: BLSB 1665 Hamermesh	
Ald 210 82 cap.		Digital Innov & Transformation 2134-01 Lakhani	Digital Innov & Transformation 2134-02 Zhu	
Ald 211 82 cap.	Bus. BOP 1908-00 Chu	Ops. Strategy: Mng. Growth 2166-00 Drake		
Hawes 202 68 cap.		Bldg. & Sustg. a Success. Ent. 1504-04 Narayanan		Mergers & Acquisitions Proc. & Struct. 1410-00 Coates
Hawes 203 68 cap.	Designing Comp. Orgs. 1373-01 Simons	Designing Comp. Orgs. 1373-02 Sandino	Q3: PersonalSelling.1935 Chung Q4: B2B Marketing 1985 Chung	Innovating in Health Care 2180-00 Herzlinger

Late afternoon seminars

FC: Product Mgt.102 H203 6702 Austin M 3:30 -5:30pm	Authentic Leader Dev't TU 3:30-5: 2090-01.02 Ramarajan	Mg Chg & Transformation A12 2040 Kanter W 3:30 - 6	FC: PE Projects APPLY A211 6440 Dionne TH 3:30 -5:30
Strategic IQ M,T 3:30 -6pm 1291-01 Wells Ald 12	FC: Entre. Lab [50] H 202 6212 MacCormack; Baldwin TU	FC: Black Bus. Leaders & E H102 6619-00 Rogers W3:30 - 6:30	
Power&GloryTT M 4:15 -6:30 1123-00 Koehn at HKS	Strategic IQ Tu 3:30 - 6 pm 1291-01, 02 Wells	Strategic IQ W,T 3:30 -6pm 1291-02 Wells Ald 208	
Authentic Leader Dev't M 3:30-5: 2090-03 Thomas	FC: NonprofClin TU&W 5:30-7:3 6520 Oberholzer-Gee/Hsieh	Authentic Leader Dev't W 3:30-5: 2090-03 Thomas	

Also note:

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

Immersive Field Courses

IFC: China; Global Supply Ch 6054 Shih [45]	IFC: Japan; Tohoku/Authentic 6062 Takeuchi [45]	IFC: Africa; Building Cities 6087 Macomber [40]	IFC: London PE & RE 6084 Segel [45]
IFC: Los Angeles; Hollywood 6021 McGee [40]	IFC: UK; Behavioral Insights 6022 Bazerman [30]		

April 26-28, **Bridges:** all EC students
3 full academic days