

MBA Elective Curriculum
4/26/2018 subject to change
SPRING '19

Q3: Early Short Course, 1.5 cr. Begins 1/28 (X) or 1/29 (Y)	X-Schedule	Seminar
Q4: Late Short Course, 1.5 cr. Begins 3/11 (X) or 3/14 (Y)	Y-Schedule	Field Course (FC)
	January Option	Noteworthy time block
		Bridges Program for all EC students

X 8:30 - 9:50	X 10:05 - 11:25	X 11:40 - 1:00	X 1:15 - 3:15
	Creating Brand Value 1916-01 Avery	Creating Brand Value 1916-02 Santana	Deals (joint with HLS) 2267-00 Subramanian [40]
Sustainable Cities 1487-00 Macomber	Making Markets 1764-00 Kominers	Creating the Mod. Fin. Sys 1160-00 Moss	Q3: LTV 1755-00 Bussgang
ReCap: Bus. & Big Problems 1524-01 Serafeim	ReCap: Bus. & Big Problems 1524-02 Serafeim	ReCap: Bus. & Big Problems 1524-03 Henderson	ReCap: Bus. & Big Problems 1524-04 Henderson
	Business Analysis & Valuation 1306-00 Wang	Power & Influence 2056-00 Ramarajan	Q3: Doing Bus in Africa 1435 Macomber
Inst., Macro. & Global Econ. 1180-01 Di Tella	Inst., Macro. & Global Econ. 1180-02 Di Tella		Q3: ETIE 1525-00 Kim Q3Q4: FC ETIE 6526-00 Kim
	Q3: Dig.Innov. 2145 Greenstein	Q3: Strategic IQ Intensive 1291-00 (11:40 - 3) Wells Q4: Entr'l/Intra'l IQ Intensive 1292-00 (11:40 - 3) Wells	
Becoming a General Mgr 1556-01 Fuller	Becoming a General Mgr 1556-02 Edmondson	Becoming a General Mgr 1556-03 Fuller	FC: Innovating in Health Care 6340-00 Herzlinger
Authentic Leader Dev't [78] 2090-01 Mayo TU plus PM	Authentic Leader Dev't [78] 2090-02 Mayo TU plus PM	Q3: Negotiation Intensive	2241-00 Sebenius (11:40 - 3:15)
Food and Agribusiness 1911-00 Reinhardt	Scaling Tech Ventures 1788-01 Rayport	Scaling Tech Ventures 1788-02 Rayport	Managing the Future of Work 1677-00 Kerr
Negotiation 2240-01 Whillans	Negotiation 2240-02 Whillans		The Moral Leader TU 1562-00 Sucher
	Negotiation 2240-03 TBD		Q3: Arts of Comm. 7415 McCarthy [40]
Y 8:30 - 9:50	Y 10:05 - 11:25	Y 11:40 - 1:00	Y 1:15 - 3:15
Bus. BOP 1908-00 Chu	Leadership Exec & Action Plannin 2031-00 Raffaelli	Mg. Int'l Trade and Investment 1166-00 Rithmire	FC: Entr'p. thru Acquisition APPLY 6452 Ruback, Yudkoff TH
Real Estate Private Equity 1484-00 Lietz	Investment Strategies 1490-01 Greenwood, Hanson	Investment Strategies 1490-02 Greenwood, Hanson	
Retailing 1952-00 Alvarez	Creat. Value thru Corp. Rest. 1420-01 Mugford	Creat. Value thru Corp. Rest. 1420-02 Mugford	
	Q3: Manag. Growth 2165 Pisano Q4: FrDataDecisions 2205 Luca	Public Entrepreneurship 1623-00 Weiss	Q3Q4: Social Entrepreneurship and Innovation 1585 Trelstad 1.5 cr. TH only
Bldg. & Sust. Success. Ent. 1504-00 Shih	Micro. Of Competitiveness 1260-00 Alfaro	Corporate GovernanceBOD 2010-00 Paine, Lorsch	
	Coming of Mgrl. Capitalism 1122-01 Nicholas	Coming of Mgrl. Capitalism 1122-02 Nicholas	Innovating in Health Care 2180-00 Herzlinger
	Q3: PersnSellg.1935-01 Chung Q4: E-Commerce 1975 Ngwe	Q3: PersonalSelling.1935-02 Chung	
Mastering Strategy Execution 1312-01 Sandino	Mastering Strategy Execution 1312-02 Sandino		
	Q3: FCDigMktW 6955 Deighton	Manag. & Innov. In Fin. Svcs. 1509-00 Scharfstein	
Q3: Good Strategies 1275 Luo	People Analytics:Ldg/Data-Driven 2028-01 Polzer	People Analytics:Ldg/Data-Driven 2028-02 Polzer	World
	Negotiation 2240-04 John	Negotiation 2240-05 John	

Late afternoon seminars/labs

FC: Product Mgt. 102 APPLY 6702 Austin MW 3:30-5pm	FC: Field Y APPLY [70] 6334 Cohen TU 3:30-5:30	FC: Chall/Ops Rest. Industry 6540 Goldberg W 3:30 - 5:30	FC: PE Projects & Ecosystem APPLY 6440 Dionne TH 3:30 -5:30
	ALD/Ldg. TU 3:30-5:30 2090-00 Mayo	FC: Arts & Cultural Ent. W 3:30-3 6913 Deshpande, McGee [40]	FC: Projects in Investing APPLY 6454 Fleiss TH 3:30 -5:30
		FC: Comm Science W 3:30 - 6pm 6701 Lakhani, Barrett, Afeyan W	FC: Social Innovation Lab 6582 Kim, Trelstad TH 3:30-5:30
		FC: Product Mgt. 102 6702 Austin MW 3:30-5pm	
Q4: Neg. Int. 2242-00 Bazerman (X days 3:30-6:15)			

January Term Offerings (3 credits) - see course descriptions for details

Immersive Field Courses			April 29-May 1, Bridges: all EC students Required 3 full academic days
IFC: Israel; Startups & VC 6048 Gompers [45]	IFC: Japan; Innovation 6062 Takeuchi [45]		
IFC: Los Angeles; Hollywood 6021 McGee [40]	IFC: UK; Behavioral Insights 6022 Luca [25]	IFC: Boston; PE RE inv Devt 6084 Segel [45]	January 22-25, SIP's Offered Optional Short Intensive Programs

