

MBA Elective Curriculum

4/30/20 **subject to change**

SPRING '21

Q3:Early Short Course,1.5 cr. Begins 1/25 (X) or 1/26 (Y)	X-Schedule	Seminar
Q4:Late Short Course,1.5 cr. Begins 3/9 (X) or 3/11 (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
	Business Analysis & Valuation 1306-01 Heese	Business Analysis & Valuation 1306-02 Heese	Leading Difference <i>Once weekly M, T or W</i> 2022-00 Frei, Gino
ReCap: Bus. & Big Problems 1524-00 Serafeim [80]	Investment Strategies 1490-00 Greenwood	Creating the Mod. Fin. Sys 1160-00 Moss	Deals (joint with HLS) 2267-00 Subramanian [40]
Sustainable Cities 1487-00 Macomber [80]	Becoming a General Mgr 1556-01 Edmondson	Becoming a General Mgr 1556-02 Fuller	Q3: Doing Business in China 1575 Kirby Q4: FC PlanBusChina 6575 Kirby
Corp. Fin: Strat Value Cr 1416-01 Esty	Corp. Fin: Strat Value Cr 1416-02 Esty	Q3 PricingStrat 1905 Bertini Q4:B-BOP 1595 Rangan [45]	Challenges/Ops Restaurant Industry 1564-00 Kaufman,M.
Q3 L&Happi1885-01 Brooks [72]	Making Markets 1764-00 Kominers	Q3:L&Happ.1885-02 Brooks [72]	Innovating in Health Care 2180-00 Herzlinger
Bldg. & Sust. Success. Ent. 1504-01 van Bever	Scaling Tech Ventures 1788-01 Rayport	Scaling Tech Ventures 1788-02 Rayport	Scaling Tech Ventures 1788-03 Wallace
Food and Agribusiness 1911-00 Reinhardt	Q3:Ent.Failure1745 Eisenmann Q4: EMTE 1635 Gulati	Power & Influence 2056-01 Ramarajan [60]	Power & Influence 2056-02 Ramarajan [60]
Behav'l Econ Mngl Dec Mkg 2236-01 Schwartzstein, Small, Lu	Behav'l Econ Mngl Dec Mkg 2236-02 Schwartzstein, Small, Lu	Behav'l Econ Mngl Dec Mkg 2236-03 Schwartzstein, Small, Lu	Negotiation 2240-03 Jordan, Jillian
Authentic Leader Dev't [78] 2090-01 Mayo TUES plus PM	Negotiation 2240-01 Coffman	Strategy & Technology 1286-02 Wu [65]	Q3: Strategic IQ 1291-00 Wells 1:15-4 PM Q4: FC Managing Risk 6135 Soltes
	How to Talk Gooder 2227-01 Brooks, AW	How to Talk Gooder 2227-02 Brooks, AW	The Moral Leader TU 1562-00 Sucher
	Negotiation 2240-02 Chang, Edward	Q3:Corp.Miscond1375 Soltes	Negotiation 2240-04 Wasynczuk
Y 8:30 - 9:50	Y 10:05 - 11:25	Y 11:40 - 1:00	Y 1:15 - 3:15
	Inst., Macro. & Global Econ. 1180-00 Pons	Real Estate & Today's Leader 1688-00 Segel; Wu	FC: Entr'p. thru Acquisition APPLY 6452 Ruback, Yudkoff THURSDAY
Q3:EntrpPlaybook1615 Nagaraj	Entrepreneurial Finance 1624-00 Gompers	Digital Innovation & Transform 2134-00 Greenstein	Role of Gov't in Mkt Econ 1197-00 Weinzierl
	Creat. Value thru Corp. Rest. 1420-01 Mugford	Creat. Value thru Corp. Rest. 1420-02 Mugford	Supply Chain Mgt. 2108-00 Ferreira
Real Estate Private Equity 1484-00 Lietz	Authentic Leader Dev't [78] 2090-02 Ely THURS plus PM	Q3:MGlobOps 2185 Choudhury Q4:DrvPrftGrowth 2165 Pisano	Managing the Future of Work 1677-00 Stanton
Competing Globally 1279-00 Alcacer	Leading People Analytics 2028-00 Polzer	E-Commerce 1971-00 Israeli	Mg. Int'l Trade and Investment 1166-00 Rithmire
Law, Mgt. & Entrepreneurship 1540-00 Batter	Coming of Mgrl. Capitalism 1122-01 Nicholas	Coming of Mgrl. Capitalism 1122-02 Nicholas	Corporate Strategy 1230-00 TBA
Q3:Good Strategies1275 Luo Q4:ChangngtheWrld 1305 Simons	Leadership Exec & Action Planning 2031-01 Raffaelli	Leadership Exec & Action Planning 2031-02 Raffaelli	
Bldg. & Sust. Success. Ent. 1504-02 Mnookin	Motivation & Incentives 1816-01 Hall and Whillans [60]	Motivation & Incentives 1816-02 Beshears [60]	Lessons Transform'l Medical Advances 1579-00 Bhide
Investing-Risk Return Impact 1436-00 Cole, Gandhi	Q3:WinNewProdSrv1955 Dolan Q3:DecMakingUncert1985 Bell	Social Entr'p SystemsChng 1583-00 Trelstad	Manag. & Innov. In Fin. Svcs. 1509-00 Scharfstein
Sales Mgt. & Strategy 1953-01 Chung	Sales Mgt. & Strategy 1953-02 Chung	Corporate Governance 2010-00 Paine	Negotiation 2240-06 Mohan
Law, Mgt. & Entrepreneurship 1540-00 Batter	Negotiation 2240-05 Graeber	Q3: Negotiation Intensive	2241 Visitor TBA

Late afternoon seminars/labs

FC: Product Mgt. 102 APPLY 6702 Perri M 3:30 -5pm	ALD/Ldg. TU 3:30-5:30 2090-01 Mayo	FC: Arts & Cultural Ent. W3:30-5:30pm 6913 Deshpande, McGee [35]	FC: PE Projects & Ecosystem APPLY 6440 Dionne TH 3:30 PM - 5:30 PM
FC: Innovating in Health Care 6340-00 Herzlinger M. T 3:30-5	FC Innovating HC 6340-00 Herzlinger M. T 3:30-5	Managing Change and Transf 2040 Kanter W+Fri, 1/29 3:30-5:30	ALD/Ldg. TH 3:30-5:30 2090-02 Ely
	FC: Projects in Investing APPLY 6454 Fleiss TU 3:30-5:30	Q3:1455FinOptlsm Coval Ruback W 3:30 -5:30 PM +Tue 1/26 [50]	FC: ValCrSmMedEnterprises PREREQ 6453 Pananos TH 3:30 PM - 6:30 PM [50]
Q3: Strategic IQ	1291-00 Wells	X schedule days 1:15-4 PM	April 26-28, Bridges: all EC students Required 3 full academic days

Immersive Field Courses (IFCs) for January term are still in planning stages due to current concerns around travel.

Joint SEAS/HBS Launch Lab/Thesis I
5241 MacCormack, Wilcox. Jan. 9-24 SEAS