## FALL 2017 ELECTIVE SCHEDULE

### MONDAY
- **EW217.1** (2 units) Incentives and Strategies in Talent Management*
  - Chatman, N470
- **EW236L.1** (2 units) Private Equity Leveraged Buyouts*
  - Goodson, Hirji, N270
- **EW252.1** (3 units) Negotiations
  - Schroth, C220
- **EW282.1** (3 units) Real Estate Development*
  - Williams, N300
- **EW290T.1** (3 units) Design, Evaluate and Scale Development Technologies*
  - Watske, Gadgil, Gertler, N500

### TUESDAY
- **EW255.1** (2 units) Leadership ℗
  - Upshaw, C135
- **EW262.1** (3 units) Strategic Brand Management ©
  - Turner, C320
- **EW283.1** (3 units) Real Estate Finance and Securitization*
  - Palmer, N300
- **EW290T.3** (3 units) Intellectual Property for Tech Entrepreneurs*
  - Fitch, C330
- **EW292T.3** (3 units) Social Lean Launchpad*
  - Mangan, Calderon, C220

### WEDNESDAY
- **EW254.1** (3 units) Power and Politics in Organizations ©
  - Srivastava, N470
- **EW261.2** (3 units) Marketing Research* ℗
  - Hsu, C220
- **EW262.1** (3 units) Strategic Brand Management ©
  - Palter, C320
- **EW269.1** (3 units) Business Model Innovation
  - Foote, Opdendyk, N300
- **EW289T.1** (3 units) Intellectual Property for Tech Entrepreneurs*
  - Fitch, C330

### THURSDAY
- **EW256.1** (3 units) Global Leadership*
  - Gundling, N170
- **EW257.1** (3 units) Managing In Information-Intensive Businesses
  - Hansen, C125
- **EW261.2** (3 units) Marketing Research* ℗
  - Hsu, C220
- **EW262.1** (3 units) Strategic Brand Management ©
  - Palter, C320
- **EW269.1** (3 units) Business Model Innovation
  - Foote, Opdendyk, N300

### SATURDAY AM (9AM-12PM)
- **EW236E.11** (2 units) Mergers and Acquisitions ©
  - Bershadsky, C135
- **EW269.11** (3 units) Pricing ©
  - Kamada, C125

### SATURDAY PM (1PM-4PM)
- **EW277.11** (2 units) Scenario Planning and Futures Thinking
  - Harris, N170
- **EW295T.11** (2 units) Accelerating Change
  - Bahrani, C330 (First 10 weeks)
### Fall 2017 Elective Schedule

The courses below are Sunday 1 unit courses, which are typically held over two Sundays. Attendance at all 1 unit course sessions is MANDATORY. Note: you are only allowed to count a maximum of four 1 unit courses (excluding Core) towards your degree requirement of 42 units.

<table>
<thead>
<tr>
<th>COURSE NUMBER</th>
<th>TITLE</th>
<th>PROFESSOR</th>
<th>DATE/TIME</th>
<th>LOCATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>EW236G.10A</td>
<td>Designing Financial Models that Work</td>
<td>Herbert Creek</td>
<td>Sun 10/8, 10/22, 11/5 (9AM-1PM), 11/19 (9AM-11AM)</td>
<td>C320</td>
</tr>
<tr>
<td>EW236G.11A</td>
<td>Designing Financial Models that Work</td>
<td>Herbert Creek</td>
<td>Sun 10/8, 10/22, 11/5 (2PM-6PM), 11/19 (2PM-4PM)</td>
<td>C320</td>
</tr>
<tr>
<td>EW247.11</td>
<td>Descriptive and Predictive Data Mining*</td>
<td>Shogan</td>
<td>Sun 11/5, 11/19 (9AM-5PM)</td>
<td>C135</td>
</tr>
<tr>
<td>EW290P.11</td>
<td>Project Management Case Studies*</td>
<td>Romero-Hernandez</td>
<td>Sun 10/15, 10/29 (9AM-5PM)</td>
<td>N470</td>
</tr>
<tr>
<td>EW291C.11</td>
<td>Active Communicating</td>
<td>Rittenberg</td>
<td>Sun 9/17, 10/8 (9AM-6PM)</td>
<td>C420</td>
</tr>
<tr>
<td>EW291D.11</td>
<td>Presentation Design for Analytical Communications*</td>
<td>Hill</td>
<td>Sun 9/24, 11/5 (9AM-5PM)</td>
<td>C125</td>
</tr>
<tr>
<td>EW291T.12</td>
<td>Leader as Coach</td>
<td>Rittenberg</td>
<td>Sun 11/5, 11/19 (9AM-6PM)</td>
<td>C420</td>
</tr>
<tr>
<td>EW292B.11</td>
<td>Nonprofit Boards*</td>
<td>Heinrich</td>
<td>Sun 10/22, 11/5 (9AM - 5PM)</td>
<td>N170</td>
</tr>
<tr>
<td>EW292N.11</td>
<td>Social Impact Marketing*</td>
<td>Buechert</td>
<td>Sun 10/1, 10/15 (9AM-5PM)</td>
<td>C325</td>
</tr>
<tr>
<td>EW292T.11</td>
<td>Business &amp; Natural Resources - Sustainable Use of Ecosystems*</td>
<td>Romero-Hernandez</td>
<td>Sun 10/22, 11/5 (9AM-5PM)</td>
<td>N470</td>
</tr>
<tr>
<td>EW295T.13</td>
<td>Built for Growth</td>
<td>Danner</td>
<td>Sun 9/10, 12/3 (9AM-6PM)</td>
<td>C320</td>
</tr>
<tr>
<td>EW296.12</td>
<td>Building Trust Based Relationships</td>
<td>Ball, Caleshu</td>
<td>Sun 9/24, 10/29 (9AM-5PM)</td>
<td>N500</td>
</tr>
</tbody>
</table>

The courses below do not follow the standard Monday - Thursday 6:00-9:30PM time frame or Saturday schedule. Please note special times and dates.

<table>
<thead>
<tr>
<th>COURSE NUMBER</th>
<th>TITLE</th>
<th>PROFESSOR</th>
<th>DATE/TIME</th>
<th>LOCATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>EW212A.1</td>
<td>Cleantech to Market*</td>
<td>Alexander</td>
<td>Tue &amp; Thurs, 11AM-12:30PM</td>
<td>N300</td>
</tr>
<tr>
<td>EW291T.11</td>
<td>Advanced Leadership Communications</td>
<td>Rittenberg</td>
<td>Sun 9/10, 10/1, 10/22, 10/29 (9AM-6PM)</td>
<td>C420</td>
</tr>
<tr>
<td>EW292J.1</td>
<td>Haas Socially Responsible Investment Fund*</td>
<td>Hanson</td>
<td>Thurs, 12:30-2pm</td>
<td>N270</td>
</tr>
<tr>
<td>EW292T.12</td>
<td>The Responsible Company*</td>
<td>Strand</td>
<td>Fri 10/6 - Sun10/8 (see times on course description)</td>
<td>I-Lab</td>
</tr>
<tr>
<td>EW295T.12</td>
<td>Startup Disco*</td>
<td>Calderon</td>
<td>Fri 11/3 (4:30PM-9PM), Sat 11/4 (9AM-4PM), Sun 11/5 (12PM-4PM)</td>
<td>N500</td>
</tr>
</tbody>
</table>

*Dual-listed with the Full-Time MBA program.

**Please check the pre and post-session times for each International Opportunity course. The links to each course are on the Other Academic Opportunities page of our website (http://http://haas.berkeley.edu/EWMBA/academics/other-academic-opportunities.html).
FALL 2017 ELECTIVE SCHEDULE OVERVIEW

While the EW MBA Core is designed to provide you an overview of the various disciplines of business, the coverage is by design, broad. The expectation is that you will pursue more advanced courses in those disciplines that you believe will best serve you in your professional career. We strongly recommend that you not restrict your choice of electives to just one or two disciplines since the most important things that you learn here will not be specific, discipline-based tools or techniques but the ability to analyze and solve problems. Most problems are not discipline-specific but require you to bring into play a variety of concepts and tools that you have learned in all of the courses taken while an EW MBA student.

### 2017-2018 Prime Electives
Prime Electives are those classes that are essential courses regardless of career path and help all students develop into business leaders/managers.

<table>
<thead>
<tr>
<th>Evening</th>
<th>Weekend</th>
<th>Summer</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marketing Research</td>
<td>Fall</td>
<td>Fall</td>
</tr>
<tr>
<td>Strategic Brand Mgmt</td>
<td>Fall</td>
<td>Spring</td>
</tr>
<tr>
<td>Accounting/Finance</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Asset Management</td>
<td>Spring</td>
<td>Spring</td>
</tr>
<tr>
<td>Corporate Finance</td>
<td>Spring</td>
<td>Spring</td>
</tr>
<tr>
<td>Financial Info Analysis</td>
<td>Spring</td>
<td>Spring</td>
</tr>
<tr>
<td>M&amp;A</td>
<td>Spring</td>
<td>Fall</td>
</tr>
<tr>
<td>Leadership &amp; Management</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Leadership</td>
<td>Fall</td>
<td>Fall</td>
</tr>
<tr>
<td>Negotiations</td>
<td>Fall/Spring</td>
<td>Spring</td>
</tr>
<tr>
<td>Power &amp; Politics</td>
<td>Spring</td>
<td>Spring</td>
</tr>
<tr>
<td>Strategy/Entrepreneurship</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Entrepreneurship</td>
<td>Fall/Spring</td>
<td>Spring</td>
</tr>
<tr>
<td>Game Theory</td>
<td>Spring: online</td>
<td>Spring: online</td>
</tr>
</tbody>
</table>

### What’s Different in Fall 2017

#### Newly Offered
- Scenario Planning and Futures Thinking
- The Pursuit of Meaningful Work
- Opportunity Recognition
- Tech and the City

#### Schedule Change
- Pricing
- Marketing Research

#### Offered Fall 2016, but not Fall 2017
- Corporate Financial Reporting
- Social Impact Metrics
- Design and Marketing New Products
- Business and Technology Marketing
- Work, Wisdom, and Happiness

### Resources
- Academic Advisor
- Academic Calendar
- Academic Roadmap
- bCourses Electives Forum
- Bidding Process
- Course Descriptions
- Faculty Evaluations
- Peer-to-Peer Events
- Recommended Electives by Career Path
- Registration Timeline

### Class Times
- Evenings: 6PM-9:30PM
- Saturday AM: 9AM-12PM
- Saturday PM: 1PM-4PM
- Sunday: 2 full days (mandatory attendance)
- Off schedule: varies

### Unit Load
- 3 units: 15 weeks
- 2 units: 10 weeks (dates may vary)
- 1 unit: 2 full days (mandatory attendance)

### Important Details
- *Always refer to latest available schedule.*
- *Courses and dates are subject to change.*
- *Rooms/capacities are not finalized yet.*
- *Spring has more electives than Fall.*
- *Bidding starts via OLR: 4/19*

(1) Please refer to the Electives Schedule for full course offerings

Last updated on 6/1/17