## FALL 2017 ELECTIVE SCHEDULE

**MONDAY**
- EW217.1 (2 units) Incentives and Strategies in Talent Management* Rubinstein, C330
- EW236L.1 (2 units) Private Equity Leveraged Buyouts* Goodson, Hirji, N270
- EW252.1 (3 units) Negotiations © Schrotl, C220
- EW282.1 (3 units) Real Estate Development* Williams, N300
- EW290T.1 (3 units) Design, Evaluate and Scale Development Technologies* Walske, Gadgil, Gertler, N440
- EW292T.3 (2 units) Intellectual Property for Tech Entrepreneurs* Fitch, C330
- EW292T.4 (2 units) Social Lean Launchpad* Mangan, Calderon, C220

**TUESDAY**
- EW255.1 (2 units) Leadership* © Chatman, N470
- EW262.1 (3 units) Strategic Brand Management © Upshaw, C135
- EW283.1 (3 units) Real Estate Finance and Securitization* Krainer, N300
- EW287.1 (2 units) Mergers and Acquisitions © Bershatsky, C135
- EW289T.3 (3 units) Intellectual Property for Tech Entrepreneurs* Fitch, C330
- EW292T.4 (2 units) Social Lean Launchpad* Mangan, Calderon, C220

**WEDNESDAY**
- EW251.1 (3 units) Power and Politics in Organizations © Srivastava, N570
- EW261.2 (3 units) Marketing Research* © Kellogg, Rochlin, I-Lab
- EW262.1 (3 units) Strategic Brand Management © Upshaw, C135
- EW261.2 (3 units) Marketing Research* © Kellogg, Rochlin, I-Lab
- EW292H.1 (3 units) Haas@Work* Hsu, C220
- EW295T.3 (3 units) Intellectual Property for Tech Entrepreneurs* Fitch, C330
- EW292T.1 (2 units) Social Lean Launchpad* Mangan, Calderon, C220

**THURSDAY**
- EW256.1 (3 units) Global Leadership* Gundling, N170
- EW261.2 (3 units) Marketing Research* © Kellogg, Rochlin, I-Lab
- EW262.1 (3 units) Strategic Brand Management © Upshaw, C135
- EW261.2 (3 units) Marketing Research* © Kellogg, Rochlin, I-Lab
- EW290H.1 (3 units) Haas@Work* Hsu, C220
- EW295T.1 (2 units) Business Model Innovation Beyer, Leschin, N270
- EW292T.1 (2 units) Social Lean Launchpad* Mangan, Calderon, C220

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### OTHER EVENING COURSES

- EW257.2 (2 units) Business Case for Investing in Women* McElhaney, N170 6 - 8 PM *(Meets all 15 weeks)*
- EW261.11 (2 units) Marketing Research © Fanning, C125

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### SATURDAY AM (9AM-12PM)

- EW238E.11 (2 units) Mergers and Acquisitions © Bershatsky, C135 *(See dates on course description)*
- EW290T.11 (2 units) Accelerating Change Fanning, C125
- EW259.11 (2 units) Pricing Kamada, C125 *(First 10 weeks)*
- EW295T.11 (2 units) Opportunity Recognition Isaacs, C210 *(See dates on course description)*

### SATURDAY PM (1PM-4PM)

- EW238E.11 (2 units) Mergers and Acquisitions © Bershatsky, C135 *(See dates on course description)*
- EW290T.11 (2 units) Accelerating Change Fanning, C125
- EW259.11 (2 units) Pricing Kamada, C125 *(First 10 weeks)*
- EW295T.11 (2 units) Opportunity Recognition Isaacs, C210 *(See dates on course description)*

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© - Prime Elective Course

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

Last Updated: 7/31/17
# *TENTATIVE*

**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>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>EW291T.12</td>
<td>Leader as Coach</td>
<td>Rittenberg</td>
<td>Sun 11/5, 11/19 (9AM-5PM)</td>
<td>C420</td>
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<tr>
<td>EW292B.11</td>
<td>Nonprofit Boards*</td>
<td>Heinrich</td>
<td>Sun 10/12, 11/19 (9AM-5PM)</td>
<td>N170</td>
</tr>
<tr>
<td>EW295T.13</td>
<td>Built for Growth</td>
<td>Danner</td>
<td>Sun 9/9, 10/29 (9AM-5PM)</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>
<tr>
<td>EW291T.11</td>
<td>Advanced Leadership Communications</td>
<td>Rittenberg</td>
<td>Sun 9/10, 10/22, 10/29 (9AM-6PM)</td>
<td>C420</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>C325</td>
</tr>
<tr>
<td>EW295T.12</td>
<td>The Responsible Company*</td>
<td>Strand</td>
<td>Fri 10/6 - Sun 10/8 (see times on course description)</td>
<td>I-Lab</td>
</tr>
<tr>
<td>EW292T.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>
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<tr>
<td>EWMB296.2</td>
<td>FORAD Simulation (Dual-listed with EMBA)</td>
<td>Dinova</td>
<td>Wed, 6PM-9:45PM (9/6, 9/20, 10/11, 11/1)</td>
<td>C320</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>
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<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 - Sun 10/8 (see times on course description)</td>
<td>I-Lab</td>
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<tr>
<td>EW295T.12</td>
<td>Startup Disco*</td>
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</tbody>
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*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://haas.berkeley.edu/EWMBA/academics/other-academic-opportunities.html).

## Color Code
- Accounting/Finance Electives
- Leadership/Management Electives
- Marketing Electives
- Strategy/Entrepreneurship Electives
- Other Sector Specific Electives

Last Updated 7/31/17
# 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>Course</th>
<th>Evening</th>
<th>Weekend</th>
<th>Summer</th>
<th>Fall_2017 Electives</th>
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</thead>
<tbody>
<tr>
<td>Marketing Research</td>
<td>Fall</td>
<td>Fall</td>
<td></td>
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</tr>
<tr>
<td>Pricing</td>
<td>Spring</td>
<td>Fall</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Strategic Brand Mgmt</td>
<td>Fall</td>
<td>Spring</td>
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</table>

### Accounting/Finance

<table>
<thead>
<tr>
<th>Course</th>
<th>Fall</th>
<th>Spring</th>
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<tbody>
<tr>
<td>Asset Management</td>
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<tr>
<td>Corporate Finance</td>
<td>Spring</td>
<td>Spring</td>
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<tr>
<td>Financial Info Analysis</td>
<td>Spring</td>
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</tr>
<tr>
<td>M&amp;A</td>
<td>Spring</td>
<td>Fall</td>
<td></td>
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</tr>
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</table>

### Leadership & Management

<table>
<thead>
<tr>
<th>Course</th>
<th>Fall</th>
<th>Fall</th>
<th>Block Wk</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Leadership</td>
<td></td>
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</tr>
<tr>
<td>Negotiations</td>
<td>Fall/Spring</td>
<td>Fall</td>
<td>Block Wk</td>
<td></td>
</tr>
<tr>
<td>Power &amp; Politics</td>
<td>Fall/Spring</td>
<td>Spring</td>
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</table>

### Strategy/Entrepreneurship

<table>
<thead>
<tr>
<th>Course</th>
<th>Fall/Spring</th>
<th>Spring</th>
<th>Block Wk</th>
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</thead>
<tbody>
<tr>
<td>Entrepreneurship</td>
<td>Fall/Spring</td>
<td>Spring</td>
<td>Block Wk</td>
<td></td>
</tr>
<tr>
<td>Game Theory</td>
<td>Spring: online</td>
<td>Spring: online</td>
<td>Block Wk</td>
<td></td>
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</tbody>
</table>

### What’s Different in Fall 2017

- **Newly Offered**
  - Scenario Planning and Futures Thinking: Newly developed course; Weekend
  - The Pursuit of Meaningful Work: Newly developed course; Evening
  - Opportunity Recognition: Newly developed course; Weekend
  - Tech and the City: Newly developed course; Evening
  - Built for Growth: Newly developed course; Weekend
  - FORAD Simulation: Newly developed course; Evening

- **Schedule Change**
  - Pricing: Now offered in Fall for Weekend
  - Marketing Research: Moved to Weekend from Evening

- **Offered Fall 2016, but not Fall 2017**
  - Corporate Financial Reporting: Moved to Spring 2017
  - Social Impact Metrics: Not offered in Fall
  - Design and Marketing New Products: Not offered in Fall
  - Business and Technology Marketing: Not offered in Fall
  - Work, Wisdom, and Happiness: Not offered in Fall

- **Cancelled**
  - Marketing Research (Saturday): Low enrollment after bidding

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

### Resources
- Academic Advisor
- Academic Calendar
- Academic Roadmap
- Courses 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*
- *Add/Drop starts via OLR: 7/31*

Last updated on 7/21/17