



Spring 20 Elective Schedule

(this webinar will be recorded)

Mark Gorenflo, Director of Academics
Evening & Weekend MBA Program

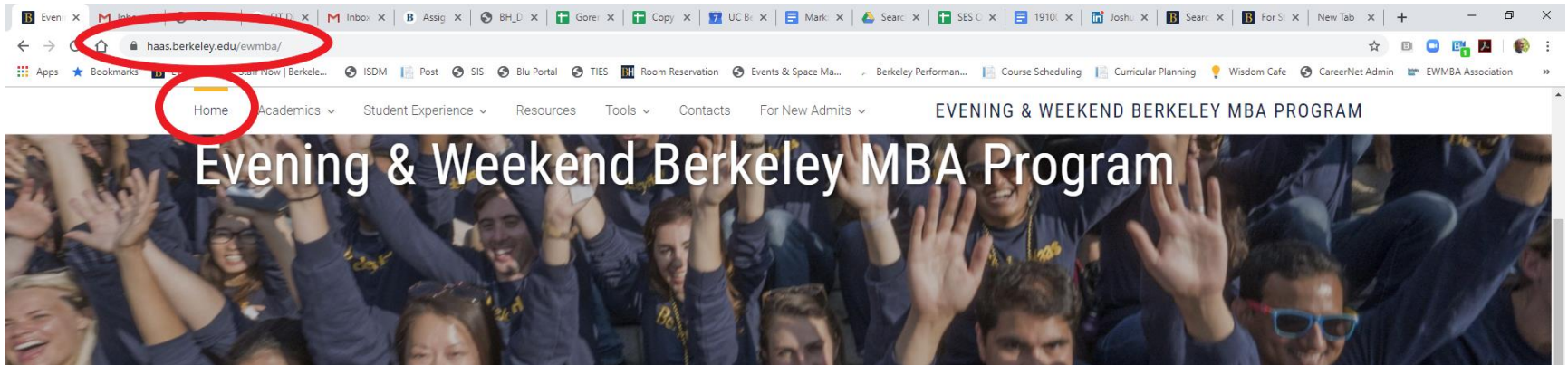
Spring 2020 Schedule

- How to Read the Schedule
- Choosing Electives
- Other Considerations
- Important Dates
- Questions

HOW TO READ THE ELECTIVE SCHEDULE



Where to Find the Schedule



Announcements

FALL 2019

- [Academic Calendar](#) (updated 3/13/2019)
- [Registration Timeline](#)
- [Electives Schedule](#) (updated 9/10/2019)
- [Fall 2019 Electives Webinar](#) ([Recording](#), [Slides](#))
- [Class of 2021 Core Schedule](#) (updated 8/8/2019)
 - [Google calendar](#) (Blue)
 - [Google calendar](#) (Gold)
 - [Google calendar](#) (Axe)

SPRING 2020

- [Academic Calendar](#) (updated 9/9/2019)
- [Registration Timeline](#)
- [Electives Schedule](#) (Release Date: 10/9/19)
- [Spring 2020 Curricular Plan](#)
- [Class of 2022 Core Schedule](#)
 - [Google calendar](#) (Blue)
 - [Google calendar](#) (Gold)
 - [Google calendar](#) (Axe)

Evening & Saturday

3 unit courses: 15 weeks; 2 unit courses: first 10 weeks (unless otherwise noted) Please review the course description, syllabus, and Academic Calendar for exact dates. Color Code: Online, Accounting / Finance, Leadership / Mgmt, Marketing, Strategy / Entrepreneurship / Innovation, Sector Specific				
EVENING COURSES	MONDAY	TUESDAY	WEDNESDAY	THURSDAY
	EW237.1 (3 units) * Fin Tech Parlour, N270 (EW237.1 course description)	EW236E.1 (2 units) @ !!! Mergers and Acquisitions: A Focus on Creating Value Goodson, N170 (EW236E.1 course description)	EW236F.1 (2 units) * Behavioral Finance LaBlanc, N170 (EW236F.1 course description)	EW222.1 (3 units) @ Financial Information Analysis Pataoukas, N300 (EW222.1 course description)
	EW252.1 (3 units) @ Negotiations and Conflict Schroth, N170 (EW252.1 course description)	EW256.1 (3 units) * Global Leadership Gundling, C330 (EW256.1 course description)	EW257.4 (2 units) * People Analytics Whiteman, N300 (EW257.4 course description)	EW224A.1 (2 units) * Managerial Accounting Briginshaw, C330 (EW224A.1 course description)
	EW290T.2 (1 unit) !!! * Hands On Rapid Innovation McCoy, ILab (EW290T.2 course description)	EW263.1 (3 units) * Marketing Analytics Jeziorski, C325 (EW263.1 course description)	EW285.1 (3 units) ** Land Development and Investment Falik, 132 Boalt (EW285.1 course description)	EW257.1 (2 units) Becoming a Changemaker Budak, N440 (EW257.1 course description)
	EW295T.3 (2 unit) Startup Lab Zand, Hischler, C330 (EW295T.3 course description)	EW280.1 (3 units) * Real Estate Investment and Market Analysis Couture, N270 (EW280.1 course description)	EW290H.1 (3 units) * Haas@Work Kellogg, Rochlin, ILab (EW290H.1 course description) Not listing all courses for this course	EW260.1 (3 units) * Consumer Insights Evers, C325 (EW260.1 course description)
	EW296.1 (2 units) !!! Corporate Level Strategy Simpson, C320 (EW296.1 course description)	EW290T.3 (2 units) * Strategy for the Networked Economy Metzler, C320 (EW290T.3 course description)	EW290T.4 (2 units) Design Your Life Kovats, C320 (EW290T.4 course description)	EW295A.2 (3 units) @ * Entrepreneurship Beyer, N470 (EW295A.2 course description)
	EW296.7 (1 unit) !!! * Running a Multinational Corporation - Simulation Dinova - C325 (EW296.7 course description)	EW292S.1 (3 units) * Social Sector Solutions Silver, Dougherty, C320 (EW292S.1 course description) Not listing all courses for this course	EW295T.1 (3 units) * Lean Launchpad Horlthal, Weinstein, Polese, N570 (EW295T.1 course description) Not listing all courses for this course	
		EW292T.8 (2 units) Berkeley Impact Venture Fund Calderon, N440 (EW292T.8 course description)	EW295T.2A (2 units) * Entrepreneurship Strategy Nagaraj, N270 (EW295T.2A course description)	
		EW296.4 (2 units) * An Introduction to Code for MBAs Wadcan, N540 (EW296.4 course description)		
SATURDAY	SATURDAY AM (10AM-1PM)		SATURDAY PM (2PM-5PM)	
	EW217.11 (3 units) !!! Big Data and Better Decisions Kolstad, Gerlier, N170 (EW217.11 course description)	EW262.11 (3 units) @ !!! Strategic Brand Management Hopelain, C325 (EW262.11 course description)	EW233.11 (3 units) @ Asset Management Olesky, C325 (EW233.11 course description)	EW266.11 (3 units) Sales Force Management and Channel Strategy Azhar, N170 (EW266.11 course description)
	EW222.11 (3 units) @ Financial Information Analysis Pataoukas, N300 (EW222.11 course description)	EW295A.11 (3 units) @ Entrepreneurship Raghavan, N270 (EW295T.2A course description)	EW263.11 (3 units) Marketing Analytics Complani, C320 (EW263.11 course description)	EW290T.11 (3 units) Managing the New Product Development Process
	EW236V.11 (2 units) New Venture Finance O'Neill, Robertson, N300 (EW236V.11 course description)			Berk, C110 (EW290T.11 course description)

Elective Color Code

Accounting/Finance

Leadership/Management

Marketing

Strategy/Entrepreneurship

Sector Specific

© - Prime Elective Course

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

**Cross-listed with the Full-Time MBA Program and another department.

!!! Please see course description for dates/times

Sunday & Off Schedule

The courses below are Sunday 1 unit courses, 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.

SUNDAY - 1 UNIT COURSES	COURSE NUMBER	TITLE	PROFESSOR	DATE/TIME	LOCATION
	EW212B.11 (1 unit) *	Legal and Regulatory Frameworks for Energy and Infrastructure Project Finance (EW212B course description)	Marks	Sun 3/1 & Sun 3/8 , 9AM - 5PM	C330
	EW212C.11 (1 unit) *	Energy and Infrastructure Project Finance (EW212C.11 course description)	Rogers	Sun 3/15 & 4/19 , 9AM - 5PM	C330
	EW236H.11 (1unit)	Financial Statement Modeling for Finance Careers (EW236H.11 course description)	Herbert-Creek	Sun 3/1, Sun 3/15, Sun 4/5 & Sun 4/19, 9AM-1PM	N170
	EW237.11 (1 unit) *	Search Funds (EW237.11 course description)	Simon	Sun 3/1 & Sun 4/19, 9AM - 5PM	C330
	EW247.11 (1 unit) *	Business and Sustainable Supply Chains (EW247.11 course description)	Romero-Hernandez	Sun 3/1 & Sun 3/15 , 9AM - 5PM	N170
	EW257.11 (1 unit) *	The Science of Productivity and Performance (EW257.11 course description)	Yousef	Sun 3/1, Sun 3/15, Sun 4/5 & Sun 4/19, 2PM-6PM	TBD
	EW267.11 (1 unit) *	The Business of AI (EW267.11 course description)	Katona,Stepka, Abbeel	Sun 2/9 & Sun 2/16, 9AM - 5PM	N270
	EW290T.12 (1unit)	SOL Programming (EW290T.2 course description)	Varier	Sun 4/5 & Sun 4/26, 9AM - 5PM	C320
	EW291C.11 (1unit)	Active Communicating (EW291C.11 course description)	Chamsupharindr	Sun 4/5 & Sun 4/26, 9AM - 5PM	C420
	EW291L.11 (1unit)	Improvisational Leadership (EW291L.11 course description)	Worthington, Brafman, Snyder	Sun 2/9 & Sun 2/23, 9AM - 5PM	C420
	EW291T.11 (1 unit) *	Leader as Coach (EW291T.11 course description)	Rittenberg, Houlihan	Sun 3/8 & Sun 3/15, 9AM - 6PM	C420
	EW291T.12 (1unit)	Audience-Focused Communication (EW291T.12 course description)	Leipzig	Sun 4/19 & Sun 4/26, 9AM - 5PM	ILab
	EW292B.11 (1 unit) *	Nonprofit Boards (EW292B.11 course description)	Heinrich	Sun 3/1 & Sun 4/5, 9AM - 5PM	N370
	EW292F.11 (1 unit) *	Financial Management of Nonprofit Organizations (EW292F.11 course description)	Copen	Sun 2/23 & Sun 3/8, 9AM - 5PM	C325
	EW295T.11 (1 unit) *	Growth Hacking (EW295T.11 course description)	Charon	Sun 2/2 (9AM-12:30PM @Haas), 2/9 (9AM-12:30PM ONLINE), 2/23 (9AM- 12:30PM ONLINE), 3/1 (9AM-12:30PM @Haas)	N440
	EW295T.12 (1 unit) *	Built for Growth (EW295T.12 course description)	Danner	Sun 2/2 & Sun 3/1, 9AM - 5PM	C325
	EW296.11 (1 unit) *	Unlocking Digital Innovation in Healthcare (EW296.11 course description)	Macpherson	Sun 3/15 & Sun 4/19, 9AM - 5PM	N300
	EW296.13 (1 unit) *	Commercializing Biotech & Pharma (EW296.13 course description)	Macpherson	Sun 2/9 & Sun 2/23, 9AM - 5PM	C320

The courses below do not follow the standard Evening time frames or Weekend schedule. Please note special times and dates.

OFF-SCHEDULE COURSES	COURSE NUMBER	TITLE	PROFESSOR	DATE/TIME	LOCATION
	EW290T.1 (2unit)	Design Sprint for Corporate Innovation (EW290T.1 course description)	Ball	Block Week Course: (Spring Break) March 23 - 27, 9AM - 5PM	C320
	EW290T.5 (2units)	Digital Transformation (EW290T.5 course description)	La Blanc	Block Week Course: Jan. 6 - 10, 9AM - 5PM	TBD
	EW292T.1 (2units)	Future of Work (EW292T.1 course description)	La Blanc	Block Week Course: (Spring Break) March 23 - 27, 9AM - 5PM	TBD
	EW292T.4 (1 unit) *	Impact Startup Disco (EW292T.4 course description)	Calderon	Fri 3/6 (4:30PM - 9PM), Sat 3/7 (9AM-4PM), Sun 3/8 (12noon-4PM)	N500
	EW295C.1 (2units)	Opportunity Recognition (EW295C.1 course description)	Isaacs	Block Week Course: (Spring Break) March 23 - 27, 9AM - 5PM	TBD
	EW296.3 (2units) NO DROPS ALLOWED	The Business of Politics: Washington Campus (EW296.3 course description)	Vogel	Fri 12/6 **, Mon 1/6 - Fri 1/10, Fri 1/25 **	C320
	EW298S.1 (2units) NO DROPS ALLOWED	SIB: South Africa (EW298S.1 course description)	Rittenberg, Gavshon	Sun 2/16, ** Sun 3/8 **, In Country: Sun 3/22 - Sat 3/28 Sun 4/26 **	N500
	EW298S.2 (2units) NO DROPS ALLOWED	SIB: China (EW298S.2 course description)	Zand, Lu	Sun 3/8, ** Sun 3/15 **, In Country: Sun 3/22 - Sat 3/28 Sun 4/19 **	C325
	EW298S.4 (2units) NO DROPS ALLOWED	SIB: Brazil (EW298S.4 course description)	Felferman	Sun 2/23, ** Sun 3/8 **, In Country: Sun 3/22 - Sat 3/28 Sun 4/26 **	C110
	EWMBAW211.1	Game Theory (Online Version) (EWMBAW211.1 course description)	Morgan	TBD	ONLINE
	EW293.1/PHW227A.1 (3 units)	Health Care Finance (EW293.1/PHW227A.1 course description)	TBD	TBD	ONLINE
	EW293.2/PHW??? (3units)	Strategic Management and the Organization of Health Services (EW293.2/PHW??? Course description)	TBD	TBD	ONLINE

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!!! Please see course description for dates/times

Course Details

Details	Example
Course Number (Units)	EW237.11 (2 units)* (P)
Course Title	Asset Management
Instructor, Room	Olesky, C325
Course Description Link	<i>(EW237.2 course description)</i>

- * Dual-listed with Full-time MBA
- ** Cross listed with another UC Berkeley Department
- !!! Non standard schedule – Check Course Description for Dates/Times
- (P) Prime Elective Course
- Course capacities will be listed in OLR (do **not** refer to the online course scheduler for rooms/capacities)

Length of Courses

- 3 units – 15 weeks
- 2 units – first 10 weeks, unless noted on course description
- 1 unit – usually 2 Sundays, varies; all sessions mandatory
- Check course descriptions

CHOOSING ELECTIVES



Prime Electives

- Fundamental Business Knowledge in Key Subjects
 - Marketing
 - Accounting/Finance
 - Leadership/Management
 - Strategy/Entrepreneurship
- Enable students to more effectively plan based on their career interests
- Foundation of weekend elective offerings

Prime Electives: 2019-2020

Marketing	Finance & Accounting	Leadership & Management	Strategy & Entrepreneurship
<ul style="list-style-type: none">• Marketing Research• Strategic Brand Management• Pricing	<ul style="list-style-type: none">• Corporate Finance• Asset Management• Financial Information Analysis• Mergers & Acquisitions	<ul style="list-style-type: none">• Negotiations• Power and Politics• Leadership	<ul style="list-style-type: none">• Game Theory• Entrepreneurship

Certificate For Business Analytics

- UC Berkeley approved this Certificate this year
- Requirements:
 - Data & Decisions
 - At least 1 Primary Elective
 - Total of 11 credits
- 2 Primary Electives for EW students in Spring 20
 - EW263 Marketing Analytics: Evening & Saturday
 - EW217 Big Data & Better Decisions: Saturday
- More data on EW [website](#) including links to the Statement of Intent and the Certificate Completion Form.

Courses Added To Bidding

- EW298S – Seminars in International Business
 - China: Arman Zand
 - South Africa: Mark Rittenberg and Ingrid Gavshon
 - Brazil: Flavio Feferman
- EW290T.1 – Design Sprint for Corporate Innovation
 - Rajiv Ball and Sam Ha
- EW296.3 – The Business of Politics: Washington Campus
 - David Vogel
- Special “Add Only Round” for these courses = November 7 through 9
- EW296.2 – International Business Development
 - Arman Zand and Whitney Hischer
 - No “Add Only” round

Courses That Can't Be Dropped

- EW290H.1 – Haas@Work
- EW290T.1 – Design Sprint for Corporate Innovation
- EW292S.1 – Social Sector Solutions
- EW295T.1 – Lean Launchpad (Enrollment by application only. [Application](#) due Oct 25)
- EW296.2 – International Business Development
- EW296.3 – The Business of Politics: Washington Campus
- EW298S – Seminars in International Business
- Sunday Electives

Highlighted Electives - Saturday

- EW217.11 – Big Data and Better Decisions
- EW236V.11 – New Venture Finance
- EW263.11 – Marketing Analytics
- EW290T.11 – Managing the New Product Development Cycle

Highlighted Electives - Evening

- EW236F.1 – Behavioral Finance
- EW257.1 – Becoming a Changemaker
- EW290T.1 – Design Your Life
- EW295T.3 – Startup Lab
- EWMBA296.6 – An Introduction to Code for MBAs

Highlighted Electives - Others

- EW237.11 – Search Funds
- EW290T.12 – SQL Programming
- EW290T.5 – Digital Transformation
- EW292T.1 – The Future of Work

Electives With Special Schedules

- EW267.11 – The Science of Productivity and Performance
 - 4 half day Sundays
 - Paired with EW236H.11 Financial Statement Modeling
- EW257.11 – Growth Hacking
 - 4 half day Sundays
 - 2 sessions online
- EW290T.5 – Digital Transformation
 - Block Week January 6 – 10
 - Same week as EW296.3 The Business of Politics
- Spring Break Classes – March 23 - 27
 - EW298S – Seminars in International Business
 - EW290T.1 – Design Sprint for Corporate Innovation
 - EW295C.1 – Opportunity Recognition
 - EW292T.1 – The Future of Work

Electives Resources

- [Fall 2019 and Spring 2020](#) Elective Curricular Plan
- Course descriptions linked on the Spring 20 Elective Schedule
- [Faculty Evaluations](#)
- Refer to the student bCourses [Electives Forum](#) (some past syllabi can be found here as well)
- Consult your [Academic Advisor](#)
- [EW MBA Electives Website](#)

OTHER CONSIDERATIONS



Other Academic Opportunities

- Taking FT MBA Courses:
 - On a space-available basis after FT MBA demand met
 - Only eligible if there *isn't* an EW section on offer
 - Submit requests during Add/Drop in January
- Taking Non-Haas Courses:
 - Up to 5 units.
 - Must be graduate courses that make sense for an MBA
 - Registration through CalCentral ([Registrar](#) link)
 - Course Materials & Parking not provided
- Independent Study
- GNAM Small Network Online Courses

Tentative Summer Electives

- Block weeks at Haas (2 units):
 - Negotiations
 - Turnarounds
 - Equitable & Inclusive Leadership (with EMBA)
 - Designing Financial Models That Work
 - Financial Statement Modeling
- GNAM Global Network Week (2 units, with EMBA)
- Game Theory (2 units, in EMBA block schedule format)

IMPORTANT DATES



Important Dates

- Please refer to the [Registration Timeline](#) on the EWMBA website for important dates!
- Bidding begins: Monday 10/28 at noon
- Bidding ends: Wednesday 11/6 at noon
- “Add Only Round”
 - For SIB, Design Sprint, and Washington Campus
 - Thursday 11/7 at noon to Saturday 11/9 at noon

QUESTIONS

