Summer 2020 Schedule

• Schedule and Course Information
• Important Dates
• How to Sign-Up in OLR
• Questions
SCHEDULE AND COURSE INFORMATION
Important Information

• Summer courses are optional
• Limited and unique schedule
• Financial Aid is not offered during Summer Semester; please consult with the Financial Aid team if needed to work out a strategic borrowing plan (finaid@haas.berkeley.edu).
Electives Planning Resources

- Course descriptions linked on the Summer 2020 Elective Schedule (please note any prerequisites for courses)
- Faculty Evaluations (also known as TIES)
- Refer to the student bCourses Electives Forum (some past syllabi can be found here as well)
- Consult your Academic Advisor
- EWMBTA Electives Website
Schedule and Course Information

• 18 electives will be offered this summer (19 in 2019; 15 in 2018; 7 in 2017)
• 5 electives are dual listed with the MBA for Executives (EMBA) program (6 in 2019; 5 in 2018; 2 in 2017)
• New this summer:
  – New Venture Finance (dual listed with EMBA; EMBA block schedule)
  – Leadership & Happiness (dual listed with EMBA; EMBA block schedule)
  – Pricing (Tuesday and Thursday evenings)
  – Innovation Navigation and Management
  – Mass Communication in Public Health (Asynchronous Online – in partnership with the School of Public Health)
  – Program Planning and Implementation (Asynchronous Online – in partnership with the School of Public Health)

• Returning Electives:
  – Game Theory (dual listed with EMBA; EMBA block schedule)
  – Equitable and Inclusive Leadership (dual listed with EMBA; EMBA block schedule)
  – Gender, Equity, and Leadership in the 21st Century (dual listed with EMBA)
  – Designing Financial Models That Work (Saturday morning 1 unit class)
  – Financial Statement Modeling (Saturday afternoon 1 unit class)
  – Negotiations and Conflict Resolution
  – The Science of Productivity and Performance (Sunday 1 unit class)
  – Turnarounds
  – Using Red Teaming to Make Better Decisions
  – GNAM Global Network Week (enrollment complete)
  – The Global Manager in Europe (ESSEC Summer Module – enrollment complete)
**Tentative** Summer 2020 Elective Schedule

- Attendance at all course sessions is MANDATORY. No classes will be recorded during the summer.
- Please visit the course descriptions for more details about each elective.
- Reference the Registration Timeline for all important dates and deadlines.
- Click on the course name to view course descriptions.

<table>
<thead>
<tr>
<th>COURSE NUMBER</th>
<th>TITLE</th>
<th>UNITS</th>
<th>PROFESSOR</th>
<th>DATE/TIME</th>
<th>LOCATION</th>
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<tbody>
<tr>
<td>EW211.1</td>
<td>Game Theory * (This course is dual listed with EMBA)</td>
<td>2</td>
<td>Kariv</td>
<td>Please refer to second page for EMBA Block schedule</td>
<td>N100</td>
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<tr>
<td>EW256V.1</td>
<td>New Venture Finance (This course is dual listed with EMBA)</td>
<td>2</td>
<td>O'Neill</td>
<td>Please refer to second page for EMBA Block schedule</td>
<td>N270</td>
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<tr>
<td>EW257.1</td>
<td>Leadership and Happiness * (This course is dual listed with EMBA)</td>
<td>2</td>
<td>Ball</td>
<td>Please refer to second page for EMBA Block schedule</td>
<td>TBD</td>
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<tr>
<td>EW258L2</td>
<td>Equitable and Inclusive Leadership * (This course is dual listed with EMBA)</td>
<td>2</td>
<td>Cohen</td>
<td>Please refer to second page for EMBA Block schedule</td>
<td>N470</td>
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<tr>
<td>EW266G.11</td>
<td>Designing Financial Models that Work</td>
<td>1</td>
<td>Herbert Creek</td>
<td>Fri 6/26, 6/28, 6/30, 7/2 (9AM-1PM)</td>
<td>TBD</td>
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<tr>
<td>EW266H.11</td>
<td>Financial Statement Modeling for Finance Careers</td>
<td>1</td>
<td>Herbert Creek</td>
<td>Sat 5/30, 6/6, 6/13, 6/20 (9AM-1PM)</td>
<td>TBD</td>
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<tr>
<td>EW266L.1</td>
<td>Pricing</td>
<td>3</td>
<td>Azhar</td>
<td>Tues &amp; Thurs 6/2 - 7/23 (8AM-9PM)</td>
<td>TBD</td>
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<tr>
<td>EW266L.3</td>
<td>Gender, Equity, and Leadership in the 21st Century (This course is dual listed with EMBA)</td>
<td>2</td>
<td>Krey</td>
<td>Mon 6/8 - Fri 6/12 (9AM-5PM)</td>
<td>TBD</td>
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<tr>
<td>EW252.1</td>
<td>Negotiations and Conflict Resolution *</td>
<td>2</td>
<td>Schroth</td>
<td>Mon 6/8 - Fri 6/12 (9AM-1PM)</td>
<td>TBD</td>
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<tr>
<td>EW253.1</td>
<td>GNAM Global Network Week</td>
<td>2</td>
<td>Breen</td>
<td>Mon 6/8 - Fri 6/12</td>
<td>GNAM Unkown.</td>
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<tr>
<td>EW257.2</td>
<td>The Science of Productivity &amp; Performance</td>
<td>1</td>
<td>Yousef</td>
<td>Sun 6/14, 6/21, 7/12, 7/19 (9AM-1PM)</td>
<td>TBD</td>
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<tr>
<td>EW266M.1</td>
<td>Tumaroons****</td>
<td>2</td>
<td>Goodson</td>
<td>Mon 6/15 - Fri 6/19 (9AM-5PM)</td>
<td>TBD</td>
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<td>EW266L.2</td>
<td>Using Real-World Data to Make Better Decisions</td>
<td>2</td>
<td>Fischer</td>
<td>Mon 6/22 - Fri 6/26 (9AM-5PM)</td>
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<td>EW292.2</td>
<td>The Global Manager in Europe (ESSEC Summer, Module)</td>
<td>3</td>
<td>Breen</td>
<td>Mon 6/22 - Fri 7/10</td>
<td>ESSEC Paris, FR</td>
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<td>EW293.3PHW204</td>
<td>Mass Communication in Public Health ***</td>
<td>3</td>
<td>TBD</td>
<td>Mon 6/29 - Sun 6/16</td>
<td>Online</td>
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<tr>
<td>EW290T.1</td>
<td>Innovation Navigation &amp; Management</td>
<td>2</td>
<td>Bouwmeester</td>
<td>Mon 7/27 - Fri 7/31 (9AM-5PM)</td>
<td>TBD</td>
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<tr>
<td>EW293.4PHW205</td>
<td>Program Evaluation ***</td>
<td>3</td>
<td>TBD</td>
<td>Mon 6/28 - Fri 7/16</td>
<td>Online</td>
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</table>

* Dual listed with EMBA, taught during EMBA Blocks
** Asynchronous online deliverables in addition to in-class sessions
*** Asynchronous online course taught in partnership with the UC Berkeley School of Public Health
****EW266M Tumaroons is not recommended to be taken with other summer electives due to the deliverables required before the first day of class. Please see course description for more details.

**ELECTIVE SCHEDULE KEY**
- Core Electives
- Accounting/Finance Electives
- Leadership/Management Electives
- Marketing Electives
- Strategy/Entrepreneurship Electives
- Other Sector Specific Electives
- Online Course
Course Capsules – EMBA Dual Listed

4 Dual Listed EMBA Block Classes

1. **Game Theory** – with Shachar Kariv, Game theory is about what happens when decision makers interact. In the past fifty years, game theory has gradually become a standard language in economics. The power of game theory is its generality and (mathematical) precision, and because game theory is rich and crisp, it is applicable to many business situations.

2. **New Venture Finance** – with Maura O’Neill, this is a course about how to successfully finance a high growth start-up venture. Since the Haas School is principally about professionally managed businesses, the course will focus on businesses that are not small by design (even if they start that way), but on those businesses that with key strategic decisions, smart financing and hard work mixed with little good luck can be expected to create profitable exits for founders, employees and investors.

3. **Leadership and Happiness** – with Rajiv Ball, this is a new offering. This elective class would bring together the very best of scientific thinking on happiness from Berkeley’s Greater Good Science Center (GGSC), the world’s premier research organization dedicated to the scientific study of happiness together with the best of Haas’ thinking on personal and organizational leadership. The elective involves a significant amount of online learning (which students can do on their own time) together with face-to-face interactions.

4. **Equitable and Inclusive Leadership** – with Dr. Jennifer Cohen, this is a new offering, reflecting Haas’ dedication to expanding its Diversity, Equity, and Inclusion (DEI) academic offerings, to complement our DEI Work Plan. Equitable and inclusive leadership competency is essential to being a successful leader in the 21st century. The goal of this course is to familiarize students with the data-driven benefits of diversity, equity and inclusion (DEI), and to provide students with language, concepts, insights, and tools to use best practices in order to harness the competitive advantage embedded within diverse teams.

Dual Listed EMBA Intensive Week Classes

1. **Gender, Equity, and Leadership in the 21st Century** – Laura Kray is reprising this course as Haas’ GNAM EMBA Global Network Week. The class will include both Haas students as well as GNAM EMBA students. Growing scientific evidence has emerged to understand why women’s and men’s career paths continue to diverge in the modern workplace in both predictable and surprising ways. This module will examine the state of gender equality, identify the unique approaches that women use to solve problems, and identify the leadership tools women need to achieve their highest potential. Prospective students in the past have wondered if it’s just applicable to or useful for women students. *The emphatic answer is no.*
1. **Negotiations and Conflict Resolution** - with Holly Schroth is a longstanding feature of our Summer Elective Schedule and also a Prime Elective like Game Theory. The objective of this course is to improve negotiation skills and to increase the ability to resolve conflicts with different types of people in a multitude of situations. The course focuses on the practical application of different negotiation strategies and tactics as well as the social psychological principles and theory that help explain why certain tactics are more effective under some circumstances than others. This is a class that we have historically offered every semester (fall, spring & summer) so we suspect it will also be offered again in the Fall and Spring, when it is offered in a 3 unit format. Good to keep in mind when you are planning your overall schedule. Note that the Summer intensive week version of Negotiations = 2 units vs. 3 units in Fall and Spring.

2. **Turnarounds** – with Peter Goodson. A one week course designed to introduce the student to the world of operational and strategic turnarounds of troubled and underperforming businesses. The intent is to focus on the leadership practices that work in fixing flawed enterprises. The scope of distress will range from rescuing businesses in the grasp of a death spiral to breathing fresh air into sound, but underperforming, enterprises in order to create value. **This is an extremely intensive course with considerable pre-work that begins 6 weeks before the class starts. Given the workload, the EW MBA Program Office recommends that students taking Turnarounds don’t take another Intensive week class the week before or the week after Turnarounds.**

3. **Using Red Teaming to Make Better Decisions** – With instructor Whitney Hischier and her consulting colleague retired Army COL Steven Rotkoff. Red Teaming was initially developed by the US military at the advent of the Iraq War to help planning teams systematically and objectively assess their operational plans, including an analysis of assumptions and using techniques that didn’t overweight the loudest person at the table or the most senior person in the room. Whitney and Steven have adapted these techniques for the business world, where rigorous planning is increasingly necessary for business success.

4. **Innovation Navigation and Management** – with instructor Angèle Beausoleil. This course combines light theory with deep practical understanding of how business innovation really happens. Students will gain knowledge of the evolving customer-centered innovation methods inside corporations, creative agencies and professional services firms. The ultimate goal is to understand how first to navigate, then manage the messy and uncertain process of corporate innovation.
Course Capsules – EW Only (2)

Other Non-Intensive Week Classes

1. **Designing Financial Models That Work** – With Jenny Herbert Creek. A *Saturday morning* elective taught by Jenny Herbert-Creek on four dates. The course will focus on creating clear, easy-to-follow financial models for many business situations, including pricing models, start up models, simple valuation models and more. Examples come from industries including retail, real estate, consulting, non-profits and technology. While Excel is not the primary focus of the course, we will also leverage Excel tools to enhance our models, including efficiency tools (keyboard shortcuts), data analysis tools (like pivot tables), sensitivity analysis tools (like data tables) and data visualization features (like pivot charts and conditional formatting).

2. **Financial Statement Modeling** – With Jenny Herbert Creek. A *Saturday afternoon* elective, Financial statement modeling refers to taking historical financial statements for a specific company, projecting those statements two to five years into the future, and using the resulting projections for valuation and insight into the potential for transactions such as a strategic merger, an initial public offering, a leveraged recapitalization, or a leveraged buyout.

3. **Pricing** – With Wasim Azhar. A *Tuesday and Thursday evening* elective. The course is primarily intended for managers and consultants who in their careers will be involved in evaluating, formulating, implementing and/or recommending pricing policies, strategies and tactics within the context of integrated business strategies.

4. **The Science of Productivity and Performance** – with instructor Sahar Yousef. This new *Sunday* 1 unit elective. This course is an intensive elective for ambitious professionals looking to maximize their personal and professional effectiveness. By synthesizing the latest research findings, we will dive deep into the science of sustainable peak performance and explore its implications for productivity, health, and engagement in the workplace. This course is not just theory. We first quantify your performance baseline to benchmark you against others in your demographic. You will then receive a diagnostic report indicating strengths and areas for improvement. You’ll be making a Sustainable High Performance Roadmap (SHPR®) using the insights gained from the pre-program diagnostic, training content, reflection, and direct feedback.
Online Classes – in partnership with the School of Public Health

1. **Mass Communication in Public Health**—This course is an *asynchronous, online* course taught by Jessica Watterson in partnership with the School of Public Health. Please note the unusual schedule – June 29 to August 16. Since it’s asynchronous, there is ample scope to work at your own speed within the time frame of the class. The purpose of this course is to provide students with a framework for understanding, creating, and launching communications tools for public health.

2. **Program Planning and Implementation** – This course is an *asynchronous, online* course taught by Sharon O’Hara in partnership with the School of Public Health. Please note the unusual schedule – June 29 to August 16. Since it’s asynchronous, there is ample scope to work at your own speed within the time frame of the class. This course will example principles and methods underlying program planning in the public health sphere.
IMPORTANT DATES
Important Dates

• Bidding: March 16, 12 noon – March 20, 12 noon
• Add/Drop: March 20, 4pm – March 26, 12 noon
• Drops Only: April 27, 12 noon – May 1, 12 noon

\textit{No drops allowed after round ends}

Refer to the \url{Registration Timeline} for ALL important dates and deadlines
HOW TO SIGN-UP IN OLR
How to Enroll in OLR

- Verify your ability to sign into OLR before March 16
- Reverify if you’re abroad during any of the registration periods
- The Summer 20 OLR process will open on March 16
- Bidding
  - Class of 2020/Class of 2021 = 3000 bid points
  - Class of 2022 = 1000 bid points
- Add/Drop
  - Each waitlist is built when we process the round
  - Class of 2020/2021 have top priority
  - Waitlist rank within a class assigned by random number lottery
QUESTIONS