### FALL 2019 ELECTIVE SCHEDULE

**MONDAY**
- **EW218A.1 (3 units)** *
  - International Finance
  - Lyons, N300
  - (EW218A.1 course description)
  - (EW218A.1 course description)
- **EW254.1B (2 units) ℗ !!!
  - Power and Politics (ONLINE)
  - Anderson, 6PM - 7:30PM
  - (EW254.1B course description)
- **EW254.1 (3 units) ℗
  - Power and Politics
  - Srivastava, N300
  - (EW254.1 course description)

**TUESDAY**
- **EW236I.1 (2 units) * !!!
  - International Finance
  - Lyons, N300
  - (EW236I.1 course description)
- **EW255.1 (2 units) ® !!!
  - Leadership
  - Chatman, N300
  - (EW255.1 course description)
- **EW261.1 (3 units) ®
  - Marketing Research
  - Hsu, C320
  - (EW261.1 course description)

**WEDNESDAY**
- **EW236L.1 (2 units) ℗ !!!
  - Private Equity/Leveraged Buyout
  - Goodson, Snyder, N170
  - (EW236L.1 course description)
- **EW252.1 (3 units) ®
  - Negotiations
  - Schroth, C220
  - (EW252.1 course description)
- **EW277.2 (2 units) !!!
  - Tech and the City
  - Turner, N270
  - (EW277.2 course description)

**THURSDAY**
- **EW252.11 (3 units) ℗
  - Corporate Finance
  - Mertens, N170
  - (EW252.11 course description)
- **EW291D.1 (2 units) * !!!
  - Data Visualization
  - Hill, N500
  - (EW291D.1 course description)
- **EW299M.1 (3 units) *
  - Marketing Strategy
  - Pearce, N570
  - (EW299M.1 course description)

### EVENING
- **EW282.1 (3 units) ℗ !!!
  - Real Estate Development
  - Williams, N570
  - (EW282.1 course description)
- **EW292.1 (2 units) ℗ !!!
  - Impact Startup Launchpad
  - Calderon, Sze, N470
  - (EW292.1 course description)
- **EW283.1 (3 units) ℗
  - Real Estate Finance
  - Vergara-Alert, C330
  - (EW283.1 course description)

### SATURDAY AM (10AM-1PM)
- **EW231.11 (3 units) ®
  - Corporate Finance
  - Mertens, N170
  - (EW231.11 course description)
- **EW295.11 (2 units) !!!
  - Opportunity Recognition
  - Isaacs, C220
  - (EW295.11 course description)
- **EW252.11 (3 units) ®
  - Negotiations
  - Dayonot, C125
  - (EW252.11 course description)

### SATURDAY PM (2PM-5PM)
- **EW236E.11 (2 units) ℗ !!!
  - Mergers and Acquisitions
  - Goodson, Bershtatsky, C210
  - (EW236E.11 course description)
- **EW296.13 (2 units) !!!
  - Corporate Level Strategy
  - Simpson, C110
  - (EW296.13 course description)
- **EW269.11 (3 units) ®
  - Pricing
  - Azhar, C210
  - (EW269.11 course description)

### Online
- **EW227B.1 (3 units)
  - Taxes and Firm Strategy
  - Udpa, N170
  - (EW227B.1 course description)

### Elective Color Code
- **℗** - Prime Elective Course
- ***** - Dual-listed with the Full-Time MBA Program.
- **!!!** - See Course Description for class dates
- ******* Master of Public Affairs course

---

Evening classes meet 6:00-9:30PM (Mandatory break = 7:30-8:15PM)

3 unit courses: 15 weeks; 2 unit courses: 10 weeks -> always check the Course Description for class dates

Please review the Course Description, Syllabus, and Academic Calendar for exact dates.

Last Updated: 8/12/19
The courses below are Sunday elective courses. Attendance at all 1 unit course sessions is MANDATORY. Note: you can only count a maximum of four 1 unit elective courses 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>EW212.11 (3 units) *</td>
<td>Energy &amp; Environmental Markets (EW212.11 course description)</td>
<td>Borenstein</td>
<td>9/15, 10/6, 10/27, 11/17</td>
<td>C320</td>
</tr>
<tr>
<td>EW236G.10B (1 unit)</td>
<td>Designing Financial Models that Work (EW236G.10B course description)</td>
<td>Herbert-Creek</td>
<td>11/3, 11/17, 12/1, 12/8 9AM - 1PM</td>
<td>N270</td>
</tr>
<tr>
<td>EW236G.11B (1 unit)</td>
<td>Designing Financial Models that Work (EW236G.11B course description)</td>
<td>Herbert-Creek</td>
<td>11/3, 11/17, 12/1, 12/8 2PM - 6PM</td>
<td>N270</td>
</tr>
<tr>
<td>EW247.11 (1 unit) *</td>
<td>Descriptive and Predictive Data Mining (EW247.11 course description)</td>
<td>Shogan</td>
<td>9/22, 10/6, Take Home Exam: 10/20 9AM - 5PM</td>
<td>N300</td>
</tr>
<tr>
<td>EW277.11 (1 unit)</td>
<td>Political Risk of Investing (EW277.11 course description)</td>
<td>Rosenberg</td>
<td>9/8, 9/15 9AM - 5PM</td>
<td>N170</td>
</tr>
<tr>
<td>EW290P.11 (1 unit) *</td>
<td>Project Management Case Studies (EW290P.11 course description)</td>
<td>Romero-Hernandez</td>
<td>10/20, 11/3 9AM - 5PM</td>
<td>N470</td>
</tr>
<tr>
<td>EW291C.11 (1 unit)</td>
<td>Active Communicating (EW291C.11 course description)</td>
<td>Charnsupharindr</td>
<td>9/15, 9/29 9AM - 6PM</td>
<td>C420</td>
</tr>
<tr>
<td>EW291T.11 (2 units)</td>
<td>Advanced Leadership Communication (EW291T.11 course description)</td>
<td>Rittenberg, Houlihan, Charnsupharindr</td>
<td>9/8, 9/22, 10/6, 10/20 9AM - 5PM</td>
<td>C420</td>
</tr>
<tr>
<td>EW291T.12 (1 unit)</td>
<td>Leader as Coach (EW291T.12 course description)</td>
<td>Rittenberg, Houlihan</td>
<td>11/3, 12/1 9AM - 5PM</td>
<td>C420</td>
</tr>
<tr>
<td>EW292B.11 (1 unit) *</td>
<td>Nonprofit Boards (EW292B.11 course description)</td>
<td>Heinrich</td>
<td>11/3, 12/1 9AM - 5PM</td>
<td>N170</td>
</tr>
<tr>
<td>EW292N.11 (1 unit) *</td>
<td>Social Impact Marketing (EW292N.11 course description)</td>
<td>Buechert</td>
<td>9/29, 10/13 9AM - 5PM</td>
<td>C325</td>
</tr>
<tr>
<td>EW292N.13 (1 unit) *</td>
<td>Impact Finance and Entrepreneurship (EW292N.13 course description)</td>
<td>Morse</td>
<td>10/20, 11/3 9AM - 5PM</td>
<td>N370</td>
</tr>
<tr>
<td>EW295T.13 (1 unit)</td>
<td>Building a Consumer Internet Business (EW295T.13 course description)</td>
<td>Fuloria</td>
<td>9/8, 9/22 9AM - 5PM</td>
<td>N270</td>
</tr>
<tr>
<td>EW295.1 (3 units)</td>
<td>Life Sciences Marketing (EW295.1 course description)</td>
<td>Ford</td>
<td>10/27, 11/17 9AM - 5PM</td>
<td>C325</td>
</tr>
<tr>
<td>EW296.12 (1 unit) *</td>
<td>Building Trust Based Relationships (EW296.12 course description)</td>
<td>Ball, Caleshu</td>
<td>10/20, 10/27 9AM - 5PM</td>
<td>N500</td>
</tr>
</tbody>
</table>

The courses below do not follow the standard Evening time frames or Weekend 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 (3 units)</td>
<td>Cleantech to Market (EW212A.1 course description)</td>
<td>Alexander, Steel, Shelander</td>
<td>Tue &amp; Thurs, 11AM - 12:30PM</td>
<td>C335</td>
</tr>
<tr>
<td>EW257.2B (2 units) *</td>
<td>Extreme Leadership (EW257.2B course description)</td>
<td>Chatman, Even-Tov</td>
<td>Wednesdays, 4PM - 6PM</td>
<td>N470</td>
</tr>
<tr>
<td>EW293.1 (3 units) **</td>
<td>Organizational Behavior and Management in Health Care (EW293.1 course description)</td>
<td>Rodriguez</td>
<td>ONLINE</td>
<td>ONLINE</td>
</tr>
<tr>
<td>EW295T.2 (2 units)</td>
<td>Bay Area Innovation and Entrepreneurship (EW295T.1 course description)</td>
<td>Beckman, Charron</td>
<td>GNAM GNW Block Week Course Oct 14 - 18, 9AM - 5PM</td>
<td>N340/344</td>
</tr>
</tbody>
</table>

** Elective Color Code**
- * Dual-listed with the Full-Time MBA program.
- ** Master of Public Health course
- *** Master of Public Affairs course

The last update was 8/12/19.