<table>
<thead>
<tr>
<th>MONDAY</th>
<th>TUESDAY</th>
<th>WEDNESDAY</th>
<th>THURSDAY</th>
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</thead>
<tbody>
<tr>
<td>EW218A.1 (3 units) *&lt;br&gt;International Finance&lt;br&gt;Lyons, N300 (EW218A.1 course description)</td>
<td>EW254.18 (2 units) ® !!!&lt;br&gt;Power and Politics (ONLINE)&lt;br&gt;Anderson, 6PM - 7:30PM (EW254.18 course description)</td>
<td>EW254.1 (3 units) ®&lt;br&gt;Power and Politics&lt;br&gt;Srivastava, N300 (EW254.1 course description)</td>
<td>EW236.1 (2 units) * !!!&lt;br&gt;Fixed Income&lt;br&gt;Swamy, C320 (EW236.1 course description)</td>
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<td>EW236L.1 (2 units) * !!!&lt;br&gt;Private Equity/Leveraged Buyout&lt;br&gt;Goodson, Snyder, N170 (EW236L.1 course Description)</td>
<td>EW255.1 (2 units) ® !!!&lt;br&gt;Leadership&lt;br&gt;Chatman, N300 (EW255.1 course description)</td>
<td>EW261.1 (3 units) ®&lt;br&gt;Marketing Research&lt;br&gt;Hsu, C320 (EW261.1 course description)</td>
<td>EW262.1 (3 units) ®&lt;br&gt;Strategic Brand Management&lt;br&gt;Hopelain, N170 (EW262.1 course description)</td>
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<td>EW252.1 (3 units) ®&lt;br&gt;Negotiations&lt;br&gt;Schroth, C220 (EW252.1 course description)</td>
<td>EW291D.1 (2 units) * !!!&lt;br&gt;Data Visualization&lt;br&gt;Hill, N500 (EW291D.1 course description)</td>
<td>EW277.2 (2 units) !!!&lt;br&gt;Tech and the City&lt;br&gt;Turner, N270 (EW277.2 course description)</td>
<td>EW295A.1 (3 units) ®&lt;br&gt;Entrepreneurship&lt;br&gt;Beyer, N300 (EW295A.1 course description)</td>
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<td>EW282.1 (3 units) ®&lt;br&gt;Real Estate Development&lt;br&gt;Williams, N570 (EW282.1 course description)</td>
<td>EW292T.4 (2 units) * !!!&lt;br&gt;Impact Startup Launchpad&lt;br&gt;Calderon, Sze, N470 (EW292T.4 course description)</td>
<td>EW283.1 (3 units) ®&lt;br&gt;Real Estate Finance and Securitization&lt;br&gt;Vergara-Alert, C330 (EW283.1 course description)</td>
<td>EW293.3 (3 units) ***&lt;br&gt;Program Evaluation (ONLINE)&lt;br&gt;Weare, 6PM - 8PM (EW293.3 course description)</td>
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<td>EW290T.4 (3 units) *&lt;br&gt;Corporate Launch Pad&lt;br&gt;Pearce, N470 (EW290T.4 course description)</td>
<td>EW299M.1 (3 units) ®&lt;br&gt;Marketing Strategy&lt;br&gt;Pearce, N570 (EW299M.1 course description)</td>
<td>EW292T.5 (2 units) *&lt;br&gt;Berkeley Impact Venture Fund&lt;br&gt;Calderon, N170 (EW292T.5 course description)</td>
<td>EW295B.1 (3 units) *&lt;br&gt;Venture Capital/Private Equity&lt;br&gt;Opdendyk, Boukouris N570 (EW295B.1 course description)</td>
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<tr>
<td>EW231.11 (3 units) ®&lt;br&gt;Corporate Finance&lt;br&gt;Mertens, N170 (EW231.11 course description)</td>
<td>EW295T.11 (2 units) !!!&lt;br&gt;Opportunity Recognition&lt;br&gt;Isaacs, C220 (EW295T.11 course description)</td>
<td>EW252.11 (3 units) ®&lt;br&gt;Negotiations&lt;br&gt;Dayonot, C125 (EW252.11 course description)</td>
<td>EW227.11 (3 units)&lt;br&gt;Taxes and Firm Strategy&lt;br&gt;Udpa, N170 (EW227.11 course description)</td>
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<tr>
<td>EW236E.11 (2 units) ® !!!&lt;br&gt;Mergers and Acquisitions&lt;br&gt;Goodson, Bershatsky, C210 (EW236E.11 course description)</td>
<td>EW296.13 (2 units) !!!&lt;br&gt;Corporate Level Strategy&lt;br&gt;Simpson, C320 (EW296.13 course description)</td>
<td>EW269.11 (3 units) ®&lt;br&gt;Pricing&lt;br&gt;Azhar, C210 (EW269.11 course description)</td>
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**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

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Evening: 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.

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**Last Updated: 8/1/19**
### FALL 2019 ELECTIVE SCHEDULE

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>
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</thead>
</table>
| EW212.11 (3 units) * | Energy & Environmental Markets  
(ELW212.11 Course Description) | Borenstein | 9/15, 10/6, 10/27, 11/17  
9:30AM - 4:30PM | C320 |
| EW236G.10B (1 unit) | Designing Financial Models that Work  
(EW236G.10B course description) | Herbert-Creek | 11/3, 11/17, 12/1, 12/8  
9AM - 1PM | N270 |
| EW236G.11B (1 unit) | Designing Financial Models that Work  
(EW236G.11B course description) | Herbert-Creek | 11/3, 11/17, 12/1, 12/8  
2PM - 6PM | N270 |
| EW247.11 (1 unit) * | Descriptive and Predictive Data Mining  
(EW247.11 course description) | Shogan | 9/22, 10/6, Take Home Exam: 10/20  
9AM - 5PM | N300 |
| EW277.11 (1 unit) | Political Risk of Investing  
(EW277.11 course description) | Rosenberg | 9/6, 9/15  
9AM - 5PM | N170 |
| EW290P.11 (1 unit) * | Project Management Case Studies  
(EW290P.11 course description) | Romero-Hernandez | 10/20, 11/3  
9AM - 5PM | N470 |
| EW291C.11 (1 unit) | Active Communicating  
(EW291C.11 course description) | Charnsupharindr | 9/15, 9/29  
9AM - 6PM | C420 |
| EW291T.11 (2 units) | Advanced Leadership Communication  
(EW291T.11 course description) | Rittenberg, Houlihan, Charnsupharindr | 9/8, 9/22, 10/6, 10/20  
9AM - 5PM | C420 |
| EW291T.12 (1 unit) | Leader as Coach  
(EW291T.12 course description) | Rittenberg, Houlihan | 11/3, 12/1  
9AM - 5PM | C420 |
| EW292B.11 (1 unit) * | Nonprofit Boards  
(EW292B.11 course description) | Heinrich | 11/3, 12/1  
9AM - 5PM | N170 |
| EW292N.11 (1 unit) * | Social Impact Marketing  
(EW292N.11 course description) | Buechert | 9/29, 10/13  
9AM - 5PM | C325 |
| EW292N.13 (1 unit) * | Impact Finance and Entrepreneurship  
(EW292N.13 course description) | Morse | 10/20, 11/3  
9AM - 5PM | N370 |
| EW292T.11 (1 unit) * | Business & Natural Resources - Sustainable Use of Ecosystems  
(EW292T.11 course description) | Romero-Hernandez | 10/27, 11/17  
9AM - 5PM | N470 |
| EW295T.13 (1 unit) | Building a Consumer Internet Business  
(EW295T.13 course description) | Fuloria | 9/8, 9/22  
9AM - 5PM | N270 |
| EW295T.1 (2 units) * | Life Sciences Marketing  
(EW295T.1 course description) | Ford | 10/27, 11/17  
9AM - 5PM | C325 |
| EW296.12 (1 unit) * | Building Trust Based Relationships  
(EW296.12 course description) | Ball, Caleshu | 10/20, 10/27  
9AM - 5PM | N500 |

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

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| EW212A.1 (3 units) * | Cleantech to Market  
(EW212A.1 course description) | Alexander, Steel, Shelander | Tue & Thurs, 11AM - 12:30PM | C335 |
| EW257.2B (2 units) * | Extreme Leadership  
(EW257.2B course description) | Chatman, Even-Tov | Wednesdays, 4PM - 6PM | N470 |
| EW293.1 (3 units) ** | Organizational Behavior and Management in Health Care  
(EW293.1 course description) | Rodriguez | ONLINE | ONLINE |
| EW295T.1 (2 units) * | Bay Area Innovation and Entrepreneurship  
(EW295T.1 course description) | Beckman, Charron | GNAM GNW Block Week Course  
Oct 14 - 18, 9AM - 5PM | N340/344 |

### Elective Color Code

- Accounting/Finance
- Leadership/Management
- Marketing
- Strategy/Entrepreneurship/Innovation
- Sector Specific
- Online

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