# FALL 2019 ELECTIVE SCHEDULE

## Monday

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Instructor(s)</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>EW218A.1</td>
<td>International Finance</td>
<td>Lyons, N300</td>
<td>Lyons, N300</td>
</tr>
<tr>
<td>EW236L.1</td>
<td>Private Equity/Leveraged Buyout</td>
<td>Goodson, Snyder, N170</td>
<td>Goodson, Snyder, N170</td>
</tr>
<tr>
<td>EW252.1</td>
<td>Negotiations</td>
<td>Schroth, C220</td>
<td>Schroth, C220</td>
</tr>
<tr>
<td>EW282.1</td>
<td>Real Estate Development</td>
<td>Williams, N570</td>
<td>Williams, N570</td>
</tr>
<tr>
<td>EW290T.4</td>
<td>Corporate Launch Pad</td>
<td>Pearce, N470</td>
<td>Pearce, N470</td>
</tr>
<tr>
<td>EW231.1</td>
<td>Corporate Finance</td>
<td>Mertens, N170</td>
<td>Mertens, N170</td>
</tr>
<tr>
<td>EW236E.1</td>
<td>Mergers and Acquisitions</td>
<td>Godson, Bershatsky, C210</td>
<td>Godson, Bershatsky, C210</td>
</tr>
<tr>
<td>EW236I.1</td>
<td>Leadership</td>
<td>Chatman, N300</td>
<td>Chatman, N300</td>
</tr>
<tr>
<td>EW236L.1</td>
<td>Leadership</td>
<td>Chatman, N300</td>
<td>Chatman, N300</td>
</tr>
<tr>
<td>EW255.1</td>
<td>Marketing Research</td>
<td>Hsu, C320</td>
<td>Hsu, C320</td>
</tr>
<tr>
<td>EW291D.1</td>
<td>Negotiations</td>
<td>Haddad, Haddad</td>
<td>Haddad, Haddad</td>
</tr>
<tr>
<td>EW292T.4</td>
<td>Impact Startup Launchpad</td>
<td>Calderon, Sze, N470</td>
<td>Calderon, Sze, N470</td>
</tr>
<tr>
<td>EW293.2</td>
<td>Benefit-Cost Analysis</td>
<td>Acland, N570</td>
<td>Acland, N570</td>
</tr>
<tr>
<td>EW296.13</td>
<td>Corporate Level Strategy</td>
<td>Simpson, C320</td>
<td>Simpson, C320</td>
</tr>
<tr>
<td>EW296.11</td>
<td>Opportunity Recognition</td>
<td>Isaacs, C220</td>
<td>Isaacs, C220</td>
</tr>
<tr>
<td>EW297.2</td>
<td>Tech and the City</td>
<td>Turner, N270</td>
<td>Turner, N270</td>
</tr>
<tr>
<td>EW293.1</td>
<td>Real Estate Finance and Securitization</td>
<td>Vergara-Alert, C330</td>
<td>Vergara-Alert, C330</td>
</tr>
<tr>
<td>EW295B.1</td>
<td>Negotiations</td>
<td>Dayonot, C125</td>
<td>Dayonot, C125</td>
</tr>
<tr>
<td>EW269.11</td>
<td>Pricing</td>
<td>Azhar, C210</td>
<td>Azhar, C210</td>
</tr>
<tr>
<td>EW292N.12</td>
<td>Equity &amp; Inclusive Leadership</td>
<td>Cohen, C110</td>
<td>Cohen, C110</td>
</tr>
</tbody>
</table>

## Tuesday

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Instructor(s)</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>EW254.18</td>
<td>Power and Politics (ONLINE)</td>
<td>Anderson, N500</td>
<td>Anderson, N500</td>
</tr>
<tr>
<td>EW255.1</td>
<td>Leadership</td>
<td>Chatman, N300</td>
<td>Chatman, N300</td>
</tr>
<tr>
<td>EW261.1</td>
<td>Marketing Research</td>
<td>Hsu, C320</td>
<td>Hsu, C320</td>
</tr>
<tr>
<td>EW277.2</td>
<td>Tech and the City</td>
<td>Turner, N270</td>
<td>Turner, N270</td>
</tr>
<tr>
<td>EW291D.1</td>
<td>Negotiations</td>
<td>Haddad, Haddad</td>
<td>Haddad, Haddad</td>
</tr>
<tr>
<td>EW292T.4</td>
<td>Impact Startup Launchpad</td>
<td>Calderon, Sze, N470</td>
<td>Calderon, Sze, N470</td>
</tr>
<tr>
<td>EW293.2</td>
<td>Benefit-Cost Analysis</td>
<td>Acland, N570</td>
<td>Acland, N570</td>
</tr>
<tr>
<td>EW296.13</td>
<td>Corporate Level Strategy</td>
<td>Simpson, C320</td>
<td>Simpson, C320</td>
</tr>
<tr>
<td>EW296.11</td>
<td>Opportunity Recognition</td>
<td>Isaacs, C220</td>
<td>Isaacs, C220</td>
</tr>
<tr>
<td>EW297.2</td>
<td>Tech and the City</td>
<td>Turner, N270</td>
<td>Turner, N270</td>
</tr>
<tr>
<td>EW293.1</td>
<td>Real Estate Finance and Securitization</td>
<td>Vergara-Alert, C330</td>
<td>Vergara-Alert, C330</td>
</tr>
<tr>
<td>EW295B.1</td>
<td>Negotiations</td>
<td>Dayonot, C125</td>
<td>Dayonot, C125</td>
</tr>
<tr>
<td>EW269.11</td>
<td>Pricing</td>
<td>Azhar, C210</td>
<td>Azhar, C210</td>
</tr>
<tr>
<td>EW292N.12</td>
<td>Equity &amp; Inclusive Leadership</td>
<td>Cohen, C110</td>
<td>Cohen, C110</td>
</tr>
</tbody>
</table>

## Wednesday

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Instructor(s)</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>EW254.1</td>
<td>Power and Politics</td>
<td>Sivastava, N300</td>
<td>Sivastava, N300</td>
</tr>
<tr>
<td>EW255.1</td>
<td>Leadership</td>
<td>Chatman, N300</td>
<td>Chatman, N300</td>
</tr>
<tr>
<td>EW261.1</td>
<td>Marketing Research</td>
<td>Hsu, C320</td>
<td>Hsu, C320</td>
</tr>
<tr>
<td>EW277.2</td>
<td>Tech and the City</td>
<td>Turner, N270</td>
<td>Turner, N270</td>
</tr>
<tr>
<td>EW291D.1</td>
<td>Negotiations</td>
<td>Haddad, Haddad</td>
<td>Haddad, Haddad</td>
</tr>
<tr>
<td>EW292T.4</td>
<td>Impact Startup Launchpad</td>
<td>Calderon, Sze, N470</td>
<td>Calderon, Sze, N470</td>
</tr>
<tr>
<td>EW293.2</td>
<td>Benefit-Cost Analysis</td>
<td>Acland, N570</td>
<td>Acland, N570</td>
</tr>
<tr>
<td>EW296.13</td>
<td>Corporate Level Strategy</td>
<td>Simpson, C320</td>
<td>Simpson, C320</td>
</tr>
<tr>
<td>EW296.11</td>
<td>Opportunity Recognition</td>
<td>Isaacs, C220</td>
<td>Isaacs, C220</td>
</tr>
<tr>
<td>EW297.2</td>
<td>Tech and the City</td>
<td>Turner, N270</td>
<td>Turner, N270</td>
</tr>
<tr>
<td>EW293.1</td>
<td>Real Estate Finance and Securitization</td>
<td>Vergara-Alert, C330</td>
<td>Vergara-Alert, C330</td>
</tr>
<tr>
<td>EW295B.1</td>
<td>Negotiations</td>
<td>Dayonot, C125</td>
<td>Dayonot, C125</td>
</tr>
<tr>
<td>EW269.11</td>
<td>Pricing</td>
<td>Azhar, C210</td>
<td>Azhar, C210</td>
</tr>
<tr>
<td>EW292N.12</td>
<td>Equity &amp; Inclusive Leadership</td>
<td>Cohen, C110</td>
<td>Cohen, C110</td>
</tr>
</tbody>
</table>

## Thursday

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Instructor(s)</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>EW236I.1</td>
<td>Leadership</td>
<td>Chatman, N300</td>
<td>Chatman, N300</td>
</tr>
<tr>
<td>EW254.1</td>
<td>Power and Politics</td>
<td>Sivastava, N300</td>
<td>Sivastava, N300</td>
</tr>
<tr>
<td>EW261.1</td>
<td>Marketing Research</td>
<td>Hsu, C320</td>
<td>Hsu, C320</td>
</tr>
<tr>
<td>EW277.2</td>
<td>Tech and the City</td>
<td>Turner, N270</td>
<td>Turner, N270</td>
</tr>
<tr>
<td>EW291D.1</td>
<td>Negotiations</td>
<td>Haddad, Haddad</td>
<td>Haddad, Haddad</td>
</tr>
<tr>
<td>EW292T.4</td>
<td>Impact Startup Launchpad</td>
<td>Calderon, Sze, N470</td>
<td>Calderon, Sze, N470</td>
</tr>
<tr>
<td>EW293.2</td>
<td>Benefit-Cost Analysis</td>
<td>Acland, N570</td>
<td>Acland, N570</td>
</tr>
<tr>
<td>EW296.13</td>
<td>Corporate Level Strategy</td>
<td>Simpson, C320</td>
<td>Simpson, C320</td>
</tr>
<tr>
<td>EW296.11</td>
<td>Opportunity Recognition</td>
<td>Isaacs, C220</td>
<td>Isaacs, C220</td>
</tr>
<tr>
<td>EW297.2</td>
<td>Tech and the City</td>
<td>Turner, N270</td>
<td>Turner, N270</td>
</tr>
<tr>
<td>EW293.1</td>
<td>Real Estate Finance and Securitization</td>
<td>Vergara-Alert, C330</td>
<td>Vergara-Alert, C330</td>
</tr>
<tr>
<td>EW295B.1</td>
<td>Negotiations</td>
<td>Dayonot, C125</td>
<td>Dayonot, C125</td>
</tr>
<tr>
<td>EW269.11</td>
<td>Pricing</td>
<td>Azhar, C210</td>
<td>Azhar, C210</td>
</tr>
<tr>
<td>EW292N.12</td>
<td>Equity &amp; Inclusive Leadership</td>
<td>Cohen, C110</td>
<td>Cohen, C110</td>
</tr>
</tbody>
</table>

## 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.
## 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.

### SUNDAY

<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 9:30AM - 4:30PM</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>9/6, 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>9/6, 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>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>EW296.11 (1 unit) *</td>
<td>Life Sciences Marketing (EW296.11 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>

### OFF-SCHEDULE

<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>N335</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.1 (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

- **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