

# SPRING 2020 ELECTIVES SCHEDULE

Evening classes meet 6:00-9:30PM (breaks 7:30-8:15PM)

**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

	MONDAY	TUESDAY	WEDNESDAY	THURSDAY
<b>EVENING COURSES</b>	EW237.1 (3 units) * <b>Fin Tech</b> Parlour, N270 <i>(EW237.1 course description)</i>	EW236E.1 (2 units) © !!! <b>Mergers and Acquisitions: A Focus on Creating Value</b> Goodson, N170 <i>(EW236E.1 course description)</i>	EW236F.1 (2 units) * <b>Behavioral Finance</b> LaBlanc, N170 <i>(EW236F.1 course description)</i>	EW222.1 (3 units) © <b>Financial Information Analysis</b> Patatoukas, N300 <i>(EW222.1 course description)</i>
	EW252.1 (3 units) © <b>Negotiations and Conflict Resolution</b> Schroth, N470 <i>(EW252.1 course description)</i>	EW256.1 (3 units) * <b>Global Leadership</b> Gundling, C330 <i>(EW256.1 course description)</i>	EW257.4 (2 unit) * <b>People Analytics</b> Whiteman, N300 <i>(EW257.4 course description)</i>	EW224A.1 (2 units) * <b>Managerial Accounting</b> Briginsshaw, C330 <i>(EW224A.1 course description)</i>
	EW262.1 (3 units) * © !!! <b>Strategic Brand Management</b> Hopelain, C330 <i>(EW262.1 course description)</i>	EW263.1 (3 units) * <b>Marketing Analytics</b> Jeziorski, N300 <i>(EW263.1 course description)</i>	EW285.1 (3 units) ** <b>Land Development and Investment</b> Falik, 132 Boalt <i>(EW285.1 course description)</i>	EW260.1 (3 units) * <b>Consumer Insights</b> Evers, N170 <i>(EW260.1 course description)</i>
	EW290T.2 (1 unit) !!! * <b>Hands On Rapid Innovation</b> McCoy, iLab <i>(EW290T.2 course description)</i>	EW280.1 (3 units) * <b>Real Estate Investment and Market Analysis</b> Couture, N270 <i>(EW280.1 course description)</i>	EW290H.1 (3 units) * <b>Haas@Work</b> Kellogg, Rochlin, iLab <i>(EW290H.1 course description)</i> <b>NO DROPS ALLOWED FOR THIS COURSE</b>	EW295A.2 (3 units) © * <b>Entrepreneurship</b> Beyer, N470 <i>(EW295A.2 course description)</i>
	EW296.1 (2 units) !!! <b>Corporate Level Strategy</b> Simpson, C220 <i>(EW296.1 course description)</i>	EW290T.3 (2 units) * <b>Strategy for the Networked Economy</b> Metzler, N470 <i>(EW290T.3 course description)</i>	EW290T.4 (2 units) <b>Design Your Life</b> Kovats, C320 <i>(EW290T.4 course description)</i>	
	EW296.4 (2 units) * <b>An Introduction to Code for MBAs</b> Wadcan, N440 <i>(EW296.4 course description)</i>	EW292S.1 (3 units) * <b>Social Sector Solutions</b> Silver, Doughert, C320 <i>(EW292S.1 course description)</i> <b>NO DROPS ALLOWED FOR THIS COURSE</b>	EW295T.1 (3 units) * <b>Lean Launchpad</b> Hornthal, Weinstein, Polese, N570 <i>(EW295T.1 course description)</i> <b>NO DROPS ALLOWED FOR THIS COURSE</b>	
	EW296.7 (1 unit) !!! * <b>Running a Multinational Corporation - Simulation</b> Dinova - C325 <i>(EW296.7 course description)</i>	EW292T.3B (1 unit) * <b>Sustainable Portfolio Construction</b> Taurasi, N540 <i>(EW292T.3B course description)</i>	EW295T.2A (2 units) * <b>Entrepreneurship Strategy</b> Nagaraj, N470 <i>(EW295T.2A course description)</i>	
		EW292T.8 (2 units) * !!! <b>Berkeley Impact Venture Fund - Accelerate</b> Calderon, N440 <i>(EW292T.8 course description)</i>	EW295T.3 (2 unit) <b>Startup Lab</b> Zand, Hischier, N500 <i>(EW295T.3 course description)</i>	
<b>SATURDAY</b>	<b>SATURDAY AM (10AM-1PM)</b>		<b>SATURDAY PM (2PM-5PM)</b>	
	EW217.11 (3 units) !!! <b>Big Data and Better Decisions</b> Kolstad, Gertler, C220 <i>(EW217.11 course description)</i>	EW295A.11 (3 units) © <b>Entrepreneurship</b> Raghavan, N270 <i>(EW295T.2A course description)</i>	EW233.11 (3 units) © <b>Asset Management</b> Olesky, N300 <i>(EW233.11 course description)</i>	EW266.11 (3 units) <b>Sales Force Management and Channel Strategy</b> Azhar, N170 <i>(EW266.11 course description)</i>
	EW222.11 (3 units) © <b>Financial Information Analysis</b> Patatoukas, N300 <i>(EW222.11 course description)</i>	EW299M.11 (3 units) <b>Marketing Strategy</b> Sawhill, C210 <i>(EW299M.11 course description)</i>	EW263.11 (3 units) <b>Marketing Analytics</b> Jeziorski, N270 <i>(EW263.11 course description)</i>	EW290T.11 (3 units) <b>Managing the New Product Development Process</b> Berk, C210 <i>(EW290T.11 course description)</i>
EW236V.11 (2 units) * <b>New Venture Finance</b> O'Neill, Robertson, N170 <i>(EW236V.11 course description)</i>				

Elective Color Code	
Accounting/Finance	
Leadership/Management	© - Prime Elective Course
Marketing	*Dual-listed with the Full-Time MBA Program.
Strategy/Entrepreneurship	**Cross-listed with the Full-Time MBA Program and another department.
Sector Specific	!!! Please see course description for dates/times

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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.

\* Dual-listed with the Full-Time MBA program. \*\* Please check the pre and post-session times for each course. The links to each course are on the course description for each course.

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 <i>(EW212B course description)</i>	Marks	Sun 3/1 & Sun 3/8 , 9AM - 5PM	C330
	EW212C.11 (1 unit) *	Energy and Infrastructure Project Finance <i>(EW212C.11 course description)</i>	Rogers	Sun 3/15 & 4/19 , 9AM - 5PM	C330
	EW236H.11 (1 unit)	Financial Statement Modeling for Finance Careers <i>(EW236H.11 course description)</i>	Herbert-Creek	Sun 3/1, Sun 3/15, & Sun 4/5, 9AM- 1PM, Sun 4/19, 9AM- 11AM	N170
	EW237.11 (1 unit) *	Search Funds <i>(EW237.11 course description)</i>	Simon	Sun 3/1 & Sun 4/19, 9AM - 5PM	N470
	EW247.11 (1 unit) *	Business and Sustainable Supply Chains <i>(EW247.11 course description)</i>	Romero-Hernandez	Sun 3/1 & Sun 3/15 , 9AM - 5PM	N170
	EW257.11 (1 unit)	The Science of Productivity and Performance <i>(EW257.11 course description)</i>	Yousef	Sun 3/1, Sun 3/15, Sun 4/5 & Sun 4/19, 2PM-6PM	N170
	EW267.11 (1 unit) *	The Business of AI <i>(EW267.11 course description)</i>	Katona,Stepka, Abbeel	Sun 2/9 & Sun 2/16, 9AM - 5PM	N300
	EW277.11 (1 unit)	Doing Business in Emerging Markets <i>(EW277.11 course description)</i>	Harris	Sun 3/8 & Sun 4/26, 9AM - 6PM	C320
	EW290T.12 (1 unit)	SQL Programming <i>(EW290T.2 course description)</i>	Varier	Sun 4/5 & Sun 4/26, 9AM - 5PM	C325
	EW291C.11 (1 unit)	Active Communicating <i>(EW291C.11 course description)</i>	Charnsupharindr	Sun 4/5 & Sun 4/26, 9AM - 5PM	C420
	EW291I.11 (1 unit)	Improvisational Leadership <i>(EW291I.11 course description)</i>	Worthington, Brafman, Snyder	Sun 2/9 & Sun 2/23, 9AM - 5PM	C420
	EW291T.11 (1 unit) *	Leader as Coach <i>(EW291T.11 course description)</i>	Rittenberg, Houlihan	Sun 3/8 & Sun 3/15, 9AM - 6PM	C420
	EW291T.12 (1 unit)	Audience-Focused Communication <i>(EW291T.12 course description)</i>	Leipzig	Sun 4/19 & Sun 4/26, 9AM - 5PM	iLab
	EW292B.11 (1 unit) *	Nonprofit Boards <i>(EW292B.11 course description)</i>	Heinrich	Sun 3/1 & Sun 4/5, 9AM - 5PM	N370
	EW292F.11 (1 unit) *	Financial Management of Nonprofit Organizations <i>(EW292F.11 course description)</i>	Copen	Sun 2/23 & Sun 3/8, 9AM - 5PM	C325
	EW295T.11 (1 unit) *	Growth Hacking <i>(EW295T.11 course description)</i>	Charron	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 <i>(EW295T.12 course description)</i>	Danner	Sun 2/2 & Sun 3/1, 9AM - 5PM	C325	
EW296.11 (1 unit) *	Unlocking Digital Innovation in Healthcare <i>(EW296.11 course description)</i>	Macpherson	Sun 3/15 & Sun 4/19, 9AM - 5PM	N300	
EW296.13 (1 unit) *	Commercializing Biotech & Pharma <i>(EW296.13 course description)</i>	Macpherson	Sun 2/9 & Sun 2/23, 9AM - 5PM	N270	

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 (2 unit) <b>NO DROPS ALLOWED</b>	Design Sprint for Corporate Innovation <i>(EW290T.1 course description)</i>	Ball	Sun 2/9 ** In Country: Sun 3/22 - Sat 3/27 Departure: 3/28	N170
	EW290T.5 (2 units)	Digital Transformation <i>(EW290T.5 course description)</i>	La Blanc	Block Week Course: Jan. 6 - 10, 9AM - 5PM	N300
	EW292T.1 (2 units)	Future of Work <i>(EW292T.1 course description)</i>	La Blanc	Block Week Course: (Spring Break) March 23 - 27, 9AM - 5PM	N170
	EW292T.4 (1 unit) *	Impact Startup Disco <i>(EW292T.4 course description)</i>	Calderon	Fri 3/6, 4:30PM - 9PM, Sat 3/7, 9AM-4PM, Sun 3/8, 12noon-4PM	N500
	EW295C.1 (2 units)	Opportunity Recognition <i>(EW295C.1 course description)</i>	Isaacs	Block Week Course: (Spring Break) March 23 - 26, 9AM - 5PM	N470
	EW296.2 (3 units) <b>NO DROPS ALLOWED</b>	International Business Development (IBD) - Enrollment done through Spring 2020 Bidding <i>(EW296.11 course description)</i>	Zand	SUMMER 2020	TBD
	EW296.3 (2 units) <b>NO DROPS ALLOWED</b>	The Business of Politics: Washington Campus <i>(EW296.3 course description)</i>	Vogel	Fri 12/6 **, Mon 1/6 - Fri 1/10, Fri 1/24 **	C320
	EW298S.1 (2 units) <b>NO DROPS ALLOWED</b>	SIB: South Africa <i>(EW298S.1 course description)</i>	Rittenberg, Gavshon	Sun 2/9, ** Sun 3/8 **, In Country: Sun 3/22 - Sat 3/28 Sun 4/26 **	N500
	EW298S.2 (2 units) <b>NO DROPS ALLOWED</b>	SIB: China <i>(EW298S.2 course description)</i>	Zand, Lu	Sun 3/8, ** Sun 3/15 **, In Country: Sun 3/22 - Sat 3/28 Sun 4/19 **	C325
	EW298S.4 (2 units) <b>NO DROPS ALLOWED</b>	SIB: Brazil <i>(EW298S.4 course description)</i>	Feferman	Sun 2/23, **, Sun 3/1 **, Sun 3/8 **, In Country: Sun 3/22 - Sat 3/28 Sun 4/26 **	C110
	EW293.1/PHW227A.1 (3 units)	Health Care Finance <i>(EW293.1/PHW227A.1 course description)</i>	Macpherson	3/9 - 5/3	ONLINE
EW293.2/PHW223 (3 units)	Strategic Management and the Organization of Health Services <i>(EW293.2/PHW223 Course description)</i>	Housha	3/9 - 5/3	ONLINE	