

FALL 2017 ELECTIVE SCHEDULE

Evening & Weekend MBA Program

3 unit courses meet all 15 weeks
 2 unit courses meet the first 10 weeks
 Please review the course description or syllabus for exact dates.
 Please refer to the Academic Calendar for the start and end dates.

	MONDAY	TUESDAY	WEDNESDAY	THURSDAY
EVENING COURSES	EW217.1 (2 units) Incentives and Strategies in Talent Management* Rubinstein, C330	EW255.1 (2 units) Leadership* © Chatman, N470 <i>See Dates on Course Description</i>	EW254.1 (3 units) Power and Politics in Organizations © Srivastava, N300	EW256.1 (3 units) Global Leadership* Gundling, N170
	EW236L.1 (2 units) Private Equity Leveraged Buyouts* Goodson, Hirji, N270 <i>See Dates on Course Description</i>	EW262.1 (3 units) Strategic Brand Management © Upshaw, C135	EW261.2 (3 units) Marketing Research* © Hsu, C220	EW257.1 (3 units) Managing in Information-Intensive Businesses Hansen, C125
	EW252.1 (3 units) Negotiations © Schroth, C220	EW283.1 (3 units) Real Estate Finance and Securitization* Krainer, N300	EW290H.1 (3 units) Haas@Work* Kellogg, Rochlin, I-Lab	EW295A.1 (3 units) Entrepreneurship* © Beyer, Leschin, N270
	EW282.1 (3 units) Real Estate Development* Williams, N300	EW290T.3 (3 units) Intellectual Property for Tech Entrepreneurs* Fitch, C330	EW292N.3 (2 units) Food Venture Lab* Rosenzweig, N270 <i>See dates on course description.</i>	EW295M.1 (2 units) Business Model Innovation and Entrepreneurial Strategy* Charron, N300
	EW290T.1 (3 units) Design, Evaluate and Scale Development Technologies* Gadgil, Gertler, Walske, N540	EW292T.4 (2 units) Social Lean Launchpad* Calderon, Mangan, C220	EW295B.1 (3 units) Venture Capital & Private Equity* Foote, Opdendyk, N570	EW299M.1 (3 units) Marketing Strategy Villas-Boas, C330
	OTHER EVENING COURSES			
	EW292T.3 (2 units) Managing Human Rights in Business* McElrath, Natour, C330 4 - 6PM <i>Meets all 15 weeks</i>		EW292T.1 (2 units) Business Case for Investing in Women* McElhaney, N170 6 - 8PM <i>Meets all 15 weeks</i>	
	EW296.1 (1 unit) Introduction to Code for MBAs Wadcan, N170 6:30 - 8:30PM <i>See dates on courses description</i>		EW257.2 (2 units) The Pursuit of Meaningful Work Katz, C110 6 - 8PM <i>Meets all 15 weeks</i>	
	SATURDAY AM (9AM-12PM)		SATURDAY PM (1PM-4PM)	
	SATURDAY	EW236E.11 (2 units) Mergers and Acquisitions © Bershatsky, C135 <i>See dates on courses description</i>	EW277.11 (2 units) Scenario Planning and Futures Thinking Harris, N440 <i>See Dates on Course Description</i>	EW252.11 (3 units) Negotiations © Daynot, C125
EW269.11 (3 units) Pricing © Kamada, C125		EW295T.11 (2 units) Opportunity Recognition Isaacs, C210	EW257.11 (2 units) Accelerating Change Readiness Bahrami, C330	

© - Prime Elective Course

*Dual-listed with the Full-Time MBA Program.

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The courses below are Sunday 1 unit courses, which are 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.

SUNDAY - 1 UNIT COURSES	COURSE NUMBER	TITLE	PROFESSOR	DATE/TIME	LOCATION
	EW236G.10A	Designing Financial Models that Work	Herbert Creek	Sun 10/8, 10/22, 11/5 (9AM-1PM), 11/19 (11AM-1PM)	C320
	EW236G.11A	Designing Financial Models that Work	Herbert Creek	Sun 10/8, 10/22, 11/5 (2PM-6PM), 11/19 (2PM-4PM)	C320
	EW247.11	Descriptive and Predictive Data Mining*	Shogan	Sun 11/5, 11/19 (9AM-5PM)	N300
	EW290P.11	Project Management Case Studies*	Romero-Hernandez	Sun 10/15, 10/29 (9AM-5PM)	N470
	EW291C.11	Active Communicating	Rittenberg	Sun 9/17, 10/8 (9AM-6PM)	C420
	EW291D.11	Presentation Design for Analytical Communications*	Hill	Sun 9/24, 11/5 (9AM-5PM)	C125
	EW291T.12	Leader as Coach	Rittenberg	Sun 11/5, 11/19 (9AM-6PM)	C420
	EW292B.11	Nonprofit Boards*	Heinrich	Sun 10/22, 11/5 (9AM - 5PM)	N170
	EW292N.11	Social Impact Marketing*	Buechert	Sun 10/1, 10/15 (9AM-5PM)	C325
	EW292T.11	Business & Natural Resources - Sustainable Use of Ecosystems*	Romero-Hernandez	Sun 10/22, 11/5 (9AM-5PM)	N470
	EW295T.13	Built for Growth	Danner	Sun 9/10, 12/3 (9AM-6PM)	C320
	EW296.12	Building Trust Based Relationships*	Ball, Caleshu	Sun 9/24, 10/29 (9AM-6PM)	N500

The courses below do not follow the standard Monday - Thursday 6:00-9:30PM time frame or Saturday schedule. Please note special times and dates.

OFF-SCHEDULE COURSES	COURSE NUMBER	TITLE	PROFESSOR	DATE/TIME	LOCATION
	EW212A.1 (3 units)	Cleantech to Market*	Alexander	Tue & Thurs, 11AM-12:30PM	N300
	EW291T.11 (2 units)	Advanced Leadership Communications	Herbert Creek	Sun 9/10, 10/1, 10/22, 10/29 (9AM-6PM)	C420
	EW292J.1 (2 units)	Haas Socially Responsible Investment Fund*	Hanson	Thurs, 12:30-2PM	N270
	EW292T.12 (1 unit)	The Responsible Company*	Strand	Fri 10/6 - Sun10/8 (see times on course description)	I-Lab
	EW295T.12 (1 unit)	Startup Disco*	Calderon	Fri 11/3 (4:30PM-9PM) Sat 11/4 (9AM-4PM) Sun 11/5 (12PM-4PM)	N500
EW MBA296.2 (1 unit)	FORAD Simulation***	Dinova	Wed, 6PM-9:45PM (9/6, 9/20, 10/11, 11/1)	C320	

*Dual-listed with the Full-Time MBA program.

**Please check the pre and post-session times for each International Opportunity course. The links to each course are on the Other Academic Opportunities page of our website (<http://http://haas.berkeley.edu/EWMBA/academics/other-academic-opportunities.html>).

*** Dual-listed with the EMBA program.

Color Code
Accounting/Finance Electives
Leadership/Management Electives
Marketing Electives
Strategy/Entrepreneurship Electives
Other Sector Specific Electives

FALL 2017 ELECTIVE SCHEDULE OVERVIEW

Evening & Weekend MBA Program

While the EWMBA Core is designed to provide you an overview of the various disciplines of business, the coverage is by design, broad. The expectation is that you will pursue more advanced courses in those disciplines that you believe will best serve you in your professional career. We strongly recommend that you not restrict your choice of electives to just one or two disciplines since the most important things that you learn here will not be specific, discipline-based tools or techniques but the ability to analyze and solve problems. Most problems are not discipline-specific but require you to bring into play a variety of concepts and tools that you have learned in all of the courses taken while an EWMBA student.

2017-2018 Prime Electives						
Prime Electives are those classes that are essential courses regardless of career path and help all students develop into business leaders/managers.						
	Evening		Weekend		Summer	
Marketing						
Marketing Research	Fall		Fall			
Pricing	Spring		Fall			
Strategic Brand Mgmt	Fall		Spring			
Accounting/Finance						
Asset Management	Spring		Spring			
Corporate Finance	Spring		Spring			
Financial Info Analysis	Spring		Spring			
M&A	Spring		Fall			
Leadership & Management						
Leadership	Fall					
Negotiations	Fall/Spring		Fall		Block Wk	
Power & Politics	Fall/Spring		Spring			
Strategy/Entrepreneurship						
Entrepreneurship	Fall/Spring		Spring			
Game Theory	Spring: online		Spring: online		Block Wk	

What's Different in Fall 2017	
Newly Offered	Notes
Scenario Planning and Futures Thinking	Newly developed course; Weekend
The Pursuit of Meaningful Work	Newly developed course; Evening
Opportunity Recognition	Newly developed course; Weekend
Tech and the City	Newly developed course; Evening
Built for Growth	Newly developed course; Weekend
FORAD Simulation	Newly developed course; Evening
Schedule Change	Notes
Pricing	Now offered in Fall for Weekend
Offered Fall 2016, but not Fall 2017	Notes
Corporate Financial Reporting	Moved to Spring 2017
Social Impact Metrics	Not offered in Fall
Design and Marketing New Products	Not offered in Fall
Business and Technology Marketing	Not offered in Fall
Work, Wisdom, and Happiness	Not offered in Fall
Cancelled	Notes
Marketing Research (Saturday)	Low enrollment after bidding

(1) Please refer to the Electives Schedule for full course offerings

Resources
Academic Advisor
Academic Calendar
Academic Roadmap
bCourses Electives Forum
Bidding Process
Course Descriptions
Faculty Evaluations
Peer-to-Peer Events
Recommended Electives by Career Path
Registration Timeline

Class Times
Evenings: 6PM-9:30PM
Saturday AM: 9AM-12PM
Saturday PM: 1PM-4PM
Sunday: 2 full days (mandatory attendance)
Off schedule: varies

Unit Load
3 units: 15 weeks
2 units: 10 weeks (dates may vary)
1 unit: 2 full days (mandatory attendance)

Important Details
*Always refer to latest available schedule.
*Courses and dates are subject to change.
*Rooms/capacities are not finalized yet.
*Spring has more electives than Fall.
*Bidding starts via OLR: 4/19
*Add/Drop starts via OLR: 7/31

Last updated on 8/17/17