

SPRING 2019 ELECTIVES SCHEDULE

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
EVENING COURSES	EW231.3 (3 units) * <sup>Ⓞ</sup> <b>Corporate Finance</b> Malmendier, N470 <i>EW231.3 Course Description</i>	EW236E.1 (2units) <sup>Ⓞ</sup> !!! <b>Mergers &amp; Acquisitions</b> Goodson, N270 <i>EW236E.1 Course Description</i>	EW237.1 (3 units) * <b>Fin Tech</b> Parlour, N170 <i>EW237.1 Course Description</i>	EW222.1 (3 units) <sup>Ⓞ</sup> <b>Financial Information Analysis</b> Patatoukas, N300 <i>EW222.1 Course Description</i>
	EW236V.1 (3 units) * <b>New Venture Finance</b> Morse, N300 <i>EW236V.1 Course Description</i>	EW237.2 (2 units) <sup>Ⓞ</sup> * <b>Asset Management</b> Marshall, N300 <i>EW237.2 Course Description</i>	EW285.1 (3 units) ** <b>Land Development &amp; Investment</b> Falik, 132 Boalt Meets 6:25PM - 9:30PM <i>EW285.1 Course Description</i>	EW224A.1 (2 units) * <b>Managerial Accounting</b> Nezlobin, C330 <i>EW224A.1 Course Description</i>
	EW252.1 (3 units) <sup>Ⓞ</sup> <b>Negotiations and Conflict Resolution</b> Schroth, N170 <i>EW252.1 Course Description</i>	EW240.1 (2 units) * <b>Decision Models</b> Papanastasiou, N500 <i>EW240.1 Course Description</i>	EW290H.1 (3 units) * <b>Haas@Work</b> Kellogg, Rochlin, iLab <i>EW290H.1 Course Description</i>	EW260.1 (3 units) * <b>Consumer Insights</b> Evers, C325 <i>EW260.1 Course Description</i>
	EW290T.2 (1 unit) * !!! <b>Hands-On Rapid Innovation</b> McCoy, iLab <i>EW290T.2 Course Description</i>	EWMBAW 254.1 (2 units) !!! <b>Power &amp; Politics (ONLINE)</b> Anderson Meets 6:00PM - 7:30PM <i>EWMBAW 254.1 Course Description</i>	EW295T.1 (3 units) * <b>The Lean Launchpad</b> Holdstein, Hornthal, Weinstein, N570 <i>EW295T.1 Course Description</i>	EW280.1 (3 units) * <b>Real Estate Investment &amp; Market Analysis</b> Couture, N270 <i>EW280.1 Course Description</i>
	PUBAFF W290.2 (3 units) !!! <b>Principles of Cost-Benefit Analysis for Policy Leaders (ONLINE)</b> Acland <i>PUBAFF W290.2 Course Description</i>	EW263.1 (3 units) * <b>Marketing Analytics</b> Jeziorski, N170 <i>EW263.1 Course Description</i>		EW295A.2 (3 units) <sup>Ⓞ</sup> * <b>Entrepreneurship</b> Beyer, N470 <i>EW295A.2 Course Description</i>
	EW296.1 (2 units) !!! <b>Corporate Level Strategy</b> Simpson, C320 <i>EW296.1 Course Description</i>	EW290T.3 (2 units) * <b>Strategy for the IT Firm</b> Metzler, C320 <i>EW290T.3 Course Description</i>		
	EW296.2 (2 units) ** !!! <b>Blockchain &amp; the Future of Technology, Business &amp; Law</b> La Blanc, N570 Meets 6-8PM <i>EW296.2 Course Description</i>	EW292I.1B (1 unit) * <b>Socially Responsible Investing</b> Kurtz, N300 <i>EW292I.1B Course Description</i>		
		EW292S.1 (3 units) * <b>Social Sector Solutions</b> Silver; Jansen, iLab <i>EW292S.1 Course Description</i>		
SATURDAY	<b>SATURDAY AM (10AM-1PM)</b>		<b>SATURDAY PM (2PM-5PM)</b>	
	EW222.11 (3 units) <sup>Ⓞ</sup> <b>Financial Information Analysis</b> Patatoukas, N300 <i>EW222.11 Course Description</i>	EW280.11 (3 units) <b>Real Estate Investment &amp; Market Analysis</b> Couture, C220 <i>EW280.11 Course Description</i>	EW266.11 (3 units) <b>Sales Force Management &amp; Channel Strategy</b> Azhar, N170 <i>EW266.11 Course Description</i>	EW233.11 (3 units) <sup>Ⓞ</sup> <b>Asset Management</b> Olesky, C320 <i>EW233.11 Course Description</i>
	EW231.11 (3 units) <sup>Ⓞ</sup> <b>Corporate Finance</b> Mertens, C320 <i>EW231.11 Course Description</i>	EW295A.11 (3 units) <sup>Ⓞ</sup> <b>Entrepreneurship</b> Raghavan, N270 <i>EW295A.11 Course Description</i>		EW290T.11 (3 units) <b>Managing the New Product Development Process</b> Law, N270 <i>EW290T.11 Course Description</i>
EW262.11 (3 units) <sup>Ⓞ</sup> !!! <b>Strategic Brand Management</b> Hopelain, N170 Meets 9AM-1PM <i>EW262.11 Course Description</i>				

<sup>Ⓞ</sup> - Prime Elective Course

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

\*\*Cross-listed with the Full-Time MBA Program and another department.

!!! Please see course description for dates

# SPRING 2019 ELECTIVES SCHEDULE

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.

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 (EW212B Course Description)	Marks	3/3 (9AM - 5PM), 3/10 (9AM - 5PM)	C330
	EW212C.11 (1 unit)	Modeling for Energy and Infrastructure Project Finance (EW212C.11 Course Description)	Kimber	3/10 (9AM - 5PM), 3/17 (9AM - 5PM)	C320
	EW236H.11 (1 unit)	Financial Statement Modeling for Finance Careers (EW236H.11 Course Description)	Herbert-Creek	3/3 (9am -1pm), 3/17 (9am -1pm), 4/7 (9am -1pm), 4/14 (9am-11am only, for an exam which may be taken remotely)	N170
	EW247.11 (1 unit) *	Business and Sustainable Supply Chains (EW247.11 Course Description)	Romero-Hernandez	2/10 (9AM - 5PM), 2/24 (9AM - 5PM)	N170
	EW267.11 (1 unit)	The Business of AI (EW267.11 Course Description)	Katona	2/10 (9AM - 5PM), 2/17 (9AM - 5PM)	N270
	EW291C.11 (1 unit)	Active Communicating (EW291C.11 Course Description)	Charnsupharindr	2/17 (9AM - 6PM), 3/10 (9AM - 6PM)	C420
	EW291I.11 (1 unit)	Improvisational Leadership (EW291I.11 Course Description)	Worthington	2/10 (9AM - 5PM), 2/24 (9AM - 5PM)	C420
	EW291T.11 (1 unit) *	Leader as Coach (EW291T.11 Course Description)	Houlihan	4/14 (9AM - 6PM), 4/28 (9AM - 6PM)	C420
	EW291T.12 (1 unit)	Audience-Focused Communication (EW291T.12 Course Description)	Leipzig	2/17 (9AM-5PM), 2/24 (9AM-5PM)	iLab
	EW292B.11 (1 unit) *	Nonprofit Boards (EW292B.11 Course Description)	Jansen	2/10 (9AM - 5PM), 3/3 (9AM - 5PM)	N370
	EW292F.11 (1 unit) *	Strategic Financial Management of Nonprofit Organizations (EW292F.11 Course Description)	Copen	2/24 (9AM - 5PM), 3/10 (9AM - 5PM)	C325
	EW292T.11 (1 unit) *	Creating Shared Value (EW292T.11 Course Description)	Kramer	3/3 (9AM - 5PM) 3/17 (9AM - 5PM)	N270
	EW295T.11 (1 unit) *	Growth Hacking (EW295T.11 Course Description)	Charron	4/14 (9AM - 5PM) 4/28 (9AM - 5PM)	N440
	EW295T.12 (1 unit) *	Built for Growth (EW295T.12 Course Description)	Danner	3/3 (9AM - 6PM) 4/28 (9AM - 6PM)	C325
EW296.11 (1 unit) *	Unlocking Digital Innovation in Healthcare (EW296.11 Course Description)	Macpherson	3/17 (9AM - 5PM), 4/7 (9AM - 5PM)	N300	
EW296.12 (1 unit) *	Biotech & Pharma (EW296.12 Course Description)	Macpherson	2/10 (9AM - 5PM), 2/24 (9AM - 5PM)	C330 (2/10), N270 (2/24)	

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
	EW291T.1 (2 units)	Interpersonal Skills & Embodied Leadership (EW291T.13 Course Description)	Peng	3/15 (1PM - 7PM), 3/16 (9AM - 9:30PM), 3/17 (9:30AM - 7PM)	N540
	EW292T.4 (1 unit) *	Impact Startup Disco (EW292T.4 Course Description)	Calderon	Fri 3/8 (4:30 PM - 9:00 PM) Sat 3/9 (9:00 AM - 4:00 PM) Sun 3/10 (12:00 PM - 4:00 PM)	N500
	EW295C.1 (2 units)	Opportunity Recognition (EW295C.1 Course Description)	Issacs	3/25 - 3/28 (9AM - 5PM)	N170
	EW296.3 (2 units)	The Business of Politics: Washington Campus (EW293.2 Course Description)	Vogel	Fri 11/30** Mon 1/7 - Fri 1/11 Fri 1/25 **	C320
	EW298S.1 (2 units)	SIB: South Africa (EW298S.1 Course Description)	Rittenberg	Sun 2/24**, Sun 3/10 ** Mon 3/24 - Sat 3/30 Sun 4/21**	N500
	EW298S.2 (2 units)	SIB: China (EW298S.2 Course Description)	Zand	Sun 3/3**, Sun 3/17 **, Sun 3/24 - Sat 3/30, Sun 4/14**	C325
	EW298S.3 (2 units)	SIB: India (EW298S.3 Course Description)	Rau	Sun 3/17**, Sun 3/24 - Sat 3/30, Sun 4/14**	TBD
	EW298S.4 (2 units)	SIB: Brazil (EW298S.4 Course Description)	Feferman	Please check course description for dates	TBD
	PHW223.1 (3 units)	Strategic Management and the Organization of Health Services (PHW223.1 Course Description)	Housha	3/11-5/4	ONLINE

\*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.