Spring 21 Elective Schedule

(this webinar will be recorded)

Mark Gorenflo, Executive Director
Evening & Weekend MBA Program
Spring 2021 Schedule

• How to Read the Schedule
• Choosing Electives
• Other Considerations
• Important Dates
• Questions
HOW TO READ THE ELECTIVE SCHEDULE
Where to Find the Schedule

https://haas.berkeley.edu/ewmba
### Evening & Saturday

<table>
<thead>
<tr>
<th>MONDAY</th>
<th>TUESDAY</th>
<th>WEDNESDAY</th>
<th>THURSDAY</th>
</tr>
</thead>
<tbody>
<tr>
<td>EWMBAW211.1 (2 units)</td>
<td>EW236.1 (2 units) * Mergers and Acquisitions</td>
<td>EW239.1 (2 units) * Behavioral Finance</td>
<td>EW222.1 (3 units) * Financial Information Analysis</td>
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<tr>
<td>LaBlanc</td>
<td>Goodman</td>
<td>Lablan</td>
<td>Patatouskas</td>
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<tr>
<td>EW231.1 (3 units) * Corporate Finance</td>
<td>EW263.1 (3 units) * Marketing Analytics</td>
<td>EW259.3 (2 unit) * Work, Wisdom and Happiness</td>
<td>EW240.1 (2 units) * Decision Models</td>
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<tr>
<td>Masilvar</td>
<td>Iornoski</td>
<td>Schwartz</td>
<td>Papanastasiou</td>
</tr>
<tr>
<td>EW237.1 (3 units) * Fid Tish Parlour</td>
<td>EW273.1 (2 units) * Dynamic Capabilities</td>
<td>EW290H.1 (3 units) * Haas@Work</td>
<td>EW257.4 (2 units) * People Analytics</td>
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<tr>
<td>NO DROPS ALLOWED</td>
<td>NO DROPS ALLOWED</td>
<td>Kellogg, Roehlin, Shimamoto</td>
<td>Guileaun</td>
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<tr>
<td>EW252.1 (3 units) * Negotiations</td>
<td>EW280.1 (3 units) * Real Estate Investment and Market Analysis</td>
<td>EW907.2 (2 units) * Design Your Life</td>
<td>EW260.1 (3 units) * Consumer Insights</td>
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<tr>
<td>Schroth</td>
<td>Wallace</td>
<td>Kovals</td>
<td>Evers</td>
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<tr>
<td>EW2907.2 (2 units) * Strategy for the Networked Economy</td>
<td>EW927.3B (1 unit) III * Sustainable Portfolio Construction</td>
<td>Taurasi</td>
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<td>NO DROPS ALLOWED</td>
<td>Alvino</td>
<td>Entrepreneurship</td>
<td>Beyer</td>
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<tr>
<td>EW296.4 (2 units) * An Introduction to Code</td>
<td>EW290.1 (3 units) * Social Sector Solutions</td>
<td>EW295.1 (3 units) * Lean Launchpad</td>
<td>Horath, Weinstein, Polesi</td>
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<tr>
<td>Wadcan</td>
<td>Silver, Dougherty</td>
<td>NO DROPS ALLOWED</td>
<td>Horath, Weinstein, Polesi</td>
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<tr>
<td>EW296.7 (1 unit) III * Running a Multinational Corporation - Simulation</td>
<td>EW2957.2 (2 units) * Startup Lab</td>
<td>EW299.1 (3 units) * Marketing Strategy</td>
<td>Wilton</td>
</tr>
<tr>
<td>Oynova</td>
<td>Zand, Hirschel</td>
<td>EW299.1 (3 units) * Marketing Strategy</td>
<td>Wilton</td>
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</tbody>
</table>

### SATURDAY AM (10AM-1PM)

<table>
<thead>
<tr>
<th>SATURDAY PM (2PM-5PM)</th>
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<tbody>
<tr>
<td>EW217.11 (3 units) III * Big Data and Better Decisions</td>
</tr>
<tr>
<td>Kelstadt, Gerstier</td>
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<tr>
<td>EW222.11 (3 units) * Financial Information Analysis</td>
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<td>Patatouskas</td>
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<tr>
<td>EW26S.11 (2 units) II * New Venture Finance</td>
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</table>

© - 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/times
# Sunday & Off Schedule

<table>
<thead>
<tr>
<th>COURSE NUMBER</th>
<th>TITLE</th>
<th>PROFESSOR</th>
<th>DATE/TIME</th>
<th>LOCATION</th>
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<tbody>
<tr>
<td>FW212.C.11 (1 unit)</td>
<td><em>Modeling for Energy and Infrastructure Project Finance</em></td>
<td>Rogers</td>
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<tr>
<td>FW217.12 (1 unit)</td>
<td>Country Macro Risk Assessment</td>
<td>Manila</td>
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<tr>
<td>FW230.11 (1 unit)</td>
<td>Internal Statement Modeling for Finance Leaders</td>
<td>Horbinski, Creger</td>
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<tr>
<td>FW237.11 (1 unit)</td>
<td><em>SP Navigation Principles</em></td>
<td>Wilcox</td>
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<tr>
<td>FW247.11 (1 unit)</td>
<td><em>Business and Sustainable Supply Chains</em></td>
<td>Romero-Hernandez</td>
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<tr>
<td>FW257.11 (1 unit)</td>
<td>The Science of Productivity and Performance</td>
<td>Weiss</td>
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<tr>
<td>FW257.13 (1 unit)</td>
<td><em>Sil: Without a Single Sensitive Word</em></td>
<td>Carney</td>
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<tr>
<td>FW267.11 (1 unit)</td>
<td>The Business of AI</td>
<td>Abeel, Katona, Strojka</td>
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<tr>
<td>FW277.11 (1 unit)</td>
<td>Doing Business in Emerging Markets</td>
<td>Nair</td>
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<tr>
<td>FW290.12 (1 unit)</td>
<td><em>SQL Programming</em></td>
<td>Vaziri</td>
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<tr>
<td>FW295.11 (1 unit)</td>
<td>Active Communicating</td>
<td>Charmpaharin, Calecioh, Morganstern</td>
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<tr>
<td>FW295.11 (1 unit)</td>
<td><em>Interpersonal Leadership</em></td>
<td>Worthington, Brahm, Singer</td>
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<tr>
<td>FW295.12 (1 unit)</td>
<td><em>Leaders as Coaches</em></td>
<td>Maehl, Fitzpatrick, Calecioh</td>
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<tr>
<td>FW295.12 (1 unit)</td>
<td><em>Authentic Professional Communication</em></td>
<td>Antipie, Thoeye</td>
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<tr>
<td>FW298.11 (1 unit)</td>
<td>Nonprofit Boards</td>
<td>Jensen</td>
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<tr>
<td>FW299.11 (1 unit)</td>
<td>Strategic Finance/Management of Nonprofit Organizations</td>
<td>Copen</td>
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<tr>
<td>FW299.12 (1 unit)</td>
<td><em>Built for Growth</em></td>
<td>Stamm</td>
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<tr>
<td>FW296.11 (1 unit)</td>
<td>Unlocking Digital Innovation in Healthcare</td>
<td>Marpshire</td>
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<tr>
<td>FW296.12 (1 unit)</td>
<td><em>Leaders in Biotech and Pharma</em></td>
<td>Marpshire</td>
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<tr>
<td>FW277.1 (2 units)</td>
<td>Strategic Planning &amp; Futures Thinking</td>
<td>Mischler, Marx</td>
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<tr>
<td>FW290.E.1 (2 units)</td>
<td>Design Sprint for Corporate Innovation</td>
<td>Barr, Ma</td>
<td>See Course Description for Date/Time Information</td>
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<tr>
<td>FW291.14 (1 unit)</td>
<td>Designing the Modern Shop</td>
<td>Calderon</td>
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<tr>
<td>FW293.1 (3 units)**</td>
<td><em>FW293.1 - Health Care Finance</em></td>
<td>Muzeroff</td>
<td>Jan 12 - Mar 7</td>
<td>ONLINE</td>
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<tr>
<td>FW293.2 (3 units)**</td>
<td><em>FW293.2 - Health Economics</em></td>
<td>Zhu</td>
<td>Mar 8 - May 2</td>
<td>ONLINE</td>
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<tr>
<td>FW295.C.1 (2 units)</td>
<td>Opportunity Recognition</td>
<td>Hassett</td>
<td>Mon: Mar 22 - Thurs.May 5 9AM - 5PM</td>
<td></td>
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<tr>
<td>FW296.13 (3 units)**</td>
<td><em>NO DROPS ALLOWED</em></td>
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<tr>
<td>FW296.13 (3 units)**</td>
<td><em>NO DROPS ALLOWED</em></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>FW277.1 (2 units)</td>
<td>The Business of Politics: Washington Acting</td>
<td>Vogel</td>
<td>Dec 4 6 - 9 PM</td>
<td></td>
</tr>
</tbody>
</table>

**Sunday & Off Schedule Courses**

- **NO DROPS ALLOWED**

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**Elective Color Code**

- **Accounting/Finance**
- **Leadership/Management**
- **Marketing**
- **Strategy/Entrepreneurship**
- **Sector Specific**

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*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/times
# Course Details

<table>
<thead>
<tr>
<th>Details</th>
<th>Example</th>
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</thead>
<tbody>
<tr>
<td>Course Number (Units)</td>
<td>EW233.11 (3 units)</td>
</tr>
<tr>
<td>Course Title</td>
<td>Asset Management</td>
</tr>
<tr>
<td>Instructor, Room</td>
<td>Olesky</td>
</tr>
<tr>
<td>Course Description Link</td>
<td><em>EW233.11 course description</em></td>
</tr>
</tbody>
</table>

* Dual-listed with Full-time MBA
** Cross listed with another UC Berkeley Department
!!! Non standard schedule – Check Course Description for Dates/Times

P Prime Elective Course

Course capacities will be listed in OLR (do *not* refer to the online course scheduler for rooms/capacities)
Length of Courses

• 3 units – 15 weeks
• 2 units – first 10 weeks, unless noted on course description
• 1 unit – varies but usually 2 Sundays; all sessions mandatory
• Check course descriptions
CHOOSING ELECTIVES
Prime Electives

• Fundamental Business Knowledge in Key Subject Areas
  – Marketing
  – Accounting and Finance
  – Leadership and Management
  – Strategy and Entrepreneurship

• Enables students effectively plan electives based on specific career interests

• Foundation of weekend elective offerings
Prime Electives: 2020-2021
Green Text = Offered in Spring 21

<table>
<thead>
<tr>
<th>Marketing</th>
<th>Finance &amp; Accounting</th>
<th>Leadership &amp; Management</th>
<th>Strategy &amp; Entrepreneurship</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Marketing Research</td>
<td>• Corporate Finance</td>
<td>• Negotiations</td>
<td>• Game Theory</td>
</tr>
<tr>
<td>• Strategic Brand Management</td>
<td>• Asset Management</td>
<td>• Power and Politics</td>
<td>• Entrepreneurship</td>
</tr>
<tr>
<td>• Pricing</td>
<td>• Financial Information Analysis</td>
<td>• Mergers &amp; Acquisitions</td>
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</tbody>
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Certificate For Business Analytics

• Requirements:
  – Data & Decisions (if waived, replace with 2 unit elective)
  – At least 1 Primary Elective
  – Total of 11 credits
• 2 Primary Electives for EW students in Spring 21
  – EW263 Marketing Analytics: Evening & Saturday
  – EW217 Big Data & Better Decisions: Saturday
• More data on Fisher Center website including links to the Statement of Intent and the Certificate Completion Form.
Courses That Can’t Be Dropped

- EW290H.1 – Haas@Work
- EW290T.1 – Design Sprint for Corporate Innovation
- EW292S.1 – Social Sector Solutions
- EW295T.1 – Lean Launchpad (Enroll by application)
- EW296.3 – The Business of Politics: Washington Campus
- EW296.2 – International Business Development

No Drops Allowed
Highlighted Electives - Saturday

- EW257.12 – People Analytics
- EW267.11 – Product Management
Highlighted Electives - Evening

- EW211.12 – Online Game Theory
- EW257.12 – People Analytics
- EW257.3 – Work, Wisdom and Happiness
- EW273.1 – Dynamic Capabilities
Highlighted Electives - Others

New Courses
• EW217.12 – Country Macro Risk Assessment
• EW257.13 – Tell: Without a Single Spoken Word
• EW277.1 – Scenario Planning/Futures Thinking
• EW296.2 – Virtual SIB South Africa

Special Circumstances
• EW290T.1 – Design Sprint for Corporate Innovation
• EW296.3 – The Business of Politics: Washington Campus
Electives With Special Schedules

- EW267.11 – The Science of Productivity and Performance
  - 5 half day Sundays (3 hour classes)
  - Paired with EW236H.11 Financial Statement Modeling

- EW257.13 – Tell, Without a Single Spoken Word
  - 4 half day Sundays (4 hour classes)

- EW296.7 – Running a Multinational Corporation
  - Monday 1 unit: 1/25, 2/8, 3/1, 3/15, 4/12

- EW292T.3B – Sustainable Portfolio Construction
  - Wednesday 1 unit: 3/31, 4/7, 4/14, 4/21, 4/28

- EW296.1 – International Business Development
  - Virtual only – no in country travel element
  - Dual Listed with FT MBA
  - Thursdays 8:00AM – 11:00AM

- Spring Break Immersion Classes – March 22 - 26
  - EW277.1 – Scenario Planning & Futures Thinking
  - EW290T.1 – Design Sprint for Corporate Innovation (if in person)
  - EW295C.1 – Opportunity Recognition
  - EW296.2 – Virtual SIB South Africa
Elective Course Research

- Fall 2020 and Spring 2021 Elective Curricular Plan
- Course descriptions linked on the Spring 21 Elective Schedule
- Faculty Evaluations
- Syllabus Review (typically from previous semester)
- EW MBA Electives Website
- Consult your Academic Advisor
- Elective Night Conversation 10/23 6:30PM hosted by VPs of Academics with faculty guests
OTHER CONSIDERATIONS
Bidding Information – “Popular Courses”
These courses filled up in Round 1 of Bidding for Spring 2020
Red = Not offered in Spring 2021

- EW222.1 Financial Information Analysis
- EW252.1 Negotiations and Conflict Resolution
- EW296.1 Corporate Level Strategy
- EW291T.12 Audience-Focused Communication
- EW298S.2 Seminar in International Business - China
- EW298S.1 Seminar in International Business - South Africa
- EW298S.4 Seminar in International Business - Brazil
- EW291I.11 Improvisational Leadership
- EW290T.1 Design Sprint for Corporate Innovation
- EW260.1 Consumer Insights
- EW263.1 Marketing Analytics
- EW237.11 Search Funds
- EW296.2 International Business Development
Other Academic Opportunities

• **Taking FTMBMA Courses:**
  – On a space-available basis after FTMBMA demand met
  – Only eligible if there *isn’t* an EW section on offer
  – Submit requests after Add/Drop Round 1 in January

• **Taking Non-Haas Courses:**
  – Up to 5 units.
  – Must be graduate courses that make sense for an MBA
  – Registration through CalCentral (Registrar link)
  – Course Materials & Parking not provided

• **Independent Study**
• **GNAM Small Network Online Courses**
Tentative Summer Electives

• Immersion weeks (2 units):
  – Negotiations
  – Turnarounds
  – Gender, Equity, and Leadership (with EMBA)
  – Red Teaming
  – Innovation Navigation and Management
  – Entrepreneurial Strategy
  – GNAM Global Network Week

• Saturdays (1 unit)
  – Designing Financial Models That Work
  – Financial Statement Modeling

• Sundays (1 unit)
  – The Science of Productivity & Performance

• Evenings (3 units)
  – Pricing
IMPORTANT DATES
Important Dates

- 10/23 at 6:30PM = Elective Night Conversation hosted by VPs of Academics with faculty guests

- Refer to the Registration Timeline on the EW MBA website for important dates!
  - Bidding Round 1 = 10/26/20 to 10/30/20
  - Bidding Round 2 = 10/30/20 to 11/4/20
QUESTIONS