



Spring 22 Elective Schedule

(this webinar will be recorded)

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Evening & Weekend MBA Program

Agenda

- Important Dates
- Choosing Electives
- How to Read the Schedule
- New Electives
- Other Considerations
- Questions

IMPORTANT DATES



Important Dates

- Always refer to the [Registration Timeline](#)
- VP of Academics Elective Webinar – 10/15/21
- Bidding via OLR
 - Round 1: 10/25/21, 12 noon – 10/29/21, 12 noon
 - Round 2: 10/29/21, 4PM – 11/3/21, 12 noon
 - International Add Only Round: 11/4/21, 12 noon – 11/6/21, 11:59PM
- Add/Drop via OLR
 - Round 1: 1/3/22, 12 noon – 1/7/22, 12 noon
 - Round 2: 1/17/22, 12 noon – 1/21/22, 12 noon
 - Round 3: 1/21/22, 4PM – 1/26/22, 12 noon
 - Drop Only: 1/26/22, 4PM – 1/29/22, 11:59PM

CHOOSING ELECTIVES



Elective Course Research

- 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 10/15 hosted by VPs of Academics with faculty guests

Prime Electives

- Fundamental Business Knowledge in Key Subject Areas
 - Marketing
 - Accounting/Finance
 - Leadership/Management
 - Strategy/Entrepreneurship/Innovation
- Enables students effectively plan electives based on specific career interests

Prime Electives: 2021-2022

Green Text = Offered in Spring 22

Marketing	Finance & Accounting	Leadership & Management	Strategy & Entrepreneurship
<ul style="list-style-type: none">• Marketing Analytics• Marketing Research• Pricing	<ul style="list-style-type: none">• Corporate Finance• Asset Management• Financial Information Analysis• Mergers & Acquisitions	<ul style="list-style-type: none">• Negotiations• Power and Politics• Leadership	<ul style="list-style-type: none">• Game Theory• Entrepreneurship

Bidding Information - “Popular Courses”

Courses that filled in Round 1 of Bidding for Spring 2021

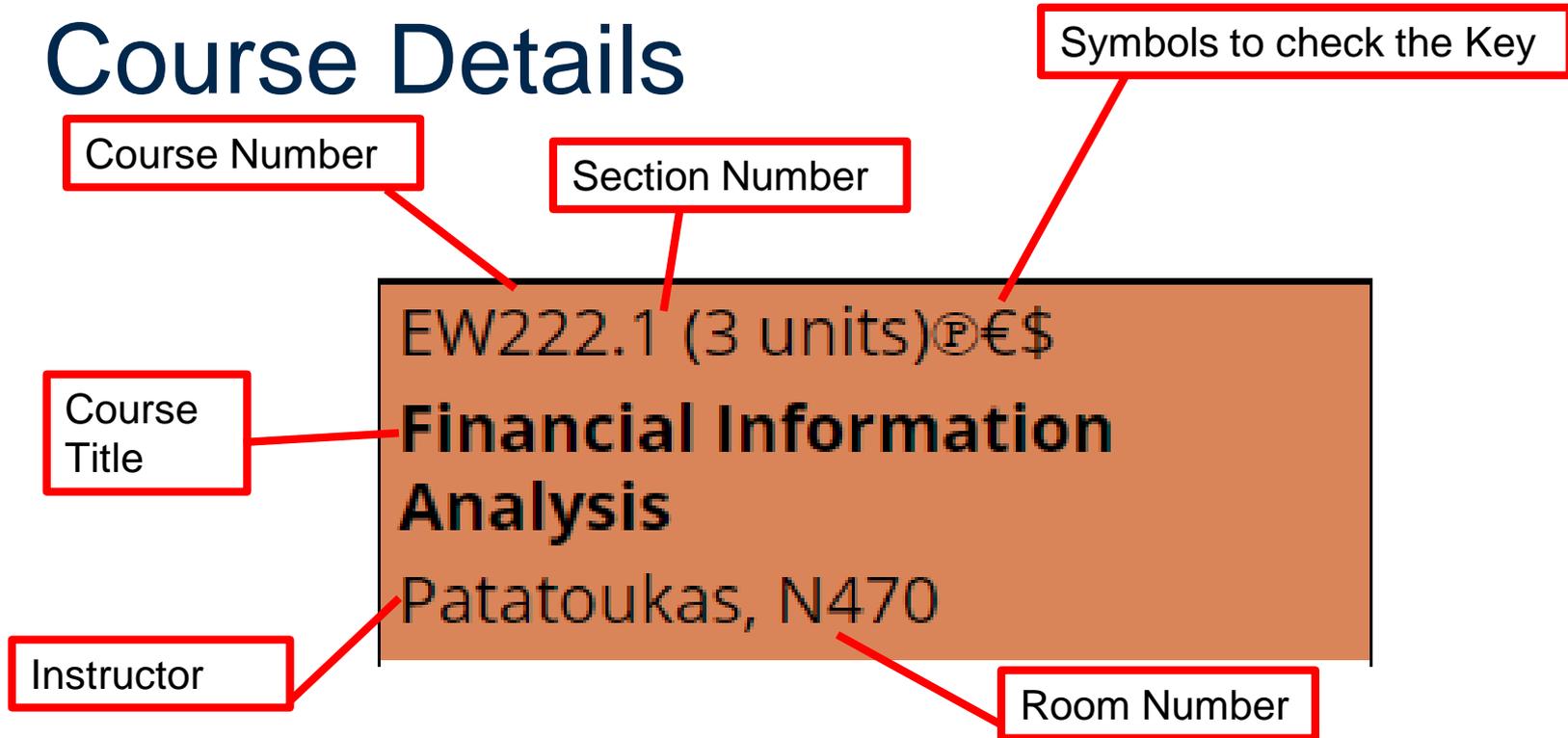
Listed in order of unmet demand

- EW252.1 Negotiations and Conflict Resolution
(Add/Drop Round 1 Only)
- EW236E.1 Mergers & Acquisitions
(Add/Drop Round 1 Only)
- EW240.1 Decision Models
- EW222.1 Financial Information Analysis (Evenings)
- EW263.1 Marketing Analytics (Evenings)
- EW291T.11 Leader as Coach
- EW269.1 Pricing
- EW280.1 Real Estate Investment and Mkt Analysis
- EW236V.11 New Venture Finance
- EW295A.2 Entrepreneurship

HOW TO READ THE ELECTIVE SCHEDULE



Course Details



Ⓟ = Prime Elective

* = Dual Listed with Full Time

** = Dual listed with EMBA

!!! = Check the course description for dates/times!

ADD/DROP Round 1 Only = Only in Bidding and Add/Drop Round 1

¥ = Interdisciplinary Certificate in Real Estate

€ = Certificate in Sustainable Business

\$ = Certificate in Business Analytics

+ = Certificate in Healthcare

NO DROPS ALLOWED = Can't be dropped after Bidding

Length of Courses

- 3 units – 15 weeks
- 2 units – normally first 10 weeks, unless noted on course description
- 1 unit – varies but usually 2 Sundays; all sessions mandatory
- Check course descriptions

ENROLLMENT VARIANTS



Classes that cannot be dropped

- EW290H.1 – Haas@Work
- EW290T.1 – Design Sprint for Corporate Innovation
- EW292S.1 – Social Sector Solutions
- EW295T.1 – Lean Launchpad
- EW296.3 – The Business of Politics: Washington Campus
- EW298S – All Seminars in International Business
- Indicated with capitalized, bold, red font
- Cannot drop after Bid is processed and accepted
- NOT part of Add/Drop process
- Do NOT bid if you are not committed

EW290T.1 (2 unit)* NO DROPS ALLOWED	Design Sprint for Corporate Innovation	Ball, Ha
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Classes with early enrollment deadlines

- EW236E.1 – Mergers & Acquisitions
- EW252.1 – Negotiations
- EW290T.4 – Digital Transformation
- Indicated with capitalized, bold, red font
- Only available in Bidding and Round 1 of Add/Drop
- Rosters need to be finalized before classes start due to client, team, or pedagogical considerations

EW252.1 (3 units)Ⓢ

Negotiations

Schroth

ADD/DROP ROUND 1 ONLY

Enrollment by Application Courses

- EW292T.1 – Lean Launchpad
- GNAM Small Network Online Courses (SNOCs)
 - Class dates spread across the entire semester
 - Not included in Bidding or Add/Drop
 - Enrollment by application to GNAM Partner Schools
 - Watch your email for more information on SNOC details and application instructions!

NEW ELECTIVES



New Electives

- **EW257.1 – Leadership & Happiness:** This elective class would bring together the very best of scientific thinking on happiness from Berkeley's Greater Good Science Center (GGSC), the world's premier research organization dedicated to the scientific study of happiness together with the best of Haas' thinking on personal and organizational leadership. The elective involves a significant amount of online learning (which students can do on their own time) together with face-to-face interactions. At the end of this class, students can be expected to have a better understanding of how to lead happier lives, both personally and professionally, and how to build happier organizations.
- **EW290T.11 – Systems Thinking:** Systems thinking is a holistic approach to analysis that focuses on the way that a system's constituent parts interrelate and how systems work over time. Our traditional approaches to tackling these kinds of problems involve breaking systems down into their separate elements whereas systems thinking appreciates the bigger picture. This class aims to provide you with the space and time to reflect on (a) the role that you currently play in the design of our collective future; (b) how you can use systems dynamics modeling to tackle the wicked systems problems facing us.
- **EW292T.11 – Energy Transition & Decarbonization:** This course addresses how the global transition to a clean energy economy creates risks and opportunities for innovation across sectors and countries. Key topics include a) identifying risks and opportunities in major economic transitions, including past and present energy transitions; b) understanding the role of policy in innovation and technological change; c) tackling transformation challenges in energy systems; d) navigating geopolitical competition in clean technology markets; and e) strategies for accelerating innovation to meet the decarbonization challenge.
- **EW292T.3 – Sustainable Capitalism in the Nordics:** We face big challenges in this world. Climate change, poverty, health & wellbeing, access to quality education, decent work, loss of biodiversity, and growing inequalities are just a few of the interconnected sustainability challenges represented by the Sustainable Development Goals (SDGs). In the face of these challenges, the Nordics offer inspiration. Nordic countries and companies are cited as global sustainability leaders, frequently topping sustainability performance indicators like the SDG Index. This course explores sustainability in the Nordics firsthand to consider what learnings may be prosperously applied in the US.

New Electives

- **EW295T.4 – Online Marketplace and Platform Design:** Many of the most exciting and successful technology companies to emerge over the past 20 years, including eBay, Amazon, Uber, and Airbnb, are online marketplaces or online platforms. Every year, new technological innovations a) enable buyers and sellers to trade new types of goods and services online and b) make it possible for buyers and sellers to match with each other in new, often more efficient ways. This course will teach you how to analyze online marketplaces and platforms from a tactical, technical perspective, how to address their fundamental problems, and how to develop and evaluate business plans related to online marketplaces and platforms.
- **EW296.2 – Advanced Innovation:** So far in your MBA curriculum, you've learned about the design innovation process, and how it's practiced by large organizations. In this class, we'll build on that experience to apply design innovation methods to a project of your choosing, giving you deeper expertise and familiarity with the design innovation process along the way. Whereas previously you used pre-defined methods suggested by your instructor, here you'll leverage a range of design innovation methods sourced from Vijay Kumar's foundational text, *101 Design Methods*, studied and chosen based on the specific needs of your project. This mirrors how you, as a leader, would engage with strategizing and executing projects related to design innovation.
- **EW296.13 – Data Analytics:** This course will introduce students to advanced methods for data driven decision making in business. Building on the content in Data and Decisions, this course will cover methods designed to provide evidence for two types of fundamental business issues. The first is forecasting and the second is evaluating alternative possible strategies. The course is intended to train business leaders to i) understand the value of data-based decision making ii) evaluate and develop analytic tools and products and iii) conduct richer analysis of randomized and naturally occurring experiments. The goal of the course is not to train you as a Data Scientist but to be able to read and evaluate empirical/analytic approaches and products from reading code to evaluating experimental design.

Partner School Online Electives

- EW293.1 – Health Care Technology Policy
- EW293.2 – Economics of Population Health
- EW293.3 – Health Care Finance
- EW293.4 – Public Budgeting for Policy Leaders
- EW293.5 – Digital Economy: Public Policy Making in the 4th Industrial Revolution

OTHER CONSIDERATIONS



Unique Schedules

- Business of Politics: Washington Campus takes place in December and the first week of January with an arrival on Jan 2.
- Leadership and Happiness and VCPE are dual listed with EMBA and taught on an EMBA Block schedule
- Digital Transformation is a January Block Week course
- Handful of courses that take place over Spring Break including Opportunity Recognition, Red Teaming, and International Courses

Other Academic Opportunities

- **Taking FTMBA Courses**
 - We run a separate OLR process for these courses
 - Offered on a space-available basis after all FT demand is met
- **Taking Non-Haas Courses**
 - Up to 5 units
 - Registration through CalCentral
 - Course materials & parking not provided
 - SPH and GSPP courses on schedule don't count as non-Haas units
- **Independent Study**
 - 3 unit maximum
 - MUST have application approved by the end of Drop Only

International Courses

- Planning for:
 - SIB South Africa (no SIB China or SIB Brazil – looking at Summer 2022)
 - Design Sprint for Corporate Innovation (Amsterdam)
 - Sustainable Business in the Nordics (Copenhagen)
 - International Business Development (dual listed with FT)
- March 21 – 25, 2022 for pure EW courses
 - Need to arrive by March 20 and leave no earlier than March 26
- Only in Bidding, with a possible Add Only Round
- We will make a go/no go decision by December 1, using all of the following criteria:
 - CDC Travel Health Notice of Level 2 or lower; **and**
 - Destination country allows travelers from US without significant measures; **and**
 - US does not require significant measures upon return; **and**
 - UC Berkeley allows for non-essential travel to the destination country; **and**
 - Enrollment > 15
- **None** of these countries meet **all** of these criteria today!
- **There is a non-trivial chance one, some, or all of these courses will be cancelled after Bidding! Except Sustainable Business in the Nordics, which will be taught as a Bay Area course**

QUESTIONS

