

Autumn 2022

Tentative - Revised 10/6/2022

DAYTIME CLASSES

Class No.	Title	Credits	Instructor	INTL/PRACT	Notes
ENTRE 543	Environmental Innovation Practicum	2	Metcalfe		
ENTRE 545	Health Innovation Practicum	2	Canestaro		
ENTRE 579	Creative Destruction Lab	2	Hallen/Johnson		By application
FIN 551	Problems in Business Finance	4	Koski		
FIN 579	Climate Change and the Capital Markets	4	Donovan	INTL	
IBUS 570	Study Programs	2	Various	INTL	By application
MGMT 547	Successful Negotiations	2	Hafenbrack		
MKTG 552	Consumer Marketing & Brand Management	4	Forehand	PRACT	
MKTG 562	Customer Analytics	4	Mummalaneni		MBA-MSci approved
OPMGT 550	Project Management	4	Graves		MBA-MSci approved
OPMGT 565	Business Analytics: Tools for Big Data	4	Shunko		MBA-MSci approved
OPMGT 579	Enterprise Risk Management	4	Walker		MBA-MSci approved

EVENING CLASSES

Class No.	Title	Credits	Instructor	INTL/PRACT	Notes
BECON 560	Foster Research Partners	2	Young		By application
ENTRE 509	Foundations of Entrepreneurship	2	Metcalfe		
ENTRE 542	Venture Capital Investment Practicum	2	Newell		
ENTRE/MKTG 555	Entrepreneurial Marketing	4	Megalli		
ENTRE 579	Angel Investing	4	Brusse		By application
ENTRE 579	Women in Entrepreneurial Leadership	2	Johnson		
FIN 556	Business Valuation and Investment Analysis	4	Stern		
FIN 579	Climate Change and the Capital Markets	4	Donovan	INTL	
FIN 579	Introduction to Real Estate Finance & Investment	4	Seslen		
IBUS 579	Global Business Forum	2	Fong	INTL	
MGMT 555	Board Fellows	2	Tinkham		By application
MGMT 579	Innovation, Strategy, and Design Thinking	4	Boeker		
MKTG 552	Consumer Marketing & Brand Management	4	Forehand	PRACT	
MKTG 562	Customer Analytics	4	Mummalaneni		MBA-MSci approved
OPMGT 540	Sustainable Design of Global Supply Chains	4	Shunko	INTL	MBA-MSci approved
OPMGT 550	Project Management	4	Graves		MBA-MSci approved
OPMGT 565	Business Analytics: Tools for Big Data	4	Mamani		MBA-MSci approved

Winter 2023

DAYTIME CLASSES

Class No.	Title	Credits	Instructor	INTL/PRACT	Notes
ENTRE 541	Technology Commercialization	4	Hjorten		MBA-MSci approved
ENTRE 579	Creative Destruction Lab	2	Hallen/Johnson		By application
FIN 558	Mergers & Acquisitions	4	Levit		
FIN 566	Alternative Investments: Hedge Funds & Private Equity	4	Kremens		
FIN 579	Behavioral Finance	2	Siegel		
IBUS 570	Study Programs	2	Various	INTL	By application
MKTG 535	Analytics Consulting Lab	4	Walker	PRACT	MBA-MSci approved
MKTG 564	Analytics for Marketing Decisions	4	Goli		MBA-MSci approved
MKTG 568	Pricing Strategy and Analytics	4	Biswas		MBA-MSci approved
QMETH 551	Modeling with Spreadsheets	4	Hillier		MBA-MSci approved

EVENING CLASSES

Class No.	Title	Credits	Instructor	INTL/PRACT	Notes
ACCTG 510	Financial Statement Analysis	4	Van Winkle		MBA-MSci approved
BECON 560	Foster Research Partners	2	Young		By application
ENTRE 510	Entrepreneurial Strategy	4	DeSantola		
ENTRE 532	Software Entrepreneurship	4	Lazowska	PRACT	By application
ENTRE 540	Business Plan Practicum	2	Johnson		
ENTRE 579	Angel Investing	4	Brusse		By application
FIN 558	Mergers & Acquisitions	4	Levit		
FIN 566	Alternative Investments: Hedge Funds & Private Equity	4	Kremens		
FIN 579	The Power of Access: Impact Lending to Underserved Communities	4	Purnell-Hepburn	PRACT	By application
IBUS 579	Global Business Forum	2	Fong	INTL	
MGMT 545	Leading & Managing High Performance Organizations	4	Wee		
MGMT 547	Successful Negotiations	2	Follmer		
MGMT 579	Developing Strategies for Social Impact	4	Wagle		
MGMT 579	Mindful Decision Making	2	Hafenbrack		
MKTG 554	Strategic Product Management	4	Saleh		
MKTG 568	Pricing Strategy and Analytics	4	Biswas		MBA-MSci approved
OPMGT 560	Supply Chain Management	4	Mamani		MBA-MSci approved
QMETH 551	Modeling with Spreadsheets	4	Hillier		MBA-MSci approved

Spring 2023

DAYTIME CLASSES					
Class No.	Title	Credits	Instructor	INTL/PRACT	Notes
ACCTG 510	Financial Statement Analysis	4	Van Winkle		MBA-MSci approved
ACCTG 579	Alphanomics: Active Investing in Equity Markets	4	Lee		MBA-MSci approved
BCMU 509	Finding Your Voice	2	Hochberg		
BCMU 579	TED Talks	2	Hochberg		
BECON 526	Competing in the Global Economy	4	Gutierrez	INTL	
ENTRE/FIN 557	Entrepreneurial Finance	4	Young		
ENTRE 579	Biomedical Entrepreneurship	4	Ratner		MBA-MSci approved
ENTRE 579	Creative Destruction Lab	2	Hallen/Johnson		By application
ENTRE 579	Grand Challenges for Entrepreneurs	4	Pahnke		
FIN 555	Financing Decisions, Payout Policy & Corporate Control	4	TBD		
FIN 560	Investments	4	Hrdlicka		MBA-MSci approved
FIN 579	International Finance	2	Siegel	INTL	
IBUS 545	Cases in Sustainability	4	Stearns	INTL	
IBUS 570	Study Programs	2	Various	INTL	By application
MGMT 509	Managing in a Global Environment	2	Steensma	INTL	
MGMT 548	Deal-Making in High Velocity Ventures	2	Fong		
MGMT 550	CEO & Board Governance	4	Dempsey/Odum		
MKTG 511	Business-to-Business Marketing	4	Fink		
EVENING CLASSES					
Class No.	Title	Credits	Instructor	INTL/PRACT	Notes
BCMU 509	Finding Your Voice	2	Hochberg		
BCMU 579	TED Talks	2	Hochberg		
BECON 560	Foster Research Partners	2	Young		By application
ENTRE 579	Angel Investing	2	Brusse		By application
ENTRE 579	Entrepreneurial Influence and the Pitch	2	Sandler		
ENTRE/MKTG 579	Intrapreneurship: Developing New Products within Organizations	2	Long		
FIN 579	Data Analytics in Finance	4	Gilbert		MBA-MSci approved
FIN 579	Game Theory & Other Topics in Microeconomics	4	Leon		
IBUS 579	Global Business Forum	2	Fong	INTL	
MGMT 509	Managing in a Global Environment	2	Steensma	INTL	
MGMT 548	Deal-Making in High Velocity Ventures	2	Fong		
MGMT 555	Board Fellows	2	Tinkham		By application
MGMT 575	Women in Leadership	2	Goethals		Formerly MGMT 579: Women at the Top
MGMT 579	Corporate DEI	2	Jones		New course
MGMT 579	Introduction to Environmental, Social, and Governance (ESG) Issues in Business	4	Bamburg		New course
MGMT 579	Leading Across Cultures	4	Chen	INTL	
MKTG 554	Strategic Product Management	4	Saleh		
MKTG 556	Advertising & Promotion Management	4	Dunn		
MKTG 566	Digital Marketing Analytics	4	Mummalaneni		MBA-MSci approved
MKTG 579	Go-to-Market Strategy	2	Wright		

Note: This is an estimated schedule. While every effort is made to offer the classes as outlined, this schedule is subject to change.