

Autumn 2023

Tentative - Revised 2/21/24

DAY CLASSES

Class No.	Title	Credits	Instructor	INTL/PRACT	Notes
ENTRE 543	Environmental Innovation Practicum	2	Metcalfe	PRACT	By application
ENTRE 545	Health Innovation Practicum	2	Canestaro		
ENTRE 579	Creative Destruction Lab	2	Brusse		
FIN 551	Problems in Business Finance	4	Koski	INTL	
FIN 579	Climate Finance and the Race to Net Zero	4	Bruner		
IBUS 570	Study Programs	2	Various	INTL	By application
MKTG 554	Strategic Product Management	4	Pierce		MBA-MSci approved
MKTG 556	Advertising and Promotion Management	4	Schlosser		
MKTG 568	Pricing Strategy and Analytics	4	Biswas		
OPMGT 530	Risk: Measurement, Management, and Leadership	4	Walker		MBA-MSci approved
OPMGT 550	Project Management	4	Graves		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		By application
ENTRE 542	Venture Capital Investment Practicum	2	Newell		
ENTRE/MKTG 555	Entrepreneurial Marketing	4	Megalli		
ENTRE/FIN 557	Entrepreneurial Finance	4	Young		
ENTRE 579	Angel Investing	4	Brusse		
ENTRE 579	Women in Entrepreneurial Leadership	2	Johnson, C	INTL	MBA-MSci approved
FIN 579	Climate Finance and the Race to Net Zero	4	Bruner		
FIN 579	Machine Learning in Business	4	Gilbert	INTL	
IBUS 500	Global Business Forum	2	Fong		
MGMT 555	Board Fellows	2	Tinkham		By application
MKTG 554	Strategic Product Management	4	Pierce		MBA-MSci approved
MKTG 568	Pricing Strategy and Analytics	4	Biswas		
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 2024

DAY CLASSES

Class No.	Title	Credits	Instructor	INTL/PRACT	Notes
ENTRE 579	Creative Destruction Lab	2	Brusse	PRACT	By application
FIN 558	Mergers & Acquisitions	4	Levit		
FIN 579	Introduction to Real Estate Finance & Investment	4	Seslen		
IBUS 570	Study Programs	2	Various	INTL	By application
MGMT 547	Successful Negotiations	2	Hafenbrack		
MGMT 579	Perspectives on ESG in Business	4	Bamburg	INTL	
MKTG 535	Analytics Consulting Lab	4	Walker	PRACT	MBA-MSci approved
MKTG 552	Consumer Marketing & Brand Strategy	4	Forehand	PRACT	
MKTG 562	Customer Analytics	4	Mummalaneni		MBA-MSci approved
OPMG 565	Business Analytics: Tools for Big Data	4	Shunko		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 532	Software Entrepreneurship	4	Lazowska	PRACT	By application
ENTRE 540	Business Plan Practicum	2	Johnson, C		
ENTRE 579	Angel Investing	4	Brusse		By application
ENTRE 579	Grand Challenges for Entrepreneurs	2	Metcalfe		
FIN 566	Alternative Investments: Hedge Funds & Private Equity	4	Kremens		
FIN 579	Asian Capital Markets	2	Song	INTL	
FIN 579	The Power of Access: Impact Lending to Underserved Communities	4	Purnell-Hepburn	PRACT	By application
IBUS 500	Global Business Forum	2	Fong	INTL	
MGMT 547	Successful Negotiations	2	Follmer		
MGMT 579	Mindful Decision Making	2	Hafenbrack		
MKTG 552	Consumer Marketing & Brand Strategy	4	Forehand	PRACT	
MKTG 562	Customer Analytics	4	Mummalaneni		MBA-MSci approved
QMETH 551	Modeling with Spreadsheets	4	Hillier		MBA-MSci approved

Spring 2024

DAY 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	Interrupting Privileges	4	Johnson, M		
BCMU 579	TED Talks	2	Hochberg		
BECON 526	Competing in the Global Economy	4	Gutierrez	INTL	
ENTRE/FIN 557	Entrepreneurial Finance	4	TBD		
ENTRE 541	Technology Commercialization	4	Hjorten		MBA-MSci approved
ENTRE 579	Biomedical Entrepreneurship	4	TBD		MBA-MSci approved
FIN 553	Problems in Capital Investment Planning	4	Nickerson		
FIN 560	Investments	4	Hrdlicka		MBA-MSci approved
FIN 579	Institutional Investment	2	Ferguson/Reistad		
MGMT 509	Managing in a Global Environment	2	Steensma	INTL	
MGMT 545	Leading & Managing High Performance Organizations	4	Wee		
MGMT 548	Deal-Making in High Velocity Ventures	2	Fong		
MGMT 550	CEO & Board Governance	4	Roe/Collingsworth		
MKTG 535	Analytics Consulting Lab	4	Walker	PRACT	MBA-MSci approved
MKTG 566	Digital Marketing Analytics	4	Sayed		MBA-MSci approved

EVENING CLASSES

Class No.	Title	Credits	Instructor	INTL/PRACT	Notes
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 546	Game Theory	4	Leon		
BECON 560	Foster Research Partners	2	Young		By application
ENTRE 510	Entrepreneurial Strategy	4	DeSantola		
ENTRE 579	Angel Investing	2	Brusse		By application
ENTRE 579	Entrepreneurial Influence and the Pitch	2	Scallon		
ENTRE/MKTG 579	Intrapreneurship: Developing New Products within Organizations	2	Long		
IBUS 500	Global Business Forum	2	Fong	INTL	
IBUS 579	Applied Global Consulting Project	4	Seslen	INTL, PRACT	By application
MGMT 509	Managing in a Global Environment	2	Steensma	INTL	
MGMT 545	Leading & Managing High Performance Organizations	4	Wee		
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		
MGMT 579	Accelerating Equity Through Corporate Action	2	Jones		
MGMT 579	Developing Strategies for Social Impact	4	Wagle		
MGMT 579	Innovation, Strategy, and Design Thinking	4	Boeker		
MKTG 560	Consumer Insights	4	Kleiman-Weiner	PRACT	MBA-MSci approved
MKTG 564	Analytics for Marketing Decisions	4	Yoganarasimhan		MBA-MSci approved

MKTG 579	Culture-Driven Sales and Go-To-Market Strategy	2	Wright		
OPMGT 560	Supply Chain Management	4	Mamani		MBA-MSci approved

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