## MONDAY
- **EW252.1 (3 units)**
  - Negotiations
  - Schroth, C220
  - (EW252.1 course description)

- **EW256.1 (3 units)**
  - Global Leadership
  - Gundling, N270
  - (EW256.1 course description)

- **EW254.1 (3 units)**
  - Power and Politics
  - Srivastava, N300
  - (EW254.1 course description)

- **EW236I.1 (2 units)**
  - Fixed Income
  - Swamy, Rindfuss, C320
  - See dates on course description
  - (EW236I.1 course description)

## TUESDAY
- **EW282.1 (3 units)**
  - Real Estate Development
  - Williams, N570
  - (EW282.1 course description)

- **EW277.2 (2 units)**
  - Tech and the City
  - Turner, N170
  - (EW277.2 course description)

- **EW261.2 (3 units)**
  - Marketing Research
  - Nelson, N470
  - (EW261.2 course description)

## WEDNESDAY
- **EW292T.2 (3 units)**
  - Design, Evaluate & Scale Developmental Technologies
  - Gadgil, Wolfram, N500
  - (EW292T.2 course description)

- **EW290T.3 (3 units)**
  - Intellectual Property for Tech Entrepreneurs
  - Fitch, C330
  - (EW290T.3 course description)

- **EW277.1 (2 units)**
  - Scenario Planning & Futures Thinking
  - Hams, Hischier, N270
  - See dates on course description
  - (EW277.1 course description)

## THURSDAY
- **EW236L.1 (2 units)**
  - EW236L.1 (2 units)
  - Fixed Income
  - Swamy, Rindfuss, C320
  - See dates on course description
  - (EW236L.1 course description)

## EVENING COURSES
- **EW295M.1 (2 units)**
  - Business Model Innovation & Entrepreneurial Strategy
  - Charon, N300
  - See dates on course description
  - (EW295M.1 course description)

- **EW292T.4 (2 units)**
  - Social Lean Launchpad
  - Calderon, Sze, N500
  - See dates on course description
  - (EW292T.4 course description)

- **EW295.1 (2 units)**
  - Venture Capital & Private Equity
  - Foote, Opdendyk, N570
  - (EW295.1 course description)

## SATURDAY AM (10AM-1PM)
- **EW236E.11 (2 units)**
  - Mergers and Acquisitions
  - Bershadsky, Goodson, C220
  - 9AM-12PM
  - See dates on course description
  - (EW236E.11 course description)

- **EW269.11 (3 units)**
  - Pricing
  - Kamada, C125
  - (EW269.11 course description)

- **EW223.11 (3 units)**
  - Corporate Financial Reporting
  - Udpa, C320
  - (EW223.11 course description)

- **EW291T.13 (2 units)**
  - Leading Cultural Transformation
  - Houlihan, N440
  - See dates on course description
  - (EW291T.13 course description)

- **EW252.11 (3 units)**
  - Negotiations
  - Dayenot, C125
  - (EW252.11 course description)

## SATURDAY PM (2PM-5PM)
- **EW236L.11 (2 units)**
  - Private Equity Leveraged Buysouts
  - Goodson, Snyder, N170
  - See dates on course description
  - (EW236L.11 course description)

- **EW295T.11 (2 units)**
  - Corporate Launch Pad
  - Pearce, N300
  - (EW295T.11 course description)

- **EW295A.1 (3 units)**
  - Entrepreneurship
  - Beyer, N270
  - (EW295A.1 course description)

- **EW296.13 (2 units)**
  - Corporate Level Strategy
  - Simpson, C320
  - See dates on course description
  - (EW296.13 course description)

- **EW291T.13 (2 units)**
  - Leading Cultural Transformation
  - Houlihan, N440
  - See dates on course description
  - (EW291T.13 course description)

- **EW252.11 (3 units)**
  - Negotiations
  - Dayenot, C125
  - (EW252.11 course description)

- **EW295T.11 (2 units)**
  - Corporate Launch Pad
  - Pearce, N300
  - (EW295T.11 course description)

## SATURDAY EVENING
- **EW296.13 (2 units)**
  - Corporate Level Strategy
  - Simpson, C320
  - See dates on course description
  - (EW296.13 course description)

## Color Code
- **Accounting/Finance Electives**
- **Leadership/Management Electives**
- **Marketing Electives**
- **Strategy/Entrepreneurship/Innovation Electives**
- **Sector Specific Electives**

© - Prime Elective Course  
* - Dual-listed with the Full-Time MBA Program.  
** - Cross-listed with the Full-Time MBA Program and another department.
### FALL 2018 ELECTIVE 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.

<table>
<thead>
<tr>
<th>COURSE NUMBER</th>
<th>TITLE</th>
<th>PROFESSOR</th>
<th>DATE/TIME</th>
<th>LOCATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>EW236G.10A</td>
<td>Designing Financial Models that Work (EW236G.10A course description)</td>
<td>Herbert-Creek</td>
<td>Sun 11/4, 11/18, 12/2, 12/9 (9AM - 1PM)</td>
<td>N270</td>
</tr>
<tr>
<td>EW236G.11A</td>
<td>Designing Financial Models that Work (EW236G.11A course description)</td>
<td>Herbert-Creek</td>
<td>Sun 11/4, 11/18, 12/2, 12/9 (2PM - 6PM)</td>
<td>N270</td>
</tr>
<tr>
<td>EW247.11*</td>
<td>Descriptive and Predictive Data Mining (EW247.11 course description)</td>
<td>Shogan</td>
<td>Sun 9/30, 10/14 (9AM - 5PM)</td>
<td>N300</td>
</tr>
<tr>
<td>EW290P.11*</td>
<td>Project Management Case Studies (EW290P.11 course description)</td>
<td>Romero-Hernandez</td>
<td>Sun 9/9, 9/23 (9AM - 5PM)</td>
<td>N470</td>
</tr>
<tr>
<td>EW291C.11</td>
<td>Active Communicating (EW291C.11 course description)</td>
<td>Charnsupharindr</td>
<td>Sun 11/4, 12/2 (9AM - 6PM)</td>
<td>C420</td>
</tr>
<tr>
<td>EW291T.12</td>
<td>Leader as Coach (EW291T.12 course description)</td>
<td>Rittenberg</td>
<td>Sun 8/26, 9/23 (9AM - 6PM)</td>
<td>C420</td>
</tr>
<tr>
<td>EW292B.11*</td>
<td>Nonprofit Boards (EW292B.11 course description)</td>
<td>Heinrich</td>
<td>Sun 10/7, 12/2 (9AM - 5PM)</td>
<td>N170</td>
</tr>
<tr>
<td>EW292N.11*</td>
<td>Social Impact Marketing (EW292N.11 course description)</td>
<td>Buechert</td>
<td>Sun 9/30, 10/14 (9AM - 5PM)</td>
<td>C325</td>
</tr>
<tr>
<td>EW295T.13</td>
<td>Building a Consumer Internet Business (EW295T.13 course description)</td>
<td>Fuloria</td>
<td>Sun 9/9, 9/23 (9AM - 5PM)</td>
<td>C320</td>
</tr>
<tr>
<td>EW296.11*</td>
<td>Life Sciences Marketing (EW296.11 course description)</td>
<td>Ford</td>
<td>Sun 10/7, 10/28 (9AM - 5PM)</td>
<td>C320</td>
</tr>
<tr>
<td>EW296.12*</td>
<td>Building Trust Based Relationships (EW296.12 course description)</td>
<td>Caleshu</td>
<td>Sun 9/30, 10/28 (9AM - 5PM)</td>
<td>N500</td>
</tr>
<tr>
<td>EW292T.1 (2 units)*</td>
<td>Equity Fluent Leadership: The Value of Inclusion &amp; Diversity (EW292T.1 course description)</td>
<td>McElhaney</td>
<td>Wed, 6PM - 8PM Meets all 15 weeks</td>
<td>N170</td>
</tr>
</tbody>
</table>

### OFF-SCHEDULE

The courses below do not follow the standard Monday - Thursday time frames or Saturday/Sunday schedule. Please note special times and dates.

<table>
<thead>
<tr>
<th>COURSE NUMBER</th>
<th>TITLE</th>
<th>PROFESSOR</th>
<th>DATE/TIME</th>
<th>LOCATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>EW212A.1</td>
<td>Cleantech to Market (EW212A.1 course description)</td>
<td>Alexander, Steel, Shelander</td>
<td>Tue &amp; Thurs, 11AM - 12:30PM</td>
<td>N300</td>
</tr>
<tr>
<td>EW257.1</td>
<td>The Pursuit of Meaningful Work (EW257.1 course description)</td>
<td>Katz</td>
<td>Mon, 4PM - 6PM Meets all 15 weeks</td>
<td>N440</td>
</tr>
<tr>
<td>EW291T.11</td>
<td>Advanced Leadership Communication (EW291T.11 course description)</td>
<td>Charnsupharindr, Houlihan</td>
<td>Sun 9/30, 10/14, 10/28, 11/18 (9AM - 6PM)</td>
<td>C420</td>
</tr>
<tr>
<td>EW292N.2</td>
<td>Social Impact Metrics (EW292N.2 course description)</td>
<td>Boyle</td>
<td>Thurs, 4PM - 6PM Meets all 15 weeks</td>
<td>N170</td>
</tr>
<tr>
<td>EW292T.1 (2 units)*</td>
<td>Equity Fluent Leadership: The Value of Inclusion &amp; Diversity (EW292T.1 course description)</td>
<td>McElhaney</td>
<td>Wed, 6PM - 8PM Meets all 15 weeks</td>
<td>N170</td>
</tr>
<tr>
<td>EW295T.12</td>
<td>Startup Disco (EW295T.12 course description)</td>
<td>Charron</td>
<td>Fri 10/5 (4:30PM - 9PM), Sat 10/6 (9AM - 4PM), Sun 10/7 (9AM - 5PM)</td>
<td>N500</td>
</tr>
<tr>
<td>EW293.1 (3 units)**</td>
<td>Organizational Behavior and Management in Health Care (EW293.1 course syllabus)</td>
<td>Rodriguez</td>
<td>ONLINE 8/20 through 10/19</td>
<td>ONLINE</td>
</tr>
</tbody>
</table>

* Dual-listed with the Full-Time MBA program. ** MPH course