

Course Relevance, Given Career Path

Career Paths

	Pharma Biotech Devices	IT E-health	Finance VC Banking	Provider Organizations	Managed Care Insurance	International Health
Elective Courses:						
MBA218A. International Finance (3)						
This course introduces students to the institutions and operation of the international macroeconomic environment; special attention is paid to international financial arrangements relevant for managers of multinational corporations.	Medium	Low	High	Low	Low	Low
MBA222. Financial Information Analysis (2).						
This course focuses on issues of accounting information evaluation with special emphasis on the use of financial statements by decision makers external to the firm.	Low	Low	High	Low	Low	Low
MBA223. Corporate Financial Reporting (3).						
This course examines the theory and practice of financial accounting and the issues involved in determining corporate financial reporting policies.	Medium	Low	High	Medium	Medium	Low
MBA231. Corporate Finance (3).						
This course studies the principles underlying alternative financial arrangements and contracts and their application to corporate financial management.	Medium	Low	High	High	High	Low
MBA232 Financial Institutions and Markets (3)						
We learn how financial markets operate, with an emphasis on the ways in which both financial intermediaries and the design of financial instruments help to circumvent problems associated with asymmetric information. We also examine how financial instruments	Medium	Medium	High	Medium	Medium	Medium
MBA247b-2 Enabling E-Business Transformation (3)						
This course deals with major topics facing virtually every company - Enabling eBusiness (EEB) Transformation, that is, how to transform a traditional company to a "new economy" company.	Medium	High	Medium	Medium	Medium	High
MBA251.1 Strategic Human Resource Management						
This course takes a strategic perspective in developing successful applications of human resource management tools. The goal is to think systematically and strategically about achieving competitive advantage through the management of human resources.	Low	Low	Low	High	High	High

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MBA252. Negotiations and Conflict Resolution (3).						
A study of the negotiations process, including negotiations among buyers and sellers, managers and subordinates, company units, companies and organizational agencies, and management and labor.	High	High	High	High	High	High
MBA261 Marketing Research Techniques and Data Analysis (3)						
This course will enable you to effectively evaluate marketing research proposals, interpret, review and criticize the subsequent reports, and appraise its usefulness to management.	High	Medium	High	High	High	Medium
MBA262. Brand Management and Strategy (3).						
The focus of this course is on formulating and critiquing complete marketing programs including product, price, distribution, and promotion policies. There is heavy use of case analysis.	High	Medium	Low	Medium+	High	Low
MBA262B -2 Internet Strategy (3)						
The objective of "Internet Strategy" is to understand the major changes that the Internet is causing for strategic marketing decision making.	Medium	High	Low	Medium	Medium	High
MBA264 High Technology Marketing Management (3)						
This course is designed for students who wish to learn how to develop and execute marketing strategies in technology-intensive markets -- i.e., environments that are characterized by shrinking product life cycles and rapid turnovers in the "amount" of kn	High	High	Low	Low	Low	Low
MBA277 Business Law (3)						
The course will address the legal aspects of business relationships and business agreements, including forms of business organizations, duties of officers and directors, intellectual property, antitrust, contracts, employment relationships, criminal law a	High	High	Medium	High	High	Low
MBA290 I-1 Managing Innovation and Change						
The development, protection, utilization, and transfer of knowledge assets lie at the core of wealth creation in today's global economy. This course is designed to help Haas MBAs acquire and practice concepts and skills that are relevant to management in	High	High	Low	Low	Low	High

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MBA290E-1 Intro to Management of Technology						
This course is designed to give students a broad overview of the main topics encompassed by management of technology. It includes the full chain of innovative activities beginning with research and development and extending through production and market	High	High	Low	High	High	Medium
MBA290N. Managing New Product Development (3).						
An operationally focused course that aims to develop the interdisciplinary skills required for successful product development. The course covers process phases: idea generation, product definition, product development, testing and refinement, manufacturi	High	High	Low	Medium	Medium	Low
MBA291A. Speaking as a Leader (2).						
Future leaders must be capable of inspiring commitment in their constituencies rather than merely demanding compliance. This course teaches future leaders the elements that are essential to inspire such change.	High	High	High	High	High	High
MBA292A The Three Sectors of a Free Market Economy (3)						
Economic explanation of why every free market economy in the world has a government and a nonprofit sector as well as a business sector. Examples drawn from the arts, education, environment, health care, international development, urban redevelopment,	Low	Low	Low	High	Medium	Medium
MBA292T-1 Ethics and Global Business Citizenship (1)						
This class provides students with an overview and introduction to the subject of managing business ethics in a global economy, primarily through case discussions. The class will explore both tensions between individual values and corporate goals, and betw	High	Medium	Medium	Medium	Medium	High
MBA294-2 Socially Responsible Leadership (1)						
This course is designed to give students an overview of the facets of Corporate Social Responsibility. including Philanthropy, Social Enterprise, Environmental Management, Social Measurement.	Medium	Medium	Medium	High	High	High
MBA295A Entrepreneurship (3)						
This is a course about how to start and grow a successful high potential enterprise.	Medium	High	High	Medium	Medium	Medium

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MBA295C-2 Entrepreneurship in Biotechnology (1.5)						
This class will provide students an introduction to the complexities and unique problems of entrepreneurship in the life sciences. Students will be exposed to the topics most critical to successfully founding, financing and operating a life science compa	High	Low	Medium	Low	Low	Low
MBA295T Marketing for High Tech Entrepreneurs						
This course is intended to provide the core marketing skills needed for the management of entrepreneurial high technology ventures, regardless of the student's "home" skill set, whether technical or managerial.	High	High	Medium	Low	Low	Low
MBA296-1 Nonprofit Boards (1)						
This course is designed to provide students with a working knowledge of the role of boards of directors in the nonprofit sector.	Low	Low	Low	High	Medium	Medium
MBA296.9 Nonprofit Marketing and Fundraising (2)						
This goal of this course is to help students understand how to market and fundraise for a nonprofit. A variety of fundraising and marketing strategies are presented, along with lots of examples about how to decide which strategy to choose.	Low	Low	Low	High	Medium	High
MBA296.5 Social Enterprise (1)						
This course introduces students to the field of social enterprise and the practices of growing mission-driven ventures.	Low	Low	Low	Medium	Medium	High
MBA296.13 Operations Management (2)						
This course will focus on understanding the operational problems facing companies in today's competitive world. In this course, we take the viewpoint of an operating manager, in both manufacturing and service organizations, who must be capable of conduc	Medium	Medium	Low	High	Medium	Medium
PH200A Current Issues in Public Health Ethics (2)						
An analysis of the on-going ethical issues in public health research and practice, e.g., informed consent, privacy and confidentiality, dignity and rights of subjects, deception, coercion, risks of vulnerable populations, research fraud, and misuse of id	Medium	Low	Low	Medium	Medium	High

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PH205 Program Planning and Development (3)						
To develop and increase students abilities and skills in planning and developing health programs	Low	Low	Low	Medium	Low	High
PH210C Needs Assessment (2)						
To provide a conceptual and practical understanding of health needs and the strategies that can be used for conducting needs assessments in maternal and child health	Low	Low	Low	Medium	Low	Medium
PH224A Health Care Organizations and Environments (3)						
To consider the structure of health care organizations and the factors that affect their performance, growth, and decline.	Low	Low	Low	Medium	Medium	Medium
PH225 Legal Basis for Public Health (3)						
Statutes, cases, and readings in the legal basis for public health, medical care administration, and law related to hospitals.	Low	Low	Low	Medium	Medium	Low
PH226A Economics of Medicine and Managed Care (3)						
Analysis of the changing health care and health insurance system through the lens of economic theory.	Low	Low	Low	Medium	Medium	Low
PH226B Microeconomics of Health Care Policy (3)						
An economic and policy analysis of the health care system. It examines integration of the health care delivery system and the impact of competition and regulation on providers and patients. Alternative models of health care system reform are presented an	Low	Low	Low	Medium	Medium	Medium
PH226D International Health Economics (3)						
Survey of different health care systems in Western and Eastern Europe, Latin America and Asia	Low	Low	Low	Low	Medium	High
PH226E Advance Health Economics (3)						
This course analyzes the health care system through the lens of institutional economics and organization theory. It interprets alternative forms of market contracting and organizational structures as methods of governance and examines the role they play	Medium	Medium	Medium	Medium	Medium	Medium
PH255A Social Epidemiology (3)						

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An overview of the current research, methods, and controversies and the role of social factors in the determination of human health outcomes	Medium	Low	Low	Medium	Medium	Medium