The Berkeley MBA for Executives Program

Fall 2018 Electives
Your career strategy and electives...
Term 5 Overview

- Scenario Planning and Futures Thinking (1 unit)
- Advanced Innovation (1-2 units)
- Running a Multinational Corporation – Capstone Simulation (1 unit)
- Executive Leadership (2 units)
- Managerial Negotiations (2 units)
- Mergers & Acquisitions (2 units)
- Opportunity Recognition (2 units)
- Independent Study (1-2 units)
- GNAM Courses (1-2 units)
- DC Immersion Week (2 units)
Washington D.C. Field Immersion

• Maura O’Neill
  • Three-time Cheit Award Winner (EMBA15, EMBA16, and EMBA17) and Distinguished Teaching Award Recipient
  • Consistent Club Six TIES scores
  • Serial entrepreneur
  • Appointed by President Obama to be the first Chief Innovation Officer of USAID (US Agency for International Development)

• DC Immersion Week will focus on the intersection of business and government in areas such as tax reform, monetary policy, and international development.

• Maura will host a mandatory information session during Term 5.
Executive Leadership

• Jenny Chatman
  • Chair of the EMBA Academic Program Committee
  • Cheit Award winner (BCEMBA)
  • Consistent Club Six TIES scores

• Course Focus
  • Provide students with insight to become great leaders
  • Develop effective leaders who understand their role to set context for others to do extraordinary work and maximize collective success
  • Increase awareness of individual strengths and opportunities for improvement, including a 360 degree assessment component
Managerial Negotiations

• Laura Kray
  • Leading researcher on gender, negotiations, and how counterfactual thinking influences creativity, problem solving, and learning.
  • Consistent Club Six TIES scores

• Course Focus
  • Develop frameworks to help you succeed in achieving your goals in settings involving competition and cooperation
  • Deepen understanding of human nature and the psychology of conflict
  • Deepen the technical and diagnostic skills learned in previous EMBA courses
Opportunity Recognition

• Drew Isaacs
  • Former Exec Dir of UC Berkeley’s Management of Technology Program
  • Founder and President of California Technology International, Inc.
  • Frequently achieves Club Six Status

• Course Focus
  • Examines the opportunity recognition process in Silicon Valley with an emphasis on new technology venture creation
  • Discusses the fundamental issues in commercialization of a broad range of technologies, including IT, energy, life sciences, and consumer technology.
  • Focus on leaders who anticipate founding or leading a technology-based enterprise
Mergers & Acquisitions

• Peter Goodson
  • Multiple Cheit Award winner
  • Regular Club Six TIES scores
  • Pioneer in private equity at Clayton, Dubilier & Rice

• Course Focus
  • Value creation in acquiring or selling businesses
  • Experienced-based curriculum to help students create shareholder value and avoid costly pitfalls in future acquisition initiatives
  • Develops insight into how to maximize value when selling businesses
Scenario Planning and Futures Thinking

• David Evan Harris
  • Foresight Strategist at Facebook
  • Research Director, Institute for the Future

• Whitney Hischier
  • Partner at Red Team Thinking
  • Previously served as Assistant Dean for Exec Ed at Haas

• Course Focus
  • For students who are engaged in (or plan to be) long-term strategic decision making or planning for their organizations.
  • Students will identify real world clients in a position to make strategic decisions for their companies or organizations on a five- to ten-year time horizon.
  • Is open to suggestions from students on specific course focus.
running a multinational corporation – capstone simulation (FORAD)

• Veselina Dinova
  • Supported multiple EMBA finance and accounting courses
  • Multiple Outstanding Graduate Student Instructor Award from the EMBA15 and EMBA17 cohorts.
  • Regularly achieves Club Six status.

• Course Focus
  • Excellent capstone course: students will have the opportunity to connect learning from multiple EMBA courses (finance, accounting, operations, strategy, and economics).
Advanced Innovation

• Sara Beckman
  • Multiple Cheit Award winner
  • Regular Club Six TIES
  • Holds a PhD in Industrial Engineering and Engineering Management from Stanford

• Course Focus
  • Independent/Group Study Teams of 1-3 people
  • Will work through entire innovation cycle
    • Observe and notice, frame and reframe, imagine and design, and make/test.
    • Loosely structured so that the schedule can accommodate the needs of the particular topics that you choose.
Independent Study

• Individual or team
• One or two units
  • One unit = 45-60 hours of coursework over the term
  • Two units = 90-120 hours of coursework over the term
• Letter grade
• Supervising faculty must have an appointment at Haas for the term of study.
• Cannot be concurrently enrolled in a course with the supervising faculty member.
  • Exception: Advanced Innovation with Sara Beckman
Lisa’s Tips for Success in Term 5

• Reference previous syllabi for pre-course deliverables.
  • Executive Leadership - may coincide with post-T4B5 (Copenhagen) travel plans.
  • DCIW requires two deliverables during the term.
• Be prepared for a Wednesday night elective option.
• Check your schedules on CalCentral after Add/Drop to ensure schedule accuracy.
• Graduate Division Degree Requirements
  • 41 total units with a cumulative GPA of 3.0 or higher.
But what if I can’t fit it all into Term 5?

As a commitment to *Students Always*, we offer the **Haas MBA Alumni Auditing Program:**

- Elective courses within the Haas MBA Portfolio will be available*
- Free benefit – you will be responsible only for course materials
- Look for emails from DAR in (December 15/July 15) for opportunities to audit

Starting in 2019, **we are integrating the EMBA Alumni Auditing Program with the Haas MBA Alumni Auditing Program:**

- More streamlined approach and process
- In line with OneHaas – providing equitable opportunities for all MBA alumni

Want more information? Check out the [Haas MBA Alumni Audit Program](#).

*contingent upon course capacity and faculty approval*
Next Steps

• Term 5 Electives Survey
  • Complete by June 15th

• GNAM SNOCs
  • Additional information will be sent in mid July.

• Term 5 Registration in mid July

• Independent Study Deadline is September 19th (end of Term 5 Add/Drop)
Questions?

As a reminder, I will be out of office between June 25th – July 18th. You will be in very good hands with Emma and the Program Office staff!