

Northwestern University
Kellogg School of Management
PTMBA Winter 2012 Class Schedule

Course ID	Sec.	Course Title	Instructor	Room	Faculty Office	Class Times
Monday						
First night of class on Friday, January 6, 2012						
ACCT-431-0	31	Managerial Accounting	Walther	309	M269	6:00 - 9:00
FINC-430-0	71	Finance I	Vissing-Jorgensen	150	M270	6:00 - 9:00
HEMA-451-0	31	Legal Issues in Health Care Delivery (formerly HIMT-451)	Allen	LAW MC-175	M265	6:00 - 9:00
INTL-466-0	71	International Business Strategy in Non-Market Environments	Jones	250	M267	6:00 - 9:00
MECN-430-0	71	Microeconomic Analysis	Baliga	350	M274	6:00 - 9:00
MKTG-453-0	31	Business Marketing	Anderson	109	M276	6:00 - 9:00
MORS-430-0	71	Leadership in Organizations	Rivera	347	M277	6:00 - 9:00
MORS-476-0	31	Bargaining (formerly MORS-914-0)	Murnighan	203	M278	6:00 - 9:00
REAL-916-0	31	Real Estate Lab	Bennett	105	M273	6:00 - 9:00
Tuesday						
First night of class on Tuesday, January 3, 2012						
ACCT-451-0	31	Financial Reporting and Analysis	Yehuda	307	M266	6:00 - 9:00
DECS-433-0	71	Decision Making Under Uncertainty	Maruster	247	M267	6:00 - 9:00
ENTR-462-0	71	Entrepreneurship & New Venture Formation	Shein	109	M265	6:00 - 9:00
FINC-442-0	71	Financial Decisions	Chopra	305	M269	6:00 - 9:00
FINC-470-0	31	International Finance	Andersen	203	M268	6:00 - 9:00
INTL-474-0	71	Cross-Cultural Negotiations	Lungeanu	207	M274	6:00 - 9:00
MECN-430-0	72	Microeconomic Analysis	Aaronson	250	M276	6:00 - 9:00
MGMT-431-0	71	Business Strategy	Lenzo	350	M272	6:00 - 9:00
MGMT-463-0	31	Technology and Innovation Strategy	Greenstein	347	M271	6:00 - 9:00
MKTG-466-0	71	Marketing Strategy	Calkins	150	M278	6:00 - 9:00
MORS-430-0	72	Leadership in Organizations	Rivera	309	M277	6:00 - 9:00
MORS-453-0	31	Power In Organizations: Sources, Strategies and Skills	King	105	M270	6:00 - 9:00
MORS-468-0	31	Managerial Leadership (formerly MGMT-468-0)	Hughes	107	M273	6:00 - 9:00
SEEK-933-0	31	Health and Humanitarian Rights	Sorensen	McGaw 1-401	M275	6:00 - 9:00
Wednesday						
First night of class on Wednesday, January 4, 2012						
ACCT-430-0	71	Accounting For Decision Making	Finn	247	M278	6:00 - 9:00
BLAW-435-0	31	Business Law I	McDonnell	Law RB150	M265	6:00 - 9:00
FINC-441-0	71	Finance II	Petersen	347	M269	6:00 - 9:00
FINC-446-0	71	Entrepreneurial Finance	Rogers	250	M270	6:00 - 9:00
FINC-463-0	31	Security Analysis	Srivastava	309	M268	6:00 - 9:00
INTL-473-0	71	Global Initiatives in Management (GIM) Southern Africa	Lyons	109	M272	6:00 - 9:00
MGMT-431-0	72	Business Strategy	Lenzo	350	M277	6:00 - 9:00
OPNS-430-0	71	Operations Management	Shamir	207	M276	6:00 - 9:00
Thursday						
First night of class on Thursday, January 5, 2012						
DECS-434-0	71	Statistical Methods For Management Decisions	Cherry	150	M266	6:00 - 9:00
FINC-430-0	72	Finance I	Cieslak	203	M268	6:00 - 9:00
MGMT-452-0	31	Strategy & Organization	Li	347	M270	6:00 - 9:00
MKTG-430-0	71	Marketing Management	Chen	109	M265	6:00 - 9:00
MKTG-450-0	71	Research Methods In Marketing	McShane	350	M267	6:00 - 9:00
MKTG-451-0	31	Marketing Channel Strategies	Coughlan	309	M278	6:00 - 9:00
MORS-460-0	31	Leading and Managing Teams	Townsend	107	M277	6:00 - 9:00
OPNS-430-0	72	Operations Management	Shamir	207	M276	6:00 - 9:00

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Friday/Saturday		First night of class on Friday, January 6, 2012				
SEEK-440-A	71	Values and Crisis Decision Making Session 1: Friday, Jan. 6, 6 to 9 p.m. Session 2 and 3: Saturday, Jan. 7, 9 a.m. to 4 p.m. Session 4: Friday, Jan. 13, 6 to 9 p.m. Session 5: Saturday, Jan. 14, 9 a.m. to noon	Egorov	247	M269	
Friday/Saturday		First night of class on Friday, February 17, 2012				
SEEK-440-A	72	Values and Crisis Decision Making Session 1: Friday, Feb. 17, 6 to 9 p.m. Session 2 and 3: Saturday, Feb. 18, 19, 9 a.m. to 4 p.m. Session 4: Friday, Feb. 24, 6 to 9 p.m. Session 5: Saturday, Feb. 25, 9 a.m. to noon	Egorov	247	M269	
Saturday		First day of class on Saturday, January 7, 2012		AM Sessions		
DECS-434-0	76	Statistical Methods For Management Decisions	Shmaya	250	M266	9:00 - 12:00
FINC-465-0	76	Derivatives Markets I	Hagerty	347	M270	9:00 - 12:00
MKTG-454-0	76	Advertising Strategy	Pearlman	350	M268	9:00 - 12:00
Saturday				PM Sessions		
FINC-442-0	76	Financial Decisions	Thompson	347	M278	1:30 - 4:30
MGMT-441-0	76	Intellectual Capital Management (formerly TECH-441-0)	Conley	350	M267	1:30 - 4:30
MKTG-430-0	76	Marketing Management	Hennessy	250	M277	1:30 - 4:30
MORS-452-0	76	Leading the Strategic Change Process	Hirsch	309	M276	1:30 - 4:30
Notes	<p>No classes Monday, January 2 (New Year's Day observed) Make-up class will be held on Friday, January 6, 2012</p> <p>No classes Monday, January 16 (Dr. Martin Luther King Holiday) Make-up class will be held on Friday, January 20, 2012</p>					