

TIME CODES

**FULL-TIME STUDY
DAY CLASSES:**

01 MTh 8:30 AM - 10:00 AM	05 TF 8:30 AM - 10:00 AM
02 MTh 10:30 AM - 12:00 PM	06 TF 10:30 AM - 12:00 PM
03 MTh 1:30 PM - 3:00 PM	07 TF 1:30 PM - 3:00 PM
04 MTh 3:30 PM - 5:00 PM	08 TF 3:30 PM - 5:00 PM
	09 TO BE ARRANGED

**PART-TIME STUDY
EVENING CLASSES:**

21 – MON – Monday
22 – TUE – Tuesday
23 – WED – Wednesday
24 – THU – Thursday
25 – FRI – Friday
26 – SAT – Saturday

NOTES:

Series 60 sections are for full-time MBA and MEM/MBA Candidates.

Series 70 sections are scheduled evenings in Chicago, 6:00 PM - 9:00 PM and are for MBA candidates in the part-time program, known as The Managers' Program.

Series 80 sections are scheduled evenings in Evanston, 6:30 PM - 9:30 PM and are open to full-time and part-time MBA and MEM/MBA candidates unless otherwise noted. Also, in certain cases preference is given to one group or the other.

Series 90 sections are scheduled evenings in Evanston, 6:30 PM - 9:30 PM and are open to full-time students only.

Series 30 sections are scheduled evenings in Chicago, 6:00 PM – 9:00 PM, and are for MBA candidates in the part-time program. A number of seats are set aside for full-time MBA and MEM/MBA candidates.

Series 40 sections are open Fall Quarter core classes for first year students in the full-time program.

Series 20 sections are for PhD candidates and MBA and MEM/MBA candidates with instructor approval.

Courses listed with an "A" or "B" are mini courses lasting for five weeks. "A" Courses are the first five weeks and "B" courses are the second five weeks.



CLASS SCHEDULE 2011-2012

ACCT - Accounting Information & Management

Fall 2011

Course	Title	Section	Time	Instructor	Building / Room
ACCT-430-0	Accounting For Decision Making	61	MR 08:30 - 10:00	Sridharan	Jacobs G03
ACCT-430-0	Accounting For Decision Making	62	MR 10:30 - 12:00	Sridharan	Jacobs G03
ACCT-430-0	Accounting For Decision Making	63	MR 13:30 - 15:00	Magee	Jacobs 1246
ACCT-430-0	Accounting For Decision Making	64	MR 15:30 - 17:00	Magee	Jacobs 1246
ACCT-430-0	Accounting For Decision Making	65	TF 08:30 - 10:00	Chapman	Jacobs 101
ACCT-430-0	Accounting For Decision Making	66	TF 10:30 - 12:00	Finn	Jacobs 276
ACCT-430-0	Accounting For Decision Making	67	TF 13:30 - 15:00	Chapman	Jacobs G03
ACCT-430-0	Accounting For Decision Making	68	TF 15:30 - 17:00	Finn	Jacobs 276
ACCT-430-0	Accounting For Decision Making	69	TF 10:30 - 12:00	Chapman	Jacobs 101
ACCT-430-0	Accounting For Decision Making	71	T 18:00 - 21:00	Magee	Wieboldt 150
ACCT-444-0	Financial Planning For Mergers and Acquisitions	61	TF 10:30 - 12:00	Lys	Jacobs G44
ACCT-444-0	Financial Planning For Mergers and Acquisitions	81	T 18:30 - 21:30	Lys	Jacobs G05
ACCT-451-0	Financial Reporting and Analysis	61	MR 08:30 - 10:00	Wong	Jacobs G27
ACCT-451-0	Financial Reporting and Analysis	62	MR 10:30 - 12:00	Wong	Jacobs G27
ACCT-454-0	Management Lab (Formerly LEAP)	81	T 18:30 - 21:30	Balachandran	Jacobs G42
ACCT-499-B	Independent Study	61	TBD	Wong	Jacobs

Winter 2012

Course	Title	Section	Time	Instructor	Building / Room
ACCT-430-0	Accounting For Decision Making	71	W 18:00 - 21:00	Finn	Wieboldt
ACCT-431-0	Managerial Accounting	31	M 18:00 - 21:00	Walther	Wieboldt
ACCT-431-0	Managerial Accounting	61	MR 08:30 - 10:00	Walther	Jacobs G03
ACCT-431-0	Managerial Accounting	62	MR 10:30 - 12:00	Walther	Jacobs G03
ACCT-451-0	Financial Reporting and Analysis	31	T 18:00 - 21:00	Yehuda	Wieboldt
ACCT-451-0	Financial Reporting and Analysis	61	TF 08:30 - 10:00	Yehuda	Jacobs G03
ACCT-451-0	Financial Reporting and Analysis	62	TF 10:30 - 12:00	Yehuda	Jacobs G03
ACCT-452-0	Financial Reporting and Analysis II	81	T 18:30 - 21:30	Finn	Jacobs G03
ACCT-459-0	Sustainability Reporting and Analysis	81	M 18:30 - 21:30	Finn	Jacobs G27
ACCT-499-0	Independent Study	61	TBD	Chapman	Jacobs
ACCT-520-1	Seminar in Empirical Capital Markets Research in Accounting	21	T 15:00 - 18:00	Lys	Jacobs
ACCT-520-3	Seminar in Information Economics and Analytical Accounting Research	21	R 09:30 - 12:30	Sridharan	Jacobs

Spring 2012

Course	Title	Section	Time	Instructor	Building / Room
ACCT-430-0	Accounting For Decision Making	71	T 18:00 - 21:00	Dye	Wieboldt



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CLASS SCHEDULE 2011-2012

ACCT - Accounting Information & Management

Spring 2012

Course	Title	Section	Time	Instructor	Building / Room
ACCT-430-0	Accounting For Decision Making	72	W 18:00 - 21:00	Dye	Wieboldt
ACCT-431-0	Managerial Accounting	61	MR 13:30 - 15:00	Rusticus	Jacobs
ACCT-431-0	Managerial Accounting	62	MR 15:30 - 17:00	Rusticus	Jacobs
ACCT-451-0	Financial Reporting and Analysis	31	T 18:00 - 21:00	Wang	Wieboldt
ACCT-451-0	Financial Reporting and Analysis	61	TF 08:30 - 10:00	Wang	Jacobs
ACCT-520-2	Seminar in Empirical Research on the Economic Consequences of Accounting	21	TBD	Rusticus	Jacobs
ACCT-520-4	Seminar on Agency Theory and Information Economics	21	TBD	Dye	Jacobs

Summer 2012

Course	Title	Section	Time	Instructor	Building / Room
ACCT-430-0	Accounting For Decision Making	71	M 18:00 - 21:00	Naughton	Wieboldt
ACCT-430-0	Accounting For Decision Making	72	T 18:00 - 21:00	Naughton	Wieboldt
ACCT-430-0	Accounting For Decision Making	76	S 13:30 - 16:30	Heltzer	Wieboldt
ACCT-438-B	Accounting for Decision Making	61	TR 10:30 - 12:00	Heltzer	Jacobs



CLASS SCHEDULE 2011-2012

BLAW - Business Law

Fall 2011

Course	Title	Section	Time	Instructor	Building / Room
BLAW-435-0	Business Law I	31	W 18:00 - 21:00	Presser	
BLAW-435-0	Business Law I	81	M 18:30 - 21:30	McCareins	Jacobs G03
BLAW-911-A	Business Law for Entrepreneurs	81	R 18:30 - 21:30	Bradley	Jacobs G42
BLAW-917-0	Business Law and Contracts	31	M 18:00 - 21:00	McCarthy	

Winter 2012

Course	Title	Section	Time	Instructor	Building / Room
BLAW-435-0	Business Law I	31	W 18:00 - 21:00	McDonnell	Wieboldt
BLAW-921-0	Business Law for Entrepreneurs	81	R 18:30 - 21:30	Bradley	Jacobs G03

Spring 2012

Course	Title	Section	Time	Instructor	Building / Room
BLAW-435-0	Business Law I	81	W 18:30 - 21:30	Presser	Jacobs
BLAW-437-0	Issues In Antitrust	81	R 18:30 - 21:30	McCareins	Jacobs

Summer 2012

Course	Title	Section	Time	Instructor	Building / Room
BLAW-435-0	Business Law I	71	M 18:00 - 21:00	McCareins	Wieboldt



CLASS SCHEDULE 2011-2012

DECS - Decision Sciences

Fall 2011

Course	Title	Section	Time	Instructor	Building / Room
DECS-433-0	Decision Making Under Uncertainty	61	MR 13:30 - 15:00	Schummer	Jacobs G27
DECS-433-0	Decision Making Under Uncertainty	62	MR 15:30 - 17:00	Schummer	Jacobs G27
DECS-433-0	Decision Making Under Uncertainty	63	TF 08:30 - 10:00	Mares	Jacobs 1246
DECS-433-0	Decision Making Under Uncertainty	64	TF 10:30 - 12:00	Mares	Jacobs 1246
DECS-433-0	Decision Making Under Uncertainty	65	TF 13:30 - 15:00	Al-Najjar	Jacobs 160
DECS-433-0	Decision Making Under Uncertainty	66	TF 15:30 - 17:00	Al-Najjar	Jacobs 160
DECS-433-0	Decision Making Under Uncertainty	71	T 18:00 - 21:00	Weber	Wieboldt 105
DECS-433-0	Decision Making Under Uncertainty	72	W 18:00 - 21:00	Weber	Wieboldt 107
DECS-433-0	Decision Making Under Uncertainty	76	S 13:30 - 16:30	Kalai	Wieboldt 347
DECS-434-0	Statistical Methods For Management Decisions	71	M 18:00 - 21:00	Seo	Wieboldt 207
DECS-434-0	Statistical Methods For Management Decisions	72	R 18:00 - 21:00	Seo	Wieboldt 350
DECS-445-0	Turbo Decision Making and Statistics	61	MR 08:30 - 10:00	Vohra	Jacobs G45
DECS-445-0	Turbo Decision Making and Statistics	62	MR 10:30 - 12:00	Vohra	Jacobs G45
DECS-445-0	Turbo Decision Making and Statistics	63	TF 10:30 - 12:00	Weinstein	Jacobs G45

Winter 2012

Course	Title	Section	Time	Instructor	Building / Room
DECS-433-0	Decision Making Under Uncertainty	71	T 18:00 - 21:00	Maruster	Wieboldt
DECS-434-0	Statistical Methods For Management Decisions	61	MR 08:30 - 10:00	Dziuda	Jacobs 101
DECS-434-0	Statistical Methods For Management Decisions	62	MR 10:30 - 12:00	Dziuda	Jacobs 101
DECS-434-0	Statistical Methods For Management Decisions	63	MR 13:30 - 15:00	Klibanoff	Jacobs G03
DECS-434-0	Statistical Methods For Management Decisions	64	MR 15:30 - 17:00	Klibanoff	Jacobs G03
DECS-434-0	Statistical Methods For Management Decisions	65	TF 13:30 - 15:00	Shmaya	Jacobs 101
DECS-434-0	Statistical Methods For Management Decisions	66	TF 15:30 - 17:00	Shmaya	Jacobs 101
DECS-434-0	Statistical Methods For Management Decisions	71	R 18:00 - 21:00	Cherry	Wieboldt
DECS-434-0	Statistical Methods For Management Decisions	76	S 09:00 - 12:00	Shmaya	Wieboldt
DECS-452-0	Game Theory and Strategic Decision (formerly Strategic Decision Making)	81	R 18:30 - 21:30	Kalai	Jacobs G05
DECS-499-0	Independent Study	71	TBD	Walker	Wieboldt
DECS-915-0	Analytical Consulting Lab (ACL)	81	W 11:00 - 12:30	Walker	Jacobs 165

Spring 2012

Course	Title	Section	Time	Instructor	Building / Room
DECS-433-0	Decision Making Under Uncertainty	71	T 18:00 - 21:00	Gradwohl	Wieboldt
DECS-433-0	Decision Making Under Uncertainty	72	W 18:00 - 21:00	Gradwohl	Wieboldt
DECS-434-0	Statistical Methods For Management Decisions	71	T 18:00 - 21:00	Cherry	Wieboldt
DECS-434-0	Statistical Methods For Management Decisions	72	R 18:00 - 21:00	Cherry	Wieboldt



CLASS SCHEDULE 2011-2012

DECS - Decision Sciences

Spring 2012

Course	Title	Section	Time	Instructor	Building / Room
DECS-452-0	Game Theory and Strategic Decision (formerly Strategic Decision Making)	31	R 18:00 - 21:00	Weber	Wieboldt
DECS-452-0	Game Theory and Strategic Decision (formerly Strategic Decision Making)	61	TF 15:30 - 17:00	Weber	

Summer 2012

Course	Title	Section	Time	Instructor	Building / Room
DECS-433-0	Decision Making Under Uncertainty	71	M 18:00 - 21:00		Wieboldt
DECS-433-0	Decision Making Under Uncertainty	72	T 18:00 - 21:00	Lamberson	Wieboldt
DECS-434-0	Statistical Methods For Management Decisions	71	T 18:00 - 21:00	Saraniti	Wieboldt
DECS-434-0	Statistical Methods For Management Decisions	72	W 18:00 - 21:00	Saraniti	Wieboldt
DECS-438-A	Managerial Decision Analysis	61	MR 10:30 - 12:00	Saraniti	Jacobs
DECS-439-B	Statistical Decision Analysis	61	MR 10:30 - 12:00	Saraniti	Jacobs



CLASS SCHEDULE 2011-2012

ENTR - Entrepreneurship & Innovation

Fall 2011

Course	Title	Section	Time	Instructor	Building / Room
ENTR-462-0	Entrepreneurship & New Venture Formation	81	T 18:30 - 21:30	Sutter, Jr.	Jacobs 160
ENTR-902-A	Entrepreneurial Selling: Skills and Strategies	81	M 18:30 - 21:30	Mayberry McKissack	Jacobs 160
ENTR-903-0	Corporate Innovation & New Ventures	81	T 18:30 - 21:30	Wolcott	Jacobs G43
ENTR-903-E	Corporate Innovation & New Ventures (Insead)	81	T 18:30 - 21:30	Wolcott	Jacobs

Winter 2012

Course	Title	Section	Time	Instructor	Building / Room
ENTR-462-0	Entrepreneurship & New Venture Formation	71	T 18:00 - 21:00	Shein	Wieboldt
ENTR-462-0	Entrepreneurship & New Venture Formation	91	M 18:30 - 21:30	Shein	Jacobs 101
ENTR-499-0	Independent Study	61	TBD	Wolcott	Jacobs
ENTR-499-0	Independent Study	71	TBD	Marasco	Wieboldt
ENTR-911-0	Commercialization Lab (formerly FINC-911-0)	61	W 13:30 - 15:00	Sutter, Jr.	Jacobs 166
ENTR-930-0	Product Management for Technology Companies: An Entrepreneurial Perspective	61	TF 10:30 - 12:00	Sawhney	Jacobs 1246
ENTR-950-0	NUvention: Web I	61	T 12:25 - 15:25	Marasco	Jacobs 1246
ENTR-951-0	NUvention: Energy	61	F 12:15 - 15:15	Marasco	
MGMT-911-0	Strategic Business Profit	81	M 18:30 - 21:30	Gray/ Jacobs	Allen Center
MGMT-944-0	Advanced Turnarounds	81	W 18:30 - 21:30	Handley	Jacobs G27

Spring 2012

Course	Title	Section	Time	Instructor	Building / Room
ENTR-462-0	Entrepreneurship & New Venture Formation	76	S 09:00 - 12:00	White	Wieboldt
ENTR-462-0	Entrepreneurship & New Venture Formation	81	T 18:30 - 21:30	Sutter, Jr.	Jacobs
ENTR-463-0	Successful Entrepreneurship	81	M 18:30 - 21:30	Shefsky	Jacobs
ENTR-901-A	Managing Enterprise Risk	61	T 15:15 - 18:15	Jacobs	
ENTR-902-A	Entrepreneurial Selling: Skills and Strategies	81	M 18:30 - 21:30	Mayberry McKissack	Jacobs
ENTR-903-0	Corporate Innovation & New Ventures	81	R 18:30 - 21:30	Wolcott	Jacobs
ENTR-926-0	The Human Element in Private Equity	81	R 18:30 - 21:30	Sutter, Jr.	Jacobs
ENTR-952-0	Nuvention: Web II	61	TBD	Marasco	Jacobs

Summer 2012

Course	Title	Section	Time	Instructor	Building / Room
ENTR-462-0	Entrepreneurship & New Venture Formation	71	T 18:00 - 21:00	Shein	Wieboldt



CLASS SCHEDULE 2011-2012

FINC - Finance

Fall 2011

Course	Title	Section	Time	Instructor	Building / Room
FINC-430-0	Finance I	61	MR 08:30 - 10:00	Kuhnen	Jacobs 1246
FINC-430-0	Finance I	62	MR 10:30 - 12:00	Kuhnen	Jacobs 1246
FINC-430-0	Finance I	63	TF 10:30 - 12:00	Pieschacon	Jacobs G03
FINC-430-0	Finance I	64	TF 13:30 - 15:00	Braun	Jacobs 1246
FINC-430-0	Finance I	71	T 18:00 - 21:00	Pieschacon	Wieboldt
FINC-430-0	Finance I	72	R 18:00 - 21:00	Braun	Wieboldt 250
FINC-440-0	Finance I/II	61	MR 08:30 - 10:00	van Binsbergen	Jacobs G44
FINC-440-0	Finance I/II	62	MR 10:30 - 12:00	van Binsbergen	Jacobs G44
FINC-440-0	Finance I/II	71	R 18:00 - 21:00	Chopra	Wieboldt 203
FINC-441-0	Finance II	61	MR 08:30 - 10:00	Melzer	Jacobs 165
FINC-441-0	Finance II	62	MR 10:30 - 12:00	Melzer	Jacobs 165
FINC-441-0	Finance II	71	R 18:00 - 21:00	Thompson	Wieboldt 107
FINC-441-0	Finance II	76	S 09:00 - 12:00	Thompson	Wieboldt 347
FINC-442-0	Financial Decisions	31	M 18:00 - 21:00	Raviv	Wieboldt 107
FINC-442-0	Financial Decisions	61	TF 08:30 - 10:00	Raviv	Jacobs G42
FINC-442-0	Financial Decisions	62	TF 10:30 - 12:00	Raviv	Jacobs G42
FINC-445-0	Private Equity and Venture Capital	81	M 18:30 - 21:30	Sapienza	Jacobs 276
FINC-446-0	Entrepreneurial Finance	61	T 15:15 - 18:15	Rogers	Jacobs G40 STERN
FINC-446-0	Entrepreneurial Finance	62	TF 08:30 - 10:00	Sharp	Jacobs G43
FINC-446-E	Entrepreneurial Finance (INSEAD)	61	T 15:15 - 18:15	Rogers	Jacobs
FINC-460-0	Investments	76	S 13:30 - 16:30	Bandyopadhyay	Wieboldt 350
FINC-461-0	Investment Banking	31	M 18:00 - 21:00	Stowell	Wieboldt 105
FINC-461-E	Investment Banking (INSEAD)	31	M 18:00 - 21:00	Stowell	Wieboldt
FINC-465-0	Derivatives Markets I	31	T 18:00 - 21:00	Skiadas	Wieboldt 305
FINC-465-0	Derivatives Markets I	61	MR 13:30 - 15:00	Skiadas	Jacobs G45
FINC-465-E	Derivatives Markets I (INSEAD)	61	MR 13:30 - 15:00	Skiadas	Jacobs
FINC-470-0	International Finance	61	MR 13:30 - 15:00	Rebelo	Jacobs G05
FINC-470-0	International Finance	62	MR 15:30 - 17:00	Rebelo	Jacobs G05
FINC-470-0	International Finance	71	T 18:00 - 21:00	Rebelo	Wieboldt 250
FINC-485-0	Introduction to Financial Theory	21	W 14:00 - 17:00	Banerjee	Jacobs
FINC-489-0	Empirical Corporate Finance	21	T 14:00 - 17:00	Sapienza	Jacobs
FINC-915-0	Venture Lab (V-Lab)	61	W 12:30 - 14:30	Hochberg	Jacobs
FINC-934-0	Asset Management Practicum II	81	W 18:30 - 21:30	Braun	Jacobs G45
FINC-939-0	Buyout Lab (B-Lab)	61	W 08:30 - 10:00	Stowell	Jacobs
FINC-941-0	Macroeconomic Policy and Global Capital Markets	61	MR 10:30 - 12:00	Parker	Jacobs G42
FINC-941-0	Macroeconomic Policy and Global Capital Markets	62	MR 15:30 - 17:00	Parker	Jacobs G42
FINC-941-0	Macroeconomic Policy and Global Capital Markets	71	W 18:00 - 21:00	Parker	Wieboldt 203



Kellogg

School of Management

CLASS SCHEDULE 2011-2012

FINC - Finance

Fall 2011

Course	Title	Section	Time	Instructor	Building / Room
FINC-944-B	Investment Banking Recruiting Prep	81	T 18:30 - 21:30	Stowell	Jacobs 276

Winter 2012

Course	Title	Section	Time	Instructor	Building / Room
FINC-430-0	Finance I	61	MR 13:30 - 15:00	Cieslak	Jacobs G27
FINC-430-0	Finance I	62	TF 08:30 - 10:00	Vissing-Jorgensen	Jacobs G27
FINC-430-0	Finance I	63	TF 10:30 - 12:00	Vissing-Jorgensen	Jacobs G27
FINC-430-0	Finance I	64	TF 15:30 - 17:00	Braun	Jacobs G42
FINC-430-0	Finance I	71	M 18:00 - 21:00	Vissing-Jorgensen	Wieboldt
FINC-430-0	Finance I	72	R 18:00 - 21:00	Cieslak	Wieboldt
FINC-440-0	Finance I/II	61	TF 13:30 - 15:00	Braun	Jacobs G42
FINC-441-0	Finance II	61	MR 08:30 - 10:00	Petersen	Jacobs 160
FINC-441-0	Finance II	62	MR 13:30 - 15:00	Matsa	Jacobs G45
FINC-441-0	Finance II	63	MR 15:30 - 17:00	Matsa	Jacobs G45
FINC-441-0	Finance II	71	W 18:00 - 21:00	Petersen	Wieboldt
FINC-442-0	Financial Decisions	61	MR 08:30 - 10:00	Thompson	Jacobs G42
FINC-442-0	Financial Decisions	62	MR 10:30 - 12:00	Thompson	Jacobs G42
FINC-442-0	Financial Decisions	63	TF 08:30 - 10:00	Chopra	Jacobs G45
FINC-442-0	Financial Decisions	64	TF 10:30 - 12:00	Chopra	Jacobs G45
FINC-442-0	Financial Decisions	71	T 18:00 - 21:00	Chopra	Wieboldt
FINC-442-0	Financial Decisions	76	S 13:30 - 16:30	Thompson	Wieboldt
FINC-446-0	Entrepreneurial Finance	61	T 15:15 - 18:15	Rogers	Jacobs G40 STERN
FINC-446-0	Entrepreneurial Finance	71	W 18:00 - 21:00	Rogers	Wieboldt
FINC-447-0	Financial Strategy and Tax Planning	61	TF 15:30 - 17:00	Brennan	Jacobs 165
FINC-454-0	Real Estate Finance and Investments (Formerly REAL-442-0)	61	MR 13:30 - 15:00	Furfine	Jacobs 165
FINC-454-0	Real Estate Finance and Investments (Formerly REAL-442-0)	62	MR 15:30 - 17:00	Furfine	Jacobs 165
FINC-460-0	Investments	81	W 18:30 - 21:30	Bandyopadhyay	Jacobs 1246
FINC-463-0	Security Analysis	31	W 18:00 - 21:00	Srivastava	Wieboldt
FINC-463-0	Security Analysis	62	TF 10:30 - 12:00	Srivastava	Jacobs G36
FINC-464-0	Fixed Income Securities	61	MR 08:30 - 10:00	Hagerty	Jacobs G44
FINC-465-0	Derivatives Markets I	61	MR 08:30 - 10:00	McDonald	Jacobs G45
FINC-465-0	Derivatives Markets I	62	MR 10:30 - 12:00	McDonald	Jacobs G45
FINC-465-0	Derivatives Markets I	76	S 09:00 - 12:00	Hagerty	Wieboldt
FINC-467-0	Derivatives Markets II	81	T 18:30 - 21:30	McDonald	Jacobs G45
FINC-470-0	International Finance	31	T 18:00 - 21:00	Andersen	Wieboldt
FINC-470-0	International Finance	61	MR 10:30 - 12:00	Andersen	Jacobs G44



CLASS SCHEDULE 2011-2012

FINC - Finance

Winter 2012

Course	Title	Section	Time	Instructor	Building / Room
FINC-487-0	Dynamic Asset Pricing Theory	21	F 09:30 - 12:30	Skiadas	Jacobs
FINC-488-0	Econometrics of Financial Markets	21	M 09:00 - 12:30	Jagannathan	Jacobs
FINC-499-0	Independent Study	61	TBD	Stowell	Jacobs
FINC-499-0	Independent Study	62	TBD	Rogers	Jacobs
FINC-499-0	Independent Study	63	TBD	Hochberg	Jacobs
FINC-499-0	Independent Study	71	TBD	Stowell	Wieboldt
FINC-915-0	Venture Lab (V-Lab)	61	W 12:30 - 14:30	Hochberg	Jacobs
FINC-918-A	Major Project and Project Finance in Emerging Markets	81	T 18:30 - 21:30	Knuepfer	Jacobs 276
FINC-935-0	Asset Management Practicum III	81	W 18:30 - 21:30	Braun	Jacobs 166
FINC-939-0	Buyout Lab (B-Lab)	61	W 08:30 - 10:00	Stowell	Jacobs
FINC-940-A	Financial Modeling for Leveraged Buyout Transactions	91	M 15:15 - 18:15	Saraiya	Jacobs G36

Spring 2012

Course	Title	Section	Time	Instructor	Building / Room
FINC-430-0	Finance I	71	R 18:00 - 21:00	Braun	Wieboldt
FINC-430-0	Finance I	76	S 13:30 - 16:30	Braun	Wieboldt
FINC-440-0	Finance I/II	71	M 18:00 - 21:00	Braun	Wieboldt
FINC-441-0	Finance II	61	MR 08:30 - 10:00	Chopra	Jacobs
FINC-441-0	Finance II	62	MR 10:30 - 12:00	Chopra	Jacobs
FINC-441-0	Finance II	63	MR 13:30 - 15:00	Carmel	Jacobs
FINC-441-0	Finance II	71	W 18:00 - 21:00	Carmel	Wieboldt
FINC-442-0	Financial Decisions	31	R 18:00 - 21:00	Thompson	Wieboldt
FINC-442-0	Financial Decisions	61	TF 08:30 - 10:00	Fishman	Jacobs
FINC-442-0	Financial Decisions	62	MR 13:30 - 15:00	Thompson	Jacobs
FINC-444-0	Value Investing (formerly FINC-925 Advanced Topics in Finance)	31	M 18:00 - 21:00	Jagannathan	Wieboldt
FINC-444-0	Value Investing (formerly FINC-925 Advanced Topics in Finance)	61	MR 13:30 - 15:00	Jagannathan	Jacobs
FINC-445-0	Private Equity and Venture Capital	31	W 18:00 - 21:00	Rauh	Wieboldt
FINC-445-0	Private Equity and Venture Capital	61	MR 13:30 - 15:00	Rauh	Jacobs
FINC-446-0	Entrepreneurial Finance	61	T 15:15 - 18:15	Rogers	Jacobs
FINC-446-0	Entrepreneurial Finance	62	TF 08:30 - 10:00	Lear	Jacobs
FINC-446-0	Entrepreneurial Finance	71	W 18:00 - 21:00	Rogers	Wieboldt
FINC-446-0	Entrepreneurial Finance	76	S 13:30 - 16:30	Fields	Wieboldt
FINC-448-0	Corporate Restructuring	81	W 18:30 - 21:30	Liberti	Jacobs
FINC-451-0	Money Markets and the Fed	31	M 18:00 - 21:00	Krishnamurthy	Wieboldt
FINC-451-0	Money Markets and the Fed	61	MR 10:30 - 12:00	Krishnamurthy	Jacobs
FINC-454-0	Real Estate Finance and Investments (Formerly REAL-442-0)	31	T 18:00 - 21:00	Furfine	Wieboldt



CLASS SCHEDULE 2011-2012

FINC - Finance

Spring 2012

Course	Title	Section	Time	Instructor	Building / Room
FINC-454-0	Real Estate Finance and Investments (Formerly REAL-442-0)	61	TF 13:30 - 15:00	Furfine	Jacobs
FINC-460-0	Investments	31	M 18:00 - 21:00	Papanikolaou	Wieboldt
FINC-460-0	Investments	61	MR 10:30 - 12:00	Papanikolaou	Jacobs
FINC-461-0	Investment Banking	81	T 18:30 - 21:30	Stowell	Jacobs
FINC-463-0	Security Analysis	61	TF 08:30 - 10:00	Heltzer	Jacobs
FINC-463-0	Security Analysis	62	TF 10:30 - 12:00	Heltzer	Jacobs
FINC-464-0	Fixed Income Securities	81	T 18:30 - 21:30	Carmel	Jacobs
FINC-465-0	Derivatives Markets I	61	MR 13:30 - 15:00	Todorov	Jacobs
FINC-470-0	International Finance	81	M 18:30 - 21:30	Carmel	Jacobs
FINC-471-0	Case Studies in Venture Investment	81	R 18:30 - 21:30	Hochberg	Jacobs
FINC-486-0	Corporate Finance	21	TR 13:30 - 15:30	Krishnamurthy	Jacobs
FINC-520-0	General Seminar for PhD Candidates	21	TR 15:30 - 17:00	Rauh	Jacobs
FINC-520-1	Seminar In Finance	21	T 08:30 - 11:30	Todorov	Jacobs
FINC-530-0	Special Topics in Finance	21	R 18:30 - 21:30	Bandyopadhyay	Jacobs
FINC-915-0	Venture Lab (V-Lab)	61	W 12:30 - 14:30	Hochberg	Jacobs
FINC-931-0	Wall Street, Hedge Funds and Private Equity	81	M 18:30 - 21:30	Stowell	Jacobs
FINC-933-0	Asset Management Practicum I	81	W 18:30 - 21:30	Korajczyk	Jacobs
FINC-936-0	Asset Management Practicum IV	81	W 18:30 - 21:30	Korajczyk	Jacobs
FINC-936-C	Asset Management Practicum IV	81	W 18:30 - 21:30	Korajczyk	Jacobs
FINC-937-0	Microfinance & the Role of Financial Institutions in Development	81	R 18:30 - 21:30	Christensen	Jacobs
FINC-939-0	Buyout Lab (B-Lab)	61	W 08:30 - 10:00	Stowell	Jacobs
FINC-940-A	Financial Modeling for Leveraged Buyout Transactions	81	M 18:30 - 21:30	Saraiya	Jacobs
FINC-940-A	Financial Modeling for Leveraged Buyout Transactions	91	M 15:15 - 18:15	Saraiya	Jacobs
FINC-970-0	Empirical Methods in Finance	81	R 18:30 - 21:30	Bandyopadhyay	Jacobs

Summer 2012

Course	Title	Section	Time	Instructor	Building / Room
FINC-430-0	Finance I	71	W 18:00 - 21:00	Ofer	Wieboldt
FINC-440-0	Finance I/II	61	TF 08:30 - 10:00	Ofer	Jacobs
FINC-440-0	Finance I/II	71	T 18:00 - 21:00	Braun	Wieboldt
FINC-441-0	Finance II	61	TBD	Ofer	Jacobs
FINC-441-0	Finance II	71	M 18:00 - 21:00	Thompson	Wieboldt
FINC-442-0	Financial Decisions	71	T 18:00 - 21:00	Thompson	Wieboldt
FINC-446-0	Entrepreneurial Finance	71	T 18:00 - 21:00	Sharp	Wieboldt



CLASS SCHEDULE 2011-2012

HEMA - Health Enterprise Management

Fall 2011

Course	Title	Section	Time	Instructor	Building / Room
HEMA-441-0	Health Policy (formerly HIMT-441-0)	81	W 18:30 - 21:30	Hughes	Jacobs 101
HEMA-910-0	Science Boot Camp (Formerly BIOT-910-A)	61	W 10:00 - 12:00	Vohra	Jacobs G27
HEMA-911-A	Healthcare Bootcamp (non credit)	81	M 18:30 - 21:30	Shalowitz	Jacobs G36
HEMA-915-0	NUvention: Medical Innovation I (formerly BIOT-915-0)	71	W 18:00 - 21:00	Sutter, Jr.	Wieboldt

Winter 2012

Course	Title	Section	Time	Instructor	Building / Room
HEMA-451-0	Legal Issues in Health Care Delivery (formerly HIMT-451)	31	M 18:00 - 21:00	Allen	Wieboldt
HEMA-453-0	Managerial Challenges in the Pharmaceutical, Biotech, and Medical Device Industries (formerly HIMT-453-0)	81	W 18:30 - 21:30	Hughes	Jacobs 101
HEMA-911-B	Healthcare Bootcamp (non-credit)	81	T 18:30 - 21:30	Shalowitz	Jacobs G44
HEMA-916-0	NUvention: Medical Innovation II (formerly BIOT-916-0)	81	W 18:00 - 21:00	Sutter, Jr.	Jacobs 160

Spring 2012

Course	Title	Section	Time	Instructor	Building / Room
HEMA-440-0	Healthcare Systems (formerly HIMT-440-0)	76	S 13:30 - 16:30	Shalowitz	Wieboldt
HEMA-440-0	Healthcare Systems (formerly HIMT-440-0)	81	T 18:30 - 21:30	Shalowitz	Jacobs
HEMA-452-B	Advanced Strategic Management in Healthcare (formerly HIMT-452-B)	81	M 18:30 - 21:30	Zajac	Jacobs
HEMA-914-0	Biomedical Marketing (formerly BIOT-914-0)	61	MR 10:30 - 12:00	Calkins	Jacobs
HEMA-921-A	Health Information Technology	81	R 18:30 - 21:30	Artz	Jacobs
HEMA-922-B	Health Care Quality	81	R 18:30 - 21:30	Boissonnault	Jacobs



CLASS SCHEDULE 2011-2012

INTL - International Business & Markets

Fall 2011

Course	Title	Section	Time	Instructor	Building / Room
INTL-460-0	International Business Strategy	61	TF 13:30 - 15:00	Spulber	Jacobs 276
INTL-460-0	International Business Strategy	81	M 18:30 - 21:30	Spulber	Jacobs 165
INTL-467-0	Global Marketing	76	S 13:30 - 16:30	Corse	Wieboldt 307
INTL-467-0	Global Marketing	81	W 18:30 - 21:30	Ford/ Winick	Jacobs G27
INTL-474-0	Cross-Cultural Negotiations	61	MR 08:30 - 10:00	Brett	Jacobs 2245
INTL-474-0	Cross-Cultural Negotiations	62	MR 10:30 - 12:00	Brett	Jacobs 2245
INTL-474-0	Cross-Cultural Negotiations	76	S 09:00 - 12:00	Teucher	Wieboldt 309
INTL-490-0	Foreign Study	61	TBD		Jacobs

Winter 2012

Course	Title	Section	Time	Instructor	Building / Room
INTL-442-0	International Healthcare Systems	81	M 18:30 - 21:30	Shalowitz	Jacobs G45
INTL-466-0	International Business Strategy in Non-Market Environments	61	MR 10:30 - 12:00	Jones	Jacobs 160
INTL-466-0	International Business Strategy in Non-Market Environments	62	MR 13:30 - 15:00	Jones	Jacobs 160
INTL-466-0	International Business Strategy in Non-Market Environments	71	M 18:00 - 21:00	Jones	Wieboldt
INTL-473-0	Global Initiatives in Management (GIM) China#1	60	W 15:00 - 18:00	Rogers	Jacobs G45
INTL-473-0	Global Initiatives in Management (GIM) Latin America	61	W 15:00 - 18:00	Ledesma Liebana	Jacobs G44
INTL-473-0	Global Initiatives in Management (GIM) China #2	62	W 15:00 - 18:00	Sorensen	Jacobs G42
INTL-473-0	Global Initiatives in Management (GIM) India	64	W 15:00 - 18:00	Gupta	Jacobs 101
INTL-473-0	Global Initiatives in Management (GIM) Japan	65	W 15:00 - 18:00	Jacobs/ Osaka	Jacobs G36
INTL-473-0	Global Initiatives in Management (GIM) Southern Africa	66	W 15:00 - 18:00	Krueger	Jacobs G03
INTL-473-0	Global Initiatives in Management (GIM) - SE Asia	68	W 15:00 - 18:00	Duran	Jacobs G05
INTL-473-0	Global Initiatives in Management (GIM) Southern Africa	71	W 18:00 - 21:00	Lyons	Wieboldt
INTL-473-0	Global Initiatives in Management (GIM) - India/GHI	92	W 15:00 - 18:00	Palamountain	Jacobs G43
INTL-474-0	Cross-Cultural Negotiations	71	T 18:00 - 21:00	Lungeanu	Wieboldt
INTL-490-0	Foreign Study	61	TBD		Jacobs
INTL-915-0	Global Lab (G-Lab)	61	W 13:00 - 15:00	Walker	Jacobs 165
SEEK-933-0	Health and Humanitarian Rights	31	T 18:00 - 21:00	Sorensen	Wieboldt

Spring 2012

Course	Title	Section	Time	Instructor	Building / Room
INTL-460-0	International Business Strategy	61	TF 10:30 - 12:00	Salvo	Jacobs
INTL-460-0	International Business Strategy	71	T 18:00 - 21:00	Salvo	Wieboldt
INTL-460-0	International Business Strategy	76	S 09:00 - 12:00	Salvo	Wieboldt
INTL-474-0	Cross-Cultural Negotiations	81	T 18:30 - 21:30	Lungeanu	Jacobs



CLASS SCHEDULE 2011-2012

INTL - International Business & Markets

Spring 2012

Course	Title	Section	Time	Instructor	Building / Room
INTL-925-0	International Trade and Commerce	81	W 18:30 - 21:30	Walker	Jacobs

Summer 2012

Course	Title	Section	Time	Instructor	Building / Room
INTL-473-0	Global Initiatives in Management (GIM)	76	S 09:00 - 12:00		Wieboldt



CLASS SCHEDULE 2011-2012

MECN - Managerial Economics

Fall 2011

Course	Title	Section	Time	Instructor	Building / Room
MECN-430-0	Microeconomic Analysis	61	MR 10:30 - 12:00	Satterthwaite	Jacobs 166
MECN-430-0	Microeconomic Analysis	62	MR 13:30 - 15:00	Satterthwaite	Jacobs G42
MECN-430-0	Microeconomic Analysis	71	T 18:00 - 21:00	Satterthwaite	Wieboldt 350
MECN-441-0	Competitive Strategy and Industrial Structure	61	MR 08:30 - 10:00	Salant	Jacobs 276
MECN-441-0	Competitive Strategy and Industrial Structure	62	MR 10:30 - 12:00	Salant	Jacobs 276
MECN-441-0	Competitive Strategy and Industrial Structure	71	R 18:00 - 21:00	Salant	Wieboldt 305
MECN-441-E	Competitive Strategy and Industrial Structure (Insead)	61	MR 08:30 - 10:00	Salant	Jacobs
MECN-441-E	Competitive Strategy and Industrial Structure (Insead)	62	MR 10:30 - 12:00	Salant	Jacobs
MECN-446-0	Pricing Strategies	81	W 18:30 - 21:30	Mares	Jacobs 160
MECN-450-0	Macroeconomics	31	M 18:00 - 21:00	Hu	Wieboldt 307
MECN-450-0	Macroeconomics	61	TF 13:30 - 15:00	Hu	Jacobs 165
MECS-453-0	Empirical Studies of Innovation	21	T 14:00 - 17:00	Greenstein	Jacobs

Winter 2012

Course	Title	Section	Time	Instructor	Building / Room
MECN-430-0	Microeconomic Analysis	61	MR 08:30 - 10:00	Steiner	Jacobs G05
MECN-430-0	Microeconomic Analysis	62	MR 10:30 - 12:00	Steiner	Jacobs G05
MECN-430-0	Microeconomic Analysis	63	MR 13:30 - 15:00	Steiner	Jacobs 1246
MECN-430-0	Microeconomic Analysis	64	TF 08:30 - 10:00	Rogers	Jacobs 101
MECN-430-0	Microeconomic Analysis	65	TF 10:30 - 12:00	Rogers	Jacobs 101
MECN-430-0	Microeconomic Analysis	66	TF 13:30 - 15:00	Ekmekci	Jacobs 160
MECN-430-0	Microeconomic Analysis	67	TF 15:30 - 17:00	Ekmekci	Jacobs 160
MECN-430-0	Microeconomic Analysis	71	M 18:00 - 21:00	Baliga	Wieboldt
MECN-430-0	Microeconomic Analysis	72	T 18:00 - 21:00	Aaronson	Wieboldt
MECN-441-0	Competitive Strategy and Industrial Structure	61	MR 10:30 - 12:00	Al-Najjar	Jacobs G43
MECN-446-0	Pricing Strategies	61	MR 13:30 - 15:00	Vohra	Jacobs G44
MECN-499-0	Independent Study	61	TBD	Walker	Jacobs
MECS-473-0	Conflict and Cooperation	21	T 15:00 - 18:00	Baliga	Jacobs

Spring 2012

Course	Title	Section	Time	Instructor	Building / Room
MECN-430-0	Microeconomic Analysis	71	R 18:00 - 21:00	Kets	Wieboldt
MECN-430-0	Microeconomic Analysis	76	S 09:00 - 12:00	Kets	Wieboldt
MECN-441-0	Competitive Strategy and Industrial Structure	61	MR 13:30 - 15:00	De Castro	Jacobs
MECN-441-0	Competitive Strategy and Industrial Structure	62	MR 15:30 - 17:00	De Castro	Jacobs



CLASS SCHEDULE 2011-2012

MECN - Managerial Economics

Summer 2012

Course	Title	Section	Time	Instructor	Building / Room
MECN-430-0	Microeconomic Analysis	71	W 18:00 - 21:00	Maruster	Wieboldt
MECN-430-0	Microeconomic Analysis	72	R 18:00 - 21:00		Wieboldt
MECN-441-0	Competitive Strategy and Industrial Structure	71	R 18:00 - 21:00	Saraniti	Wieboldt
MECN-441-0	Competitive Strategy and Industrial Structure	76	S 09:00 - 12:00	Saraniti	Wieboldt



CLASS SCHEDULE 2011-2012

MECS - Managerial Economics & Strategy

Fall 2011

Course	Title	Section	Time	Instructor	Building / Room
MECS-449-1	Competitive Strategy	21	W 15:30 - 18:00	Spulber	Jacobs
MECS-460-1	Foundations of Managerial Economics I: Static Decision Models	21	T 15:00 - 16:30	Weinstein	Jacobs
MECS-460-1	Foundations of Managerial Economics I: Static Decision Models	21	F 15:00 - 16:30	Weinstein	Jacobs
MECS-465-1	Contract Theory and Mechanism Design	21	R 17:00 - 20:00	Sandroni	Jacobs
MECS-516-0	Topics in Formal Political Theory	21	TR 09:00 - 12:00	Harstad	Jacobs

Winter 2012

Course	Title	Section	Time	Instructor	Building / Room
MECS-460-2	Foundations of Managerial Economics II: Dynamic Decision Models	21	M 15:00 - 18:00	Weinstein	Jacobs
MECS-466-0	Social Choice and Voting Models	21	W 13:00 - 16:00	Egorov	Jacobs
MECS-468-2	Selected Topics in Economic Theory	21	R 15:30 - 18:30	Ekmekci	Jacobs
MECS-469-0	Advanced Applied Microeconomics	21	T 17:30 - 20:30	Watanabe	Jacobs
MECS-477-0	Introduction to Applied Econometrics 2	21	M 09:30 - 12:30	Yao	Jacobs

Spring 2012

Course	Title	Section	Time	Instructor	Building / Room
MECS-460-3	Foundations of Managerial Economics I: Game Theory	21	T 10:00 - 13:00	Dziuda	Jacobs
MECS-462-0	Decision Theory	21	M 14:00 - 17:00	Seo	Jacobs



CLASS SCHEDULE 2011-2012

MEDM - Media Management

Fall 2011

Course	Title	Section	Time	Instructor	Building / Room
MEDM-926-0	Leading and Organizing Media Companies	81	R 18:30 - 21:30	Gruber	NU

Winter 2012

Course	Title	Section	Time	Instructor	Building / Room
MEDM-432-0	Understanding Media and Content	81	R 18:30 - 21:30	Gruber	Jacobs 1246

Spring 2012

Course	Title	Section	Time	Instructor	Building / Room
MEDM-914-0	Media Management Strategy Project	81	T 18:30 - 21:30	Baldwin	Jacobs
MEDM-915-B	Managing Interactive Media	81	R 18:30 - 21:30	Hirsch	Jacobs



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CLASS SCHEDULE 2011-2012

MEDS - Managerial Economics & Decision Sciences

Fall 2011

Course	Title	Section	Time	Instructor	Building / Room
MECN-450-E	Macroeconomics (INSEAD)	61	TF 13:30 - 15:00	Hu	Jacobs



CLASS SCHEDULE 2011-2012

MGMT - Management & Strategy

Fall 2011

Course	Title	Section	Time	Instructor	Building / Room
MGMT-431-0	Business Strategy	61	MR 08:30 - 10:00	Brown	Jacobs G05
MGMT-431-0	Business Strategy	62	MR 10:30 - 12:00	Mazzeo	Jacobs 101
MGMT-431-0	Business Strategy	63	MR 13:30 - 15:00	Mazzeo	Jacobs G40 STERN
MGMT-431-0	Business Strategy	64	MR 15:30 - 17:00	Mazzeo	Jacobs G40 STERN
MGMT-431-0	Business Strategy	65	TF 13:30 - 15:00	Busse	Jacobs G05
MGMT-431-0	Business Strategy	66	TF 15:30 - 17:00	Busse	Jacobs G05
MGMT-431-0	Business Strategy	67	TF 08:30 - 10:00	Garthwaite	Jacobs G05
MGMT-431-0	Business Strategy	68	TF 10:30 - 12:00	Garthwaite	Jacobs G05
MGMT-431-0	Business Strategy	69	MR 10:30 - 12:00	Brown	Jacobs G05
MGMT-431-0	Business Strategy	71	T 18:00 - 21:00	Garthwaite	Wieboldt 347
MGMT-431-0	Business Strategy	72	W 18:00 - 21:00	Brown	Wieboldt 109
MGMT-431-0	Business Strategy	76	S 09:00 - 12:00	Lenzo	Wieboldt 250
MGMT-441-0	Intellectual Capital Management (formerly TECH-441-0)	31	M 18:00 - 21:00	Conley	Wieboldt 109
MGMT-444-0	Health Economics	81	T 18:30 - 21:30	Dranove	Jacobs G44
MGMT-444-E	Health Economics (INSEAD)	81	T 18:30 - 21:30	Dranove	Jacobs
MGMT-452-0	Strategy & Organization	61	MR 13:30 - 15:00	Matouschek	Jacobs G03
MGMT-452-0	Strategy & Organization	62	MR 15:30 - 17:00	Matouschek	Jacobs G03
MGMT-452-0	Strategy & Organization	81	R 18:30 - 21:30	Matouschek	Jacobs 101
MGMT-499-0	Independent Study	61	TBD	Garthwaite	Jacobs
MGMT-499-0	Independent Study	71	TBD	Markovich	Wieboldt
MGMT-499-0	Independent Study	72	TBD	De Castro	Wieboldt
MGMT-512-A	Intl Practicum/Cross-Cultural Management Practice	61	TBD	Haider	Jacobs
MGMT-931-A	Strategic Franchising	81	T 18:30 - 21:30	Cohen	Jacobs G45
MGMT-934-0	Managing Turnarounds	81	M 18:30 - 21:30	Shein	Jacobs 101

Winter 2012

Course	Title	Section	Time	Instructor	Building / Room
MGMT-431-0	Business Strategy	71	T 18:00 - 21:00	Lenzo	Wieboldt
MGMT-431-0	Business Strategy	72	W 18:00 - 21:00	Lenzo	Wieboldt
MGMT-441-0	Intellectual Capital Management (formerly TECH-441-0)	61	MR 08:30 - 10:00	Conley	Jacobs G36
MGMT-441-0	Intellectual Capital Management (formerly TECH-441-0)	76	S 13:30 - 16:30	Conley	Wieboldt
MGMT-452-0	Strategy & Organization	31	R 18:00 - 21:00	Li	Wieboldt
MGMT-452-0	Strategy & Organization	61	MR 13:30 - 15:00	Li	Jacobs 101
MGMT-463-0	Technology and Innovation Strategy	31	T 18:00 - 21:00	Greenstein	Wieboldt
MGMT-463-0	Technology and Innovation Strategy	61	MR 10:30 - 12:00	Greenstein	Jacobs 1246
MGMT-469-0	Empirical Methods in Strategy	61	MR 10:30 - 12:00	Dafny	Jacobs G36
MGMT-499-0	Independent Study	61	TBD	Matouschek	Jacobs



CLASS SCHEDULE 2011-2012

MGMT - Management & Strategy

Winter 2012

Course	Title	Section	Time	Instructor	Building / Room
MGMT-499-0	Independent Study	62	TBD	Garthwaite	Jacobs
MGMT-499-0	Independent Study	71	TBD	Jones	Wieboldt
MGMT-913-A	Corporate Governance	81	T 18:30 - 21:30	Jacobs	Allen Center
MGMT-927-0	Family Enterprises: Issues & Solutions	81	M 18:30 - 21:30	Ward	Jacobs 160
MGMT-945-0	Healthcare Strategy	81	R 18:30 - 21:30	Dafny	Jacobs 160

Spring 2012

Course	Title	Section	Time	Instructor	Building / Room
MGMT-431-0	Business Strategy	71	T 18:00 - 21:00	Watanabe	Wieboldt
MGMT-431-0	Business Strategy	72	R 18:00 - 21:00	Watanabe	Wieboldt
MGMT-440-0	Personnel Strategy	81	T 18:30 - 21:30	Li	Jacobs
MGMT-441-0	Intellectual Capital Management (formerly TECH-441-0)	61	TF 13:30 - 15:00	Conley	Jacobs
MGMT-452-0	Strategy & Organization	31	R 18:00 - 21:00	Markovich	Wieboldt
MGMT-469-0	Empirical Methods in Strategy	61	MR 08:30 - 10:00	Dranove	Jacobs
MGMT-469-0	Empirical Methods in Strategy	62	MR 10:30 - 12:00	Limbrock	Jacobs
MGMT-934-0	Managing Turnarounds	81	M 18:30 - 21:30	Shein	Jacobs
MGMT-941-0	Issues in Air Transportation	81	R 18:30 - 21:30	Gellman	Jacobs
MGMT-943-0	Advanced Business Strategy	61	MR 08:30 - 10:00	Hubbard	Jacobs
MGMT-943-0	Advanced Business Strategy	62	MR 10:30 - 12:00	Hubbard	Jacobs
MGMT-946-0	Strategy, Competition, and Policy in Healthcare Markets	81	W 18:30 - 21:30	Capps/ Soven	Jacobs

Summer 2012

Course	Title	Section	Time	Instructor	Building / Room
MGMT-431-0	Business Strategy	61	TF 08:30 - 10:00	Swinkels	Jacobs
MGMT-431-0	Business Strategy	62	TF 10:30 - 12:00	Swinkels	Jacobs
MGMT-431-0	Business Strategy	71	M 18:00 - 21:00	Swinkels	Wieboldt
MGMT-452-0	Strategy & Organization	71	W 18:00 - 21:00		Wieboldt
MGMT-452-0	Strategy & Organization	76	S 13:30 - 16:30	Markovich	Wieboldt
MGMT-469-0	Empirical Methods in Strategy	71	W 18:00 - 21:00	Limbrock	Wieboldt
MGMT-934-0	Managing Turnarounds	71	M 18:00 - 21:00	Shein	Wieboldt



CLASS SCHEDULE 2011-2012

MKTG - Marketing

Fall 2011

Course	Title	Section	Time	Instructor	Building / Room
MKTG-430-0	Marketing Management	61	MR 08:30 - 10:00	Chernev	Jacobs 160
MKTG-430-0	Marketing Management	62	MR 10:30 - 12:00	Chernev	Jacobs 160
MKTG-430-0	Marketing Management	63	MR 13:30 - 15:00	Grayson	Jacobs 101
MKTG-430-0	Marketing Management	64	MR 15:30 - 17:00	Grayson	Jacobs 101
MKTG-430-0	Marketing Management	65	TF 08:30 - 10:00	Hennessy	Jacobs 160
MKTG-430-0	Marketing Management	66	TF 10:30 - 12:00	Hennessy	Jacobs 160
MKTG-430-0	Marketing Management	71	M 18:00 - 21:00	Chernev	Wieboldt 250
MKTG-450-0	Research Methods In Marketing	61	TF 08:30 - 10:00	Maimaran	Jacobs G27
MKTG-450-0	Research Methods In Marketing	62	TF 10:30 - 12:00	Maimaran	Jacobs G27
MKTG-450-0	Research Methods In Marketing	71	T 18:00 - 21:00	Lee	Wieboldt 309
MKTG-451-0	Marketing Channel Strategies	61	MR 08:30 - 10:00	Wilson	Jacobs 101
MKTG-454-0	Advertising Strategy	31	M 18:00 - 21:00	Sternthal	Wieboldt 309
MKTG-454-0	Advertising Strategy	61	MR 08:30 - 10:00	Sternthal	Jacobs G42
MKTG-458-0	Models of Consumer Behavior	31	R 18:00 - 21:00	Brendl	Wieboldt 307
MKTG-458-0	Models of Consumer Behavior	81	R 18:30 - 21:30	Roese	Jacobs G36
MKTG-462-0	Pricing, Promotion and Retailer Behavior	61	TF 13:30 - 15:00	Anderson	Jacobs 101
MKTG-462-0	Pricing, Promotion and Retailer Behavior	62	TF 15:30 - 17:00	Anderson	Jacobs 101
MKTG-465-0	Introduction of New Products and Services	31	W 18:00 - 21:00	Conley	Wieboldt 347
MKTG-465-0	Introduction of New Products and Services	61	TF 08:30 - 10:00	Razeghi	Jacobs 276
MKTG-465-E	Introduction of New Products and Services (INSEAD)	31	W 18:00 - 21:00	Conley	Wieboldt
MKTG-465-E	Introduction of New Products and Services (INSEAD)	61	TF 08:30 - 10:00	Razeghi	Jacobs
MKTG-466-0	Marketing Strategy	31	M 18:00 - 21:00	Krishnamurthi	Wieboldt 350
MKTG-466-0	Marketing Strategy	61	MR 13:30 - 15:00	Carpenter	Jacobs G44
MKTG-466-0	Marketing Strategy	62	MR 15:30 - 17:00	Calkins	Jacobs 276
MKTG-466-0	Marketing Strategy	76	S 09:00 - 12:00	Hennessy/ Calkins	Wieboldt 350
MKTG-466-0	Marketing Strategy	81	R 18:30 - 21:30	Calkins	Jacobs 276
MKTG-466-E	Marketing Strategy (INSEAD)	61	MR 13:30 - 15:00	Carpenter	Jacobs
MKTG-476-0	Introduction to Applied Econometrics 1	21	T 10:00 - 13:00	Qian	Jacobs
MKTG-540-0	Consumer Behavior: Information Processing and Decision Making (formerly MKTG-520-1)	21	T 13:00 - 16:00	Chernev/ Grayson	Jacobs
MKTG-550-0	Marketing Models: Analytic Modeling (formerly MKTG-520-7)	21	M 14:00 - 17:00	Coughlan	Jacobs
MKTG-560-0	Marketing Strategy (MKTG-520-4)	21	R 15:00 - 18:00	Carpenter	Jacobs
MKTG-940-0	Marketing in the C Suite and the Boardroom	71	T 18:00 - 21:00	Patel	Wieboldt 109
MKTG-940-E	Marketing in the C Suite and the Boardroom (INSEAD)	71	T 18:00 - 21:00	Patel	Wieboldt

Winter 2012

Course	Title	Section	Time	Instructor	Building / Room
MKTG-430-0	Marketing Management	61	MR 15:30 - 17:00	Zielinski	Jacobs 160



CLASS SCHEDULE 2011-2012

MKTG - Marketing

Winter 2012

Course	Title	Section	Time	Instructor	Building / Room
MKTG-430-0	Marketing Management	62	TF 10:30 - 12:00	Hennessy	Jacobs 160
MKTG-430-0	Marketing Management	63	TF 13:30 - 15:00	Chen	Jacobs G45
MKTG-430-0	Marketing Management	64	TF 15:30 - 17:00	Chen	Jacobs G45
MKTG-430-0	Marketing Management	71	R 18:00 - 21:00	Chen	Wieboldt
MKTG-430-0	Marketing Management	76	S 13:30 - 16:30	Hennessy	Wieboldt
MKTG-450-0	Research Methods In Marketing	61	MR 08:30 - 10:00	McShane	Jacobs G27
MKTG-450-0	Research Methods In Marketing	62	MR 10:30 - 12:00	McShane	Jacobs G27
MKTG-450-0	Research Methods In Marketing	71	R 18:00 - 21:00	McShane	Wieboldt
MKTG-450-0	Research Methods In Marketing	81	T 18:30 - 21:30	Lee	Jacobs G36
MKTG-451-0	Marketing Channel Strategies	31	R 18:00 - 21:00	Coughlan	Wieboldt
MKTG-452-0	Consumer Insight Tools	61	MR 15:30 - 17:00	Schieffer	Jacobs 101
MKTG-453-0	Business Marketing	31	M 18:00 - 21:00	Anderson	Wieboldt
MKTG-454-0	Advertising Strategy	61	TF 13:30 - 15:00	Pearlman	Jacobs G27
MKTG-454-0	Advertising Strategy	76	S 09:00 - 12:00	Pearlman	Wieboldt
MKTG-465-0	Introduction of New Products and Services	61	TF 08:30 - 10:00	Razeghi	Jacobs G05
MKTG-466-0	Marketing Strategy	71	T 18:00 - 21:00	Calkins	Wieboldt
MKTG-499-0	Independent Study	61	TBD	Hennessy	Jacobs
MKTG-499-0	Independent Study	62	TBD	Razeghi	Jacobs
MKTG-499-0	Independent Study	63	TBD	Wilson	Jacobs
MKTG-499-0	Independent Study	64	TBD	Carpenter	Jacobs
MKTG-541-0	Psychological Theory in Consumer Behavior (formerly MKTG-520-2)	21	R 14:00 - 17:00	Brendl	Jacobs
MKTG-542-0	Research Philosophies in Marketing and Consumer Behavior (formerly MKTG-520-3)	21	M 14:00 - 17:00	Lee/ Calder	Jacobs
MKTG-551-0	Marketing Models: Quantitative Modeling (MKTG-520-6)	21	R 09:00 - 12:00	Anderson	Jacobs
MKTG-922-0	Advanced Topics in Marketing	81	T 18:30 - 21:30	Calder	Jacobs 160
MKTG-945-0	Design Lab	81	M 18:30 - 21:30	Brendl/ Calder/ Roese/ Dupuis	Jacobs 165
MKTG-951-0	Sports Marketing and Management	81	T 18:30 - 21:30	Anderson/ Rucker	Jacobs 101
MKTG-953-0	Information & Technology Based Marketing	61	TF 08:30 - 10:00	Zettelmeyer	Jacobs 276
MKTG-953-0	Information & Technology Based Marketing	62	TF 10:30 - 12:00	Zettelmeyer	Jacobs 276
MKTG-953-0	Information & Technology Based Marketing	63	TF 13:30 - 15:00	Zettelmeyer	Jacobs 276

Spring 2012

Course	Title	Section	Time	Instructor	Building / Room
MKTG-430-0	Marketing Management	71	M 18:00 - 21:00	Zielinski	Wieboldt
MKTG-430-0	Marketing Management	72	T 18:00 - 21:00	Tybout	Wieboldt
MKTG-450-0	Research Methods In Marketing	31	R 18:00 - 21:00	Goldsmith	Wieboldt
MKTG-450-0	Research Methods In Marketing	61	MR 10:30 - 12:00	Goldsmith	Jacobs



CLASS SCHEDULE 2011-2012

MKTG - Marketing

Spring 2012

Course	Title	Section	Time	Instructor	Building / Room
MKTG-450-0	Research Methods In Marketing	62	MR 13:30 - 15:00	Goldsmith	Jacobs
MKTG-450-0	Research Methods In Marketing	63	TF 08:30 - 10:00	Qian	Jacobs
MKTG-450-0	Research Methods In Marketing	64	TF 10:30 - 12:00	Qian	
MKTG-452-0	Consumer Insight Tools	61	TF 15:30 - 17:00	Schieffer	Jacobs
MKTG-454-0	Advertising Strategy	31	M 18:00 - 21:00	Pearlman	Wieboldt
MKTG-454-0	Advertising Strategy	61	MR 13:30 - 15:00	Rucker	Jacobs
MKTG-454-0	Advertising Strategy	62	MR 15:30 - 17:00	Rucker	Jacobs
MKTG-455-0	Media and Integrated Marketing (formerly MEDM-431)	81	T 18:30 - 21:30	Calder	Jacobs
MKTG-458-0	Models of Consumer Behavior	61	TF 10:30 - 12:00	Roose	Jacobs
MKTG-465-0	Introduction of New Products and Services	31	M 18:00 - 21:00	Gal	Wieboldt
MKTG-465-0	Introduction of New Products and Services	61	TF 13:30 - 15:00	Gal	Jacobs
MKTG-465-0	Introduction of New Products and Services	62	TF 15:30 - 17:00	Gal	Jacobs
MKTG-465-0	Introduction of New Products and Services	76	S 13:30 - 16:30	Dupuis	Wieboldt
MKTG-466-0	Marketing Strategy	31	T 18:00 - 21:00	Krishnamurthi	Wieboldt
MKTG-466-0	Marketing Strategy	61	MR 15:30 - 17:00	Hennessy	Jacobs
MKTG-466-0	Marketing Strategy	63	TF 10:30 - 12:00	Calkins	Jacobs
MKTG-466-0	Marketing Strategy	64	TF 13:30 - 15:00	Calkins	Jacobs
MKTG-466-0	Marketing Strategy	81	M 18:30 - 21:30	Hennessy	Jacobs
MKTG-468-0	Technology Marketing	61	TF 08:30 - 10:00	Sawhney	Jacobs
MKTG-468-0	Technology Marketing	62	TF 10:30 - 12:00	Sawhney	Jacobs
MKTG-499-0	Independent Study	71	TBD	Sternthal	Wieboldt
MKTG-913-0	Internet Marketing	81	R 18:30 - 21:30	Duparcq	Jacobs
MKTG-940-0	Marketing Strategy in the C Suite and the Boardroom	81	M 18:30 - 21:30	Patel	Jacobs
MKTG-953-0	Information & Technology Based Marketing	31	T 18:00 - 21:00	Yao	Wieboldt
MKTG-953-0	Information & Technology Based Marketing	61	TF 08:30 - 10:00	Yao	Jacobs
MKTG-955-0	Empirical Tools in Marketing Strategy	61	TF 13:30 - 15:00	Bockenholt	Jacobs
MKTG-955-0	Empirical Tools in Marketing Strategy	71	M 18:00 - 21:00	Bockenholt	Wieboldt
MKTG-957-0	Online Commerce	61	MR 15:30 - 17:00	Wilson	Jacobs

Summer 2012

Course	Title	Section	Time	Instructor	Building / Room
MKTG-430-0	Marketing Management	71	R 18:00 - 21:00	Maoz	Wieboldt
MKTG-450-0	Research Methods In Marketing	71	W 18:00 - 21:00	Maoz	Wieboldt
MKTG-450-0	Research Methods In Marketing	76	S 13:30 - 16:30	Maoz	Wieboldt
MKTG-451-0	Marketing Channel Strategies	76	S 09:00 - 12:00		Wieboldt
MKTG-458-0	Models of Consumer Behavior	71	M 18:00 - 21:00	Calder	Wieboldt
MKTG-458-0	Models of Consumer Behavior	91	W 18:30 - 21:30	Roose	Jacobs



Kellogg
School of Management
CLASS SCHEDULE 2011-2012
MKTG - Marketing

Summer 2012

Course	Title	Section	Time	Instructor	Building / Room
MKTG-465-0	Introduction of New Products and Services	71	T 18:00 - 21:00	Maoz	Wieboldt



CLASS SCHEDULE 2011-2012

MORS - Management & Organizations

Fall 2011

Course	Title	Section	Time	Instructor	Building / Room
MORS-424-1	The Individual and the Organization	21	R 11:00 - 14:00	Nordgren	Jacobs
MORS-425-2	Organizations In Their Environments	21	T 17:00 - 20:00	Hirsch	Jacobs
MORS-430-0	Leadership in Organizations	61	MTWRF 10:00 - 13:00	Uzzi	Jacobs 160
MORS-430-0	Leadership in Organizations	62	MTWRF 10:00 - 13:00	Medvec	Jacobs 1246
MORS-430-0	Leadership in Organizations	63	MTWRF 14:00 - 17:00	Uzzi	Jacobs 160
MORS-430-0	Leadership in Organizations	64	MTWRF 14:00 - 17:00	Medvec	Jacobs 1246
MORS-430-0	Leadership in Organizations	65	MTWRF 10:00 - 13:00	Nordgren	Jacobs G03
MORS-430-0	Leadership in Organizations	66	MTWRF 10:00 - 13:00	Galinsky	Jacobs G05
MORS-430-0	Leadership in Organizations	67	MTWRF 14:00 - 17:00	Nordgren	Jacobs G03
MORS-430-0	Leadership in Organizations	68	MTWRF 14:00 - 17:00	Galinsky	Jacobs G05
MORS-430-0	Leadership in Organizations	71	W 18:00 - 21:00	Rivera	Wieboldt 350
MORS-430-0	Leadership in Organizations	72	R 18:00 - 21:00	Hirsch	Wieboldt 150
MORS-449-A	Writing in Organizations	61	TF 13:30 - 15:00	Shwom	Jacobs 2245
MORS-450-0	Management Communications	76	S 13:30 - 16:30	Van Camp	Wieboldt 309
MORS-450-0	Management Communications	91	M 18:30 - 21:30	Van Camp	Jacobs G43
MORS-452-0	Leading the Strategic Change Process	61	MR 10:30 - 12:00	Stern	Jacobs G43
MORS-452-0	Leading the Strategic Change Process	62	MR 13:30 - 15:00	Stern	Jacobs G43
MORS-452-0	Leading the Strategic Change Process	71	T 18:00 - 21:00	Stern	Wieboldt 307
MORS-452-E	Leading the Strategic Change Process (INSEAD)	61	MR 10:30 - 12:00	Stern	Jacobs
MORS-452-E	Leading the Strategic Change Process (INSEAD)	62	MR 13:30 - 15:00	Stern	Jacobs
MORS-460-0	Leading and Managing Teams	81	W 15:15 - 18:15	Thompson	Jacobs 2245
MORS-468-0	Managerial Leadership (formerly MGMT-468-0)	71	T 18:00 - 21:00	Hughes	Wieboldt 107
MORS-468-0	Managerial Leadership (formerly MGMT-468-0)	91	W 18:30 - 21:30	Kraemer	Jacobs 1246
MORS-470-0	Negotiations	91	R 18:30 - 21:30	Shteynberg	Jacobs 2245
MORS-520-0	Seminar in Organization Behavior	21	M 15:00 - 18:00	King	Jacobs
MORS-530-0	Special Topics in Management and Organizations	21	M 10:00 - 13:00	Murnighan	Jacobs
MORS-924-0	Consulting: Frameworks and Practice	81	M 18:30 - 21:30	Rolfe	Jacobs 2245
MORS-945-0	Social Dynamics and Networks	61	TF 15:30 - 17:00	Lamberson	Jacobs G27

Winter 2012

Course	Title	Section	Time	Instructor	Building / Room
MORS-425-1	Behavior In Organizational Systems	21	T 13:00 - 16:00	Ocasio	Jacobs
MORS-430-0	Leadership in Organizations	71	M 18:00 - 21:00	Rivera	Wieboldt
MORS-430-0	Leadership in Organizations	72	T 18:00 - 21:00	Rivera	Wieboldt
MORS-450-0	Management Communications	91	M 18:30 - 21:00	Van Camp	Jacobs G43
MORS-450-0	Management Communications	92	T 18:30 - 21:30	Van Camp	Jacobs G43
MORS-451-0	Designing Organizational Systems	81	R 18:30 - 21:30	Dewar	Jacobs G27



CLASS SCHEDULE 2011-2012

MORS - Management & Organizations

Winter 2012

Course	Title	Section	Time	Instructor	Building / Room
MORS-452-0	Leading the Strategic Change Process	76	S 13:30 - 16:30	Hirsch	Wieboldt
MORS-453-0	Power In Organizations: Sources, Strategies and Skills	31	T 18:00 - 21:00	King	Wieboldt
MORS-453-0	Power In Organizations: Sources, Strategies and Skills	61	MR 10:30 - 12:00	King	Jacobs 276
MORS-460-0	Leading and Managing Teams	31	R 18:00 - 21:00	Townsend	Wieboldt
MORS-460-0	Leading and Managing Teams	81	W 18:30 - 21:30	Townsend	Jacobs 2245
MORS-468-0	Managerial Leadership (formerly MGMT-468-0)	31	T 18:00 - 21:00	Hughes	Wieboldt
MORS-468-0	Managerial Leadership (formerly MGMT-468-0)	91	W 18:30 - 21:30	Kraemer	Jacobs G40 STERN
MORS-470-0	Negotiations	61	MR 10:30 - 12:00	Medvec	Jacobs 2245
MORS-470-0	Negotiations	62	TF 08:30 - 10:00	Teucher	Jacobs 2245
MORS-470-0	Negotiations	91	R 18:30 - 21:30	Effron	Jacobs 2245
MORS-476-0	Bargaining (formerly MORS-914-0)	31	M 18:00 - 21:00	Murnighan	Wieboldt
MORS-499-0	Independent Study	71	TBD	Radnor	Wieboldt
MORS-934-0	Managing in Professional Service Firms	91	M 18:30 - 21:30	Bette	Jacobs G05
MORS-935-C	Leadership Coaching Course: A Small Group Experience in Self-Reflection & Peer Coaching	61	T 10:10 - 12:00	Vuckovic	Jacobs 166
MORS-950-0	Frameworks to Insights: Problem Solving in Fast Forward	81	T 18:30 - 21:30	Bette	Jacobs G42

Spring 2012

Course	Title	Section	Time	Instructor	Building / Room
MORS-430-0	Leadership in Organizations	71	T 18:00 - 21:00	Livingston	Wieboldt
MORS-430-0	Leadership in Organizations	72	W 18:00 - 21:00	Livingston	Wieboldt
MORS-441-0	Managing People for Competitive Advantage	31	M 18:00 - 21:00	Ellington-Booth/ Cates	Wieboldt
MORS-441-0	Managing People for Competitive Advantage	61	TF 08:30 - 10:00	Ellington-Booth/ Cates	Jacobs
MORS-449-A	Writing in Organizations	61	TF 15:30 - 17:00	Shwom	Jacobs
MORS-450-0	Management Communications	71	M 18:00 - 21:00	Van Camp	Wieboldt
MORS-450-0	Management Communications	91	T 18:30 - 21:30	Van Camp	Jacobs
MORS-453-0	Power In Organizations: Sources, Strategies and Skills	31	T 18:00 - 21:00	Ocasio	Wieboldt
MORS-453-0	Power In Organizations: Sources, Strategies and Skills	61	TF 10:30 - 12:00	Ocasio	Jacobs
MORS-454-A	Creating and Managing Strategic Alliances	71	T 18:00 - 21:00	Trinh	Wieboldt
MORS-454-A	Creating and Managing Strategic Alliances	81	M 18:30 - 21:30	Trinh	Jacobs
MORS-460-0	Leading and Managing Teams	71	R 18:00 - 21:00	Townsend	Wieboldt
MORS-468-0	Managerial Leadership (formerly MGMT-468-0)	71	W 18:00 - 21:00	Kraemer	Wieboldt
MORS-468-0	Managerial Leadership (formerly MGMT-468-0)	81	T 18:30 - 21:30	Buck	Jacobs
MORS-470-0	Negotiations	31	R 18:00 - 21:00	Stephens	Wieboldt
MORS-470-0	Negotiations	61	TF 13:30 - 15:00	Effron	Jacobs
MORS-470-0	Negotiations	62	TF 15:30 - 17:00	Effron	Jacobs



CLASS SCHEDULE 2011-2012

MORS - Management & Organizations

Spring 2012

Course	Title	Section	Time	Instructor	Building / Room
MORS-470-0	Negotiations	71	M 18:00 - 21:00	Stephens	Wieboldt
MORS-470-0	Negotiations	76	S 09:00 - 12:00	Chou	Wieboldt
MORS-470-0	Negotiations	92	W 18:30 - 21:30	Stephens	Jacobs
MORS-470-0	Negotiations	93	W 18:30 - 21:30	Shteynberg	Jacobs
MORS-470-0	Negotiations	94	R 18:30 - 21:30	Shteynberg	Jacobs
MORS-476-0	Bargaining (formerly MORS-914-0)	71	W 18:00 - 21:00	Adam	Wieboldt
MORS-927-0	Practice-based Tools for Emerging Technology Markets	31	W 18:00 - 21:00	Radnor	Wieboldt
MORS-935-C	Leadership Coaching Course: A Small Group Experience in Self-Reflection & Peer Coaching	61	T 10:10 - 12:00	Vuckovic	Jacobs
MORS-935-C	Leadership Coaching Course: A Small Group Experience in Self-Reflection & Peer Coaching	62	T 10:10 - 12:00	Ellington-Booth	Jacobs
MORS-935-C	Leadership Coaching Course: A Small Group Experience in Self-Reflection & Peer Coaching	63	F 10:10 - 12:00	Langewisch	Jacobs
MORS-935-C	Leadership Coaching Course: A Small Group Experience in Self-Reflection & Peer Coaching	92	T 18:30 - 20:30	Murnane	Jacobs
MORS-935-C	Leadership Coaching Course: A Small Group Experience in Self-Reflection & Peer Coaching	93	R 18:30 - 20:30	Murnane	Jacobs
MORS-941-0	Comprehensive Perspectives of Leading a Sports Entity	81	M 18:30 - 21:30	Phillips/ McDonough	Jacobs
MORS-945-0	Social Dynamics and Networks	61	TF 10:30 - 12:00	Lamberson	Jacobs
MORS-945-0	Social Dynamics and Networks	62	TF 13:30 - 15:00	Lamberson	Jacobs
MORS-948-A	Origins of Organizing	81	W 18:30 - 21:30	Blount	Jacobs

Summer 2012

Course	Title	Section	Time	Instructor	Building / Room
MORS-430-0	Leadership in Organizations	71	R 18:00 - 21:00	Wohlgezogen	Wieboldt
MORS-430-0	Leadership in Organizations	76	S 09:00 - 12:00	Dewar	Wieboldt
MORS-450-0	Management Communications	71	M 18:00 - 21:00	Van Camp	Wieboldt
MORS-452-0	Leading the Strategic Change Process	91	W 18:30 - 21:30	Hirsch	Jacobs
MORS-470-0	Negotiations	71	MR 18:00 - 21:00		Wieboldt
MORS-470-0	Negotiations	91	TBD	Berger	Jacobs
MORS-927-0	Practice-based Tools for Emerging Technology Markets	31	W 18:00 - 21:00	Radnor	Wieboldt
MORS-936-C	Leadership Coaching Course: A Small Group Experience in Self-Reflection & Peer Coaching (Part-Time)	71	TBD	Ellington-Booth	Wieboldt
MORS-945-0	Social Dynamics and Networks	71	TBD 18:00 - 21:00	Lamberson	Wieboldt



CLASS SCHEDULE 2011-2012

OPNS - Operations

Fall 2011

Course	Title	Section	Time	Instructor	Building / Room
OPNS-430-0	Operations Management	71	M 18:00 - 21:00	Shamir	Wieboldt 203
OPNS-430-0	Operations Management	72	T 18:00 - 21:00	Shamir	Wieboldt 203
OPNS-430-0	Operations Management	76	S 13:30 - 16:30	Shin	Wieboldt 250
OPNS-440-0	Designing and Managing Business processes	61	MR 15:30 - 17:00	Chopra	Jacobs 160
OPNS-450-0	Analytical Decision Modeling on Spreadsheets	31	T 18:00 - 21:00	Deshmukh	Wieboldt 207
OPNS-450-0	Analytical Decision Modeling on Spreadsheets	61	MR 13:30 - 15:00	Deshmukh	Jacobs G36
OPNS-450-0	Analytical Decision Modeling on Spreadsheets	62	MR 15:30 - 17:00	Deshmukh	Jacobs G36
OPNS-450-E	Analytical Decision Modeling on Spreadsheets (INSEAD)	62	MR 15:30 - 17:00	Deshmukh	Jacobs
OPNS-455-0	Supply Chain Management	31	M 18:00 - 21:00	DeHoratius	Wieboldt 305
OPNS-455-0	Supply Chain Management	61	MR 10:30 - 12:00	Chopra	Jacobs G40 STERN

Winter 2012

Course	Title	Section	Time	Instructor	Building / Room
OPNS-430-0	Operations Management	61	MR 13:30 - 15:00	Lariviere	Jacobs G40 STERN
OPNS-430-0	Operations Management	71	W 18:00 - 21:00	Shamir	Wieboldt
OPNS-430-0	Operations Management	72	R 18:00 - 21:00	Shamir	Wieboldt
OPNS-450-0	Analytical Decision Modeling on Spreadsheets	61	TF 08:30 - 10:00	Ata	Jacobs G40 STERN
OPNS-450-0	Analytical Decision Modeling on Spreadsheets	62	TF 10:30 - 12:00	Ata	Jacobs G40 STERN
OPNS-454-0	Operations Strategy	61	MR 13:30 - 15:00	Van Mieghem	Jacobs 276
OPNS-454-0	Operations Strategy	62	MR 15:30 - 17:00	Van Mieghem	Jacobs 276
OPNS-458-A	Technology Management	81	T 18:30 - 21:30	Jeffery	Jacobs G27
OPNS-482-0	Service Operations	81	T 18:30 - 21:30	Lariviere	Jacobs G05
OPNS-521-0	Foundations of Operations Management	21	T 16:00 - 19:00	Van Mieghem	Jacobs
OPNS-525-0	Emerging Areas in Operations Management	21	TBD	Ata	Wieboldt
OPNS-923-0	Enterprise Risk Management	81	M 18:30 - 21:30	Walker	Jacobs G03

Spring 2012

Course	Title	Section	Time	Instructor	Building / Room
OPNS-430-0	Operations Management	61	MR 08:30 - 10:00	Lariviere	Jacobs
OPNS-430-0	Operations Management	62	MR 10:30 - 12:00	Lariviere	Jacobs
OPNS-430-0	Operations Management	63	MR 13:30 - 15:00	Gurvich	Jacobs
OPNS-430-0	Operations Management	64	MR 15:30 - 17:00	Gurvich	Jacobs
OPNS-430-0	Operations Management	65	TF 08:30 - 10:00	Shin	Jacobs
OPNS-430-0	Operations Management	66	TF 10:30 - 12:00	Shin	Jacobs



CLASS SCHEDULE 2011-2012

OPNS - Operations

Spring 2012

Course	Title	Section	Time	Instructor	Building / Room
OPNS-430-0	Operations Management	67	TF 13:30 - 15:00	Allon	Jacobs
OPNS-430-0	Operations Management	68	TF 15:30 - 17:00	Allon	Jacobs
OPNS-430-0	Operations Management	71	W 18:00 - 21:00	Islegen	Wieboldt
OPNS-430-0	Operations Management	72	R 18:00 - 21:00	Islegen	Wieboldt
OPNS-450-0	Analytical Decision Modeling on Spreadsheets	71	R 18:00 - 21:00	Lin	Wieboldt
OPNS-450-0	Analytical Decision Modeling on Spreadsheets	81	M 18:30 - 21:30	Walker	Jacobs
OPNS-454-0	Operations Strategy	61	MR 10:30 - 12:00	Allon	Jacobs
OPNS-483-1	Stochastic Foundations	21	TBD	Bassamboo	Jacobs
OPNS-522-0	Queueing Networks: Performance Analysis	21	M 15:00 - 18:00	Lin	Jacobs
OPNS-925-0	The New General Manager	61	MR 13:30 - 15:00	White	Jacobs
OPNS-930-A	6 Sigma Basics I	31	W 18:00 - 21:00	Boepple	Wieboldt
OPNS-931-B	6 Sigma Basics II	31	W 18:00 - 21:00	Boepple	Wieboldt

Summer 2012

Course	Title	Section	Time	Instructor	Building / Room
OPNS-430-0	Operations Management	71	T 18:00 - 21:00		Wieboldt
OPNS-430-0	Operations Management	72	R 18:00 - 21:00		Wieboldt
OPNS-438-A	Operations Management (Turbo)	61	TBD	Moreno-Garcia	Jacobs



CLASS SCHEDULE 2011-2012

REAL - Real Estate Program

Fall 2011

Course	Title	Section	Time	Instructor	Building / Room
REAL-443-0	Urban Economic Development and Real Estate Market Analysis	81	R 18:30 - 21:30	Mattoon	Jacobs G44
REAL-443-E	Urban Economic Development and Real Estate Market Analysis (INSEAD)	81	R 18:30 - 21:30	Mattoon	Jacobs
REAL-447-0	Legal Issues In Real Estate	81	T 18:30 - 21:30	Dana	Jacobs G36
REAL-499-0	Independent Study	71	TBD	Akason	Wieboldt
REAL-916-0	Real Estate Lab (RE Lab)	81	M 18:30 - 21:30	Bennett	Jacobs G44

Winter 2012

Course	Title	Section	Time	Instructor	Building / Room
REAL-444-0	Real Estate Development	81	W 18:30 - 21:30	Carreira/ Winter	Jacobs G03
REAL-916-0	Real Estate Lab	31	M 18:00 - 21:00	Bennett	Wieboldt
REAL-916-0	Real Estate Lab	81	T 18:30 - 21:30	McGuire	Jacobs 165
REAL-925-0	Real Estate Entrepreneurship	81	R 18:30 - 21:30	Bennett	Jacobs G45

Spring 2012

Course	Title	Section	Time	Instructor	Building / Room
REAL-450-0	Booth-Kellogg Challenge Lab	61	T 15:30 - 17:00	Akason/ Bennett	Jacobs
REAL-921-A	Alternative Financing for Real Estate	81	M 18:30 - 21:30	Hopps	Jacobs
REAL-922-B	International Real Estate	81	M 18:30 - 21:30	Gordon	Jacobs



CLASS SCHEDULE 2011-2012

SEEK - Social Enterprise

Fall 2011

Course	Title	Section	Time	Instructor	Building / Room
SEEK-440-A	Values and Crisis Decision Making	61	MTWRF 13:30 - 16:30	Harstad	Jacobs G40 STERN
SEEK-440-A	Values and Crisis Decision Making	62	MTWRF 13:30 - 16:30	Diermeier	Jacobs 276
SEEK-440-A	Values and Crisis Decision Making	63	MTWRF 09:00 - 12:00	Harstad	Jacobs G40 STERN
SEEK-440-A	Values and Crisis Decision Making	64	MTWRF 09:00 - 12:00	Diermeier	Jacobs 276
SEEK-440-A	Values and Crisis Decision Making	65	MTWRF 13:30 - 16:30	Feddersen	Jacobs 101
SEEK-440-A	Values and Crisis Decision Making	66	MTWRF 13:30 - 16:30	Austen-Smith	Jacobs G27
SEEK-440-A	Values and Crisis Decision Making	67	MTWRF 09:00 - 12:00	Feddersen	Jacobs 101
SEEK-440-A	Values and Crisis Decision Making	68	MTWRF 09:00 - 12:00	Austen-Smith	Jacobs G27
SEEK-440-A	Values and Crisis Decision Making	71	F 18:00 - 21:00	Harstad	Wieboldt 247
SEEK-440-A	Values and Crisis Decision Making	71	F 18:00 - 21:00	Harstad	Wieboldt 247
SEEK-440-A	Values and Crisis Decision Making	71	S 18:00 - 21:00	Harstad	Wieboldt 247
SEEK-440-A	Values and Crisis Decision Making	71	S 18:00 - 21:00	Harstad	Wieboldt 247
SEEK-440-A	Values and Crisis Decision Making	72	F 18:00 - 21:00	Feddersen	Wieboldt 247
SEEK-440-A	Values and Crisis Decision Making	72	F 18:00 - 21:00	Feddersen	Wieboldt 247
SEEK-440-A	Values and Crisis Decision Making	72	S 18:00 - 21:00	Feddersen	Wieboldt 247
SEEK-440-A	Values and Crisis Decision Making	72	S 18:00 - 21:00	Feddersen	Wieboldt 247
SEEK-440-A	Values and Crisis Decision Making	76	Su 08:30 - 17:00	Feddersen	Wieboldt 247
SEEK-440-A	Values and Crisis Decision Making	76	Su 08:30 - 17:00	Feddersen	Wieboldt 247
SEEK-440-E	Values and Crisis Decision Making (INSEAD only)	71	F 18:00 - 21:00	Harstad	Wieboldt 247
SEEK-440-E	Values and Crisis Decision Making (INSEAD only)	71	F 18:00 - 21:00	Harstad	Wieboldt 247
SEEK-440-E	Values and Crisis Decision Making (INSEAD only)	71	S 18:00 - 21:00	Harstad	Wieboldt 247
SEEK-440-E	Values and Crisis Decision Making (INSEAD only)	71	S 18:00 - 21:00	Harstad	Wieboldt 247
SEEK-440-E	Values and Crisis Decision Making (INSEAD only)	76	Su 08:30 - 17:00	Feddersen	Wieboldt
SEEK-440-E	Values and Crisis Decision Making (INSEAD only)	76	Su 08:30 - 17:00	Feddersen	Wieboldt
SEEK-441-0	Strategic Management in Non-Market Environments	61	MR 13:30 - 15:00	Diermeier	Jacobs 160
SEEK-441-0	Strategic Management in Non-Market Environments	71	M 18:00 - 21:00	Diermeier	Wieboldt 347
SEEK-450-0	Leading the Mission Driven Enterprises	81	M 18:30 - 21:30	Haider	Jacobs 166
SEEK-460-0	Values-Based Leadership	71	W 18:00 - 21:00	Sandroni	Wieboldt 309
SEEK-460-E	Values-Based Leadership (INSEAD)	71	W 18:00 - 21:00	Sandroni	Wieboldt
SEEK-471-0	Advanced Board Governance	91	W 13:00 - 15:00	Haider	Jacobs
SEEK-471-C	Advanced Board Governance	91	W 13:00 - 15:00	Haider	Jacobs
SEEK-471-N	Advanced Board Governance	91	W 13:00 - 15:00	Haider	Jacobs
SEEK-499-0	Independent Study	61	TBD	Donnelly	Jacobs

Winter 2012

Course	Title	Section	Time	Instructor	Building / Room
SEEK-440-A	Values and Crisis Decision Making	71	F 18:00 - 21:00	Egorov	Wieboldt



CLASS SCHEDULE 2011-2012

SEEK - Social Enterprise

Winter 2012

Course	Title	Section	Time	Instructor	Building / Room
SEEK-440-A	Values and Crisis Decision Making	71	F 18:00 - 21:00	Egorov	Wieboldt
SEEK-440-A	Values and Crisis Decision Making	71	S 18:00 - 21:00	Egorov	Wieboldt
SEEK-440-A	Values and Crisis Decision Making	71	S 18:00 - 21:00	Egorov	Wieboldt
SEEK-440-A	Values and Crisis Decision Making	72	F 18:00 - 21:00	Egorov	Wieboldt
SEEK-440-A	Values and Crisis Decision Making	72	F 18:00 - 21:00	Egorov	Wieboldt
SEEK-440-A	Values and Crisis Decision Making	72	S 18:00 - 21:00	Egorov	Wieboldt
SEEK-440-A	Values and Crisis Decision Making	72	S 18:00 - 21:00	Egorov	Wieboldt
SEEK-441-0	Strategic Management in Non-Market Environments	61	MR 15:30 - 17:00	Minor	Jacobs G27
SEEK-441-0	Strategic Management in Non-Market Environments	81	M 18:30 - 21:30	Minor	Jacobs G42
SEEK-453-B	Board Governance of Non-Profit Organizations (Board Fellows)	91	T 15:15 - 18:15	Haider	Jacobs G44
SEEK-460-0	Values-Based Leadership	61	MR 13:30 - 15:00	Sandroni	Jacobs G05
SEEK-470-0	Public Economics for Business Leaders I: National Policy	61	TF 10:30 - 12:00	Besanko	Jacobs G05
SEEK-470-0	Public Economics for Business Leaders I: National Policy	62	TF 15:30 - 17:00	Besanko	Jacobs G05
SEEK-471-0	Advanced Board Governance	91	W 13:00 - 15:00	Haider	Jacobs 276
SEEK-471-C	Advanced Board Governance	91	W 13:00 - 15:00	Haider	Jacobs 276
SEEK-471-N	Advanced Board Governance	91	W 13:00 - 15:00	Haider	Jacobs 276
SEEK-499-0	Independent Study	61	TBD	Haider	Jacobs
SEEK-499-0	Independent Study	62	TBD	Jones	Jacobs
SEEK-499-0	Independent Study	71	TBD	Haider	Wieboldt
SEEK-918-0	Education Lab	61	TBD	Scott	Jacobs
SEEK-918-A	Education Lab	61	TBD	Scott	Jacobs
SEEK-921-0	Impact Investing	81	R 18:30 - 21:30	Chen	Jacobs 276
SEEK-930-0	NUvention: Innovate for Impact	61	W 15:00 - 18:00	Jones	Jacobs 2245
SEEK-935-0	Environmental Management and Sustainability	81	W 18:30 - 21:30	Weber	Jacobs 165

Spring 2012

Course	Title	Section	Time	Instructor	Building / Room
SEEK-440-A	Values and Crisis Decision Making	71	F 18:00 - 21:00	Egorov	Wieboldt
SEEK-440-A	Values and Crisis Decision Making	71	F 18:00 - 21:00	Egorov	Wieboldt
SEEK-440-A	Values and Crisis Decision Making	71	S 18:00 - 21:00	Egorov	Wieboldt
SEEK-440-A	Values and Crisis Decision Making	71	S 18:00 - 21:00	Egorov	Wieboldt
SEEK-440-A	Values and Crisis Decision Making	72	F 18:00 - 21:00	Egorov	Wieboldt
SEEK-440-A	Values and Crisis Decision Making	72	F 18:00 - 21:00	Egorov	Wieboldt
SEEK-440-A	Values and Crisis Decision Making	72	S 18:00 - 21:00	Egorov	Wieboldt
SEEK-440-A	Values and Crisis Decision Making	72	S 18:00 - 21:00	Egorov	Wieboldt
SEEK-441-0	Strategic Management in Non-Market Environments	31	M 18:00 - 21:00	Persico	Wieboldt



CLASS SCHEDULE 2011-2012

SEEK - Social Enterprise

Spring 2012

Course	Title	Section	Time	Instructor	Building / Room
SEEK-441-0	Strategic Management in Non-Market Environments	61	MR 08:30 - 10:00	Persico	Jacobs
SEEK-454-A	The Education Industry	81	T 18:30 - 21:30	Purvis	Jacobs
SEEK-455-B	Board Governance of Non-Profit Organizations (Non Board Fellows)	81	M 18:30 - 21:30	Haider	Jacobs
SEEK-460-0	Values-Based Leadership	61	MR 15:30 - 17:00	Waytz	Jacobs
SEEK-460-0	Values-Based Leadership	81	M 18:30 - 21:30	Waytz	Jacobs
SEEK-470-0	Public Economics for Business Leaders I: National Policy	71	R 18:00 - 21:00	Besanko	Wieboldt
SEEK-471-0	Advanced Board Governance	91	W 13:00 - 15:00	Haider	Jacobs
SEEK-471-C	Advanced Board Governance	91	W 13:00 - 15:00	Haider	Jacobs
SEEK-471-N	Advanced Board Governance	91	W 13:00 - 15:00	Haider	Jacobs
SEEK-480-0	Public Economics for Business Leaders: State and Local Policy (formerly REAL-448-0)	61	MR 10:30 - 12:00	McGuire	Jacobs
SEEK-915-0	Sustainability Lab	81	R 18:30 - 21:30	Weber	Jacobs
SEEK-917-B	Corporate Social Responsibility	81	T 18:30 - 21:30	Saul	Jacobs
SEEK-918-0	Education Lab	61	TBD	Scott	Jacobs
SEEK-918-B	Education Lab	61	TBD	Scott	Jacobs
SEEK-931-A	Nuvention: Innovate for Impact II	61	W 15:00 - 18:00	Jones	Jacobs
SEEK-940-A	Social Intrapreneurship	81	W 18:30 - 21:30	Weber	Jacobs
SEEK-941-B	Enterprise Innovation for Social Change	81	W 18:30 - 21:30	Weber	Jacobs

Summer 2012

Course	Title	Section	Time	Instructor	Building / Room
SEEK-440-A	Values and Crisis Decision Making	61	TBD	Austen-Smith	Jacobs
SEEK-440-A	Values and Crisis Decision Making	71	F 18:00 - 21:00	Feddersen	Wieboldt
SEEK-440-A	Values and Crisis Decision Making	71	F 18:00 - 21:00	Feddersen	Wieboldt
SEEK-440-A	Values and Crisis Decision Making	71	S 18:00 - 21:00	Feddersen	Wieboldt
SEEK-440-A	Values and Crisis Decision Making	71	S 18:00 - 21:00	Feddersen	Wieboldt
SEEK-441-0	Strategic Management in Non-Market Environments	71	MR 18:00 - 21:00	Haider	Wieboldt
SEEK-480-0	Public Economics for Business Leaders: State and Local Policy (formerly REAL-448-0)	71	T 18:00 - 21:00	McGuire	Wieboldt



CLASS SCHEDULE 2011-2012

TECH - Technology Industry Management

Winter 2012

Course	Title	Section	Time	Instructor	Building / Room
TECH-499-0	Independent Study	61	TBD	Sawhney	Jacobs