

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 2009-2010

ACCT - Accounting Information & Management

Fall 2009

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 - 12:30	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	Lansford	Jacobs G42
ACCT-430-0	Accounting For Decision Making	66	TF 10:30 - 12:00	Finn	Jacobs 101
ACCT-430-0	Accounting For Decision Making	67	TF 13:30 - 15:00	Lansford	Jacobs G42
ACCT-430-0	Accounting For Decision Making	68	TF 15:30 - 17:00	Finn	Jacobs 101
ACCT-430-0	Accounting For Decision Making	69	TF 10:30 - 12:00	Lansford	Jacobs G42
ACCT-430-0	Accounting For Decision Making	71	T 18:00 - 21:00	Magee	Wieboldt TBD
ACCT-430-0	Accounting For Decision Making	72	W 18:00 - 21:00	Gow	Wieboldt TBD
ACCT-431-0	Managerial Accounting	71	M 18:00 - 21:00	Bertomeu	Wieboldt TBD
ACCT-444-0	Financial Planning For Mergers and Acquisitions	81	M 18:30 - 21:30	Lys	Jacobs G05
ACCT-444-0	Financial Planning For Mergers and Acquisitions	82	T 18:30 - 21:30	Lys	Jacobs G05
ACCT-451-0	Financial Reporting and Analysis	61	MR 08:30 - 10:00	Wongsunwai	Jacobs G05
ACCT-451-0	Financial Reporting and Analysis	62	MR 10:30 - 12:00	Wongsunwai	Jacobs G05
ACCT-451-0	Financial Reporting and Analysis	81	R 18:30 - 21:30	Wongsunwai	Jacobs G03
ACCT-454-0	Management Lab (Formerly LEAP)	91	T 18:30 - 21:30	Balachandran	Jacobs 166

Winter 2010

Course	Title	Section	Time	Instructor	Building / Room
ACCT-430-0	Accounting For Decision Making	71	M 18:00 - 21:00	Gow	Wieboldt
ACCT-430-0	Accounting For Decision Making	72	T 18:00 - 21:00	Gow	Wieboldt
ACCT-431-0	Managerial Accounting	61	MR 13:30 - 15:00	Rusticus	Jacobs
ACCT-431-0	Managerial Accounting	81	M 18:30 - 21:30	Rusticus	Jacobs
ACCT-451-0	Financial Reporting and Analysis	61	MR 08:30 - 10:00	Sunder	Jacobs
ACCT-451-0	Financial Reporting and Analysis	62	MR 10:30 - 12:00	Sunder	Jacobs
ACCT-451-0	Financial Reporting and Analysis	81	R 18:30 - 21:30	Sunder	Jacobs
ACCT-520-1	Seminar in Empirical Capital Markets Research in Accounting	21	F 14:00 - 17:00	Lys	Jacobs
ACCT-520-3	Seminar in Information Economics and Analytical Accounting Research	21	M 14:00 - 17:00	Sridharan	

Spring 2010

Course	Title	Section	Time	Instructor	Building / Room
ACCT-430-0	Accounting For Decision Making	71	T 18:00 - 21:00	Dye	Wieboldt
ACCT-430-0	Accounting For Decision Making	72	W 18:00 - 21:00	Dye	



CLASS SCHEDULE 2009-2010

ACCT - Accounting Information & Management

Spring 2010

Course	Title	Section	Time	Instructor	Building / Room
ACCT-431-0	Managerial Accounting	61	MR 08:30 - 10:00	Walther	Jacobs
ACCT-431-0	Managerial Accounting	62	MR 10:30 - 12:00	Walther	Jacobs
ACCT-451-0	Financial Reporting and Analysis	61	MR 08:30 - 10:00	Sunder	Jacobs
ACCT-451-0	Financial Reporting and Analysis	62	MR 10:30 - 12:00	Sunder	
ACCT-451-0	Financial Reporting and Analysis	71	R 18:00 - 21:00	Sunder	Jacobs
ACCT-452-0	Financial Reporting and Analysis II	81	T 18:30 - 21:30	Finn	Jacobs



CLASS SCHEDULE 2009-2010

BLAW - Business Law

Fall 2009

Course	Title	Section	Time	Instructor	Building / Room
BLAW-435-0	Business Law I	71	W 18:00 - 21:00	Presser	Wieboldt TBD
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 101
BLAW-917-0	Business Law and Contracts	31	T 18:00 - 21:00	Robins	Wieboldt TBD

Winter 2010

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

Spring 2010

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
BLAW-921-0	Business Law for Entrepreneurs	71	R 18:00 - 21:00	Bradley	Wieboldt



CLASS SCHEDULE 2009-2010

DECS - Decision Sciences

Fall 2009

Course	Title	Section	Time	Instructor	Building / Room
DECS-433-0	Mathematical Methods For Management Decisions	61	MR 08:30 - 10:00	Vohra	Jacobs 1246
DECS-433-0	Mathematical Methods For Management Decisions	62	MR 10:30 - 12:00	Vohra	Jacobs 1246
DECS-433-0	Mathematical Methods For Management Decisions	63	MR 13:30 - 15:00	Al-Najjar	Jacobs G03
DECS-433-0	Mathematical Methods For Management Decisions	64	MR 15:30 - 17:00	Al-Najjar	Jacobs G03
DECS-433-0	Mathematical Methods For Management Decisions	65	TF 10:30 - 12:00	Herold	Jacobs 1246
DECS-433-0	Mathematical Methods For Management Decisions	66	TF 13:30 - 15:00	Herold	Jacobs 1246
DECS-433-0	Mathematical Methods For Management Decisions	71	M 18:00 - 21:00	Weber	Wieboldt TBD
DECS-433-0	Mathematical Methods For Management Decisions	72	T 18:00 - 21:00	Weber	Wieboldt TBD
DECS-433-0	Mathematical Methods For Management Decisions	76	S 13:30 - 16:30	Kalai	Wieboldt TBD
DECS-434-0	Statistical Methods For Management Decisions	71	T 18:00 - 21:00	Shmaya	Wieboldt TBD
DECS-434-0	Statistical Methods For Management Decisions	72	R 18:00 - 21:00	Shmaya	Wieboldt TBD
DECS-434-0	Statistical Methods For Management Decisions	91	W 18:30 - 21:30	Shmaya	Jacobs 101
DECS-499-0	Independent Study	61	TBD	Walker	Jacobs TBD

Winter 2010

Course	Title	Section	Time	Instructor	Building / Room
DECS-433-0	Mathematical Methods For Management Decisions	71	W 18:00 - 21:00	Gradwohl	Wieboldt
DECS-433-0	Mathematical Methods For Management Decisions	72	R 18:00 - 21:00	Gradwohl	Wieboldt
DECS-434-0	Statistical Methods For Management Decisions	61	MR 08:30 - 10:00	Vohra	Jacobs
DECS-434-0	Statistical Methods For Management Decisions	62	MR 10:30 - 12:00	Kuzmics	Jacobs
DECS-434-0	Statistical Methods For Management Decisions	63	MR 13:30 - 15:00	Kuzmics	Jacobs
DECS-434-0	Statistical Methods For Management Decisions	64	MR 15:30 - 17:00	Seo	Jacobs
DECS-434-0	Statistical Methods For Management Decisions	65	TF 08:30 - 10:00	Ekmekci	Jacobs
DECS-434-0	Statistical Methods For Management Decisions	66	TF 10:30 - 12:00	Ekmekci	Jacobs
DECS-434-0	Statistical Methods For Management Decisions	67	TF 13:30 - 15:00	Dziuda	Jacobs
DECS-434-0	Statistical Methods For Management Decisions	68	TF 15:30 - 17:00	Dziuda	Jacobs
DECS-434-0	Statistical Methods For Management Decisions	71	T 18:00 - 21:00	Seo	Wieboldt
DECS-434-0	Statistical Methods For Management Decisions	72	W 18:00 - 21:00	Seo	Wieboldt
DECS-434-0	Statistical Methods For Management Decisions	76	S 09:00 - 12:00	Dziuda	Wieboldt
DECS-450-0	Decision Analysis	61	MR 13:30 - 15:00	McKeon/ Judd	Jacobs
DECS-450-0	Decision Analysis	62	MR 15:30 - 17:00	McKeon/ Judd	Jacobs
DECS-450-0	Decision Analysis	71	W 18:00 - 21:00	McKeon/ Judd	Wieboldt
DECS-450-0	Decision Analysis	81	T 18:30 - 21:30	McKeon/ Judd	Jacobs
DECS-452-0	Strategic Decision Making	61	TF 15:30 - 17:00	Kalai	Jacobs
DECS-915-0	Analytics Consulting Lab (ACL)	61	W 13:30 - 15:00	Walker	Jacobs



CLASS SCHEDULE 2009-2010

DECS - Decision Sciences

Spring 2010

Course	Title	Section	Time	Instructor	Building / Room
DECS-433-0	Mathematical Methods For Management Decisions	71	T 18:00 - 21:00	Gradwohl	Wieboldt
DECS-433-0	Mathematical Methods For Management Decisions	72	R 18:00 - 21:00	McKeon	Wieboldt
DECS-434-0	Statistical Methods For Management Decisions	71	M 18:00 - 21:00	Weinstein	Wieboldt
DECS-434-0	Statistical Methods For Management Decisions	72	R 18:00 - 21:00	Weinstein	Wieboldt
DECS-452-0	Strategic Decision Making	61	TF 15:30 - 17:00	Weber	Jacobs
DECS-452-0	Strategic Decision Making	71	R 18:00 - 21:00	Weber	Wieboldt



CLASS SCHEDULE 2009-2010

ENTR - Entrepreneurship & Innovation

Fall 2009

Course	Title	Section	Time	Instructor	Building / Room
ENTR-462-0	Entrepreneurship & New Venture Formulation	81	T 18:30 - 21:30	Sutter, Jr.	Jacobs 1246
ENTR-499-0	Independent Study	61	TBD	Rogers	Jacobs TBD
ENTR-902-A	Entrepreneurial Selling: Skills and Strategies	81	M 18:30 - 21:30	Mayberry McKissack	Jacobs G45
ENTR-903-0	Corporate Innovation & New Ventures	81	T 18:30 - 21:30	Wolcott	Jacobs 101

Winter 2010

Course	Title	Section	Time	Instructor	Building / Room
ENTR-462-0	Entrepreneurship & New Venture Formulation	71	M 18:00 - 21:00	White	Wieboldt
ENTR-462-0	Entrepreneurship & New Venture Formulation	91	M 18:30 - 21:30	Shein	Jacobs
ENTR-904-B	Entrepreneurial Risk	81	R 18:30 - 21:30	Walker	Jacobs

Spring 2010

Course	Title	Section	Time	Instructor	Building / Room
ENTR-462-0	Entrepreneurship & New Venture Formulation	71	M 18:00 - 21:00	White	Wieboldt
ENTR-462-0	Entrepreneurship & New Venture Formulation	81	T 18:30 - 21:30	Shein	Jacobs
ENTR-463-0	Successful Entrepreneurship	81	M 18:30 - 21:30	Shesky	Jacobs
ENTR-901-A	Understanding and Managing Enterprise Risk	61	T 15:15 - 18:15	Jacobs	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	T 18:30 - 21:30	Wolcott	Jacobs
ENTR-926-0	The Human Element in Private Equity Investing	81	R 18:30 - 21:30	Sutter, Jr.	Jacobs



Kellogg

 School of Management
CLASS SCHEDULE 2009-2010
 FINC - Finance

Fall 2009

Course	Title	Section	Time	Instructor	Building / Room
FINC-430-0	Finance I	61	MR 08:30 - 10:00	Kuhnen	Jacobs G42
FINC-430-0	Finance I	62	MR 10:30 - 12:00	Kuhnen	Jacobs G42
FINC-430-0	Finance I	63	TF 08:30 - 10:00	Vissing-Jorgensen	Jacobs G05
FINC-430-0	Finance I	64	TF 10:30 - 12:00	Vissing-Jorgensen	Jacobs G05
FINC-430-0	Finance I	71	M 18:00 - 21:00	Kuhnen	Wieboldt TBD
FINC-430-0	Finance I	72	T 18:00 - 21:00	Vissing-Jorgensen	Wieboldt TBD
FINC-440-0	Finance I/II	61	TF 13:30 - 15:00	Banerjee	Jacobs G05
FINC-440-0	Finance I/II	62	TF 15:30 - 17:00	Braun	Jacobs G05
FINC-440-0	Finance I/II	71	R 18:00 - 21:00	Braun	Wieboldt TBD
FINC-441-0	Finance II	61	MR 10:30 - 12:00	Melzer	Jacobs G44
FINC-441-0	Finance II	62	MR 13:30 - 15:00	Melzer	Jacobs G44
FINC-441-0	Finance II	71	R 18:00 - 21:00	Melzer	Wieboldt TBD
FINC-441-0	Finance II	76	S 09:00 - 12:00	Braun	Wieboldt TBD
FINC-442-0	Financial Decisions	61	TF 08:30 - 10:00	Raviv	Jacobs G03
FINC-442-0	Financial Decisions	62	TF 10:30 - 12:00	Raviv	Jacobs G03
FINC-442-0	Financial Decisions	71	M 18:00 - 21:00	Raviv	Wieboldt TBD
FINC-445-0	Venture Capital and Private Equity Investing	91	T 18:30 - 21:30	Toldra-Simats	Jacobs G45
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	Collins	Jacobs 276
FINC-460-0	Investments	76	S 13:30 - 16:30	Bandyopadhyay	Wieboldt TBD
FINC-461-0	Investment Banking	71	M 18:00 - 21:00	Stowell	Wieboldt TBD
FINC-463-0	Security Analysis	61	TF 10:30 - 12:00	Srivastava	Jacobs G44
FINC-463-0	Security Analysis	62	TF 13:30 - 15:00	Srivastava	Jacobs G44
FINC-465-0	Derivative Markets I	61	MR 08:30 - 10:00	Hagerty	Jacobs G45
FINC-465-0	Derivative Markets I	71	R 18:00 - 21:00	Skiadas	Wieboldt TBD
FINC-470-0	International Finance	61	MR 13:30 - 15:00	Rebelo	Jacobs 276
FINC-470-0	International Finance	62	MR 15:30 - 17:00	Rebelo	Jacobs 276
FINC-470-0	International Finance	71	T 18:00 - 21:00	Rebelo	Wieboldt TBD
FINC-485-0	Introduction to Financial Theory	21	T 14:00 - 17:00	Skiadas	Jacobs
FINC-489-0	Empirical Corporate Finance	21	M 15:00 - 18:00	Sapienza	Jacobs
FINC-499-0	Independent Study	61	TBD	Hochberg	Jacobs TBD
FINC-915-0	Venture Lab (V-Lab)	61	W 10:15 - 12:15	Hochberg	Jacobs TBD
FINC-934-0	Asset Management Practicum II	81	M 18:30 - 21:30	Vincent	Jacobs 165
FINC-939-0	Buyout Lab (B-Lab)	61	W 10:15 - 12:15	Stowell	Jacobs TBD
FINC-941-0	International Macroeconomics for Business Managers	61	MR 13:30 - 15:00	Parker	Jacobs G42
FINC-941-0	International Macroeconomics for Business Managers	71	W 18:00 - 21:00	Parker	Wieboldt TBD



CLASS SCHEDULE 2009-2010

FINC - Finance

Winter 2010

Course	Title	Section	Time	Instructor	Building / Room
FINC-430-0	Finance I	61	TF 08:30 - 10:00	Kondo	Jacobs
FINC-430-0	Finance I	62	TF 10:30 - 12:00	Kondo	Jacobs
FINC-430-0	Finance I	63	TF 13:30 - 15:00	Kondo	
FINC-430-0	Finance I	64	MR 13:30 - 15:00	Tarhan	Jacobs
FINC-430-0	Finance I	71	M 18:00 - 21:00	Tarhan	Wieboldt
FINC-430-0	Finance I	72	R 18:00 - 21:00	Green	Wieboldt
FINC-440-0	Finance I/II	61	MR 13:30 - 15:00	Braun	Jacobs
FINC-441-0	Finance II	61	MR 08:30 - 10:00	Petersen	
FINC-441-0	Finance II	62	MR 10:30 - 12:00	Petersen	Jacobs
FINC-441-0	Finance II	63	TF 10:30 - 12:00	Matsa	Jacobs
FINC-441-0	Finance II	71	T 18:00 - 21:00	Matsa	Wieboldt
FINC-442-0	Financial Decisions	61	MR 08:30 - 10:00	Fishman	Jacobs
FINC-442-0	Financial Decisions	62	MR 10:30 - 12:00	Fishman	Jacobs
FINC-442-0	Financial Decisions	63	TF 13:30 - 15:00	Thompson	Jacobs
FINC-442-0	Financial Decisions	64	TF 15:30 - 17:00	Thompson	Jacobs
FINC-442-0	Financial Decisions	71	T 18:00 - 21:00	Fishman	Wieboldt
FINC-442-0	Financial Decisions	76	S 09:00 - 12:00	Thompson	Wieboldt
FINC-444-0	Value Investing (formerly FINC-925 Advanced Topics in Finance)	81	W 18:30 - 21:30	Jagannathan	Jacobs
FINC-445-0	Venture Capital and Private Equity Investing	71	M 18:00 - 21:00	Collins	Wieboldt
FINC-445-0	Venture Capital and Private Equity Investing	91	T 18:30 - 21:30	Honney	Jacobs
FINC-446-0	Entrepreneurial Finance	61	T 15:15 - 18:15	Rogers	Jacobs
FINC-446-0	Entrepreneurial Finance	71	W 18:00 - 21:00	Rogers	Wieboldt
FINC-447-0	Financial Strategy and Tax Planning	61	MR 13:30 - 15:00	Petersen	Jacobs
FINC-460-0	Investments	61	TF 10:30 - 12:00	Papanikolaou	Jacobs
FINC-460-0	Investments	71	T 18:00 - 21:00	Papanikolaou	Wieboldt
FINC-461-0	Investment Banking	61	MR 10:30 - 12:00	Stowell	Jacobs
FINC-463-0	Security Analysis	71	R 18:00 - 21:00	Srivastava	Wieboldt
FINC-465-0	Derivative Markets I	61	MR 08:30 - 10:00	McDonald	Jacobs
FINC-465-0	Derivative Markets I	62	MR 10:30 - 12:00	McDonald	Jacobs
FINC-467-0	Derivative Markets II	81	T 18:30 - 21:30	McDonald	Jacobs
FINC-470-0	International Finance	61	MR 15:30 - 17:00	Andersen	Jacobs
FINC-470-0	International Finance	71	W 18:00 - 21:00	Andersen	Wieboldt
FINC-471-0	Case Studies in Venture Investment (Formerly FINC-932-0)	81	R 18:30 - 21:30	Hochberg	Jacobs
FINC-487-0	Dynamic Asset Pricing Theory	21	TR 09:00 - 12:00	Skidas	Jacobs FINC
FINC-488-0	Econometrics of Financial Markets	21	F 09:00 - 12:30	Jagannathan	Jacobs
FINC-915-0	Venture Lab (V-Lab)	61	W 13:30 - 15:00	Hochberg	Jacobs
FINC-918-A	Major Project and Project Finance in Emerging Markets	81	M 18:30 - 21:30	Knuepfer	Jacobs
FINC-935-0	Asset Management Practicum III	81	M 18:30 - 21:30	Korajczyk	Jacobs



Kellogg

 School of Management
CLASS SCHEDULE 2009-2010
 FINC - Finance

Winter 2010

Course	Title	Section	Time	Instructor	Building / Room
FINC-938-A	Due Diligence: Mergers & Acquisitions	81	M 18:30 - 21:30	Swanson	Jacobs
FINC-939-0	Buyout Lab (B-Lab)	61	W 13:30 - 15:00	Stowell	Jacobs
FINC-940-A	Financial Modeling for Leveraged Buyout Transactions	91	M 15:15 - 18:15	Saraiya	Jacobs

Spring 2010

Course	Title	Section	Time	Instructor	Building / Room
FINC-430-0	Finance I	71	R 18:00 - 21:00	Green	Wieboldt
FINC-430-0	Finance I	76	S 13:30 - 16:30	Braun	Wieboldt
FINC-441-0	Finance II	61	MR 10:30 - 12:00	Eisfeldt	Jacobs
FINC-441-0	Finance II	62	MR 13:30 - 15:00	Eisfeldt	Jacobs
FINC-441-0	Finance II	63	TF 10:30 - 12:00	Bustos	Jacobs
FINC-441-0	Finance II	71	T 18:00 - 21:00	Bustos	Wieboldt
FINC-442-0	Financial Decisions	61	MR 15:30 - 17:00	Thompson	Jacobs
FINC-442-0	Financial Decisions	62	TF 10:30 - 12:00	Thompson	Jacobs
FINC-442-0	Financial Decisions	63	TF 13:30 - 15:00	Tarhan	Jacobs
FINC-442-0	Financial Decisions	71	T 18:00 - 21:00	Tarhan	Wieboldt
FINC-445-0	Venture Capital and Private Equity Investing	61	TF 13:30 - 15:00	Collins	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	Collins	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	Collins	Wieboldt
FINC-448-0	Corporate Restructuring	61	MR 10:30 - 12:00	Thompson	Jacobs
FINC-460-0	Investments	81	T 18:00 - 21:00	Bandyopadhyay	Jacobs
FINC-461-0	Investment Banking	61	TF 10:30 - 12:00	Stowell	Jacobs
FINC-463-0	Security Analysis	61	MR 10:30 - 12:00	Vincent	Jacobs
FINC-463-0	Security Analysis	62	MR 13:30 - 15:00	Vincent	Jacobs
FINC-464-0	Fixed Income Securities	61	MR 13:30 - 15:00	Carmel	Jacobs
FINC-464-0	Fixed Income Securities	71	R 18:00 - 21:00	Carmel	Wieboldt
FINC-465-0	Derivative Markets I	61	TBD	Todorov	Jacobs
FINC-465-0	Derivative Markets I	71	TBD	Todorov	Wieboldt
FINC-470-0	International Finance	91	M 18:30 - 21:30	Andersen	Jacobs
FINC-486-0	Corporate Finance	21	T 14:00 - 17:00	Fishman/ Krishnamurthy	Jacobs
FINC-520-0	General Seminar for PhD Candidates	21	T 14:00 - 17:00	Eberly/ Eisfeldt	Jacobs
FINC-520-1	Seminar In Finance	21	M 14:00 - 15:15		Jacobs
FINC-520-1	Seminar In Finance	21	W 14:00 - 15:15		Jacobs
FINC-915-0	Venture Lab (V-Lab)	61	W 13:30 - 15:00	Hochberg	Jacobs
FINC-931-0	Wall Street, Hedge Funds and Private Equity	81	M 18:30 - 21:30	Stowell	Jacobs



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School of Management
CLASS SCHEDULE 2009-2010
FINC - Finance

Spring 2010

Course	Title	Section	Time	Instructor	Building / Room
FINC-933-0	Asset Management Practicum I	81	M 18:30 - 21:30	Vincent	Jacobs
FINC-936-0	Asset Management Practicum IV	81	M 18:30 - 21:30	Korajczyk	Jacobs
FINC-936-C	Asset Management Practicum IV	81	M 18:30 - 21:30	Korajczyk	Jacobs
FINC-937-0	Microfinance & the Role of Financial Institutions in Development	81	T 18:30 - 21:30	Christensen	Jacobs
FINC-939-0	Buyout Lab (B-Lab)	61	W 13:30 - 15:00	Stowell	Jacobs
FINC-940-A	Financial Modeling for Leveraged Buyout Transactions	91	M 15:15 - 18:15	Saraiya	Jacobs
FINC-942-A	The Business of Investing	81	W 18:30 - 21:30	Dhingra	Jacobs



CLASS SCHEDULE 2009-2010

HEMA - Health Enterprise Management

Fall 2009

Course	Title	Section	Time	Instructor	Building / Room
HEMA-440-0	Introduction to the Principles and Management of Health Industry Systems (formerly HIMT-440-0)	31	T 18:00 - 21:00	Shalowitz	Wieboldt TBD
HEMA-441-0	Health Policy (formerly HIMT-441-0)	81	W 18:30 - 21:30	Hughes	Jacobs 276
HEMA-499-0	Independent Study	61	TBD	Loffler	Jacobs TBD
HEMA-512-0	Health Services Management Field Study/Project Management (formerly HIMT-512-0)	81	M 18:30 - 21:30	Shalowitz	Jacobs
HEMA-910-0	Science Boot Camp (Formerly BIOT-910-A)	61	W 10:15 - 12:15	Vohra	Jacobs G27
HEMA-915-0	Medical Innovation I (formerly BIOT-915-0)	71	W 18:00 - 21:00	Loffler	Wieboldt TBD

Winter 2010

Course	Title	Section	Time	Instructor	Building / Room
HEMA-440-0	Introduction to the Principles and Management of Health Industry Systems (formerly HIMT-440-0)	81	T 18:30 - 21:30	Shalowitz	Jacobs
HEMA-441-0	Health Policy (formerly HIMT-441-0)	81	T 18:30 - 21:30	Hughes	Jacobs
HEMA-451-0	Legal Issues in Health Care Delivery (formerly HIMT-451)	31	W 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
HEMA-916-0	Medical Innovation II: Developing Biomedical Products from Patient to Market (formerly BIOT-916-0)	81	W 18:30 - 21:30	Loffler/ Sutter, Jr.	Jacobs

Spring 2010

Course	Title	Section	Time	Instructor	Building / Room
HEMA-452-B	Advanced Strategic Management in Healthcare (formerly HIMT-452-B)	81	M 18:30 - 21:30	Zajac	Jacobs
HEMA-913-0	Biotech Business Practicum (formerly BIOT-913-0)	81	M 18:30 - 21:30	Loffler	Jacobs
HEMA-914-0	Biomedical Marketing (formerly BIOT-914-0)	61	MR 10:30 - 12:00	Calkins	Jacobs



CLASS SCHEDULE 2009-2010

INTL - International Business & Markets

Fall 2009

Course	Title	Section	Time	Instructor	Building / Room
INTL-460-0	International Business Strategy	61	TF 13:30 - 15:00	Spulber	Jacobs 160
INTL-467-0	Global Marketing	71	R 18:00 - 21:00	Corse	Wieboldt TBD
INTL-474-0	Cross-Cultural Negotiation	61	MR 08:30 - 10:00	Brett	Jacobs 2245
INTL-474-0	Cross-Cultural Negotiation	62	MR 10:30 - 12:00	Brett	Jacobs 2245
INTL-474-0	Cross-Cultural Negotiation	71	M 18:00 - 21:00	Wang	Wieboldt TBD
INTL-490-0	Foreign Study	61	TBD		Jacobs
INTL-490-0	Foreign Study	71	TBD	Lyons	Wieboldt
INTL-499-0	Independent Study	71	TBD	Lyons	Wieboldt

Winter 2010

Course	Title	Section	Time	Instructor	Building / Room
INTL-442-0	International Healthcare Systems	81	M 18:30 - 21:30	Shalowitz	Jacobs
INTL-460-0	International Business Strategy	81	T 18:30 - 21:30	Spulber	Jacobs
INTL-466-0	International Business Strategy in Non-Market Environments	61	MR 08:30 - 10:00	Jones	Jacobs
INTL-466-0	International Business Strategy in Non-Market Environments	62	MR 10:30 - 12:00	Jones	Jacobs
INTL-466-0	International Business Strategy in Non-Market Environments	71	R 18:00 - 21:00	Jones	Wieboldt
INTL-467-0	Global Marketing	71	M 18:00 - 21:00	Leininger	Wieboldt
INTL-473-0	Global Initiatives in Management (GIM) South America	61	W 15:00 - 18:00	Christensen	Jacobs
INTL-473-0	Global Initiatives in Management (GIM) China	62	W 15:00 - 18:00	Finn/ Zsolnay	Jacobs
INTL-473-0	Global Initiatives in Management (GIM) India	64	W 15:00 - 18:00	Gupta	Jacobs
INTL-473-0	Global Initiatives in Management (GIM) Japan	65	W 15:00 - 18:00	Jacobs	Jacobs
INTL-473-0	Global Initiatives in Management (GIM) Southern Africa	66	W 15:00 - 18:00	Krueger/ Rogers	Jacobs
INTL-473-0	Global Initiatives in Management (GIM) Middle East	67	W 15:00 - 18:00	Duran	Jacobs
INTL-473-0	Global Initiatives in Management (GIM) Southeast Asia	68	W 15:00 - 18:00	Ledesma Liebana	Jacobs
INTL-473-0	Global Initiatives in Management (GIM) Southeast Asia	71	W 18:00 - 21:00	Lyons	Wieboldt
INTL-473-0	Global Initiatives in Management (GIM) Zambia	92	W 15:00 - 18:00	Palamountain	Jacobs
INTL-474-0	Cross-Cultural Negotiation	71	M 18:00 - 21:00	Brett	Wieboldt
INTL-490-0	Foreign Study	61	TBD		
INTL-915-0	Global Lab (G-Lab)	61	M 15:30 - 17:00	Christensen	Jacobs

Spring 2010

Course	Title	Section	Time	Instructor	Building / Room
INTL-460-0	International Business Strategy	76	S 09:00 - 12:00	Salvo	Wieboldt
INTL-460-0	International Business Strategy	81	R 18:00 - 21:00	Salvo	Jacobs
INTL-466-0	International Business Strategy in Non-Market Environments	61	MR 13:30 - 15:00	Perkins	Jacobs



CLASS SCHEDULE 2009-2010

INTL - International Business & Markets

Spring 2010

Course	Title	Section	Time	Instructor	Building / Room
INTL-466-0	International Business Strategy in Non-Market Environments	62	MR 10:30 - 12:00	Perkins	Jacobs
INTL-466-0	International Business Strategy in Non-Market Environments	71	M 18:00 - 21:00	Perkins	Wieboldt
INTL-467-0	Global Marketing	81	W 18:30 - 21:30	Corse	Jacobs
INTL-474-0	Cross-Cultural Negotiation	91	W 18:30 - 21:30	Wang	Jacobs



CLASS SCHEDULE 2009-2010

MECN - Managerial Economics

Fall 2009

Course	Title	Section	Time	Instructor	Building / Room
MECN-430-0	Microeconomic Analysis	61	MR 10:30 - 12:00	Satterthwaite	Jacobs G36
MECN-430-0	Microeconomic Analysis	62	MR 13:30 - 15:00	Satterthwaite	Jacobs G36
MECN-430-0	Microeconomic Analysis	71	T 18:00 - 21:00	Aaronson	Wieboldt TBD
MECN-441-0	Competitive Strategy and Industrial Structure	61	MR 10:30 - 12:00	Klibanoff	Jacobs G27
MECN-441-0	Competitive Strategy and Industrial Structure	62	MR 13:30 - 15:00	Klibanoff	Jacobs G27
MECN-441-0	Competitive Strategy and Industrial Structure	71	M 18:00 - 21:00	Klibanoff	Wieboldt TBD

Winter 2010

Course	Title	Section	Time	Instructor	Building / Room
MECN-430-0	Microeconomic Analysis	61	MR 08:30 - 10:00	Loeper	Jacobs
MECN-430-0	Microeconomic Analysis	62	MR 10:30 - 12:00	Al-Najjar	Jacobs
MECN-430-0	Microeconomic Analysis	63	MR 13:30 - 15:00	Loeper	Jacobs
MECN-430-0	Microeconomic Analysis	64	MR 15:30 - 17:00	Loeper	Jacobs
MECN-430-0	Microeconomic Analysis	65	TF 08:30 - 10:00	Mares	Jacobs
MECN-430-0	Microeconomic Analysis	66	TF 10:30 - 12:00	Rogers	Jacobs
MECN-430-0	Microeconomic Analysis	67	TF 13:30 - 15:00	Rogers	Jacobs
MECN-430-0	Microeconomic Analysis	68	TF 15:30 - 17:00	Rogers	Jacobs
MECN-430-0	Microeconomic Analysis	71	T 18:00 - 21:00	Mares	Wieboldt
MECN-430-0	Microeconomic Analysis	72	W 18:00 - 21:00	Steiner	Wieboldt
MECN-430-0	Microeconomic Analysis	73	R 18:00 - 21:00	Steiner	Wieboldt
MECN-441-0	Competitive Strategy and Industrial Structure	61	TF 08:30 - 10:00	Salant	Jacobs
MECN-441-0	Competitive Strategy and Industrial Structure	62	TF 10:30 - 12:00	Salant	Jacobs
MECN-441-0	Competitive Strategy and Industrial Structure	71	W 18:00 - 21:00	Salant	Wieboldt
MECN-450-0	Macroeconomic Analysis For Management	81	W 18:30 - 21:30	Al-Najjar	Jacobs

Spring 2010

Course	Title	Section	Time	Instructor	Building / Room
MECN-430-0	Microeconomic Analysis	71	M 18:00 - 21:00	Heifetz	Wieboldt
MECN-430-0	Microeconomic Analysis	76	S 10:00 - 12:00	Mares	Wieboldt
MECN-441-0	Competitive Strategy and Industrial Structure	71	M 18:00 - 21:00	Atakan	
MECN-441-0	Competitive Strategy and Industrial Structure	81	W 18:30 - 21:30	Atakan	Jacobs
MECN-446-0	Pricing Strategies	61	MR 13:30 - 15:00	Schummer	Jacobs
MECN-446-0	Pricing Strategies	81	R 18:30 - 21:30	Schummer	Jacobs
MECN-450-0	Macroeconomic Analysis For Management	71	M 18:00 - 21:00	Hu	Wieboldt
MECN-450-0	Macroeconomic Analysis For Management	81	W 18:30 - 21:30	Hu	Jacobs



CLASS SCHEDULE 2009-2010

MECS - Managerial Economics & Strategy

Fall 2009

Course	Title	Section	Time	Instructor	Building / Room
MECS-449-1	Competitive Strategy	21	W 13:30 - 16:30	Spulber	Jacobs 165
MECS-460-1	Foundations of Managerial Economics I: Static Decision Models	21	T 15:00 - 18:00	Weinstein	Jacobs
MECS-465-1	Contract Theory and Mechanism Design	21	M 15:30 - 18:30	Ekmekci	Jacobs

Winter 2010

Course	Title	Section	Time	Instructor	Building / Room
MECS-460-2	Foundations of Managerial Economics II: Dynamic Decision Models	21	W		
MECS-477-0	Introduction to Applied Econometrics 2	21	TBD		
MECS-516-0	Topics in Formal Political Theory	21	TBD		

Spring 2010

Course	Title	Section	Time	Instructor	Building / Room
MECS-460-3	Foundations of Managerial Economics I: Game Theory	21	TBD	Herold	Jacobs
MECS-462-0	Decision Theory	21	TBD	Al-Najjar	Jacobs
MECS-466-0	Social Choice and Voting Models	21	TBD	Loeper	Jacobs
MECS-468-2	Selected Topics in Economic Theory	21	TBD	Sandroni	Jacobs
MECS-471-0	Economics of Organization	21	TBD		
MECS-485-0	Empirical Issues In Business Strategy	21	TBD	Brown	Jacobs



CLASS SCHEDULE 2009-2010

MEDM - Media Management

Fall 2009

Course	Title	Section	Time	Instructor	Building / Room
MEDM-432-0	Understanding the Media and its Content (formerly MEDM-912)	71	W 18:00 - 21:00	Smith	Wieboldt TBD
MEDM-499-0	Independent Study	61	TBD	Smith	Jacobs TBD
MEDM-914-0	Media Management Strategy Project	81	R 18:30 - 21:30	Smith	Jacobs G40 STERN

Winter 2010

Course	Title	Section	Time	Instructor	Building / Room
MEDM-432-0	Understanding the Media and its Content (formerly MEDM-912)	81	R 18:30 - 21:30	Smith	Jacobs

Spring 2010

Course	Title	Section	Time	Instructor	Building / Room
MEDM-431-0	Media and Integrated Marketing (formerly MEDM-913)	81	R 18:30 - 21:30	Calder	Jacobs
MEDM-914-0	Media Management Strategy Project	81	R 18:30 - 21:30	Smith	Jacobs



CLASS SCHEDULE 2009-2010

MGMT - Management & Strategy

Fall 2009

Course	Title	Section	Time	Instructor	Building / Room
MGMT-431-0	Business Strategy	61	MR 10:30 - 12:00	Busse	Jacobs 276
MGMT-431-0	Business Strategy	62	MR 08:30 - 10:00	Mazzeo	Jacobs G40 STERN
MGMT-431-0	Business Strategy	63	MR 15:30 - 17:00	Mazzeo	Jacobs G40 STERN
MGMT-431-0	Business Strategy	64	MR 13:30 - 15:00	Mazzeo	Jacobs G40 STERN
MGMT-431-0	Business Strategy	65	TF 10:30 - 12:00	Brown	Jacobs G40 STERN
MGMT-431-0	Business Strategy	66	TF 08:30 - 10:00	Brown	Jacobs G40 STERN
MGMT-431-0	Business Strategy	67	TF 15:30 - 17:00	Lenzo	Jacobs 1246
MGMT-431-0	Business Strategy	68	TF 13:30 - 15:00	Lenzo	Jacobs G40 STERN
MGMT-431-0	Business Strategy	69	MR 08:30 - 10:00	Busse	Jacobs 276
MGMT-431-0	Business Strategy	71	M 18:00 - 21:00	Watanabe	Wieboldt TBD
MGMT-431-0	Business Strategy	72	T 18:00 - 21:00	Watanabe	Wieboldt TBD
MGMT-431-0	Business Strategy	76	S 09:00 - 12:00	Watanabe	Wieboldt TBD
MGMT-444-0	Health Economics	81	M 18:30 - 21:30	Dranove	Jacobs 276
MGMT-452-0	Strategy & Organization	71	M 18:00 - 21:00	Ottaviani	Wieboldt TBD
MGMT-452-0	Strategy & Organization	81	T 18:30 - 21:30	Ottaviani	Jacobs G40 STERN
MGMT-463-0	Management of Technology	61	MR 13:30 - 15:00	Greenstein	Jacobs G45
MGMT-463-0	Management of Technology	71	W 18:00 - 21:00	Greenstein	Wieboldt TBD
MGMT-499-0	Independent Study	61	TBD	Dranove	Jacobs TBD
MGMT-499-0	Independent Study	62	TBD	Ward	Jacobs TBD
MGMT-499-0	Independent Study	63	TBD	Greenstein	Jacobs TBD
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 G03
MGMT-934-0	Managing Turnarounds	81	M 18:30 - 21:30	Shein	Jacobs 160
MGMT-942-0	Career Lab	61	TBD	Rogers	Jacobs

Winter 2010

Course	Title	Section	Time	Instructor	Building / Room
MGMT-431-0	Business Strategy	71	M 18:00 - 21:00	Garthwaite	Wieboldt
MGMT-431-0	Business Strategy	72	T 18:00 - 21:00	Swinkels	Wieboldt
MGMT-444-0	Health Economics	61	MR 13:30 - 15:00	Dranove	Jacobs
MGMT-452-0	Strategy & Organization	61	MR 15:30 - 17:00	Fong	Jacobs
MGMT-452-0	Strategy & Organization	62	MR 10:30 - 12:00	Fong	Jacobs
MGMT-452-0	Strategy & Organization	71	T 18:00 - 21:00	Fong	Wieboldt
MGMT-463-0	Management of Technology	81	T 18:30 - 21:30	Greenstein	Jacobs



CLASS SCHEDULE 2009-2010

MGMT - Management & Strategy

Winter 2010

Course	Title	Section	Time	Instructor	Building / Room
MGMT-469-0	Empirical Methods in Strategy	61	MR 08:30 - 10:00	Dranove	Jacobs
MGMT-469-0	Empirical Methods in Strategy	71	R 18:00 - 21:00	Sfekas	Wieboldt
MGMT-512-A	Intl Practicum/Cross-Cultural Management Practice	61	TBD		Jacobs
MGMT-911-0	Strategic Dilemmas in Business Design	81	M 18:30 - 21:30	Gray/ Jacobs	Allen Center
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

Spring 2010

Course	Title	Section	Time	Instructor	Building / Room
MGMT-431-0	Business Strategy	71	R 18:00 - 21:00	Garthwaite	Wieboldt
MGMT-431-0	Business Strategy	72	T 18:00 - 21:00	Lenzo	Wieboldt
MGMT-440-0	Human Resources Management	61	TF 13:30 - 15:00	Li	Jacobs
MGMT-440-0	Human Resources Management	71	W 18:00 - 21:00	Li	Wieboldt
MGMT-452-0	Strategy & Organization	61	MR 13:30 - 15:00	Matouschek	Jacobs
MGMT-452-0	Strategy & Organization	62	MR 15:30 - 17:00	Matouschek	Jacobs
MGMT-452-0	Strategy & Organization	81	R 18:30 - 21:30	Matouschek	Jacobs
MGMT-469-0	Empirical Methods in Strategy	61	MR 08:30 - 10:00	Dafny	Jacobs
MGMT-469-0	Empirical Methods in Strategy	62	MR 10:30 - 12:00	Dafny	Jacobs
MGMT-469-0	Empirical Methods in Strategy	71	TBD		
MGMT-934-0	Managing Turnarounds	91	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	TF 13:30 - 15:00	Hubbard	Jacobs
MGMT-943-0	Advanced Business Strategy	62	TF 15:30 - 17:00	Hubbard	Jacobs



CLASS SCHEDULE 2009-2010

MKTG - Marketing

Fall 2009

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 160
MKTG-430-0	Marketing Management	64	MR 15:30 - 17:00	Grayson	Jacobs 160
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 TBD
MKTG-430-0	Marketing Management	72	W 18:00 - 21:00	Tybout	Wieboldt TBD
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	Maimaran	Wieboldt TBD
MKTG-454-0	Advertising Strategy	61	MR 13:30 - 15:00	Sternthal	Jacobs 101
MKTG-454-0	Advertising Strategy	71	M 18:00 - 21:00	Sternthal	Wieboldt TBD
MKTG-459-0	Services Marketing and Management	71	R 18:00 - 21:00	Honack	Wieboldt TBD
MKTG-459-0	Services Marketing and Management	91	T 18:30 - 21:30	Honack	Jacobs 160
MKTG-462-0	Pricing, Promotion and Retailer Behavior	61	TF 10:30 - 12:00	Anderson	Jacobs 276
MKTG-462-0	Pricing, Promotion and Retailer Behavior	62	TF 13:30 - 15:00	Anderson	Jacobs 276
MKTG-463-0	Sales Force Management	61	MR 13:30 - 15:00	Zoltners	Jacobs G05
MKTG-463-0	Sales Force Management	71	M 18:00 - 21:00	Zoltners	Wieboldt TBD
MKTG-464-A	The Management of Product Development	81	M 18:30 - 21:30	Herbst	Jacobs 101
MKTG-464-B	Product Design and Marketing	81	M 18:30 - 21:30	Conley	Jacobs 101
MKTG-465-0	Introduction of New Products and Services	61	MR 08:30 - 10:00	Razeghi	Jacobs 101
MKTG-465-0	Introduction of New Products and Services	71	W 18:00 - 21:00	Leininger	Wieboldt TBD
MKTG-466-0	Marketing Strategy	61	MR 10:30 - 12:00	Calkins	Jacobs 101
MKTG-466-0	Marketing Strategy	62	MR 15:30 - 17:00	Calkins	Jacobs 101
MKTG-466-0	Marketing Strategy	71	M 18:00 - 21:00	Krishnamurthi	Wieboldt TBD
MKTG-466-0	Marketing Strategy	76	S 09:00 - 12:00	Hennessy	Wieboldt TBD
MKTG-476-0	Introduction to Applied Econometrics 1	21	M 09:30 - 12:30	Qian	Jacobs
MKTG-499-0	Independent Study	61	TBD	Corse	Jacobs
MKTG-499-0	Independent Study	62	TBD	Calkins	Jacobs TBD
MKTG-499-0	Independent Study	63	TBD	Zettelmeyer	Jacobs TBD
MKTG-499-0	Independent Study	71	TBD	Corse	Wieboldt
MKTG-499-0	Independent Study	72	TBD	Schieffer	Wieboldt
MKTG-520-1	General Seminar For Phd Candidates	21	T 13:30 - 17:00	Lee/ Chernev	Jacobs
MKTG-952-0	Strategic Data-Driven Marketing	91	T 18:30 - 21:30	Walker/ Jeffery	Jacobs 276



CLASS SCHEDULE 2009-2010

MKTG - Marketing

Winter 2010

Course	Title	Section	Time	Instructor	Building / Room
MKTG-430-0	Marketing Management	61	TF 08:30 - 10:00	Hennessy	Jacobs
MKTG-430-0	Marketing Management	62	TF 10:30 - 12:00	Hennessy	Jacobs
MKTG-430-0	Marketing Management	63	TF 13:30 - 15:00	Chen	Jacobs
MKTG-430-0	Marketing Management	64	TF 15:30 - 17:00	Chen	Jacobs
MKTG-430-0	Marketing Management	71	R 18:00 - 21:00	Grayson	Wieboldt
MKTG-430-0	Marketing Management	76	S 13:30 - 16:30	Voorn	Wieboldt
MKTG-430-0	Marketing Management	81	W 18:30 - 21:30	Tybout	Jacobs
MKTG-450-0	Research Methods In Marketing	61	MR 10:30 - 12:00	Nijs	Jacobs
MKTG-450-0	Research Methods In Marketing	62	MR 13:30 - 15:00	Nijs	Jacobs
MKTG-450-0	Research Methods In Marketing	71	M 18:00 - 21:00	Nijs	Wieboldt
MKTG-451-0	Marketing Channel Strategies	61	MR 08:30 - 10:00	Wilson	Jacobs
MKTG-451-0	Marketing Channel Strategies	81	R 18:30 - 21:30	Coughlan	Jacobs
MKTG-452-0	Consumer Insight Tools	61	MR 13:30 - 15:00	Schieffer	Jacobs
MKTG-453-0	Business Marketing	71	W 18:00 - 21:00	Anderson	Wieboldt
MKTG-454-0	Advertising Strategy	61	TF 13:30 - 15:00	Pearlman	Jacobs
MKTG-454-0	Advertising Strategy	71	M 18:00 - 21:00	Pearlman	Wieboldt
MKTG-454-0	Advertising Strategy	81	T 18:30 - 21:30	Sternthal	Jacobs
MKTG-458-0	Models of Consumer Behavior	61	MR 15:30 - 17:00	Calder	Jacobs
MKTG-458-0	Models of Consumer Behavior	71	W 18:00 - 21:00	Brendl	Wieboldt
MKTG-459-0	Services Marketing and Management	81	T 18:30 - 21:30	Honack	Jacobs
MKTG-465-0	Introduction of New Products and Services	61	MR 08:30 - 10:00	Razeghi	Jacobs
MKTG-465-0	Introduction of New Products and Services	76	S 13:30 - 16:30	Conley	Wieboldt
MKTG-466-0	Marketing Strategy	61	TF 13:30 - 15:00	Carpenter	Jacobs
MKTG-466-0	Marketing Strategy	62	TF 15:30 - 17:00	Carpenter	Jacobs
MKTG-466-0	Marketing Strategy	71	T 18:00 - 21:00	Calkins	Wieboldt
MKTG-468-0	Technology Marketing	71	R 18:00 - 21:00	Sawhney	Wieboldt
MKTG-520-2	General Seminar For Phd Candidates	21	F 14:00 - 17:00	Brendl	Jacobs
MKTG-520-3	PhD Seminar in Consumer Behavior	21	T 09:00 - 12:00	Grayson/ Calder	Jacobs
MKTG-520-4	General Seminar For Phd Candidates	21	R 09:00 - 12:00	Carpenter	Jacobs
MKTG-520-6	General Seminar For Phd Candidates	21	T 14:00 - 17:00	Anderson	Wieboldt
MKTG-951-0	Sports Marketing and Management	81	W 18:30 - 21:30	Honack	Jacobs
MKTG-953-0	Information & Technology Based Marketing	61	TF 08:30 - 10:00	Zettelmeyer	Jacobs
MKTG-953-0	Information & Technology Based Marketing	62	TF 10:30 - 12:00	Zettelmeyer	Jacobs

Spring 2010

Course	Title	Section	Time	Instructor	Building / Room
MKTG-430-0	Marketing Management	71	T 18:00 - 21:00	Agrawal	Wieboldt



Kellogg

School of Management

CLASS SCHEDULE 2009-2010

MKTG - Marketing

Spring 2010

Course	Title	Section	Time	Instructor	Building / Room
MKTG-430-0	Marketing Management	72	W 18:00 - 21:00	Agrawal	Wieboldt
MKTG-450-0	Research Methods In Marketing	61	MR 13:30 - 15:00	Goldsmith	Jacobs
MKTG-450-0	Research Methods In Marketing	62	MR 15:30 - 17:00	Goldsmith	Jacobs
MKTG-450-0	Research Methods In Marketing	63	TF 10:30 - 12:00	Lee	Jacobs
MKTG-450-0	Research Methods In Marketing	64	TF 13:30 - 15:00	Lee	Jacobs
MKTG-450-0	Research Methods In Marketing	73	W 18:00 - 21:00	Qian	Wieboldt
MKTG-450-0	Research Methods In Marketing	81	W 18:00 - 21:00	Lee	
MKTG-450-0	Research Methods In Marketing	82	R 18:30 - 21:30	Qian	Wieboldt
MKTG-451-0	Marketing Channel Strategies	61	MR 08:30 - 10:00	Wilson	Jacobs
MKTG-451-0	Marketing Channel Strategies	71	R 18:00 - 21:00	Wilson	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-454-0	Advertising Strategy	71	M 18:00 - 21:00	Pearlman	Wieboldt
MKTG-464-A	The Management of Product Development	81	M 18:30 - 21:30	Conley	Jacobs
MKTG-464-B	Product Design and Marketing	81	M 18:30 - 21:30	Conley	Jacobs
MKTG-465-0	Introduction of New Products and Services	61	MR 13:30 - 15:00	Gal	Jacobs
MKTG-465-0	Introduction of New Products and Services	62	MR 10:30 - 12:00	Gal	Jacobs
MKTG-465-0	Introduction of New Products and Services	71	M 18:00 - 21:00	Gal	Wieboldt
MKTG-465-0	Introduction of New Products and Services	81	W 18:30 - 21:30	Gal	Jacobs
MKTG-466-0	Marketing Strategy	61	MR 08:30 - 10:00	Hennessy	Jacobs
MKTG-466-0	Marketing Strategy	62	MR 10:30 - 12:00	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	71	M 18:00 - 21:00	Krishnamurthi	Wieboldt
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-520-5	General Seminar For Phd Candidates	21	TBD		
MKTG-913-0	Internet Marketing	81	R 18:30 - 21:30	Duparcq	Jacobs
MKTG-922-0	Advanced Topics in Marketing	81	T 18:30 - 21:30	Calder	Jacobs
MKTG-953-0	Information & Technology Based Marketing	61	W 18:30 - 21:30	Jeffery	Jacobs
MKTG-953-0	Information & Technology Based Marketing	71	M 18:00 - 21:00	Yao	
MKTG-953-0	Information & Technology Based Marketing	82	R 18:30 - 21:30	Yao	Jacobs
MKTG-954-0	Consumer Judgment and Decision Strategy	61	TF 10:30 - 12:00	Roese	Jacobs
MKTG-954-0	Consumer Judgment and Decision Strategy	71	T 18:00 - 21:00	Roese	Wieboldt



CLASS SCHEDULE 2009-2010

MORS - Management & Organizations

Fall 2009

Course	Title	Section	Time	Instructor	Building / Room
MORS-424-1	The Individual and the Organization	21	M 13:30 - 16:30	Thompson	Jacobs
MORS-430-0	Leadership in Organizations	61	MTWRF 10:00 - 13:00	Uzzi	Jacobs 101
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 101
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	Phillips	Jacobs 276
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	Phillips	Jacobs 276
MORS-430-0	Leadership in Organizations	68	MTWRF 14:00 - 17:00	Galinsky	Jacobs G05
MORS-430-0	Leadership in Organizations	71	T 18:00 - 21:00	Nordgren	Wieboldt TBD
MORS-430-0	Leadership in Organizations	72	W 18:00 - 21:00	Nordgren	Wieboldt TBD
MORS-430-0	Leadership in Organizations	73	R 18:00 - 21:00	Dewar	Wieboldt TBD
MORS-449-A	Writing in Organizations	61	TF 13:30 - 15:00	Shwom	Jacobs 165
MORS-450-0	Management Communications	71	M 18:00 - 21:00	Van Camp	Wieboldt TBD
MORS-452-0	Leading the Strategic Change Process	71	W 18:00 - 21:00	Hirsch	Wieboldt TBD
MORS-453-0	Power In Organizations: Sources, Strategies and Skills	61	MR 10:30 - 12:00	King	Jacobs G40 STERN
MORS-453-0	Power In Organizations: Sources, Strategies and Skills	71	R 18:00 - 21:00	King	Wieboldt TBD
MORS-460-0	Leading and Managing Teams	91	M 18:30 - 21:30	Thompson	Jacobs 2245
MORS-462-0	Managing Workforce Diversity	61	TF 15:30 - 17:00	Phillips	Jacobs 166
MORS-468-0	Managerial Leadership (formerly MGMT-468-0)	71	T 18:00 - 21:00	Hughes	Wieboldt TBD
MORS-468-0	Managerial Leadership (formerly MGMT-468-0)	91	W 18:30 - 21:30	Kraemer	Jacobs 1246
MORS-470-0	Negotiations	61	MR 13:30 - 15:00	Soderstrom	Jacobs 2245
MORS-470-0	Negotiations	62	TF 10:30 - 12:00	Cohen	Jacobs 2245
MORS-470-0	Negotiations	63	TF 13:30 - 15:00	Cohen	Jacobs 2245
MORS-499-0	Independent Study	61	TBD	Weber	Jacobs TBD
MORS-499-A	Independent study	61	TBD		
MORS-520-0	Politics and the Corporation	21	W 15:00 - 18:00	King	Jacobs
MORS-530-0	Special Topics in Management and Organizations: Economics, Social, Psychology and their Experiments	21	M 10:00 - 13:00	Murnighan	Jacobs
MORS-924-0	Consulting: Frameworks and Practice	81	T 18:30 - 21:30	Rolfe	Jacobs G44
MORS-925-0	Business Design for Environmental Sustainability	71	W 18:00 - 21:00	Switanek	Wieboldt TBD
MORS-925-0	Business Design for Environmental Sustainability	81	R 18:30 - 21:30	Switanek	Jacobs G05

Winter 2010

Course	Title	Section	Time	Instructor	Building / Room
MORS-424-2	Social Processes In Organizations	21	TBD	Phillips	Jacobs
MORS-425-1	Behavior In Organizational Systems	21	TBD	Ocasio	Jacobs



CLASS SCHEDULE 2009-2010

MORS - Management & Organizations

Winter 2010

Course	Title	Section	Time	Instructor	Building / Room
MORS-426-0	Empirical Research In Organization Behavior-Methods and Practice	21	TBD	Livingston	Jacobs
MORS-430-0	Leadership in Organizations	71	M 18:00 - 21:00	Nordgren	Wieboldt
MORS-430-0	Leadership in Organizations	72	T 18:00 - 21:00	Livingston	Wieboldt
MORS-441-0	Managing People for Competitive Advantage	91	W 18:30 - 21:30	Arjmand	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-451-0	Designing Organizational Systems	81	R 18:30 - 21:30	Dewar	Jacobs
MORS-452-0	Leading the Strategic Change Process	61	MR 10:30 - 12:00	Stern	Jacobs
MORS-452-0	Leading the Strategic Change Process	62	MR 13:30 - 15:00	Stern	Jacobs
MORS-452-0	Leading the Strategic Change Process	71	T 18:00 - 21:00	Stern	Wieboldt
MORS-453-0	Power In Organizations: Sources, Strategies and Skills	81	T 18:30 - 21:30	Ocasio	Jacobs
MORS-460-0	Leading and Managing Teams	61	TF 08:30 - 10:00	Apfelbaum	Jacobs
MORS-468-0	Managerial Leadership (formerly MGMT-468-0)	91	W 18:30 - 21:30	Kraemer	Jacobs
MORS-470-0	Negotiations	61	MR 10:30 - 12:00	Medvec	Jacobs
MORS-470-0	Negotiations	62	TF 15:30 - 17:00	Ersner-Hershfield	Jacobs
MORS-470-0	Negotiations	63	TF 10:30 - 12:00	Ersner-Hershfield	Jacobs
MORS-470-0	Negotiations	76	S 09:00 - 12:00	Teucher	Wieboldt
MORS-470-0	Negotiations	91	W 15:00 - 18:00	Berger	Jacobs
MORS-476-0	Bargaining (formerly MORS-914-0)	61	MR 10:30 - 12:00	Murnighan	Jacobs
MORS-476-0	Bargaining (formerly MORS-914-0)	62	MR 13:30 - 15:00	Murnighan	Jacobs
MORS-934-0	Managing in Professional Service Firms	91	M 18:30 - 21:30	Bette	Jacobs

Spring 2010

Course	Title	Section	Time	Instructor	Building / Room
MORS-425-2	Organizations In Their Environments	21	TBD	Hirsch	Jacobs
MORS-427-0	Laboratory Experimentation With Organizations	21	TBD	Livingston	Jacobs
MORS-430-0	Leadership in Organizations	71	W 18:00 - 21:00	Rivera	Wieboldt
MORS-430-0	Leadership in Organizations	72	T 18:00 - 21:00	Rivera	Wieboldt
MORS-449-B	Writing in Organizations	81	T 18:30 - 21:30	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-451-0	Designing Organizational Systems	81	R 18:30 - 21:30	Dewar	Jacobs
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	61	MR 10:30 - 12:00	Weber	Jacobs
MORS-453-0	Power In Organizations: Sources, Strategies and Skills	62	MR 15:30 - 17:00	Weber	Jacobs
MORS-453-0	Power In Organizations: Sources, Strategies and Skills	71	M 18:00 - 21:00	Ocasio	Wieboldt
MORS-454-A	Creating and Managing Strategic Alliances	81	M 18:30 - 21:30	Zajac	Jacobs



CLASS SCHEDULE 2009-2010

MORS - Management & Organizations

Spring 2010

Course	Title	Section	Time	Instructor	Building / Room
MORS-460-0	Leading and Managing Teams	61	TF 08:30 - 10:00	Apfelbaum	Jacobs
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	W 18:30 - 21:30	Buck	Jacobs
MORS-470-0	Negotiations	61	MR 10:30 - 12:00	Cohen	Jacobs
MORS-470-0	Negotiations	62	TF 15:30 - 17:00	Ersner-Hershfield	Jacobs
MORS-470-0	Negotiations	71	T 18:00 - 21:00	Stephens	Wieboldt
MORS-470-0	Negotiations	76	TBD		
MORS-470-0	Negotiations	91	W 18:30 - 21:30	Rivera	Jacobs
MORS-470-0	Negotiations	92	M 18:30 - 21:30		Jacobs
MORS-470-0	Negotiations	93	R 18:30 - 21:30	Stephens	Jacobs
MORS-520-0	Seminar in Organization Behavior	21	TBD	Weber	Jacobs
MORS-926-0	Strategies, Structures and Tools for Sustaining Innovation (MORS-926-0)	81	M 18:30 - 21:30	Radnor	Jacobs
MORS-935-C	Leadership Coaching Program	61	T 10:30 - 12:00	Ellington-Booth	Jacobs
MORS-935-C	Leadership Coaching Program	62	F 10:30 - 12:00	Thompson	Jacobs
MORS-935-C	Leadership Coaching Program	63	T 18:30 - 20:00	Langewisch	Jacobs
MORS-935-C	Leadership Coaching Program	91	R 18:30 - 20:00	Vuckovic	Jacobs
MORS-935-C	Leadership Coaching Program	92	R 18:30 - 20:00	Murnane	Jacobs



CLASS SCHEDULE 2009-2010

OPNS - Operations

Fall 2009

Course	Title	Section	Time	Instructor	Building / Room
OPNS-430-0	Operations Management	71	W 18:00 - 21:00	Lin	Wieboldt TBD
OPNS-430-0	Operations Management	72	R 18:00 - 21:00	Lin	Wieboldt TBD
OPNS-430-0	Operations Management	76	S 13:30 - 16:30	Van Mieghem	Wieboldt TBD
OPNS-440-A	Operations Management	61	MR 15:30 - 17:00	Deshmukh	Jacobs G27
OPNS-450-0	Spreadsheet Modeling for Managerial Decisions	61	MR 10:30 - 12:00	Walker	Jacobs G43
OPNS-450-0	Spreadsheet Modeling for Managerial Decisions	62	MR 13:30 - 15:00	Walker	Jacobs G43
OPNS-463-0	Stochastic Calculus and Control With Applications	21	M 09:00 - 12:00	Lin	Jacobs

Winter 2010

Course	Title	Section	Time	Instructor	Building / Room
OPNS-430-0	Operations Management	61	TF 10:30 - 12:00	Lariviere	Jacobs
OPNS-430-0	Operations Management	71	W 18:00 - 21:00	Gurvich	Wieboldt
OPNS-430-0	Operations Management	72	R 18:00 - 21:00	Gurvich	Wieboldt
OPNS-450-0	Spreadsheet Modeling for Managerial Decisions	71	M 18:00 - 21:00	Ata	Wieboldt
OPNS-450-0	Spreadsheet Modeling for Managerial Decisions	81	T 18:30 - 21:30	Ata	Jacobs
OPNS-455-0	Logistics and Supply Chain Management	61	TF 13:30 - 15:00	Ross	Jacobs
OPNS-482-0	Service Operations (formerly OPNS-912)	81	W 18:30 - 21:30	Lariviere	Jacobs
OPNS-521-0	Foundations of Operations Management	21	TBD	Van Mieghem/ Deo	Jacobs
OPNS-918-0	Disruptive Technology & Business Models	81	M 18:30 - 21:30	Lefkofsky	Jacobs
OPNS-919-A	Operational Risk	81	R 18:30 - 21:30	Walker	Jacobs

Spring 2010

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	Deo	Jacobs
OPNS-430-0	Operations Management	63	MR 13:30 - 15:00	Deo	Jacobs
OPNS-430-0	Operations Management	64	MR 15:30 - 17:00	Deo	Jacobs
OPNS-430-0	Operations Management	65	TF 08:30 - 10:00	Bassamboo	Jacobs
OPNS-430-0	Operations Management	66	TF 10:30 - 12:00	Bassamboo	Jacobs
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		Wieboldt
OPNS-430-0	Operations Management	72	R 18:00 - 21:00		Wieboldt
OPNS-440-B	Analytical Methods for Operations	61	TF 15:30 - 17:00	Deshmukh	Jacobs
OPNS-450-0	Spreadsheet Modeling for Managerial Decisions	61	MR 10:30 - 12:00	Deshmukh	Jacobs
OPNS-454-0	Operations Strategy	81	R 18:30 - 21:30	Allon	Jacobs



Kellogg
School of Management
CLASS SCHEDULE 2009-2010
OPNS - Operations

Spring 2010

Course	Title	Section	Time	Instructor	Building / Room
OPNS-455-0	Logistics and Supply Chain Management	81	M 18:30 - 21:30	Sohoni	Jacobs
OPNS-483-1	Stochastic Foundations	21	TBD	Gurvich	Jacobs
OPNS-520-6	Contemporary Topics in Operations Management	21	TBD		



CLASS SCHEDULE 2009-2010

REAL - Real Estate Management

Fall 2009

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 160
REAL-447-0	Legal Issues In Real Estate	81	W 18:30 - 21:30	Dana	Jacobs G05
REAL-448-0	Urban Public Finance (formerly MGMT-932-0)	31	T 18:00 - 21:00	McGuire	Wieboldt TBD
REAL-499-0	Independent Study	61	TBD	Mattoon	Jacobs TBD
REAL-499-0	Independent Study	62	TBD	Furfine	Jacobs TBD
REAL-916-0	Real Estate Lab (RE Lab)	81	M 18:30 - 21:30	Bennett	Jacobs G44

Winter 2010

Course	Title	Section	Time	Instructor	Building / Room
REAL-442-0	Real Estate Finance and Investments	61	MR 15:30 - 17:00	Furfine	Jacobs
REAL-442-0	Real Estate Finance and Investments	81	M 18:30 - 21:30	Furfine	Jacobs
REAL-444-A	Real Estate Development	81	T 18:30 - 21:30	Carreira	Jacobs
REAL-445-B	Sustainable (Green) Real Estate Development	81	W 18:30 - 21:30	Akason	Jacobs
REAL-916-0	Real Estate Lab (RE Lab)	81	R 18:30 - 21:30	Bennett	Jacobs
REAL-918-B	Advanced Real Estate Development	81	T 18:30 - 21:30	Winter	Jacobs
REAL-920-A	Special Topics in Real Estate Finance	81	W 18:30 - 21:30	Kahr	Jacobs

Spring 2010

Course	Title	Section	Time	Instructor	Building / Room
REAL-442-0	Real Estate Finance and Investments	31	M 18:00 - 21:00	Furfine	Wieboldt
REAL-442-0	Real Estate Finance and Investments	61	MR 13:30 - 15:00	Furfine	Jacobs
REAL-443-0	Urban Economic Development and Real Estate Market Analysis	31	R 18:00 - 21:00	Mattoon	Wieboldt
REAL-447-0	Legal Issues In Real Estate	31	T 18:00 - 21:00	Guthman/ Licata	Wieboldt
REAL-448-0	Urban Public Finance (formerly MGMT-932-0)	61	MR 15:30 - 17:00	McGuire	Jacobs
REAL-916-0	Real Estate Lab (RE Lab)	81	M 18:30 - 21:30	Bennett	Jacobs



CLASS SCHEDULE 2009-2010

SEEK - Social Enterprise

Fall 2009

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 160
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 160
SEEK-440-A	Values and Crisis Decision Making	65	MTWRF 13:30 - 16:30	Baliga	Jacobs G27
SEEK-440-A	Values and Crisis Decision Making	66	MTWRF 13:30 - 16:30	Austen-Smith	Jacobs G45
SEEK-440-A	Values and Crisis Decision Making	67	MTWRF 09:00 - 12:00	Baliga	Jacobs G27
SEEK-440-A	Values and Crisis Decision Making	68	MTWRF 09:00 - 12:00	Austen-Smith	Jacobs G45
SEEK-440-A	Values and Crisis Decision Making	71	F 18:00 - 21:00	Harstad	Wieboldt
SEEK-440-A	Values and Crisis Decision Making	71	F 18:00 - 21:00	Harstad	Wieboldt
SEEK-440-A	Values and Crisis Decision Making	71	S 18:00 - 21:00	Harstad	Wieboldt
SEEK-440-A	Values and Crisis Decision Making	71	S 18:00 - 21:00	Harstad	Wieboldt
SEEK-440-A	Values and Crisis Decision Making	72	F 18:00 - 21:00	Harstad	Wieboldt
SEEK-440-A	Values and Crisis Decision Making	72	F 18:00 - 21:00	Harstad	Wieboldt
SEEK-440-A	Values and Crisis Decision Making	72	S 18:00 - 21:00	Harstad	Wieboldt
SEEK-440-A	Values and Crisis Decision Making	72	S 18:00 - 21:00	Harstad	Wieboldt
SEEK-440-A	Values and Crisis Decision Making	76	Su 08:30 - 17:00	Feddersen	Wieboldt
SEEK-440-A	Values and Crisis Decision Making	76	Su 08:30 - 17:00	Feddersen	Wieboldt
SEEK-441-0	Strategic Management in Non-Market Environments	61	MR 08:30 - 10:00	Diermeier	Jacobs G27
SEEK-450-0	Leading the Mission Driven Enterprises	81	M 18:30 - 21:30	Haider	Jacobs G43
SEEK-459-A	Social Impact Speaker Series	81	W 18:30 - 21:30		Jacobs 160
SEEK-460-0	Values-Based Leadership	61	MR 15:30 - 17:00	Austen-Smith	Jacobs G05
SEEK-471-0	Advanced Studies in Board Governance (formerly SEEK -955-0)	91	W 13:45 - 16:00	Donnelly	Jacobs 101
SEEK-471-0	Advanced Studies in Board Governance (formerly SEEK -955-0)	91	W 13:45 - 16:00	Donnelly	Jacobs 101
SEEK-471-0	Advanced Studies in Board Governance (formerly SEEK -955-0)	91	W 13:45 - 16:00	Donnelly	Jacobs 101
SEEK-471-0	Advanced Studies in Board Governance (formerly SEEK -955-0)	91	W 13:45 - 16:00	Donnelly	Jacobs 101
SEEK-471-C	Advanced Studies in Board Governance (formerly SEEK -955-0, Half-Credit)	91	W 13:45 - 16:00	Donnelly	Jacobs 101
SEEK-471-C	Advanced Studies in Board Governance (formerly SEEK -955-0, Half-Credit)	91	W 13:45 - 16:00	Donnelly	Jacobs 101
SEEK-471-C	Advanced Studies in Board Governance (formerly SEEK -955-0, Half-Credit)	91	W 13:45 - 16:00	Donnelly	Jacobs 101
SEEK-471-C	Advanced Studies in Board Governance (formerly SEEK -955-0, Half-Credit)	91	W 13:45 - 16:00	Donnelly	Jacobs 101
SEEK-499-0	Independent Study	61	TBD	Diermeier/ Feddersen	Jacobs TBD



CLASS SCHEDULE 2009-2010

SEEK - Social Enterprise

Winter 2010

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	61	MR 10:30 - 12:00	Sonin	Jacobs
SEEK-441-0	Strategic Management in Non-Market Environments	71	M 18:00 - 21:00	Sonin	Wieboldt
SEEK-452-A	Social Entrepreneurship	81	W 18:30 - 21:30	Woodward	Jacobs
SEEK-453-B	Board Governance of Non-Profit Organizations (this course is for board fellows only)	91	T 15:15 - 18:15	Donnelly	Jacobs
SEEK-455-B	Board Governance of Non-Profit Organizations (this course is for non board fellows only)	81	W 18:30 - 21:30	Donnelly	Jacobs
SEEK-460-0	Values-Based Leadership	61	MR 13:30 - 15:00	Feddersen	Jacobs
SEEK-470-0	Public Economics for Business Leaders	61	TF 10:30 - 12:00	Besanko	Jacobs
SEEK-470-0	Public Economics for Business Leaders	62	TF 15:30 - 17:00	Besanko	Jacobs
SEEK-471-0	Advanced Studies in Board Governance (formerly SEEK -955-0)	91	W 15:15 - 18:15	Donnelly	Jacobs
SEEK-471-C	Advanced Studies in Board Governance (formerly SEEK -955-0, Half-Credit)	61	W 15:15 - 18:15	Donnelly	Jacobs
SEEK-920-A	Sustainable Strategy	81	R 18:30 - 21:30	Coyne	Jacobs
SEEK-921-B	Sustainability and Finance	81	R 18:30 - 21:30	Chen	Jacobs
SEEK-935-0	Environmental Management and Sustainability	61	MR 15:30 - 17:00	Kiesling	Jacobs

Spring 2010

Course	Title	Section	Time	Instructor	Building / Room
SEEK-440-A	Values and Crisis Decision Making	71	TBD		Wieboldt
SEEK-440-A	Values and Crisis Decision Making	72	TBD		
SEEK-441-0	Strategic Management in Non-Market Environments	61	MR 08:30 - 10:00	Haider	Jacobs
SEEK-441-0	Strategic Management in Non-Market Environments	71	M 06:00 - 09:00	Haider	Wieboldt
SEEK-454-A	The Education Industry	61	T 15:15 - 18:15	Howard	Jacobs
SEEK-460-0	Values-Based Leadership	71	T 18:00 - 21:00	Sandroni	Wieboldt
SEEK-470-0	Public Economics for Business Leaders	81	R 18:30 - 21:30	Besanko	Jacobs
SEEK-471-0	Advanced Studies in Board Governance (formerly SEEK -955-0)	91	W 15:15 - 18:15	Donnelly	Jacobs
SEEK-471-C	Advanced Studies in Board Governance (formerly SEEK -955-0, Half-Credit)	61	W 15:15 - 18:15	Donnelly	Jacobs
SEEK-915-0	Sustainability Lab	81	R		



CLASS SCHEDULE 2009-2010

SEEK - Social Enterprise

Spring 2010

Course	Title	Section	Time	Instructor	Building / Room
SEEK-917-B	Corporate Social Responsibility	61	T 15:15 - 18:15	Saul	Jacobs



CLASS SCHEDULE 2009-2010

TECH - Technology Industry Management

Winter 2010

Course	Title	Section	Time	Instructor	Building / Room
TECH-441-0	Intellectual Capital Management	61	MR 08:30 - 10:00	Conley	Jacobs
TECH-443-0	Managing Portfolios and Projects (formerly TECH-922-0)	76	S 13:30 - 16:30	Norton	Wieboldt

Spring 2010

Course	Title	Section	Time	Instructor	Building / Room
TECH-441-0	Intellectual Capital Management	81	W 18:30 - 21:30	Conley	Jacobs
TECH-442-0	Enterprise Technology for General Managers (formerly TECH-914-0)	81	M 18:30 - 21:30	Jeffery	Jacobs