

Accounting

Accounting for Decision Making (ACCTM-430-0)

Instructor: Mark Finn

Term: Summer Session II (2014)

This course provides students with a rigorous introduction to financial reports and their use. It begins with accounting basics: 1) accrual accounting principles, 2) the mechanics of the three primary financial statements - the balance sheet, the income statement, and the statement of cash flows, and 3) basic financial statement analysis. The course then covers in greater detail several of the most important areas of financial reporting, such as fair value accounting and long-term obligations. The course concludes with a module introducing students to key concepts in managerial accounting.

Finance

Finance I (FINCM-430-0)

Instructor: Phillip Braun

Term: Fall (2014)

This course studies the effects of time and uncertainty on decision making. Topics include discounted cash flow valuation, stock and bond valuation, the term structure of interest rates, bond duration, capital budgeting under certainty and uncertainty, portfolio theory, asset pricing models and efficient markets.

Finance II (FINCM-441-0)

Instructor: Tim Thompson

Term: Winter (2014)

This course is the sequel to FINC-430. The primary objective is to examine the financial decisions of firms with regard to their capital budgeting decisions (which investments to make), dividend decisions and capital structure decisions (how to raise capital). We first examine these decisions in an idealized frictionless world in which the firm cannot change its value by altering its dividend or capital structure policy. We then explore the effect of frictions (e.g. taxes, bankruptcy costs, inefficient or uncompetitive financial markets, or self-interested managers) on the firm's financial decisions and how these decisions can affect a firm's value.

Global Programs

Global Initiatives in Management (GIM) (INTLM-473-0)

Instructor: Paul Christensen

Term: Spring (2015)

Global Initiatives in Management (GIM) is an international business course designed to provide students with an introduction to the unique business opportunities, management practices and market dynamics of a specific country or region of the world. This year's GIM class will focus on the People's Republic of China, the world's second largest economy and home to nearly half a billion new middle class consumers. The course combines in-class lectures, reading discussions and case studies with a 10-day field study trip to China where students will have the opportunity to meet with Chinese and multinational company executives, tour manufacturing and government facilities, and experience some of the special cultural aspects of this 5,000 year old society. (This year's travel dates are tentatively scheduled for April 13-22.) GIM will provide students the opportunity to

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explore timely and relevant topics in China today, including the role of the state in business enterprise, rebalancing of the economy towards consumption and innovation, multinational business strategies in China, natural resource demand to fuel continued growth, and Chinese foreign direct investment in both developed and developing countries.

Strategy

Business Strategy (MGMTM-431-0)

Instructor: Meghan Busse

Term: Spring (2015)

This course addresses the question: "What should a firm do in order to earn long-run profits?" In order to answer this question, we will analyze how firms create and capture value, how industry structure affects firms' abilities to create and capture value, and how firms can develop a competitive advantage--the ability to systematically outperform their competitors. The course emphasizes both recognizing the trade-offs that are inherent in strategy decisions, and understanding how those trade-offs play out in different economic contexts. The course will emphasize the microeconomic underpinnings of the strategy frameworks we study, and will give students ample opportunity to apply the concepts to a variety of real-world settings.

Marketing

Marketing Management (MKTGM-430-0)

Instructor: Romana Kahn

Term: Fall (2014)

This course takes an analytical approach to the study of marketing problems of business firms and other types of organizations. Attention focuses on the influence of the marketplace and the marketing environment on marketing decision making; the determination of the organization's products, prices, channels and communication strategies; and the organization's system for planning and controlling its marketing effort.

Research Methods in Marketing (MKTGM-450-0)

Instructor: TBD

Term: Winter (2015)

The broad objective of this course is to provide a fundamental understanding of marketing research methods employed by well-managed firms. The course focuses on integrating problem formulation, research design, questionnaire construction, sampling, data collection and data analysis to yield the most valuable information. The course also examines the proper use of statistical applications as well as qualitative methods, with an emphasis on the interpretation and use of results.

Managerial Economics and Decision Sciences (MEDS)

Analytical Decision Modeling (OPNSM-450-0)

Instructor: Chaithanya Bandi

Term: Winter (2015)

This course focuses on structuring, analyzing and solving managerial decision problems on Excel spreadsheets. We address problems of resource allocation (how to use available resources optimally), risk analysis (how to

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simulate the effects of uncertainty in problem parameters), decision analysis (how to analyze sequential decisions involving uncertainty), data analysis (how to synthesize the available data into useful information) and forecasting (how to extrapolate past observations into the future). In each area, we pose specific problems from operations, finance and marketing, structure them on Excel spreadsheets, and analyze and solve them using the available Excel commands, tools and add-ins. The course involves a hands-on, in-class learning experience in modeling and analyzing a variety of business decision problems on a common spreadsheet platform. It should, therefore, enhance one's problem-solving capabilities as well as spreadsheet skills. A good working knowledge of Microsoft Excel is required.

Business Analytics (DECSM-431-0)

Instructor: Alvaro Sandroni

Term: Summer Session II (2014)

The goal of DECS-431 is to teach you to solve real problems using regression analysis and related statistical techniques for quantitative analysis of data. By the end of the course, you should understand what regression is and how to apply it in a variety of decision-making contexts. As well as understanding the statistical theory underlying regression, you should become familiar with a number of applications of regression in areas such as finance, marketing and management.

Operations Management (OPNSM-430-0)

Instructor: Martin Lariviere

Term: Fall (2014)

Operations management is the management of business processes--that is, the management of the recurring activities of a firm. This course aims to familiarize students with the problems and issues confronting operations managers, and to provide the language, concepts, insights and tools to deal with these issues to gain competitive advantage through operations. We examine how different business strategies require different business processes and how different operational capabilities allow and support different strategies to gain competitive advantage. A process view of operations is used to analyze different key operational dimensions such as capacity management, cycle time management, supply chain and logistics management, and quality management. Finally, we connect to recent developments such as lean or world-class manufacturing, just-in-time operations, time-based competition and business re-engineering.

Management and Organization (MORS)

Leadership in Organizations (MORSM-430-0)

Instructor: Nicholas Pearce

Term: Summer Session I (2014)

This course provides students with the social science tools needed to solve organizational problems and influence the actions of individuals, groups and organizations. It prepares managers to understand how to best organize and motivate the human capital of the firm, manage social networks and alliances, and execute strategic change. This is accomplished through knowledge of competitive decision making, reward system design, team building, strategic negotiation, political dynamics, corporate culture and strategic organizational design.

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Management Communications (MORSM-450-0)

Instructor: Shana Carroll

Term: Summer Session I & II (2014)

Effective communication is critical in the workplace — it's essential to an organization's ability to meet its goals and directly impacts one's individual success as an employee, team member and leader. In this course, we'll take a deep look at how organizations communicate to their internal and external stakeholders while building each student's oral and written communications capabilities for business audiences.

Negotiations (MORSM-470-0)

Instructor: Nour Kteily

Term: Winter (2015)

This course is designed to improve students' skills in all phases of negotiation: understanding prescriptive and descriptive negotiation theory as it applies to dyadic and multiparty negotiations, to buyer-seller transactions and the resolution of disputes, to the development of negotiation strategy and to the management of integrative and distributive aspects of the negotiation process. The course is based on a series of simulated negotiations in a variety of contexts including one-on-one, multi-party, cross-cultural, third-party and team negotiations. There is an attendance policy.