

# Fall 2023 Bidding & Registration Highlights

Northwestern | Kellogg



# TODAY'S PURPOSE

Share information on new courses,  
new instructors, and helpful tips to  
prepare for Fall 2023 course bidding  
and registration.

# AGENDA

- Calendar Notes
- New Courses & New Professors
- Modalities
- Fall Only Courses
- Chicago Campus Considerations
- Fall Experiential Learning Opportunities
- Unusual Formats
- Q&A





# CALENDAR NOTES

# FALL QUARTER CALENDAR

## Fall Quarter 2023

MONTH	DAY	EVENT
September	18	10-Week/1st 5 Week Classes Begin
September	23	Saturday Classes Begin
October	20	1st 5 Week Classes End
October	23	2nd 5 Week Classes Begin
November	20	Thanksgiving Holiday (No Classes)
November	21	Thanksgiving Holiday (No Classes)
November	22	Thanksgiving Holiday (No Classes)
November	23	Thanksgiving Holiday (No Classes/Staff Holiday)
November	24	Thanksgiving Holiday (No Classes/Staff Holiday)
November	25	No Saturday Classes
November	27	Classes Resume
December	1	Evanston campus 10-week and 2nd 5 week classes end
December	2	Chicago campus 10-week and 2nd 5 week classes end
December	2	MBAi Classes End - First and Second Year Students
December	2	Final Exams Begin
December	9	Final Exams End
December	9	MBAi Convocation



A wide-angle photograph of the Northwestern University Kellogg School of Management building, a modern glass-fronted structure with a curved facade. The building is situated on a grassy campus overlooking a large body of water, likely Lake Michigan. In the foreground, a football field is visible with yard lines and the number '30' clearly marked. The sky is bright blue with scattered white clouds. A large, semi-transparent purple graphic element, consisting of overlapping curved shapes, covers the right side of the image, serving as a background for the text.

# NEW COURSES & NEW PROFESSORS

# NEW COURSES: 2023-2024

**Strategic Financial  
Planning and Wealth  
Management**  
(FINC-957-0)

Craig Furfine

Winter 2024

# RENEWED COURSES: 2023-2024

**Public Economics  
for Business  
Leaders: Federal  
Policy\***  
(PACT-470-0)

Spring 2024

**Big Data Analytics  
Workshop**  
(MECN-935)

Winter 2024

**Global  
Entrepreneurial  
Finance**  
(FINC-477)

Winter 2024

**Legal Issues in  
Real Estate**  
(REAL-447)

Winter 2024

\* During 2022-23, we anticipated that Professor Besanko would no longer teach this course. We are lucky that he will continue for at least another year.



# NEW FACULTY: FALL 2023



**Susan Feng Lu**

Healthcare Economics  
(STRT-444-0)

# NEW FACULTY: WINTER 2024



**Matt Groh**

Human and Machine  
Intelligence  
(MORS-950)



**Lulu Wang**

Capital Markets  
(FINC-450-0)

# NEW FACULTY: SPRING 2024



**Suraj Malladi**

Competitive Strategy and  
Industrial Structure  
(MECN-441-0)



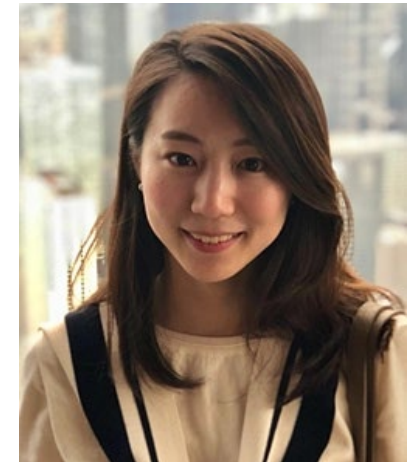
**Nils Wernerfelt**

Marketing Research and  
Analytics  
(MKTG-450-0)



**Elizabeth Huppert**

Negotiation Fundamentals  
(MORS-472-5)



**Kylie Jiwon Hwang**

Leading the Strategic Change  
Process  
(MORS-452-0)



# COURSE CREDIT CHANGES

Course	Credit Change
<b>Human and Machine Intelligence</b> (MORS-950-0)	New 1-credit format in Winter 2024 (previously 0.5 credit)
<b>Technology and Innovation Strategy</b> (STRT-463-0)	New 1-credit format in Winter and Spring 2024 (previously 0.5 credit)

# COURSE TITLE CHANGES

New Title	Old Title
<b>Big Data Advanced Analytics Workshop</b> (MECN-935)	Making Business Decisions with Big Data (MECN-935)
<b>Think Like a Behavioral Scientist: Improving Thinking, Motivation, and Action at Work</b> (MORS-951)	The Flourishing Manager: Improving Thinking, Motivation, and Action at Work (MORS-951)
<b>Data Analytics with Large Language Models</b> (OPNS-451)	Descriptive and Predictive Analytics in R (OPNS-451)
<b>Social Innovation Practicum</b> (SSIM-452)	Social Innovation: Designing for Change (SSIM-452)



# MODALITIES & UNUSUAL FORMATS



# NEGOTIATION COURSE SEQUENCING

## Typical path

**Negotiation  
Fundamentals  
(MORS-472-5)**

*Option to go  
on to take  
one or both  
advanced  
electives*

**Advanced  
Negotiations  
(MORS-975-5)**

**Negotiating in a  
Virtual World  
(MORS-471-5)**

## Alternative path

**Negotiating in a  
Virtual World  
(MORS-471-5)**

*Option to  
take one  
advanced  
elective*

**Advanced  
Negotiations  
(MORS-975-5)**

*This path is designed for students who are largely remote or have not taken Fundamentals and are reaching the end of their degree program.*

*Students will need to do additional asynchronous work to catch up on core concepts.*

# REMOTE COURSES – FALL 2023

Course	Section #	Course Title	Meeting Pattern
ACCT-457-5	99	Global Financial Management and Reporting	Thursdays 6:30-9:30pm (2nd 5 weeks)
MECN-451-0	99	Data, Models, and Decisions	Tuesdays 6:30-9:30pm
MECN-926-5	99	Antitrust Economics	Thursdays 6:30-9:30pm (2nd 5 weeks)
MORS-452-0	99	Leading the Strategic Change Process	Thursdays 6:00-9:00pm
MORS-471-5	99	Negotiating in a Virtual World	Asynchronous timing
SSIM-948-0	99	Social Impact Analytics	Tuesdays 6:30-9:30pm
STRT-460-0	99	International Business Strategy	Wednesdays 6:30-9:30pm



*For Section 99 courses, note the number of seats available as an input into your bidding strategy*

# HYBRID COURSES – FALL 2023

Course	Section #	Course Title	Meeting Pattern
SSIM-452-0	41HR/41HV	Social Innovation Practicum	Mondays 6:30pm-9:30pm



# IDENTIFYING REMOTE AND HYBRID CLASSES IN BIDREG

ACCT-451-0		Financial Reporting and Analysis					<a href="#">View Description</a>		1.0	
Academic Year	Term	Session	Section	Meeting Pattern	Credits	Syllabus	Instructor	Campus	Location	Fir
2022-2023	Winter 2023	10WK	41HR	Wed 6:30PM - 9:30PM	1.0		<a href="#">Finn, Mark</a>	Evanston	Global Hub 1130	
2022-2023	Winter 2023	10WK	41HV	Wed 6:30PM - 9:30PM	1.0		<a href="#">Finn, Mark</a>	Off Campus	No Room Needed	

- HR = Attend each class session in-person
- HV = Attend each class session synchronously by Zoom

***Choose your modality through bidding. Students must attend class in the modality for which they enrolled.***

# REMOTE COURSE GUIDANCE FOR INTERNATIONAL STUDENTS

- **ALL F-1 students:** F-1 Students are not eligible to take only remote courses in any academic term.
- **For F-1 students not in their final term:** You are required to be enrolled full-time (at least three credits). You must enroll in a minimum of 2 credits of in-person courses and you would be eligible to participate in 1 or more credits of remote courses.
- **ALL J-1 students:** Updated guidelines will be shared with you in the next few weeks. Please proceed with registration as normal.
- **Questions?** Contact [international-advising@kellogg.northwestern.edu](mailto:international-advising@kellogg.northwestern.edu)

# UNUSUALLY FORMATTED "POP-UP" COURSE – FALL 2023

Course	Section	Course Name	Dates/Times
LDEV-458-5	31	Visualization for Persuasion	Sundays, October 8 & 15 8:30am-5:00pm





# FALL ONLY COURSES FOR '23-'24

# FALL ONLY COURSES AY '23-'24

## Accounting

ACCT-475-5 Global Financial Management and Reporting

## Entrepreneurship

ENTR-906-5 Entrepreneurship & Market Creation in Emerging Markets

## Finance

FINC-470-0 International Finance

FINC-472-0 Wall Street, Hedge Funds and Private Equity

FINC-484-5 Managing Firms for Shareholders and Society: Thought Leadership Seminar

## Health Care

HCAK-615-0 NUvention: Medical Innovation I (Chicago campus)

HCAK-627-0 Forging and Funding Healthcare Startups

HCAK-928-5 Understanding Healthcare's Global Marketplace

## Leadership Development

LDEV-477-5 Selling Yourself and Your Ideas: The Fundamentals

# FALL ONLY COURSES AY '23-'24 (CONTINUED)

## Microeconomics

MECN-451-0 Data, Models, and Decisions

MECN-926-5 Antitrust Economics

## Managing Organizations

MORS-952-5 Entrepreneurship: Building Innovation, Teams, and Cultures

## PACT

PACT-480-0 Public Economics for Business Leaders: State and Local Policy

## Real Estate

REAL-444-0 Real Estate Development

# FALL ONLY COURSES AY '23-'24 (CONTINUED)

## Sustainability and Social Impact

SSIM-452-0 Social Innovation Practicum

SSIM-948-0 Social Impact Analytics

## Strategy

STRT-444-0 Healthcare Economics

STRT-460-0 International Business Strategy

STRT-461-5 FinTech Strategy





# CHICAGO CAMPUS CONSIDERATIONS

# SECTION NUMBER KEY

## EVANSTON CAMPUS

**Section 30: Full-time only**

**Section 40: Full-time / Evening & Weekend**

## CHICAGO CAMPUS

Section 60: Evening Only

Section 70: Weekend Only

Section 80: Evening / Weekend

**Section 90: Evening / Weekend / Full-time**

## FULLY VIRTUAL

**Section 99: Evening / Weekend / Full-time**

*Hybrid Notation: Sections with "HR" indicates in-Person Seats; "HV" indicates virtual seats.*

# CHICAGO CAMPUS CONSIDERATIONS

## OPEN SEATS (IF ANY) AVAILABLE IN BID PHASE 3

Course Number	Course	Days/Times
ENTR-462-0 (81)	<b>New Venture Discovery</b>	Tuesdays 6-9pm
ENTR-905-5 (81)	<b>Entrepreneurship Through Acquisition</b>	Wednesdays 6-9pm (1st 5 weeks)
FINC-470-0 (81)	<b>International Finance</b>	Tuesdays 6-9pm
LDEV-477-0 (81)	<b>Selling Yourself and Your Ideas: The Fundamentals</b>	Mondays 6-9pm (1st 5 weeks)
LDEV-452-5 (81)	<b>Executive Presentations</b>	Thursdays 6-9pm (2 <sup>nd</sup> 5 weeks)
MECN-452-0 (81)	<b>Game Theory and Strategic Decisions</b>	Saturdays 9am-12pm
MKTG-466-0 (81)	<b>Marketing Strategy for Growth and Defense</b>	Mondays 6-9pm
MKTG-949-0 (81)	<b>Ethnographic Customer Insights</b>	Saturdays 9am-12pm
MORS-472-5 (81)	<b>Negotiation Fundamentals</b>	Thursdays 6-9pm (1st 5 weeks)

# CHICAGO CAMPUS CONSIDERATIONS

OPEN SEATS (IF ANY) AVAILABLE IN BID PHASE 3: **POPUPS**

Course Number	Course	Days/Times
LDEV-458-5 (81)	<b>Visualization for Persuasion</b>	November 5 & 12 8:30am-5:00pm
LDEV-456-5 (81)	<b>Strategic Communication for Organizations</b>	October 22 & 29 8:30am-5:00pm





# FALL 2023 EXPERIENTIAL LEARNING OPPORTUNITIES



# FALL EXPERIENTIAL LEARNING OPPORTUNITIES

## Enroll through Bidding

Course	Experience	Pathway/Major
New Venture Discovery (ENTR-462)	Kellogg Project	Entrepreneurship Pathway; Technology Management Pathway
Personal Leadership Insights (LDEV-461-5)	Simulation	Leadership
Ethnographic Customer Insights (MKTG-949)	Client project	Marketing Major
Leader as Coach (LDEV-462)	Coach undergraduate student	DEI Pathway
Social Innovation Practicum (SSIM-452)	Client Project	DEI Pathway; Energy and Sustainability Pathway; Entrepreneurship Pathway; Social Impact Pathway
Growth Strategy Practicum (STRT-615)	Client Project	Growth and Scaling Pathway

Explore more experiential learning opportunities through Course Planning and the [Experiential Learning page](#) on Serial.

# FALL EXPERIENTIAL LEARNING OPPORTUNITIES

Enroll through Application (Applications Still Open)

Course	Current Application Deadline
<u><a href="#">Asset Management Practicum</a></u> (FINC-457-0)	TODAY, July 26, 2023
<u><a href="#">NUVention: Medical Innovation I</a></u> (HCAK-615-0)	August 2, 2023
<u><a href="#">Forging and Funding Healthcare Startups</a></u> (HCAK-627-0)	August 3, 2023

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QUESTIONS?