In 2009-10, we ceased printing paper copies of the Curriculum Guide and moved to all online information.

This document contains the equivalent of the 2009-10 Curriculum Guide. It is composed of information pulled from the portal.

Calendar and Exam Schedule

2009-10 Academic Calendar

	Quarter Starts	Booth Holiday	Exam Week	Quarter Ends
Autumn (11 weeks)	Thu., Sept. 24	Mon., Sept. 28 Yom Kippur **(Harper Center sections only)*** Thu., Nov. 26 - Sat., Nov. 28 Thanksgiving	Dec. 7-12	Sat., Dec. 12
Winter (11 weeks)	Mon., Jan. 4	Mon., Jan. 18 Martin Luther King Day **(Harper Center sections only)****	Mar. 15-20	Sat., Mar. 20
Spring (11 weeks)	Mon., Mar. 29	Mon., May 31 Memorial Day	Jun. 7-12	Sat., Jun. 12
Summer (10 weeks)	Sat., Jun. 19	Sat., Jul. 3 - Mon., Jul. 5 Independence Day	Aug. 23-28	Sat., Aug. 28
(5 weeks)***	Mon., Jun. 21		Jul. 22-23	Fri., Jul. 23

***Business school classes at Harper Center will not meet on Mon., Sept. 28. Harper Center classes canceled on Sept. 28 will have a scheduled make-up session Sat., Sept. 26 OR at another arranged time prior to Sept. 30. See Curriculum web page for more information regarding make-up classes for specific sections. Evening classes at the Gleacher Center will meet as scheduled on Mon., Sept. 28**

****Business school classes at Harper Center will not meet on Mon., Jan. 18. Harper Center classes canceled on Jan. 18 will have a scheduled make-up session Mon., Jan. 25 from 1:30-4:30 p.m. Evening classes at the Gleacher Center will meet as scheduled on Mon., Jan. 18.**

*****During the summer quarter some five-week courses will be offered. These classes will meet June 19-July 22.**

Exam Schedule

11th-Week Class Schedule: Autumn, Winter, and Spring Quarters; 10th-Week Class Schedule: Summer Quarter

	Regular Schedule		Exam Week Schedule	
Campus Classes Meeting Twice a week:	MW	8:30-9:50	M	8:00-11:00
	MW	10:10-11:30	M	11:30-2:30
	MW	1:30-2:50	W	11:30-2:30
	MW	3:10-4:30	W	3:00-6:00
	WF	8:30-9:50	W	8:00-11:00
	WF	10:10-11:30	F	8:00-11:00
	WF	1:30-2:50	F	11:30-2:30
	WF	3:10-4:30	W	3:00-6:00
	TR	8:30-9:50	T	8:00-11:00
	TR	10:10-11:30	T	11:30-2:30
	TR	1:30-2:50	R	3:00-6:00
	TR	3:10-4:30	R	3:00-6:00
Campus Classes Meeting Once a week:	M	8:30-11:30	M	8:00-11:00
	M	1:30-4:30	M	3:00-6:00
	T	8:30-11:30	T	8:00-11:00
	T	1:30-4:30	T	3:00-6:00
	W	8:30-11:30	W	8:00-11:00

	W	1:30-4:30	W	3:00-6:00
	R	8:30-11:30	R	8:00-11:00
	R	1:30-4:30	R	3:00-6:00
	F	8:30-11:30	F	8:00-11:00
	F	1:30-4:30	F	3:00-6:00
	any evening	6:00-9:00	same evening	6:30-9:30
Evening Classes (Gleacher):	any evening	6:00-9:00	same evening	6:30-9:30
Weekend Classes (Gleacher):	any weekend class			no change
5-week Classes (Gleacher):	MR	6:00-9:00	R	6:00-9:00
5-week Classes (Gleacher):	TF	6:00-9:00	F	6:00-9:00

CHICAGO BOOTH

The University of Chicago Booth School of Business

Course Number Naming Mechanisms

The first two digits are determined by the Academic Area	
accounting	30
administrative courses	31
communications	32
economics	33
entrepreneurship	34
financial management	35
management science	36
marketing management	37
managerial & organizational behavior	38
organizations & markets	39
operations management	40
statistics	41
strategy	42

The third-fifth digits are determined by the course type	
basic course that satisfies a requirement in an area	000–099
electives	100–599
workshops	600–699
lab courses	700–799
executive program courses	800–899
phd courses	900–999

CHICAGO BOOTH

The University of Chicago Booth School of Business

Booth Course Numbers (MBA Courses Only) and Course Number Naming Mechanisms

Course Number	Course Title
30000	Financial Accounting
30001	Managerial Accounting
30105	Advanced Managerial Accounting: Incentives and Performance Measurement
30116	Accounting and Financial Analysis I
30117	Accounting and Financial Analysis II
30118	Taxes and Business Strategy
30119	International Accounting
30130	Financial Statement Analysis
32101	Advanced Professional Writing
33001	Microeconomics
33031	The Employment Relationship
33032	Managing the Workplace
33040	Macroeconomics
33101	Advanced Microeconomic Analysis
33102	Advanced Microeconomic Theory
33111	Economic Analysis of Major Policy Issues
33202	Economics of Regulation and Deregulation
33221	Economics and Policy in the Telecom, Media and Technology Industries
33225	Using Experiments in Firms
33301	Management, Unions, and Collective Bargaining
33302	International Comparative Organizations
33304	Law, Economics, and Business
33305	The Firm and the Non-Market Environment
33306	Antitrust and Industrial Organization
33311	Government Regulation and the Employment Relationship
33312	Public Policies toward Business
33401	Money and Banking
33402	Understanding Central Banks
33450	Real Estate Investments I
33451	Real Estate Investments II
33452	Real Estate Transactions
33470	Population and the Economy
33501	International Commercial Policy
33502	International Financial Policy
33503	Managing the Firm in the Global Economy
33510	Emerging Financial Markets
33520	The Wealth of Nations
33521	Asian Economies and Business
33522	Special Topics in International Bus. III
33523	International Business Environment: Global Capitalism and International Governance

34101	Entrepreneurial Finance and Private Equity
34102	New Venture Strategy
34103	New Enterprise and Small Business Management
34104	Special Topics in Entrepreneurship: Developing a New Venture
34105	Entrepreneurial Internship Seminar
34106	Commercializing Innovation
34110	Social Entrepreneurship
34111	Entrepreneurial Selling
34701	New Venture and Small Enterprise Lab
34702	Private Equity/Venture Capital Lab
34703	International Entrepreneurship Lab - China
34704	Real Estate Lab: Real Estate Challenge
35000	Investments
35001	Introductory Finance
35100	Financial Instruments
35101	Futures, Forwards, Options & Swaps:Theory and Practice
35120	Portfolio Management
35130	Fixed Income Asset Pricing
35131	Financial Engineering: Cases in Financial Risk Management
35132	Financial Engineering: Mathematical Models of Option Pricing and their Estimation
35150	Advanced Investments
35151	Theoretical and Empirical Asset Pricing
35152	Structured Finance and Insurance
35200	Corporation Finance
35201	Cases in Financial Management
35202	Financial Markets and Institutions
35205	Cases in Corporate Control and Governance
35206	Advanced Topics in Corporate Finance
35210	International Corporate Finance
35211	The Analytics of Financial Crises
35215	Behavioral and Institutional Finance
36101	Mathematics for Business Analysis
36103	E-Business Technology
36104	Tools for Business Analysis: Excel and Matlab
36106	Managerial Decision Modelling
37000	Marketing Strategy
37101	Consumer Behavior
37102	Quantitative Marketing Research Methods
37103	Data-Driven Market Analytics
37104	Economics and Demography of Marketing
37106	Marketing Research
37201	Developing New Products and Services
37202	Pricing Strategies
37203	Integrated Marketing Communications
37205	Going to Market: Managing Channel Strategy

37303	Marketing of Services
37400	Advanced Marketing Strategy
37701	Lab in New Product & Strategy Development I
37702	Lab in New Product and Strategy Development II
38001	Managing in Organizations
38002	Managerial Decision Making
38003	Power and Influence in Organizations
38103	Strategies and Processes of Negotiation
38110	The Practice of Leadership in Business
38111	Theories of Leadership
38114	A Guide to Business Ethics
38116	Groups, Teams, and Leadership
39001	Strategy and Structure: Markets and Organizations
39002	Network Structures of Effective Management
39101	Technology Strategy
39200	Strategic Leadership in Uncertain Environments
39201	Designing and Leading the Entrepreneurial Firm
40000	Operations Management: Business Process Fundamentals
40101	Supply Chain Strategy and Practice
40103	Operations Management and Strategy
40107	Decision Models
40108	Revenue Management
40110	Managing Service Operations
41000	Business Statistics
41100	Applied Regression Analysis
41201	Information Management and Data Mining for Business
41202	Analysis of Financial Time Series
41301	Statistical Insight into Marketing, Consulting, and Entrepreneurship
42001	Competitive Strategy
42002	Business Policy
42102	The Strategy Symposium
42103	Applied Strategic Management/INTOPIA
42107	Taking Charge
42108	Corporate Governance
42109	The Corporation and Public Policy
42110	Strategic Investment Decisions
42113	Organizational Strategy
42114	Strategic Planning
42115	Building Innovation Capabilities
42120	Innovation and Renewable Energy
42200	Law and Business
42201	The Legal Infrastructure of Business
42202	Law and Management

Degree Requirements

2008 - 09 MBA/IMBA Degree Requirements (PDF): curriculum effective prior to summer 2009.

MBA Program Outline 2009 - 10 (effective summer 2009)

Leadership			**= 1 course**
LEAD (Leadership Exploration and Development): full-time; Effective Leadership: evening/weekend			
Foundations (one from each row)			**= 3 courses**
	Basic Courses	Approved Substitutes	
Financial Accounting	30000*	30116, 30117, 30130	
Microeconomics	33001 or 33101	33031, 33102 (new), 33111, Econ 30100, Econ 30200	
Statistics	41000 or 41100	41201, 41202, 41203, 41301, 41901, 41902, 41903, 41910-41915	
Functions, Management, and the Business Environment (one each from six of the following seven rows)			**= 6 courses**
	Basic Courses	Approved Substitutes	
Functions			
Finance	35000, 35001 (new), or 35200	34101, 35100, 35120, 35130, 35150, 35201, 35901, 35902, 35904	
Marketing	37000	37101, 37102, 37103, 37106, 37201, 37202, 37400	
Operations	40000	40101, 40108, 40109, 40110	
Management			
Decisions	30001, 36106, 38002		
People	33032, 38001, 38003, 39002		
Strategy	39001, 42001, 42002		
Business Environment			
Business Environment	33040 or 33305	33304, 33401, 33402, 33501, 33502, 42201	
Electives			**= 11 courses**
Choose 11 courses.			
Total Courses for Graduation (a minimum of 14 must be Chicago Booth courses)			**= 21 courses**

***Provisional grades are not given in Business 30000, so it may not be taken in a student's graduating quarter.**

IMBA Program Outline 2009 - 10 (effective summer 2009)

Leadership			**= 1 course**
LEAD (Leadership Exploration and Development): full-time; Effective Leadership: evening/weekend			
Foundations (one from each row)			**= 3 courses**
	Basic Courses	Approved Substitutes	
Financial Accounting	30000*	30116, 30117, 30130	

Microeconomics	33001 or 33101	33031, 33102 (new), 33111, Econ 30100, Econ 30200
Statistics	41000 or 41100	41201, 41202, 41203, 41301, 41901, 41902, 41903, 41910-41915
Functions, Management, and the Business Environment (one each from six of the following seven rows)		**= 6 courses**
	Basic Courses	Approved Substitutes
Functions		
Finance	35000, 35001 (new), or 35200	34101, 35100, 35120, 35130, 35150, 35201, 35901, 35902, 35904
Marketing	37000	37101, 37102, 37103, 37106, 37201, 37202, 37400
Operations	40000	40101, 40108, 40109, 40110
Management		
Decisions	30001, 36106, 38002	
People	33032, 38001, 38003, 39002	
Strategy	39001, 42001, 42002	
Business Environment		
Business Environment	33040 or 33305	33304, 33401, 33402, 33501, 33502, 42001

International Business **= 5 courses**

Choose 5 courses: 33302, 33402, 33501, 33502, 33503, 33510, 33520, 33521, 33523, 34703 and 35210. At least one course must be 33501 or 33502.

IBEP Study Abroad (up to three courses; Booth grade will be P/F) **= 3 courses**

Students are required to study abroad for one quarter at one of the International Business Exchange Program (IBEP) partner schools.

Electives **= 3 courses**

Total Courses for Graduation (a minimum of 14 must be Chicago Booth courses) **= 21 courses**

***Provisional grades are not given in Business 30000, so it may not be taken in a student's graduating quarter.**

Additional IMBA Program Requirements
Foreign Language: Students must demonstrate proficiency in a second language.
Note: Implicit in the IMBA degree is expertise in international business. Recognition of an international business concentration would be redundant; therefore, no IMBA student may declare an international business concentration.

2009 - 2010 Chicago Booth Courses
Meeting a Required Area and/or Multiple Concentrations

Course #	Required Area	Required Area (pre-Summer '09)	Concentrations			
30000	Foundations	Foundations	Accounting	General Management		
30001	Management	Breadth	Accounting	General Management		
30105		Breadth	General Management			
30116	Foundations	Foundations	General Management			
30117	Foundations	Foundations	Accounting	General Management		
30118		Foundations	Accounting	Entrepreneurship		
30130	Foundations	Foundations	Accounting	Finance	General Management	
31702			General Management	Managerial & Organizational Behavior		
33001	Foundations	Foundations	General Management			
33031	Foundations	Breadth	General Management	Human Resources		
33032	Management	Breadth	Economics	General Management	Human Resources	
33040	Business Environment	Breadth	Economics	General Management		
33101	Foundations	Foundations	Economics	General Management		
33102	Foundations		Economics	General Management		
33111	Foundations		Economics	General Management		
33221			Economics	Entrepreneurship		
33301		Breadth	General Management			
33302		Breadth	Economics	Human Resources	International Business	
33304	Business Environment		Economics	General Management		
33305	Business Environment		Economics	General Management		
33311		Breadth	General Management			
33401	Business Environment	Breadth	Economics	General Management		
33402	Business Environment	Breadth	Economics	General Management	International Business	
33403		Breadth	General Management			
33501	Business Environment		Economics	General Management	International Business	
33502	Business Environment	Breadth	Economics	General Management	International Business	
33503			International Business	General Management	Strategic Management	
33510			Finance	International Business		
33520			Economics	International Business		
34101	Functions		Entrepreneurship	Finance	Analytic Finance	General Management
34102			Entrepreneurship	General Management	Strategic Management	
34103			Entrepreneurship	General Management	Strategic Management	
34703			Entrepreneurship	International Business		
35000	Functions	Breadth	Finance	General Management		
35001	Functions		Finance	Analytic Finance	General Management	
35120	Functions	Breadth	Finance	Analytic Finance	General Management	
35121			Finance	Analytic Finance		
35130	Functions		Finance	Analytic Finance	General Management	
35131			Finance	Analytic Finance		
35132			Finance	Analytic Finance		

2009 - 2010 Chicago Booth Courses
Meeting a Required Area and/or Multiple Concentrations

Course #	Required Area	Required Area (pre-Summer '09)	Concentrations			
35150	Functions	Breadth	Finance	Analytic Finance	General Management	
35151		Breadth	Finance	Analytic Finance	General Management	
35152			Finance	Analytic Finance		
35200	Functions	Breadth	Finance	Analytic Finance	General Management	
35201	Functions		Finance	Analytic Finance	General Management	
35202			Finance	Analytic Finance		
35210			Finance	Analytic Finance	International Business	
35211			Finance	Analytic Finance		
35215			Finance	Analytic Finance		
35901	Functions	Breadth	Finance	Analytic Finance	General Management	
35902	Functions	Breadth	Finance	Analytic Finance	General Management	
35903		Breadth	Finance	Analytic Finance	General Management	
35904	Functions		Finance	Analytic Finance	General Management	
35905			Finance	Analytic Finance		
35906			Finance	Analytic Finance		
35907			Finance	Analytic Finance		
35908			Finance	Analytic Finance		
35909			Finance	Analytic Finance		
35912			Finance	Analytic Finance		
36106	Management		Analytic Management	General Management	Operations	
37000	Functions	Breadth	General Management	Marketing		
37101	Functions		General Management	Marketing		
37102	Functions		General Management	Marketing		
37103	Functions		Analytic Management	General Management	Marketing	
37106	Functions		General Management	Marketing		
37201	Functions		Entrepreneurship	General Management	Marketing	
37202	Functions		Analytic Management	General Management	Marketing	
37400	Functions		General Management	Marketing	Strategic Management	
37701			Entrepreneurship	General Management	Strategic Management	
38001	Management	Group B	General Management	Managerial & Organizational Behavior		
38002	Management	Group B	General Management	Managerial & Organizational Behavior		
38003	Management	Group B	General Management	Managerial & Organizational Behavior		
38103			General Management	Managerial & Organizational Behavior		
38110			General Management	Managerial & Organizational Behavior		
38111			General Management	Managerial & Organizational Behavior		
38116			General Management	Managerial & Organizational Behavior		
38117			General Management	Managerial & Organizational Behavior		
39001	Management	Group A	General Management	Strategic Management		
39002	Management	Group B	General Management	Managerial & Organizational Behavior		
39101			Entrepreneurship	General Management	Strategic Management	

2009 - 2010 Chicago Booth Courses
Meeting a Required Area and/or Multiple Concentrations

Course #	Required Area	Required Area (pre-Summer '09)	Concentrations			
39200			General Management	Strategic Management		
39201			Entrepreneurship	General Management	Strategic Management	
40000	Functions	Breadth	General Management	Operations		
40101	Functions	Breadth	General Management	Operations		
40107		Breadth	General Management			
40108	Functions		Analytic Management	General Management	Operations	
40109	Functions		Analytic Management	General Management		
40110	Functions		General Management	Operations		
41000	Foundations	Foundations	Econometrics & Statistics	General Management		
41100	Foundations	Foundations	Econometrics & Statistics	General Management		
41201	Foundations		Analytic Management	Econometrics & Statistics	General Management	
41202	Foundations	Foundations	Econometrics & Statistics	General Management		
41203	Foundations	Foundations	Econometrics & Statistics	Finance	Analytic Finance	General Management
41301	Foundations	Foundations	Econometrics & Statistics	Entrepreneurship	General Management	Marketing
41901		Foundations	General Management			
41902		Foundations	General Management			
41903		Foundations	General Management			
41910		Foundations	General Management			
41911		Foundations	General Management			
41913		Foundations	General Management			
41914		Foundations	General Management			
41915		Foundations	Econometrics & Statistics	Finance	Analytic Finance	
42001	Management	Group A	Economics	General Management	Strategic Management	
42002	Management	Group A	General Management	Strategic Management		
42102			General Management	Strategic Management		
42103			Entrepreneurship	General Management	Strategic Management	
42107			General Management	Strategic Management		
42108			General Management	Strategic Management		
42109			General Management	Strategic Management		
42110			Analytic Management	General Management	Strategic Management	
42113			General Management	Strategic Management		
42114			General Management	Strategic Management		
42115			General Management	Strategic Management		
42120			Entrepreneurship	General Management	Strategic Management	
42201	Business Environment		General Management			

Faculty Schedule, Autumn 2009 - Summer 2010

Professor	Quarter	Program	Course/Section	Title
Adelman, D.	Spring	Full-Time	40000-01	Operations Management: Business Process Fundamentals
		Full-Time	40000-02	Operations Management: Business Process Fundamentals
		Weekend	40000-85	Operations Management: Business Process Fundamentals
Altig, D.	Summer	Evening	33040-81	Macroeconomics
		Weekend	33040-85	Macroeconomics
Ball, R.	Spring	Full-Time	30902-01	Empirical Research in Accounting
Ball, R.	Winter	Full-Time	30117-01	Accounting and Financial Analysis II
		Evening	30117-81	Accounting and Financial Analysis II
		Weekend	30117-85	Accounting and Financial Analysis II
Barry, B.	Winter	Full-Time	33521-01	Asian Economies and Business
		Evening	33521-81	Asian Economies and Business
	Spring	Full-Time	33471-01	Business, Politics, and Ethics
		Full-Time	33521-01	Asian Economies and Business
		Evening	33521-81	Asian Economies and Business
Batts, W.	Spring	Evening	42107-81	Taking Charge
	Summer	Evening	42107-81	Taking Charge
Becker, G.	Winter	Full-Time	33111-01	Economic Analysis of Major Policy Issues
Belton, T.	Winter	Evening	35101-81	Futures, Forwards, Options & Swaps: Theory and Practice
Berger, P.	Spring	Full-Time	30116-01	Accounting and Financial Analysis I
		Full-Time	30116-02	Accounting and Financial Analysis I
		Evening	30116-81	Accounting and Financial Analysis I
Bertrand, M.	Spring	Full-Time	33305-01	The Firm and the Non-Market Environment
		Evening	33305-81	The Firm and the Non-Market Environment
		Weekend	33305-85 #	The Firm and the Non-Market Environment
Bester, C.	Autumn	Full-Time	41000-01	Business Statistics
		Full-Time	41000-02	Business Statistics
Bhargava, S.	Autumn	Full-Time	38103-01	Strategies and Processes of Negotiation
		Evening	38103-81	Strategies and Processes of Negotiation
		Evening	38103-82	Strategies and Processes of Negotiation
Birge, J.	Autumn	Full-Time	36903-01	Convex Optimization
	Winter	Full-Time	40108-01	Revenue Management
		Weekend	40108-85	Revenue Management
Bleakley, C.	Autumn	Full-Time	33001-01	Microeconomics
		Full-Time	33001-02	Microeconomics
		Evening	33001-81	Microeconomics
Bleck, A.	Autumn	Full-Time	30000-01	Financial Accounting
		Full-Time	30000-02	Financial Accounting
		Evening	30000-81	Financial Accounting
Born, L.	Winter	Full-Time	35200-03 +	Corporation Finance
	Spring	Full-Time	35200-05	Corporation Finance
Bothner, M.	Winter	Full-Time	39001-01	Strategy and Structure: Markets and Organizations
		Evening	39001-81	Strategy and Structure: Markets and Organizations
	Spring	Full-Time	39001-03	Strategy and Structure: Markets and Organizations
		Evening	39001-82	Strategy and Structure: Markets and Organizations
		Full-Time	39904-01	Organizational Ecology
	Summer	Evening	39001-81	Strategy and Structure: Markets and Organizations
		Evening	39001-82	Strategy and Structure: Markets and Organizations
		Weekend	39001-85	Strategy and Structure: Markets and Organizations
Bradford, T.	Spring	Evening	42120-81	Innovation in Energy Markets and Opportunities in Renewable Energy

* Denotes 5-week section
+ Denotes undergraduate only section
# Denotes cancelled section

Faculty Schedule, Autumn 2009 - Summer 2010

Professor	Quarter	Program	Course/Section	Title
Broda, C.	Autumn	Full-Time	33502-01	International Financial Policy
		Evening	33502-81	International Financial Policy
		Weekend	33502-85	International Financial Policy
Budish, E.	Winter	Full-Time	42001-01	Competitive Strategy
		Evening	42001-82	Competitive Strategy
Bulger, B.	Winter	Evening	33311-81	Govt Reg and the Employment Relationship
Bunch, G.	Autumn	Evening	34102-81	New Venture Strategy
Carlton, D.	Autumn	Full-Time	33001-07	Microeconomics
		Evening	33001-82	Microeconomics
	Spring	Full-Time	33306-01	Antitrust and Industrial Organization
		Full-Time	33923-01	Advanced Industrial Organization III
Carmel, J.	Summer	Evening	35200-81	Corporation Finance
		Weekend	35200-85	Corporation Finance
Caruso, E.	Spring	Full-Time	38902-01	Current Topics in Behavioral Science II
	Summer	Evening	38103-81	Strategies and Processes of Negotiation
		Evening	38103-82	Strategies and Processes of Negotiation
		Weekend	38103-85	Strategies and Processes of Negotiation
Caruso, H.	Spring	Full-Time	38003-01	Power and Influence in Organizations
		Evening	38003-81	Power and Influence in Organizations
Chayet, S.	Summer	Evening	40000-81	Operations Management: Business Process Fundamentals
		Weekend	40000-85	Operations Management: Business Process Fundamentals
Chintagunta, P.	Spring	Full-Time	37902-01	Advanced Marketing Theory: Quantitative Perspective
Chookaszian, D.	Winter	Evening	42108-81	Corporate Governance
Christensen, H.	Winter	Full-Time	30000-01	Financial Accounting
		Evening	30000-81	Financial Accounting
		Weekend	30000-85	Financial Accounting
Cochrane, J.	Winter	Full-Time	35150-01	Advanced Investments
		Evening	35150-81	Advanced Investments
		Full-Time	35905-01	Topics in Empirical Finance
	Spring	Full-Time	33944-01	Empirical Macroeconomics: Topics
Conley, T.	Spring	Evening	41100-81	Applied Regression Analysis
		Evening	41100-82	Applied Regression Analysis
		Full-Time	41903-01	Applied Econometrics
Constantinides, G.	Winter	Full-Time	35100-01	Financial Instruments
		Full-Time	35100-02	Financial Instruments
		Evening	35100-81	Financial Instruments
Cortes, P.	Winter	Full-Time	33001-01	Microeconomics
		Evening	33001-81	Microeconomics
		Weekend	33001-85	Microeconomics
Cotteleer, M.	Winter	Full-Time	40101-01 #	Supply Chain Strategy and Practice
		Evening	40101-81	Supply Chain Strategy and Practice
Creal, D.	Winter	Evening	41000-81	Business Statistics
		Weekend	41000-85	Business Statistics
Culp, C.	Autumn	Evening	35152-81	Structured Finance and Insurance
	Spring	Evening	35101-81 #	Futures, Forwards, Options & Swaps:Theory and Practice
Darragh, L.	Winter	Full-Time	34701-01	New Venture and Small Enterprise Lab
	Spring	Full-Time	34110-01	Social Entrepreneurship
		Full-Time	34701-01	New Venture and Small Enterprise Lab
Davis, H.	Winter	Full-Time	42002-01	Business Policy
		Evening	42002-81	Business Policy
	Spring	Evening	42102-81	The Strategy Symposium
		Weekend	42102-85	The Strategy Symposium

* Denotes 5-week section
\+ Denotes undergraduate only section
\# Denotes cancelled section

Faculty Schedule, Autumn 2009 - Summer 2010

Professor	Quarter	Program	Course/Section	Title
Davis, S.	Autumn	Full-Time	33040-01	Macroeconomics
		Evening	33040-81	Macroeconomics
		Evening	33040-82	Macroeconomics
Debo, L.	Autumn	Full-Time	40000-01	Operations Management: Business Process Fundamentals
		Full-Time	40000-02	Operations Management: Business Process Fundamentals
		Evening	40000-81	Operations Management: Business Process Fundamentals
Deutsch, W.	Autumn	Full-Time	34103-01	Building the New Venture
		Evening	34103-81	Building the New Venture
	Winter	Full-Time	34103-01	Building the New Venture
		Evening	34103-81	Building the New Venture
	Spring	Full-Time	34103-01	Building the New Venture
Dey, A.	Spring	Full-Time	30000-01 +	Financial Accounting
		Evening	30000-81	Financial Accounting
		Evening	30000-82	Financial Accounting
Dhar, S.	Winter	Full-Time	37000-01	Marketing Strategy
		Full-Time	37000-02	Marketing Strategy
		Weekend	37000-85	Marketing Strategy
Diamond, D.	Winter	Full-Time	35902-01	Theory of Financial Decisions II
	Spring	Full-Time	35202-01	Financial Markets and Institutions
		Evening	35202-81	Financial Markets and Institutions
		Full-Time	35903-01	Theory of Financial Decisions III
Dubé, J.	Spring	Full-Time	37202-01	Pricing Strategies
		Full-Time	37202-02	Pricing Strategies
		Evening	37202-81	Pricing Strategies
Eichenbaum, M.	Spring	Full-Time	33040-01	Macroeconomics
		Full-Time	33040-02	Macroeconomics
		Evening	33040-81	Macroeconomics
Eisenstein, D.	Spring	Full-Time	40110-01	Managing Service Operations
		Evening	40110-81	Managing Service Operations
		Weekend	40110-85	Managing Service Operations
Engel, E.	Autumn	Evening	30130-82	Financial Statement Analysis
Epley, N.	Summer	Evening	38001-81	Managing in Organizations
		Evening	38001-82	Managing in Organizations
		Weekend	38001-85	Managing in Organizations
Erickson, M.	Spring	Full-Time	30118-01	Taxes and Business Strategy
		Full-Time	30118-02	Taxes and Business Strategy
		Evening	30118-81	Taxes and Business Strategy
Fama, E.	Autumn	Full-Time	35901-01	Theory of Financial Decisions I
	Spring	Full-Time	35908-01	Research Projects: Finance
Fishbach, A.	Autumn	Full-Time	38901-01	Current Topics in Behavioral Science I
	Spring	Full-Time	38001-01	Managing in Organizations
		Full-Time	38001-02	Managing in Organizations
		Evening	38001-81	Managing in Organizations
Fogel, R.	Autumn	Full-Time	33470-01	Population and the Economy
	Winter	Full-Time	38114-01	A Guide to Business Ethics
	Spring	Full-Time	37104-01	Economics and Demographics of Marketing
Fox, J.	Spring	Full-Time	33925-01	Advanced Industrial Organization IV

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Faculty Schedule, Autumn 2009 - Summer 2010

Professor	Quarter	Program	Course/Section	Title
Frenzen, J.	Autumn	Full-Time	37205-01	Going to Market: Managing Channel Strategy
		Evening	37205-81	Going to Market: Managing Channel Strategy
		Full-Time	37701-01	Laboratory in New Product and Strategy Development I
		Full-Time	37701-02 #	Laboratory in New Product and Strategy Development I
	Winter	Full-Time	37701-01	Laboratory in New Product and Strategy Development I
		Full-Time	37701-02	Laboratory in New Product and Strategy Development I
	Spring	Full-Time	37701-01	Laboratory in New Product and Strategy Development I
		Full-Time	37701-02 #	Laboratory in New Product and Strategy Development I
		Full-Time	37702-01	Laboratory in New Product and Strategy Development II
Galichon, A.	Spring	Evening	41000-81	Business Statistics
		Evening	41000-82	Business Statistics
		Weekend	41000-85	Business Statistics
Gao, P.	Autumn	Full-Time	30000-03	Financial Accounting
		Full-Time	30000-04	Financial Accounting
		Full-Time	30000-05	Financial Accounting
Gentzkow, M.	Spring	Full-Time	42001-01	Competitive Strategy
		Full-Time	42001-02	Competitive Strategy
		Evening	42001-81	Competitive Strategy
Gerakos, J.	Autumn	Full-Time	30001-01	Managerial Accounting
		Full-Time	30001-02	Managerial Accounting
		Evening	30001-81	Managerial Accounting
Gertner, R.	Spring	Full-Time	34110-01	Social Entrepreneurship
		Full-Time	42110-01	Strategic Investment Decisions
		Evening	42110-81	Strategic Investment Decisions
Gibbs, M.	Summer	Evening	33001-81	Microeconomics
		Evening	33001-82	Microeconomics
Gilula, Z.	Summer	Evening	41000-81	Business Statistics
		Evening	41301-81	Statistical Insight into Marketing, Consulting, and Entrepreneurship
Ginzel, L.	Winter	Full-Time	38001-01	Managing in Organizations
		Weekend	38001-85	Managing in Organizations
	Spring	Full-Time	38103-01	Strategies and Processes of Negotiation
		Full-Time	38103-02	Strategies and Processes of Negotiation
		Evening	38103-81	Strategies and Processes of Negotiation
Goettler, R.	Autumn	Full-Time	37000-01	Marketing Strategy
		Full-Time	37000-02	Marketing Strategy
		Evening	37000-81	Marketing Strategy
		Full-Time	37905-01	Marketing Literature Seminar
Gould, J.	Autumn	Full-Time	42002-01	Business Policy
		Weekend	42002-85	Business Policy
	Spring	Evening	42102-81	The Strategy Symposium
		Weekend	42102-85	The Strategy Symposium
Gregory, N.	Autumn	Full-Time	35201-01	Cases in Financial Management
	Winter	Full-Time	35201-01	Cases in Financial Management
		Evening	35201-82	Cases in Financial Management
	Spring	Full-Time	35201-01	Cases in Financial Management
		Evening	35201-81	Cases in Financial Management
		Evening	35205-81	Cases in Corporate Control and Governance
Guryan, J.	Winter	Evening	33001-82	Microeconomics
	Spring	Full-Time	33031-01	The Employment Relationship
		Evening	33031-81	The Employment Relationship
Hadlock, C.	Spring	Full-Time	35200-01	Corporation Finance
		Evening	35200-81	Corporation Finance

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Faculty Schedule, Autumn 2009 - Summer 2010

Professor	Quarter	Program	Course/Section	Title
Hansen, C.	Autumn	Full-Time	41100-01	Applied Regression Analysis
		Full-Time	41100-02	Applied Regression Analysis
		Full-Time	41100-03	Applied Regression Analysis
	Winter	Full-Time	41902-01	Statistical Inference
Hansen, L.	Winter	Full-Time	33943-01	Empirical Macroeconomics: Methods and Applications
	Spring	Full-Time	33944-01	Empirical Macroeconomics: Topics
		Full-Time	35907-01	Topics in Asset Pricing
Harris, M.	Autumn	Full-Time	35001-01	Introductory Finance
		Evening	35001-81	Introductory Finance
	Spring	Full-Time	33911-01	The Economics of Information
Hassan, T.	Winter	Full-Time	35000-05	Investments
		Evening	35000-82	Investments
Hastie, R.	Spring	Full-Time	38002-02	Managerial Decision Making
		Evening	38002-82	Managerial Decision Making
		Weekend	38002-85	Managerial Decision Making
		Full-Time	38116-01 #	Leading Teams: Managing Small Groups, Committees, and Teams
		Evening	38116-81 #	Leading Teams: Managing Small Groups, Committees, and Teams
He, Z.	Winter	Full-Time	35200-01	Corporation Finance
		Evening	35200-81	Corporation Finance
		Weekend	35200-85	Corporation Finance
Heaton, J.	Winter	Full-Time	35000-03	Investments
		Full-Time	35000-04	Investments
		Evening	35130-81	Fixed Income Asset Pricing
	Spring	Full-Time	35907-01	Topics in Asset Pricing
Hitsch, G.	Spring	Full-Time	37103-01	Data-Driven Marketing
		Evening	37103-81	Data-Driven Marketing
		Weekend	37103-85	Data-Driven Marketing
Holden, R.	Spring	Full-Time	42116-01	Game Theory
		Evening	42116-81	Game Theory
Hsee, C.	Autumn	Full-Time	38002-01	Managerial Decision Making
		Full-Time	38002-02	Managerial Decision Making
		Evening	38002-81	Managerial Decision Making
		Full-Time	38901-01	Current Topics in Behavioral Science I
Hsieh, C.	Autumn	Full-Time	33520-01	The Wealth of Nations
		Weekend	33520-85	The Wealth of Nations
	Summer	Evening	33520-81 *	The Wealth of Nations
		Evening	33520-82 #	The Wealth of Nations
Hurst, E.	Autumn	Full-Time	33942-01	Empirical Macroeconomics: Micro Data for Macro Models
	Winter	Full-Time	33040-01	Macroeconomics
		Full-Time	33040-02	Macroeconomics
		Evening	33040-81	Macroeconomics
Jeuland, A.	Autumn	Evening	37000-82	Marketing Strategy
		Weekend	37000-85	Marketing Strategy
	Summer	Evening	37000-81	Marketing Strategy
		Evening	37000-82	Marketing Strategy
		Weekend	37000-85	Marketing Strategy
Kahl, S.	Winter	Full-Time	39101-01	Technology Strategy
		Evening	39101-81	Technology Strategy
		Weekend	39101-85	Technology Strategy
Kamenica, E.	Autumn	Full-Time	38912-01	Behavioral Economics
		Full-Time	42001-02	Competitive Strategy
		Evening	42001-81	Competitive Strategy

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Faculty Schedule, Autumn 2009 - Summer 2010

Professor	Quarter	Program	Course/Section	Title
Kaplan, S.	Autumn	Full-Time	34101-01	Entrepreneurial Finance and Private Equity
		Full-Time	34101-02	Entrepreneurial Finance and Private Equity
		Weekend	34101-85	Entrepreneurial Finance and Private Equity
	Spring	Full-Time	34104-01	Special Topics in Entrepreneurship: Developing a New Venture (New Venture Challenge)
Kashyap, A.	Spring	Full-Time	35211-01	The Analytics of Financial Crises
		Full-Time	35211-02	The Analytics of Financial Crises
		Evening	35211-81	The Analytics of Financial Crises
Kleinman, D.	Autumn	Weekend	42103-85	Applied Strategic Management/INTOPIA
	Summer	Evening	42103-81	Applied Strategic Management/INTOPIA
Knez, M.	Autumn	Full-Time	42001-03	Competitive Strategy
		Evening	42001-82	Competitive Strategy
		Weekend	42001-85	Competitive Strategy
	Winter	Full-Time	42114-01	Strategic Planning
		Full-Time	42114-02	Strategic Planning
		Evening	42114-81	Strategic Planning
Koijen, R.	Autumn	Full-Time	35000-02	Investments
		Evening	35000-81	Investments
		Full-Time	35904-01	Asset Pricing
Kole, S.	Winter	Full-Time	33032-01	Managing the Workplace
		Evening	33032-81	Managing the Workplace
Kovrijnykh, A.	Spring	Full-Time	30001-01	Managerial Accounting
		Evening	30001-81	Managerial Accounting
		Weekend	30001-85	Managerial Accounting
Kroszner, R.	Autumn	Full-Time	33401-01	Money and Banking
		Evening	33401-81	Money and Banking
		Evening	33401-82	Money and Banking
	Spring	Full-Time	33401-01	Money and Banking
		Evening	33401-81	Money and Banking
		Weekend	33401-85	Money and Banking
Labroo, A.	Autumn	Full-Time	37203-01	Integrated Brand Communications
		Evening	37203-81	Integrated Brand Communications
	Winter	Full-Time	37903-01	Adv Mktg Theory: Behavioral Science Approach
Leftwich, R.	Autumn	Evening	35201-81	Cases in Financial Management
		Weekend	35201-85	Cases in Financial Management
Leuz, C.	Autumn	Full-Time	30903-01	Topics in Empirical Accounting Research
	Winter	Full-Time	30130-01	Financial Statement Analysis
		Full-Time	30130-02	Financial Statement Analysis
		Evening	30130-81	Financial Statement Analysis
Linnainmaa, J.	Spring	Full-Time	35000-02	Investments
		Evening	35000-81	Investments
		Weekend	35000-85	Investments
Lopes, H.	Autumn	Full-Time	41000-03	Business Statistics
		Evening	41000-81	Business Statistics
		Full-Time	41913-01	Bayesian Econometrics
Loudermilk, M.	Autumn	Weekend	41000-85	Business Statistics
Martin, R.	Winter	Full-Time	36104-01	Tools for Business Analysis: Excel and Matlab
		Full-Time	36104-02 +	Tools for Business Analysis: Excel and Matlab
		Evening	36104-81	Tools for Business Analysis: Excel and Matlab
Matvos, G.	Autumn	Full-Time	35200-01	Corporation Finance
		Full-Time	35200-02	Corporation Finance
		Evening	35200-81	Corporation Finance
McGill, A.	Autumn	Full-Time	37000-03	Marketing Strategy
		Full-Time	37000-04	Marketing Strategy
		Full-Time	37000-05	Marketing Strategy
McKinney, J.	Winter	Full-Time	37000-03 +	Marketing Strategy

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Faculty Schedule, Autumn 2009 - Summer 2010

Professor	Quarter	Program	Course/Section	Title
Meadow, S.	Autumn	Evening	34101-81	Entrepreneurial Finance and Private Equity
		Full-Time	34106-01	Commercializing Innovation
		Evening	34106-81	Commercializing Innovation
	Spring	Full-Time	34106-01	Commercializing Innovation
		Full-Time	34106-02	Commercializing Innovation
		Weekend	34106-85	Commercializing Innovation
Middlebrooks, A.	Autumn	Evening	37303-81	Marketing of Services
	Winter	Weekend	37303-85	Marketing of Services
	Spring	Full-Time	37201-01	Developing New Products and Services
		Evening	37201-81	Developing New Products and Services
Morse, A.	Spring	Full-Time	34101-01	Entrepreneurial Finance and Private Equity
		Full-Time	34101-02 #	Entrepreneurial Finance and Private Equity
		Evening	34101-81	Entrepreneurial Finance and Private Equity
Moskowitz, T.	Autumn	Full-Time	35000-01	Investments
		Evening	35000-82	Investments
		Weekend	35000-85	Investments
	Spring	Full-Time	35151-01	Empirical Asset Pricing
		Evening	35151-81	Empirical Asset Pricing
Murphy, K.	Autumn	Full-Time	33101-01	Advanced Microeconomic Analysis
		Evening	33101-81	Advanced Microeconomic Analysis
	Winter	Full-Time	33111-01	Economic Analysis of Major Policy Issues
Muscarella, C.	Summer	Evening	35201-81	Cases in Financial Management
		Weekend	35201-85	Cases in Financial Management
Neiman, B.	Winter	Full-Time	33502-01	International Financial Policy
		Full-Time	33502-02	International Financial Policy
		Evening	33502-81	International Financial Policy
Nikolaev, V.	Winter	Full-Time	30000-02 +	Financial Accounting
		Evening	30000-82	Financial Accounting
		Evening	30000-83	Financial Accounting
Novy-Marx, R.	Spring	Full-Time	35100-01	Financial Instruments
		Evening	35100-81	Financial Instruments
		Weekend	35100-85	Financial Instruments
	Summer	Evening	35100-81	Financial Instruments
Orhun, A.	Spring	Full-Time	37000-01	Marketing Strategy
		Full-Time	37000-02	Marketing Strategy
		Evening	37000-81	Marketing Strategy
Ossa, R.	Spring	Full-Time	33501-01	International Commercial Policy
		Evening	33501-81	International Commercial Policy
		Weekend	33501-85	International Commercial Policy
Oster, E.	Autumn	Full-Time	33001-03	Microeconomics
		Full-Time	33001-04	Microeconomics
		Weekend	33001-85	Microeconomics
Pagliari, J.	Winter	Full-Time	33450-01	Real Estate Investments I
		Evening	33450-81	Real Estate Investments I
	Spring	Full-Time	33451-01	Real Estate Investments II
		Evening	33451-81	Real Estate Investments II
		Full-Time	34704-01	Real Estate Lab: Real Estate Challenge
Parker, R.	Winter	Full-Time	40000-01	Operations Management: Business Process Fundamentals
		Full-Time	40000-02	Operations Management: Business Process Fundamentals
		Evening	40000-81	Operations Management: Business Process Fundamentals

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Faculty Schedule, Autumn 2009 - Summer 2010

Professor	Quarter	Program	Course/Section	Title
Pastor, L.	Winter	Full-Time	35000-01	Investments
		Full-Time	35000-02	Investments
		Evening	35000-81	Investments
	Spring	Full-Time	35120-01	Portfolio Management
		Evening	35120-81	Portfolio Management
		Weekend	35120-85	Portfolio Management
Peck, J.	Winter	Evening	37000-81	Marketing Strategy
Phillips, D.	Autumn	Full-Time	39901-01	Organizations and Environments
	Spring	Full-Time	39002-01	Network Structures of Effective Management
		Evening	39002-81	Network Structures of Effective Management
		Weekend	39002-85	Network Structures of Effective Management
	Summer	Evening	39002-81	Network Structures of Effective Management
Picker, R.	Autumn	Evening	42201-81	The Legal Infrastructure of Business
Polson, N.	Autumn	Full-Time	41000-04	Business Statistics
		Evening	41000-82	Business Statistics
		Full-Time	41901-01	Probability and Statistics
Pontikes, E.	Spring	Full-Time	39001-01	Strategy and Structure: Markets and Organizations
		Full-Time	39001-02	Strategy and Structure: Markets and Organizations
		Evening	39001-81	Strategy and Structure: Markets and Organizations
Prendergast, C.	Spring	Full-Time	33032-01	Managing the Workplace
		Evening	33032-81	Managing the Workplace
		Weekend	33032-85	Managing the Workplace
	Summer	Evening	33032-81 *	Managing the Workplace
Rajan, R.	Winter	Full-Time	35902-01	Theory of Financial Decisions II
	Spring	Full-Time	35210-01	International Corporate Finance
		Evening	35210-81	International Corporate Finance
		Weekend	35210-85	International Corporate Finance
Ramanathan, S.	Autumn	Full-Time	37905-01	Marketing Literature Seminar
	Spring	Full-Time	37101-01	Consumer Behavior
		Evening	37101-81	Consumer Behavior
		Weekend	37101-85	Consumer Behavior
Ravid, S.	Spring	Full-Time	35200-02	Corporation Finance
		Evening	35200-83	Corporation Finance
Risen, J.	Winter	Full-Time	38103-02	Strategies and Processes of Negotiation
		Full-Time	38103-03	Strategies and Processes of Negotiation
		Evening	38103-81	Strategies and Processes of Negotiation
	Spring	Full-Time	38902-01	Current Topics in Behavioral Science II
Rock, K.	Winter	Full-Time	35201-02	Cases in Financial Management
		Evening	35201-81	Cases in Financial Management
	Spring	Evening	35206-81	Advanced Topics in Corporate Finance
Rogers, J.	Winter	Full-Time	30001-01	Managerial Accounting
		Evening	30001-81	Managerial Accounting
		Evening	30001-82	Managerial Accounting
Romalis, J.	Autumn	Full-Time	33503-01	Managing the Firm in the Global Economy
		Full-Time	33503-02	Managing the Firm in the Global Economy
		Evening	33503-81	Managing the Firm in the Global Economy
Rosenberg, R.	Autumn	Full-Time	34103-02 +	Building the New Venture
	Winter	Full-Time	34103-02 #	Building the New Venture
Rossi, P.	Autumn	Full-Time	41100-04	Applied Regression Analysis
		Evening	41100-81	Applied Regression Analysis
		Weekend	41100-85	Applied Regression Analysis

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Faculty Schedule, Autumn 2009 - Summer 2010

Professor	Quarter	Program	Course/Section	Title
Rosu, I.	Spring	Full-Time	35000-01	Investments
		Evening	35000-82	Investments
		Evening	35000-83	Investments
	Summer	Evening	35000-81	Investments
		Evening	35000-82	Investments
		Weekend	35000-85	Investments
Rudnick, E.	Autumn	Full-Time	34105-01	Entrepreneurial Internship Seminar
	Spring	Evening	34104-81	Special Topics in Entrepreneurship: Developing a New Venture (New Venture Challenge)
		Evening	34702-81	Private Equity/Venture Capital Lab
Russell, J.	Winter	Full-Time	41203-01	Financial Econometrics
		Evening	41203-81	Financial Econometrics
		Full-Time	41910-01	Time-series Analysis for Forecasting and Model Building
Safford, S.	Winter	Full-Time	39002-01	Network Structures of Effective Management
		Evening	39002-81	Network Structures of Effective Management
		Weekend	39002-85	Network Structures of Effective Management
Sandikci, B.	Spring	Full-Time	36106-01	Managerial Decision Modeling
		Evening	36106-81	Managerial Decision Modeling
	Summer	Evening	36106-81	Managerial Decision Modeling
		Weekend	36106-85	Managerial Decision Modeling
Sapra, H.	Winter	Full-Time	30901-01	Topics in Accounting Research
	Spring	Full-Time	30117-01	Accounting and Financial Analysis II
		Full-Time	30117-02	Accounting and Financial Analysis II
		Full-Time	30901-01	Topics in Accounting Research
Schrager, J.	Autumn	Full-Time	34102-01	New Venture Strategy
	Winter	Full-Time	34102-01	New Venture Strategy
		Weekend	34102-85	New Venture Strategy
	Spring	Full-Time	34102-01	New Venture Strategy
	Summer	Evening	34102-81	New Venture Strategy
Seru, A.	Winter	Full-Time	35200-02	Corporation Finance
		Evening	35200-82	Corporation Finance
Shapiro, J.	Winter	Full-Time	42001-02	Competitive Strategy
		Full-Time	42001-03	Competitive Strategy
		Weekend	42001-85	Competitive Strategy
Shivakumar, R.	Autumn	Full-Time	42001-01	Competitive Strategy
	Spring	Evening	33001-81	Microeconomics
		Evening	33001-82	Microeconomics
	Summer	Evening	42001-81	Competitive Strategy
		Weekend	42001-85	Competitive Strategy
Skinner, D.	Autumn	Full-Time	30116-01	Accounting and Financial Analysis I
		Full-Time	30116-02	Accounting and Financial Analysis I
		Evening	30116-81	Accounting and Financial Analysis I
	Winter	Full-Time	30904-01	Empirical Research on Managers Corporate Financial Reporting Decisions
Smith, A.	Autumn	Full-Time	30130-01	Financial Statement Analysis
		Evening	30130-81	Financial Statement Analysis
		Weekend	30130-85	Financial Statement Analysis
Snyder, E.	Winter	Full-Time	33111-01	Economic Analysis of Major Policy Issues
Soffer, L.	Winter	Evening	30116-81	Accounting and Financial Analysis I
		Weekend	30116-85	Accounting and Financial Analysis I
	Spring	Full-Time	30130-01	Financial Statement Analysis
		Evening	30130-81	Financial Statement Analysis
	Summer	Evening	30130-81	Financial Statement Analysis
		Weekend	30130-85	Financial Statement Analysis

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Faculty Schedule, Autumn 2009 - Summer 2010

Professor	Quarter	Program	Course/Section	Title
Stole, L.	Autumn	Full-Time	33102-01	Advanced Microeconomic Theory
		Weekend	33102-85	Advanced Microeconomic Theory
Stromberg, P.	Summer	Evening	34101-81	Entrepreneurial Finance and Private Equity
		Weekend	34101-85	Entrepreneurial Finance and Private Equity
Strubel, R.	Spring	Evening	42107-81	Taking Charge
	Summer	Evening	42107-81	Taking Charge
Su, C.	Winter	Full-Time	36106-01	Managerial Decision Modeling
		Weekend	36106-85	Managerial Decision Modeling
	Spring	Full-Time	40901-01	Topics on Empirical Research in Operations Management
Sufi, A.	Winter	Full-Time	35902-01	Theory of Financial Decisions II
	Spring	Full-Time	35200-03	Corporation Finance
		Full-Time	35200-04	Corporation Finance
		Evening	35200-82	Corporation Finance
Syverson, C.	Autumn	Full-Time	33921-01	Advanced Industrial Organization I
	Winter	Full-Time	42001-04	Competitive Strategy
		Evening	42001-81	Competitive Strategy
Taddy, M.	Winter	Full-Time	41100-01	Applied Regression Analysis
		Evening	41100-81	Applied Regression Analysis
		Evening	41100-82	Applied Regression Analysis
Thaler, R.	Autumn	Full-Time	38912-01	Behavioral Economics
	Spring	Full-Time	38002-01	Managerial Decision Making
		Evening	38002-81	Managerial Decision Making
Topel, R.	Autumn	Full-Time	33001-05	Microeconomics
		Full-Time	33001-06	Microeconomics
	Winter	Full-Time	33304-01	Law, Economics and Business
Trebbi, F.	Winter	Full-Time	33040-03	Macroeconomics
		Evening	33040-82	Macroeconomics
		Weekend	33040-85	Macroeconomics
Tsay, R.	Spring	Full-Time	41202-01	Analysis of Financial Time Series
		Weekend	41202-85	Analysis of Financial Time Series
		Full-Time	41912-01	Applied Multivariate Analysis
Uhlig, H.	Spring	Full-Time	33944-01	Empirical Macroeconomics: Topics
Urminsky, O.	Winter	Full-Time	37106-01	Marketing Research
		Evening	37106-81	Marketing Research
		Weekend	37106-85	Marketing Research
Van Buskirk, A.	Spring	Full-Time	30130-02	Financial Statement Analysis
		Evening	30130-82	Financial Statement Analysis
		Weekend	30130-85	Financial Statement Analysis
Veronesi, P.	Autumn	Full-Time	35130-01	Fixed Income Asset Pricing
		Weekend	35130-85	Fixed Income Asset Pricing
	Winter	Full-Time	35131-01	Financial Engineering: Cases in Financial Risk Management
		Evening	35131-81	Financial Engineering: Cases in Financial Risk Management
		Weekend	35132-85	Financial Engineering: Mathematical Models of Option Pricing and their Estimation
Vishny, R.	Spring	Full-Time	35215-01	Behavioral and Institutional Finance
Weiss, I.	Autumn	Full-Time	30118-01	Taxes and Business Strategy
		Evening	30118-81	Taxes and Business Strategy
		Full-Time	34105-02	Entrepreneurial Internship Seminar
	Winter	Full-Time	30118-01	Taxes and Business Strategy
		Evening	30118-81	Taxes and Business Strategy
	Summer	Evening	30118-81	Taxes and Business Strategy
		Weekend	30118-85	Taxes and Business Strategy
Wildman, W.	Spring	Weekend	33301-85	Management, Unions, and Collective Bargaining

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Faculty Schedule, Autumn 2009 - Summer 2010

Professor	Quarter	Program	Course/Section	Title
Wittenberg Moerman, R.	Autumn	Full-Time	30000-06	Financial Accounting
		Evening	30000-82	Financial Accounting
		Weekend	30000-85	Financial Accounting
Wittenbrink, B.	Winter	Full-Time	38103-01	Strategies and Processes of Negotiation
		Weekend	38103-85	Strategies and Processes of Negotiation
	Spring	Full-Time	38103-03	Strategies and Processes of Negotiation
		Evening	38103-82	Strategies and Processes of Negotiation
Wortmann, C.	Autumn	Evening	34111-81	Entrepreneurial Selling
	Winter	Evening	34111-81	Entrepreneurial Selling
	Spring	Weekend	34103-85	Building the New Venture
		Evening	34111-81	Entrepreneurial Selling
	Summer	Evening	34103-81	Building the New Venture
Wu, G.	Winter	Full-Time	38002-01	Managerial Decision Making
		Evening	38002-81	Managerial Decision Making
		Weekend	38002-85	Managerial Decision Making
Young, W.	Autumn	Full-Time	37205-01	Going to Market: Managing Channel Strategy
		Evening	37205-81	Going to Market: Managing Channel Strategy
Zangwill, W.	Autumn	Full-Time	40103-01	Operations Management and Strategy
		Evening	40103-81	Operations Management and Strategy
Zechman, S.	Summer	Evening	30000-81	Financial Accounting
		Evening	30000-82	Financial Accounting
		Evening	30000-83	Financial Accounting
Zhu, T.	Winter	Full-Time	37201-01	Developing New Products and Services
		Evening	37201-81	Developing New Products and Services
		Weekend	37201-85	Developing New Products and Services
Zingales, L.	Winter	Full-Time	34101-01	Entrepreneurial Finance and Private Equity
		Full-Time	34101-02	Entrepreneurial Finance and Private Equity
		Evening	34101-81	Entrepreneurial Finance and Private Equity
	Spring	Full-Time	35903-01	Theory of Financial Decisions III
Zonis, M.	Autumn	Evening	38111-81	Theories of Leadership
		Weekend	38111-85	Theories of Leadership

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Course Schedule, Autumn 2009 - Summer 2010

Quarter	Section	Instructor	Day(s)	Time	Program Autumn	Winter	Spring	Summer
30000 Financial Accounting								
Autumn	01	Bleck, A.	M	1:30 - 4:30	Full-Time			
	02	Bleck, A.	T	1:30 - 4:30	Full-Time			
	03	Gao, P.	T	1:30 - 4:30	Full-Time			
	04	Gao, P.	W	8:30 - 11:30	Full-Time			
	05	Gao, P.	W	1:30 - 4:30	Full-Time			
	06	Wittenberg Moerman, R.	F	1:30 - 4:30	Full-Time			
	81	Bleck, A.	T	6:00 - 9:00	Evening			
	82	Wittenberg Moerman, R.	F	6:00 - 9:00	Evening			
	85	Wittenberg Moerman, R.	S	1:30 - 4:30	Weekend			
Winter	01	Christensen, H.	F	1:30 - 4:30		Full-Time		
	02 +	Nikolaev, V.	T	1:30 - 4:30		Full-Time		
	81	Christensen, H.	F	6:00 - 9:00		Evening		
	82	Nikolaev, V.	W	6:00 - 9:00		Evening		
	83	Nikolaev, V.	R	6:00 - 9:00		Evening		
	85	Christensen, H.	S	1:30 - 4:30		Weekend		
Spring	01 +	Dey, A.	F	1:30 - 4:30			Full-Time	
	81	Dey, A.	R	6:00 - 9:00			Evening	
	82	Dey, A.	F	6:00 - 9:00			Evening	
Summer	81	Zechman, S.	T	6:00 - 9:00				Evening
	82	Zechman, S.	W	6:00 - 9:00				Evening
	83	Zechman, S.	R	6:00 - 9:00				Evening
30001 Managerial Accounting								
Autumn	01	Gerakos, J.	M	8:30 - 11:30	Full-Time			
	02	Gerakos, J.	M	1:30 - 4:30	Full-Time			
	81	Gerakos, J.	M	6:00 - 9:00	Evening			
Winter	01	Rogers, J.	W	1:30 - 4:30		Full-Time		
	81	Rogers, J.	W	6:00 - 9:00		Evening		
	82	Rogers, J.	R	6:00 - 9:00		Evening		
Spring	01	Kovrijnykh, A.	W	8:30 - 11:30			Full-Time	
	81	Kovrijnykh, A.	T	6:00 - 9:00			Evening	
	85	Kovrijnykh, A.	S	1:30 - 4:30			Weekend	
30116 Accounting and Financial Analysis I								
Autumn	01	Skinner, D.	T	1:30 - 4:30	Full-Time			
	02	Skinner, D.	W	1:30 - 4:30	Full-Time			
	81	Skinner, D.	T	6:00 - 9:00	Evening			
Winter	81	Soffer, L.	R	6:00 - 9:00		Evening		
	85	Soffer, L.	S	1:30 - 4:30		Weekend		
Spring	01	Berger, P.	M	1:30 - 4:30			Full-Time	
	02	Berger, P.	T	1:30 - 4:30			Full-Time	
	81	Berger, P.	T	6:00 - 9:00			Evening	
30117 Accounting and Financial Analysis II								
Winter	01	Ball, R.	F	8:30 - 11:30		Full-Time		
	81	Ball, R.	F	6:00 - 9:00		Evening		
	85	Ball, R.	S	9:00 - 12:00		Weekend		
Spring	01	Sapra, H.	W	8:30 - 11:30			Full-Time	
	02	Sapra, H.	W	1:30 - 4:30			Full-Time	

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Course Schedule, Autumn 2009 - Summer 2010

Quarter	Section	Instructor	Day(s)	Time	Program Autumn	Winter	Spring	Summer
30118 Taxes and Business Strategy								
Autumn	01	Weiss, I.	W	1:30 - 4:30	Full-Time			
	81	Weiss, I.	W	6:00 - 9:00	Evening			
Winter	01	Weiss, I.	T	1:30 - 4:30		Full-Time		
	81	Weiss, I.	M	6:00 - 9:00		Evening		
Spring	01	Erickson, M.	T	1:30 - 4:30			Full-Time	
	02	Erickson, M.	W	1:30 - 4:30			Full-Time	
	81	Erickson, M.	W	6:00 - 9:00			Evening	
Summer	81	Weiss, I.	M	6:00 - 9:00				Evening
	85	Weiss, I.	S	1:30 - 4:30				Weekend
30130 Financial Statement Analysis								
Autumn	01	Smith, A.	M	1:30 - 4:30	Full-Time			
	81	Smith, A.	M	6:00 - 9:00	Evening			
	82	Engel, E.	T	6:00 - 9:00	Evening			
	85	Smith, A.	S	1:30 - 4:30	Weekend			
Winter	01	Leuz, C.	W	1:30 - 4:30		Full-Time		
	02	Leuz, C.	R	8:30 - 11:30		Full-Time		
	81	Leuz, C.	W	6:00 - 9:00		Evening		
Spring	01	Soffer, L.	F	1:30 - 4:30			Full-Time	
	02	Van Buskirk, A.	F	8:30 - 11:30			Full-Time	
	81	Soffer, L.	R	6:00 - 9:00			Evening	
	82	Van Buskirk, A.	F	6:00 - 9:00			Evening	
	85	Van Buskirk, A.	S	1:30 - 4:30			Weekend	
Summer	81	Soffer, L.	R	6:00 - 9:00				Evening
	85	Soffer, L.	S	1:30 - 4:30				Weekend
30901 Topics in Accounting Research								
Winter	01	Sapra, H.	M	8:30 - 11:30		Full-Time		
Spring	01	Sapra, H.	F	8:30 - 11:30			Full-Time	
30902 Empirical Research in Accounting								
Spring	01	Ball, R.	W	8:30 - 11:30			Full-Time	
30903 Topics in Empirical Accounting Research								
Autumn	01	Leuz, C.	T	3:00 - 6:00	Full-Time			
30904 Empirical Research on Managers Corporate Financial Reporting Decisions								
Winter	01	Skinner, D.	W	8:30 - 11:30		Full-Time		

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Course Schedule, Autumn 2009 - Summer 2010

33001 Microeconomics

Quarter	Section	Instructor	Day(s)	Time	Program: Autumn	Winter	Spring	Summer
Autumn	01	Bleakley, C.	M	8:30 - 11:30	Full-Time			
	02	Bleakley, C.	M	1:30 - 4:30	Full-Time			
	03	Oster, E.	F	8:30 - 11:30	Full-Time			
	04	Oster, E.	F	1:30 - 4:30	Full-Time			
	05	Topel, R.	T	1:30 - 4:30	Full-Time			
	06	Topel, R.	W	8:30 - 11:30	Full-Time			
	07	Carlton, D.	F	1:30 - 4:30	Full-Time			
	81	Bleakley, C.	T	6:00 - 9:00	Evening			
	82	Carlton, D.	R	6:00 - 9:00	Evening			
	85	Oster, E.	S	9:00 - 12:00	Weekend			
Winter	01	Cortes, P.	F	1:30 - 4:30		Full-Time		
	81	Cortes, P.	R	6:00 - 9:00		Evening		
	82	Guryan, J.	M	6:00 - 9:00		Evening		
	85	Cortes, P.	S	9:00 - 12:00		Weekend		
Spring	81	Shivakumar, R.	T	6:00 - 9:00			Evening	
	82	Shivakumar, R.	W	6:00 - 9:00			Evening	
Summer	81	Gibbs, M.	R	6:00 - 9:00				Evening
	82	Gibbs, M.	F	6:00 - 9:00				Evening

33031 The Employment Relationship

Quarter	Section	Instructor	Day(s)	Time	Program: Autumn	Winter	Spring	Summer
Spring	01	Guryan, J.	T	1:30 - 4:30			Full-Time	
	81	Guryan, J.	T	6:00 - 9:00			Evening	

33032 Managing the Workplace

Quarter	Section	Instructor	Day(s)	Time	Program: Autumn	Winter	Spring	Summer
Winter	01	Kole, S.	W	1:30 - 4:30		Full-Time		
	81	Kole, S.	T	6:00 - 9:00		Evening		
Spring	01	Prendergast, C.	T	1:30 - 4:30			Full-Time	
	81	Prendergast, C.	M	6:00 - 9:00			Evening	
	85	Prendergast, C.	S	9:00 - 12:00			Weekend	
Summer	81 *	Prendergast, C.	MR	6:00 - 9:00				Evening

33040 Macroeconomics

Quarter	Section	Instructor	Day(s)	Time	Program: Autumn	Winter	Spring	Summer
Autumn	01	Davis, S.	MW	3:10 - 4:30	Full-Time			
	81	Davis, S.	W	6:00 - 9:00	Evening			
	82	Davis, S.	T	6:00 - 9:00	Evening			
Winter	01	Hurst, E.	T	8:30 - 11:30		Full-Time		
	02	Hurst, E.	TR	10:10 - 11:30		Full-Time		
	03	Trebbi, F.	F	1:30 - 4:30		Full-Time		
	81	Hurst, E.	T	6:00 - 9:00		Evening		
	82	Trebbi, F.	R	6:00 - 9:00		Evening		
	85	Trebbi, F.	S	1:30 - 4:30		Weekend		
Spring	01	Eichenbaum, M.	MW	10:10 - 11:30			Full-Time	
	02	Eichenbaum, M.	MW	1:30 - 2:50			Full-Time	
	81	Eichenbaum, M.	R	6:00 - 9:00			Evening	
Summer	81	Altig, D.	F	6:00 - 9:00				Evening
	85	Altig, D.	S	9:00 - 12:00				Weekend

33101 Advanced Microeconomic Analysis

Quarter	Section	Instructor	Day(s)	Time	Program: Autumn	Winter	Spring	Summer
Autumn	01	Murphy, K.	W	8:30 - 11:30	Full-Time			
	81	Murphy, K.	T	6:00 - 9:00	Evening			

33102 Advanced Microeconomic Theory

Quarter	Section	Instructor	Day(s)	Time	Program: Autumn	Winter	Spring	Summer
Autumn	01	Stole, L.	MW	10:10 - 11:30	Full-Time			
	85	Stole, L.	S	9:00 - 12:00	Weekend			

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Course Schedule, Autumn 2009 - Summer 2010

Quarter	Section	Instructor	Day(s)	Time	Program Autumn	Winter	Spring	Summer
33111 Economic Analysis of Major Policy Issues								
Winter	01	Becker, G.; Murphy, K.; Snyder, E.	W	8:30 - 11:30		Full-Time		
33225 Using Experiments in Firms								
Winter	01 #	Staff	TBD			Full-Time		
33301 Management, Unions, and Collective Bargaining								
Spring	85	Wildman, W.	S	1:30 - 4:30			Weekend	
33304 Law, Economics and Business								
Winter	01	Topel, R.	T	1:30 - 4:30		Full-Time		
33305 The Firm and the Non-Market Environment								
Spring	01	Bertrand, M.	R	1:30 - 4:30			Full-Time	
	81	Bertrand, M.	R	6:00 - 9:00			Evening	
	85 #	Bertrand, M.	S	9:00 - 12:00			Weekend	
33306 Antitrust and Industrial Organization								
Spring	01	Carlton, D.	F	1:30 - 4:30			Full-Time	
33311 Govt Reg and the Employment Relationship								
Winter	81	Bulger, B.	M	6:00 - 9:00		Evening		
33401 Money and Banking								
Autumn	01	Kroszner, R.	T	1:30 - 4:30	Full-Time			
	81	Kroszner, R.	M	6:00 - 9:00	Evening			
	82	Kroszner, R.	T	6:00 - 9:00	Evening			
Spring	01	Kroszner, R.	R	1:30 - 4:30			Full-Time	
	81	Kroszner, R.	R	6:00 - 9:00			Evening	
	85	Kroszner, R.	S	1:30 - 4:30			Weekend	
33450 Real Estate Investments I								
Winter	01	Pagliari, J.	W	1:30 - 4:30		Full-Time		
	81	Pagliari, J.	W	6:00 - 9:00		Evening		
33451 Real Estate Investments II								
Spring	01	Pagliari, J.	W	1:30 - 4:30			Full-Time	
	81	Pagliari, J.	W	6:00 - 9:00			Evening	
33470 Population and the Economy								
Autumn	01	Fogel, R.	MW	1:30 - 2:50	Full-Time			
33471 Business, Politics, and Ethics								
Spring	01	Barry, B.	M	1:30 - 4:30			Full-Time	
33501 International Commercial Policy								
Spring	01	Ossa, R.	F	1:30 - 4:30			Full-Time	
	81	Ossa, R.	F	6:00 - 9:00			Evening	
	85	Ossa, R.	S	9:00 - 12:00			Weekend	
33502 International Financial Policy								
Autumn	01	Broda, C.	M	8:30 - 11:30	Full-Time			
	81	Broda, C.	M	6:00 - 9:00	Evening			
	85	Broda, C.	S	1:30 - 4:30	Weekend			
Winter	01	Neiman, B.	T	8:30 - 11:30		Full-Time		
	02	Neiman, B.	W	8:30 - 11:30		Full-Time		
	81	Neiman, B.	T	6:00 - 9:00		Evening		

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Course Schedule, Autumn 2009 - Summer 2010

Quarter	Section	Instructor	Day(s)	Time	Program Autumn	Winter	Spring	Summer
33503 Managing the Firm in the Global Economy								
Autumn	01	Romalis, J.	T	1:30 - 4:30	Full-Time			
	02	Romalis, J.	W	8:30 - 11:30	Full-Time			
	81	Romalis, J.	W	6:00 - 9:00	Evening			
33520 The Wealth of Nations								
Autumn	01	Hsieh, C.	M	1:30 - 4:30	Full-Time			
	85	Hsieh, C.	S	1:30 - 4:30	Weekend			
Summer	81 *	Hsieh, C.	MR	6:00 - 9:00				Evening
	82 #	Hsieh, C.	TF	6:00 - 9:00				Evening
33521 Asian Economies and Business								
Winter	01	Barry, B.	R	1:30 - 4:30		Full-Time		
	81	Barry, B.	W	6:00 - 9:00		Evening		
Spring	01	Barry, B.	TBD				Full-Time	
	81	Barry, B.	W	6:00 - 9:00			Evening	
33911 The Economics of Information								
Spring	01	Harris, M.	W	1:30 - 4:30			Full-Time	
33921 Advanced Industrial Organization I								
Autumn	01	Syverson, C.	F	9:00 - 12:00	Full-Time			
33922 Advanced Industrial Organization II								
Winter	01	Staff	W	5:15 - 8:15		Full-Time		
33923 Advanced Industrial Organization III								
Spring	01	Carlton, D.	F	1:30 - 4:30			Full-Time	
33925 Advanced Industrial Organization IV								
Spring	01	Fox, J.	F	9:00 - 11:50			Full-Time	
33942 Empirical Macroeconomics: Micro Data for Macro Models								
Autumn	01	Hurst, E.	R	6:00 - 9:00	Full-Time			
33943 Empirical Macroeconomics: Methods and Applications								
Winter	01	Hansen, L.	TBD	6:00 - 6:00		Full-Time		
33944 Empirical Macroeconomics: Topics								
Spring	01	Cochrane, J.; Hansen, L.; Uhlig, H.	TR	9:00 - 10:20			Full-Time	
34101 Entrepreneurial Finance and Private Equity								
Autumn	01	Kaplan, S.	MW	10:10 - 11:30	Full-Time			
	02	Kaplan, S.	MW	1:30 - 2:50	Full-Time			
	81	Meadow, S.	R	6:00 - 9:00	Evening			
	85	Kaplan, S.	S	9:00 - 12:00	Weekend			
Winter	01	Zingales, L.	M	8:30 - 11:30		Full-Time		
	02	Zingales, L.	T	8:30 - 11:30		Full-Time		
	81	Zingales, L.	M	6:00 - 9:00		Evening		
Spring	01	Morse, A.	M	8:30 - 11:30			Full-Time	
	02 #	Morse, A.	T	8:30 - 11:30			Full-Time	
	81	Morse, A.	M	6:00 - 9:00			Evening	
Summer	81	Stromberg, P.	F	6:00 - 9:00				Evening
	85	Stromberg, P.	S	9:00 - 12:00				Weekend

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Course Schedule, Autumn 2009 - Summer 2010

Quarter	Section	Instructor	Day(s)	Time	Program			
					Autumn	Winter	Spring	Summer
34102 New Venture Strategy								
Autumn	01	Schrager, J.	R	1:30 - 4:30	Full-Time			
	81	Bunch, G.	W	6:00 - 9:00	Evening			
Winter	01	Schrager, J.	F	8:30 - 11:30		Full-Time		
	85	Schrager, J.	S	1:30 - 4:30		Weekend		
Spring	01	Schrager, J.	F	8:30 - 11:30			Full-Time	
Summer	81	Schrager, J.	R	6:00 - 9:00				Evening
34103 Building the New Venture								
Autumn	01	Deutsch, W.	W	1:30 - 4:30	Full-Time			
	02 +	Rosenberg, R.	M	1:30 - 4:30	Full-Time			
	81	Deutsch, W.	M	6:00 - 9:00	Evening			
Winter	01	Deutsch, W.	T	1:30 - 4:30		Full-Time		
	02 #	Rosenberg, R.	TBD			Full-Time		
	81	Deutsch, W.	R	6:00 - 9:00		Evening		
Spring	01	Deutsch, W.	T	1:30 - 4:30			Full-Time	
	85	Wortmann, C.	S	9:00 - 12:00			Weekend	
Summer	81	Wortmann, C.	R	6:00 - 9:00				Evening
34104 Special Topics in Entrepreneurship: Developing a New Venture (New Venture Challenge)								
Spring	01	Kaplan, S.	M	1:30 - 5:30			Full-Time	
	81	Rudnick, E.	T	6:00 - 9:00			Evening	
34105 Entrepreneurial Internship Seminar								
Autumn	01	Rudnick, E.	M	3:00 - 6:00	Full-Time			
	02	Weiss, I.	M	3:00 - 6:00	Full-Time			
34106 Commercializing Innovation								
Autumn	01	Meadow, S.	W	1:30 - 4:30	Full-Time			
	81	Meadow, S.	T	6:00 - 9:00	Evening			
Spring	01	Meadow, S.	W	8:30 - 11:30			Full-Time	
	02	Meadow, S.	R	1:30 - 4:30			Full-Time	
	85	Meadow, S.	S	9:00 - 12:00			Weekend	
34110 Social Entrepreneurship								
Spring	01	Darragh, L.; Gertner, R.	T	1:30 - 4:30			Full-Time	
34111 Entrepreneurial Selling								
Autumn	81	Wortmann, C.	M	6:00 - 9:00	Evening			
Winter	81	Wortmann, C.	M	6:00 - 9:00		Evening		
Spring	81	Wortmann, C.	TBD				Evening	
34701 New Venture and Small Enterprise Lab								
Winter	01	Darragh, L.	T	1:30 - 4:30		Full-Time		
Spring	01	Darragh, L.	W	8:30 - 11:30			Full-Time	
34702 Private Equity/Venture Capital Lab								
Spring	81	Rudnick, E.	M	6:00 - 9:00			Evening	
34704 Real Estate Lab: Real Estate Challenge								
Spring	01	Pagliari, J.	TBD				Full-Time	

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Course Schedule, Autumn 2009 - Summer 2010

Quarter	Section	Instructor	Day(s)	Time	Program Autumn	Winter	Spring	Summer
35000 Investments								
Autumn	01	Moskowitz, T.	M	1:30 - 4:30	Full-Time			
	02	Koijen, R.	F	8:30 - 11:30	Full-Time			
	81	Koijen, R.	R	6:00 - 9:00	Evening			
	82	Moskowitz, T.	M	6:00 - 9:00	Evening			
	85	Moskowitz, T.	S	9:00 - 12:00	Weekend			
Winter	01	Pastor, L.	W	1:30 - 4:30		Full-Time		
	02	Pastor, L.	R	8:30 - 11:30		Full-Time		
	03	Heaton, J.	W	8:30 - 11:30		Full-Time		
	04	Heaton, J.	R	8:30 - 11:30		Full-Time		
	05	Hassan, T.	T	8:30 - 11:30		Full-Time		
	81	Pastor, L.	W	6:00 - 9:00		Evening		
	82	Hassan, T.	T	6:00 - 9:00		Evening		
Spring	01	Rosu, I.	R	1:30 - 4:30			Full-Time	
	02	Linnainmaa, J.	W	1:30 - 4:30			Full-Time	
	81	Linnainmaa, J.	W	6:00 - 9:00			Evening	
	82	Rosu, I.	R	6:00 - 9:00			Evening	
	83	Rosu, I.	F	6:00 - 9:00			Evening	
	85	Linnainmaa, J.	S	9:00 - 12:00			Weekend	
Summer	81	Rosu, I.	R	6:00 - 9:00				Evening
	82	Rosu, I.	F	6:00 - 9:00				Evening
	85	Rosu, I.	S	9:00 - 12:00				Weekend
35001 Introductory Finance								
Autumn	01	Harris, M.	MW	3:10 - 4:30	Full-Time			
	81	Harris, M.	T	6:00 - 9:00	Evening			
35100 Financial Instruments								
Winter	01	Constantinides, G.	MW	8:30 - 9:50		Full-Time		
	02	Constantinides, G.	MW	10:10 - 11:30		Full-Time		
	81	Constantinides, G.	W	6:00 - 9:00		Evening		
Spring	01	Novy-Marx, R.	W	8:30 - 11:30			Full-Time	
	81	Novy-Marx, R.	W	6:00 - 9:00			Evening	
	85	Novy-Marx, R.	S	1:30 - 4:30			Weekend	
Summer	81	Novy-Marx, R.	W	6:00 - 9:00				Evening
35101 Futures, Forwards, Options & Swaps: Theory and Practice								
Winter	81	Belton, T.	M	6:00 - 9:00		Evening		
Spring	81 #	Culp, C.	F	6:00 - 9:00			Evening	
35120 Portfolio Management								
Spring	01	Pastor, L.	F	1:30 - 4:30			Full-Time	
	81	Pastor, L.	F	6:00 - 9:00			Evening	
	85	Pastor, L.	S	1:30 - 4:30			Weekend	
35130 Fixed Income Asset Pricing								
Autumn	01	Veronesi, P.	F	1:30 - 4:30	Full-Time			
	85	Veronesi, P.	S	9:00 - 12:00	Weekend			
Winter	81	Heaton, J.	M	6:00 - 9:00		Evening		
35131 Financial Engineering: Cases in Financial Risk Management								
Winter	01	Veronesi, P.	W	8:30 - 11:30		Full-Time		
	81	Veronesi, P.	T	6:00 - 9:00		Evening		
35132 Financial Engineering: Mathematical Models of Option Pricing and their Estimation								
Winter	85	Veronesi, P.	S	9:00 - 12:00		Weekend		

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Course Schedule, Autumn 2009 - Summer 2010

Quarter	Section	Instructor	Day(s)	Time	Program Autumn	Winter	Spring	Summer
35150 Advanced Investments								
Winter	01	Cochrane, J.	F	8:30 - 11:30		Full-Time		
	81	Cochrane, J.	F	6:00 - 9:00		Evening		
35151 Empirical Asset Pricing								
Spring	01	Moskowitz, T.	M	1:30 - 4:30			Full-Time	
	81	Moskowitz, T.	M	6:00 - 9:00			Evening	
35152 Structured Finance and Insurance								
Autumn	81	Culp, C.	F	6:00 - 9:00	Evening			
35200 Corporation Finance								
Autumn	01	Matvos, G.	R	1:30 - 4:30	Full-Time			
	02	Matvos, G.	F	8:30 - 11:30	Full-Time			
	81	Matvos, G.	R	6:00 - 9:00	Evening			
Winter	01	He, Z.	TR	3:10 - 4:30		Full-Time		
	02	Seru, A.	R	8:30 - 11:30		Full-Time		
	03 +	Born, L.	TR	10:30 - 11:50		Full-Time		
	81	He, Z.	W	6:00 - 9:00		Evening		
	82	Seru, A.	R	6:00 - 9:00		Evening		
	85	He, Z.	S	1:30 - 4:30		Weekend		
Spring	01	Hadlock, C.	T	8:30 - 11:30			Full-Time	
	02	Ravid, S.	F	1:30 - 4:30			Full-Time	
	03	Sufi, A.	W	8:30 - 11:30			Full-Time	
	04	Sufi, A.	R	8:30 - 11:30			Full-Time	
	05	Born, L.	R	8:30 - 11:30			Full-Time	
	81	Hadlock, C.	M	6:00 - 9:00			Evening	
	82	Sufi, A.	W	6:00 - 9:00			Evening	
	83	Ravid, S.	R	6:00 - 9:00			Evening	
Summer	81	Carmel, J.	W	6:00 - 9:00				Evening
	85	Carmel, J.	S	1:30 - 4:30				Weekend
35201 Cases in Financial Management								
Autumn	01	Gregory, N.	W	8:30 - 11:30	Full-Time			
	81	Leftwich, R.	T	6:00 - 9:00	Evening			
	85	Leftwich, R.	S	1:30 - 4:30	Weekend			
Winter	01	Gregory, N.	W	8:30 - 11:30		Full-Time		
	02	Rock, K.	M	8:30 - 11:30		Full-Time		
	81	Rock, K.	M	6:00 - 9:00		Evening		
	82	Gregory, N.	W	6:00 - 9:00		Evening		
Spring	01	Gregory, N.	T	8:30 - 11:30			Full-Time	
	81	Gregory, N.	T	6:00 - 9:00			Evening	
Summer	81	Muscarella, C.	F	6:00 - 9:00				Evening
	85	Muscarella, C.	S	9:00 - 12:00				Weekend
35202 Financial Markets and Institutions								
Spring	01	Diamond, D.	T	8:30 - 11:30			Full-Time	
	81	Diamond, D.	M	6:00 - 9:00			Evening	
35205 Cases in Corporate Control and Governance								
Spring	81	Gregory, N.	W	6:00 - 9:00			Evening	
35206 Advanced Topics in Corporate Finance								
Spring	81	Rock, K.	M	6:00 - 9:00			Evening	

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Course Schedule, Autumn 2009 - Summer 2010

Quarter	Section	Instructor	Day(s)	Time	Program: Autumn	Winter	Spring	Summer
35210 International Corporate Finance								
Spring	01	Rajan, R.	F	1:30 - 4:30			Full-Time	
	81	Rajan, R.	F	6:00 - 9:00			Evening	
	85	Rajan, R.	S	9:00 - 12:00			Weekend	
35211 The Analytics of Financial Crises								
Spring	01	Kashyap, A.	W	8:30 - 11:30			Full-Time	
	02	Kashyap, A.	R	1:30 - 4:30			Full-Time	
	81	Kashyap, A.	W	6:00 - 9:00			Evening	
35215 Behavioral and Institutional Finance								
Spring	01	Vishny, R.	W	1:30 - 4:30			Full-Time	
35901 Theory of Financial Decisions I								
Autumn	01	Fama, E.	MW	8:30 - 11:30	Full-Time			
35902 Theory of Financial Decisions II								
Winter	01	Diamond, D.; Rajan, R.; Sufi, A.	TR	10:10 - 11:30		Full-Time		
35903 Theory of Financial Decisions III								
Spring	01	Diamond, D.; Zingales, L.	W	3:00 - 6:00			Full-Time	
35904 Asset Pricing								
Autumn	01	Koijen, R.	T	8:30 - 11:30	Full-Time			
35905 Topics in Empirical Finance								
Winter	01	Cochrane, J.	MW	10:10 - 11:30		Full-Time		
35907 Topics in Asset Pricing								
Spring	01	Hansen, L.; Heaton, J.	MW	9:00 - 10:30			Full-Time	
35908 Research Projects: Finance								
Spring	01	Fama, E.	R	1:30 - 6:00			Full-Time	
36104 Tools for Business Analysis: Excel and Matlab								
Winter	01	Martin, R.	W	1:30 - 4:30		Full-Time		
	02 +	Martin, R.	R	1:30 - 4:30		Full-Time		
	81	Martin, R.	R	6:00 - 9:00		Evening		
36106 Managerial Decision Modeling								
Winter	01	Su, C.	R	1:30 - 4:30		Full-Time		
	85	Su, C.	S	9:00 - 12:00		Weekend		
Spring	01	Sandikci, B.	M	1:30 - 4:30			Full-Time	
	81	Sandikci, B.	M	6:00 - 9:00			Evening	
Summer	81	Sandikci, B.	R	6:00 - 9:00				Evening
	85	Sandikci, B.	S	9:00 - 12:00				Weekend
36903 Convex Optimization								
Autumn	01	Birge, J.	W	8:30 - 11:20	Full-Time			

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Course Schedule, Autumn 2009 - Summer 2010

Quarter	Section	Instructor	Day(s)	Time	Program Autumn	Winter	Spring	Summer
37000 Marketing Strategy								
Autumn	01	Goettler, R.	MW	1:30 - 2:50	Full-Time			
	02	Goettler, R.	MW	3:10 - 4:30	Full-Time			
	03	McGill, A.	T	1:30 - 4:30	Full-Time			
	04	McGill, A.	W	8:30 - 11:30	Full-Time			
	05	McGill, A.	W	1:30 - 4:30	Full-Time			
	81	Goettler, R.	W	6:00 - 9:00	Evening			
	82	Jeuland, A.	R	6:00 - 9:00	Evening			
	85	Jeuland, A.	S	1:30 - 4:30	Weekend			
Winter	01	Dhar, S.	W	8:30 - 11:30		Full-Time		
	02	Dhar, S.	W	1:30 - 4:30		Full-Time		
	03 +	McKinney, J.	T	8:30 - 11:30		Full-Time		
	81	Peck, J.	T	6:00 - 9:00		Evening		
	85	Dhar, S.	S	1:30 - 4:30		Weekend		
Spring	01	Orhun, A.	T	1:30 - 4:30			Full-Time	
	02	Orhun, A.	W	1:30 - 4:30			Full-Time	
	81	Orhun, A.	W	6:00 - 9:00			Evening	
Summer	81	Jeuland, A.	R	6:00 - 9:00				Evening
	82	Jeuland, A.	R	6:00 - 9:00				Evening
	85	Jeuland, A.	S	1:30 - 4:30				Weekend
37101 Consumer Behavior								
Spring	01	Ramanathan, S.	W	8:30 - 11:30			Full-Time	
	81	Ramanathan, S.	W	6:00 - 9:00			Evening	
	85	Ramanathan, S.	S	9:00 - 12:00			Weekend	
37103 Data-Driven Marketing								
Spring	01	Hitsch, G.	R	1:30 - 4:30			Full-Time	
	81	Hitsch, G.	R	6:00 - 9:00			Evening	
	85	Hitsch, G.	S	1:30 - 4:30			Weekend	
37104 Economics and Demographics of Marketing								
Spring	01	Fogel, R.	TR	1:30 - 2:50			Full-Time	
37106 Marketing Research								
Winter	01	Urminsky, O.	W	1:30 - 4:30		Full-Time		
	81	Urminsky, O.	W	6:00 - 9:00		Evening		
	85	Urminsky, O.	S	9:00 - 12:00		Weekend		
37201 Developing New Products and Services								
Winter	01	Zhu, T.	R	1:30 - 4:30		Full-Time		
	81	Zhu, T.	W	6:00 - 9:00		Evening		
	85	Zhu, T.	S	1:30 - 4:30		Weekend		
Spring	01	Middlebrooks, A.	T	8:30 - 11:30			Full-Time	
	81	Middlebrooks, A.	M	6:00 - 9:00			Evening	
37202 Pricing Strategies								
Spring	01	Dubé, J.	T	1:30 - 4:30			Full-Time	
	02	Dubé, J.	W	1:30 - 4:30			Full-Time	
	81	Dubé, J.	T	6:00 - 9:00			Evening	
37203 Integrated Brand Communications								
Autumn	01	Labroo, A.	T	1:30 - 4:30	Full-Time			
	81	Labroo, A.	T	6:00 - 9:00	Evening			

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Course Schedule, Autumn 2009 - Summer 2010

Quarter	Section	Instructor	Day(s)	Time	Program Autumn	Winter	Spring	Summer
37205 Going to Market: Managing Channel Strategy								
Autumn	01	Frenzen, J.; Young, W.	W	1:30 - 4:30	Full-Time			
	81	Frenzen, J.; Young, W.	W	6:00 - 9:00	Evening			
37303 Marketing of Services								
Autumn	81	Middlebrooks, A.	W	6:00 - 9:00	Evening			
Winter	85	Middlebrooks, A.	S	9:00 - 12:00		Weekend		
37701 Laboratory in New Product and Strategy Development I								
Autumn	01	Frenzen, J.	TR	8:00 - 9:30	Full-Time			
	02 #	Frenzen, J.	TR	8:00 - 9:30	Full-Time			
Winter	01	Frenzen, J.	TR	10:10 - 11:30		Full-Time		
	02	Frenzen, J.	TR	8:00 - 9:30		Full-Time		
Spring	01	Frenzen, J.	TR	8:00 - 9:30			Full-Time	
	02 #	Frenzen, J.	TR	10:10 - 11:30			Full-Time	
37702 Laboratory in New Product and Strategy Development II								
Spring	01	Frenzen, J.	TR	8:00 - 9:30			Full-Time	
37902 Advanced Marketing Theory: Quantitative Perspective								
Spring	01	Chintagunta, P.	W	9:30 - 12:30			Full-Time	
37903 Adv Mktg Theory: Behavioral Science Approach								
Winter	01	Labroo, A.	T	3:00 - 6:00		Full-Time		
37905 Marketing Literature Seminar								
Autumn	01	Goettler, R.; Ramanathan, S.	R	3:00 - 6:00	Full-Time			
38001 Managing in Organizations								
Winter	01	Ginzel, L.	R	1:30 - 4:30		Full-Time		
	85	Ginzel, L.	S	1:30 - 4:30		Weekend		
Spring	01	Fishbach, A.	T	8:30 - 11:30			Full-Time	
	02	Fishbach, A.	M	1:30 - 4:30			Full-Time	
	81	Fishbach, A.	T	6:00 - 9:00			Evening	
Summer	81	Epley, N.	R	6:00 - 9:00				Evening
	82	Epley, N.	F	6:00 - 9:00				Evening
	85	Epley, N.	S	9:00 - 12:00				Weekend
38002 Managerial Decision Making								
Autumn	01	Hsee, C.	T	1:30 - 4:30	Full-Time			
	02	Hsee, C.	W	1:30 - 4:30	Full-Time			
	81	Hsee, C.	T	6:00 - 9:00	Evening			
Winter	01	Wu, G.	R	1:30 - 4:30		Full-Time		
	81	Wu, G.	R	6:00 - 9:00		Evening		
	85	Wu, G.	S	9:00 - 12:00		Weekend		
Spring	01	Thaler, R.	T	1:30 - 4:30			Full-Time	
	02	Hastie, R.	W	8:30 - 11:30			Full-Time	
	81	Thaler, R.	T	6:00 - 9:00			Evening	
	82	Hastie, R.	R	6:00 - 9:00			Evening	
	85	Hastie, R.	S	9:00 - 12:00			Weekend	
38003 Power and Influence in Organizations								
Spring	01	Caruso, H.	M	1:30 - 4:30			Full-Time	
	81	Caruso, H.	T	6:00 - 9:00			Evening	

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Course Schedule, Autumn 2009 - Summer 2010

Quarter	Section	Instructor	Day(s)	Time	Program Autumn	Winter	Spring	Summer
38103 Strategies and Processes of Negotiation								
Autumn	01	Bhargava, S.	F	1:30 - 4:30	Full-Time			
	81	Bhargava, S.	R	6:00 - 9:00	Evening			
	82	Bhargava, S.	F	6:00 - 9:00	Evening			
Winter	01	Wittenbrink, B.	R	1:30 - 4:30		Full-Time		
	02	Risen, J.	T	1:30 - 4:30		Full-Time		
	03	Risen, J.	W	1:30 - 4:30		Full-Time		
	81	Risen, J.	T	6:00 - 9:00		Evening		
	85	Wittenbrink, B.	S	1:30 - 4:30		Weekend		
Spring	01	Ginzel, L.	R	1:30 - 4:30			Full-Time	
	02	Ginzel, L.	F	1:30 - 4:30			Full-Time	
	03	Wittenbrink, B.	W	1:30 - 4:30			Full-Time	
	81	Ginzel, L.	R	6:00 - 9:00			Evening	
	82	Wittenbrink, B.	T	6:00 - 9:00			Evening	
Summer	81	Caruso, E.	W	6:00 - 9:00				Evening
	82	Caruso, E.	R	6:00 - 9:00				Evening
	85	Caruso, E.	S	1:30 - 4:30				Weekend
38111 Theories of Leadership								
Autumn	81	Zonis, M.	F	6:00 - 9:00	Evening			
	85	Zonis, M.	S	1:30 - 4:30	Weekend			
38114 A Guide to Business Ethics								
Winter	01	Fogel, R.	TR	1:30 - 2:50		Full-Time		
38116 Leading Teams: Managing Small Groups, Committees, and Teams								
Spring	01 #	Hastie, R.	R	6:00 - 9:00			Full-Time	
	81 #	Hastie, R.	F	6:00 - 9:00			Evening	
38901 Current Topics in Behavioral Science I								
Autumn	01	Fishbach, A.; Hsee, C.	M	1:30 - 4:30	Full-Time			
38902 Current Topics in Behavioral Science II								
Spring	01	Caruso, E.; Risen, J.	W	1:30 - 4:30			Full-Time	
38912 Behavioral Economics								
Autumn	01	Kamenica, E.; Thaler, R.	R	3:00 - 6:00	Full-Time			
39001 Strategy and Structure: Markets and Organizations								
Winter	01	Bothner, M.	F	1:30 - 4:30		Full-Time		
	81	Bothner, M.	R	6:00 - 9:00		Evening		
Spring	01	Pontikes, E.	M	1:30 - 4:30			Full-Time	
	02	Pontikes, E.	T	1:30 - 4:30			Full-Time	
	03	Bothner, M.	F	1:30 - 4:30			Full-Time	
	81	Pontikes, E.	M	6:00 - 9:00			Evening	
	82	Bothner, M.	R	6:00 - 9:00			Evening	
Summer	81	Bothner, M.	R	6:00 - 9:00				Evening
	82	Bothner, M.	F	6:00 - 9:00				Evening
	85	Bothner, M.	S	9:00 - 12:00				Weekend

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Course Schedule, Autumn 2009 - Summer 2010

Quarter	Section	Instructor	Day(s)	Time	Program Autumn	Winter	Spring	Summer
39002 Network Structures of Effective Management								
Winter	01	Safford, S.	F	1:30 - 4:30		Full-Time		
	81	Safford, S.	R	6:00 - 9:00		Evening		
	85	Safford, S.	S	1:30 - 4:30		Weekend		
Spring	01	Phillips, D.	R	1:30 - 4:30			Full-Time	
	81	Phillips, D.	R	6:00 - 9:00			Evening	
	85	Phillips, D.	S	1:30 - 4:30			Weekend	
Summer	81	Phillips, D.	W	6:00 - 9:00				Evening
39101 Technology Strategy								
Winter	01	Kahl, S.	R	1:30 - 4:30		Full-Time		
	81	Kahl, S.	F	6:00 - 9:00		Evening		
	85	Kahl, S.	S	9:00 - 12:00		Weekend		
39901 Organizations and Environments								
Autumn	01	Phillips, D.	W	9:30 - 12:30	Full-Time			
39904 Organizational Ecology								
Spring	01	Bothner, M.	W	4:30 - 7:30			Full-Time	
40000 Operations Management: Business Process Fundamentals								
Autumn	01	Debo, L.	W	8:30 - 11:30	Full-Time			
	02	Debo, L.	F	8:30 - 11:30	Full-Time			
	81	Debo, L.	W	6:00 - 9:00	Evening			
Winter	01	Parker, R.	R	8:30 - 11:30		Full-Time		
	02	Parker, R.	R	1:30 - 4:30		Full-Time		
	81	Parker, R.	T	6:00 - 9:00		Evening		
Spring	01	Adelman, D.	F	8:30 - 11:30			Full-Time	
	02	Adelman, D.	F	1:30 - 4:30			Full-Time	
	85	Adelman, D.	S	9:00 - 12:00			Weekend	
Summer	81	Chayet, S.	F	6:00 - 9:00				Evening
	85	Chayet, S.	S	9:00 - 12:00				Weekend
40101 Supply Chain Strategy and Practice								
Winter	01 #	Cotteleer, M.	TBD			Full-Time		
	81	Cotteleer, M.	T	6:00 - 9:00		Evening		
40103 Operations Management and Strategy								
Autumn	01	Zangwill, W.	F	8:30 - 11:30	Full-Time			
	81	Zangwill, W.	R	6:00 - 9:00	Evening			
40108 Revenue Management								
Winter	01	Birge, J.	R	8:30 - 11:30		Full-Time		
	85	Birge, J.	S	9:00 - 12:00		Weekend		
40110 Managing Service Operations								
Spring	01	Eisenstein, D.	F	1:30 - 4:30			Full-Time	
	81	Eisenstein, D.	R	6:00 - 9:00			Evening	
	85	Eisenstein, D.	S	1:30 - 4:30			Weekend	
40901 Topics on Empirical Research in Operations Management								
Spring	01	Su, C.	F	8:30 - 11:30			Full-Time	

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Course Schedule, Autumn 2009 - Summer 2010

Quarter	Section	Instructor	Day(s)	Time	Program: Autumn	Winter	Spring	Summer
41000 Business Statistics								
Autumn	01	Bester, C.	M	8:30 - 11:30	Full-Time			
	02	Bester, C.	W	8:30 - 11:30	Full-Time			
	03	Lopes, H.	F	8:30 - 11:30	Full-Time			
	04	Polson, N.	T	1:30 - 4:30	Full-Time			
	05 #	Staff	TBD		Full-Time			
	81	Lopes, H.	R	6:00 - 9:00	Evening			
	82	Polson, N.	T	6:00 - 9:00	Evening			
	85	Loudermilk, M.	S	9:00 - 12:00	Weekend			
Winter	81	Creal, D.	M	6:00 - 9:00		Evening		
	85	Creal, D.	S	9:00 - 12:00		Weekend		
Spring	81	Galichon, A.	R	6:00 - 9:00			Evening	
	82	Galichon, A.	F	6:00 - 9:00			Evening	
	85	Galichon, A.	S	9:00 - 12:00			Weekend	
Summer	81	Gilula, Z.	M	6:00 - 9:00				Evening
41100 Applied Regression Analysis								
Autumn	01	Hansen, C.	R	1:30 - 4:30	Full-Time			
	02	Hansen, C.	F	8:30 - 11:30	Full-Time			
	03	Hansen, C.	F	1:30 - 4:30	Full-Time			
	04	Rossi, P.	R	1:30 - 4:30	Full-Time			
	81	Rossi, P.	R	6:00 - 9:00	Evening			
	85	Rossi, P.	S	9:00 - 12:00	Weekend			
Winter	01	Taddy, M.	T	8:30 - 11:30		Full-Time		
	81	Taddy, M.	M	6:00 - 9:00		Evening		
	82	Taddy, M.	T	6:00 - 9:00		Evening		
Spring	81	Conley, T.	T	6:00 - 9:00			Evening	
	82	Conley, T.	W	6:00 - 9:00			Evening	
41202 Analysis of Financial Time Series								
Spring	01	Tsay, R.	F	8:30 - 11:30			Full-Time	
	85	Tsay, R.	S	9:00 - 12:00			Weekend	
41203 Financial Econometrics								
Winter	01	Russell, J.	W	1:30 - 4:30		Full-Time		
	81	Russell, J.	W	6:00 - 9:00		Evening		
41301 Statistical Insight into Marketing, Consulting, and Entrepreneurship								
Summer	81	Gilula, Z.	T	6:00 - 9:00				Evening
41901 Probability and Statistics								
Autumn	01	Polson, N.	R	8:30 - 11:30	Full-Time			
41902 Statistical Inference								
Winter	01	Hansen, C.	M	1:30 - 4:30		Full-Time		
41903 Applied Econometrics								
Spring	01	Conley, T.	F	1:30 - 4:30			Full-Time	
41910 Time-series Analysis for Forecasting and Model Building								
Winter	01	Russell, J.	F	1:30 - 4:30		Full-Time		
41912 Applied Multivariate Analysis								
Spring	01	Tsay, R.	T	8:30 - 11:30			Full-Time	
41913 Bayesian Econometrics								
Autumn	01	Lopes, H.	R	8:30 - 11:30	Full-Time			

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Course Schedule, Autumn 2009 - Summer 2010

Quarter	Section	Instructor	Day(s)	Time	Program			
					Autumn	Winter	Spring	Summer
42001 Competitive Strategy								
Autumn	01	Shivakumar, R.	T	1:30 - 4:30	Full-Time			
	02	Kamenica, E.	W	8:30 - 11:30	Full-Time			
	03	Knez, M.	F	1:30 - 4:30	Full-Time			
	81	Kamenica, E.	T	6:00 - 9:00	Evening			
	82	Knez, M.	R	6:00 - 9:00	Evening			
	85	Knez, M.	S	9:00 - 12:00	Weekend			
Winter	01	Budish, E.	R	1:30 - 4:30		Full-Time		
	02	Shapiro, J.	F	8:30 - 11:30		Full-Time		
	03	Shapiro, J.	F	1:30 - 4:30		Full-Time		
	04	Syverson, C.	T	1:30 - 4:30		Full-Time		
	81	Syverson, C.	T	6:00 - 9:00		Evening		
	82	Budish, E.	F	6:00 - 9:00		Evening		
	85	Shapiro, J.	S	9:00 - 12:00		Weekend		
Spring	01	Gentzkow, M.	R	8:30 - 11:30			Full-Time	
	02	Gentzkow, M.	R	1:30 - 4:30			Full-Time	
	81	Gentzkow, M.	W	6:00 - 9:00			Evening	
Summer	81	Shivakumar, R.	W	6:00 - 9:00				Evening
	85	Shivakumar, R.	S	1:30 - 4:30				Weekend
42002 Business Policy								
Autumn	01	Gould, J.	R	1:30 - 4:30	Full-Time			
	85	Gould, J.	S	1:30 - 4:30	Weekend			
Winter	01	Davis, H.	T	1:30 - 4:30		Full-Time		
	81	Davis, H.	M	6:00 - 9:00		Evening		
42102 The Strategy Symposium								
Spring	81	Davis, H.; Gould, J.	F	6:00 - 9:00			Evening	
	85	Davis, H.; Gould, J.	S	9:00 - 12:00			Weekend	
42103 Applied Strategic Management/INTOPIA								
Autumn	85	Kleinman, D.	S	1:30 - 4:30	Weekend			
Summer	81	Kleinman, D.	M	6:00 - 9:00				Evening
42107 Taking Charge								
Spring	81	Batts, W.; Strubel, R.	F	6:00 - 9:00			Evening	
Summer	81	Batts, W.; Strubel, R.	F	6:00 - 9:00				Evening
42108 Corporate Governance								
Winter	81	Chookaszian, D.	F	6:00 - 9:00		Evening		
42110 Strategic Investment Decisions								
Spring	01	Gertner, R.	W	8:30 - 11:30			Full-Time	
	81	Gertner, R.	W	6:00 - 9:00			Evening	
42114 Strategic Planning								
Winter	01	Knez, M.	R	8:30 - 11:30		Full-Time		
	02	Knez, M.	F	8:30 - 11:30		Full-Time		
	81	Knez, M.	R	6:00 - 9:00		Evening		
42116 Game Theory								
Spring	01	Holden, R.	M	8:30 - 11:30			Full-Time	
	81	Holden, R.	M	6:00 - 9:00			Evening	
42120 Innovation in Energy Markets and Opportunities in Renewable Energy								
Spring	81	Bradford, T.	M	6:00 - 9:00			Evening	

* Denotes 5-week section
+ Denotes undergraduate only section
# Denotes cancelled section

Course Schedule, Autumn 2009 - Summer 2010

Quarter	Section	Instructor	Day(s)	Time	Program			
					Autumn	Winter	Spring	Summer
42201 The Legal Infrastructure of Business								
Autumn	81	Picker, R.	M	6:00 - 9:00	Evening			

* Denotes 5-week section
+ Denotes undergraduate only section
# Denotes cancelled section

30000 Financial Accounting - Bleck, Alexander

View course evaluation

Contents:

This course provides an introduction to financial statements and the financial reporting process from a user's perspective. The focus of the course is on fundamental accounting concepts and principles. Students learn how the economic transactions of a firm are reported in the financial statements and related disclosures. The objective of the course is to provide students with basic skills necessary to read and analyze financial statements as well as to prepare students for more advanced financial statement analysis courses.

Classes combine interactive lectures and discussions about financial accounting concepts and practice. Short cases involving corporate financial statements are used to illustrate accounting concepts and to explore disclosure strategies of companies. Students are expected to complete assigned problems and readings in preparation for each class.

Materials:

The text is Stickney and Weil, *Financial Accounting: An Introduction to Concepts, Methods and Uses* (most recent edition).

Grades:

Based on a mid-term and final examination, individual assignments and class participation in case discussions. Cannot be taken pass/fail. No auditors.

Prerequisites:

None.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30000-01	Autumn 2009	M 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07
30000-02	Autumn 2009	T 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07
30000-81	Autumn 2009	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308

30000 Financial Accounting - Christensen, Hans

View course evaluation

Contents:

This course is an introduction to financial statements and the financial reporting process. Students learn to read and interpret the most common components of financial statements through a combination of textbook problems and cases taken from corporate financial reports. The objective of the course is to provide students with the skills necessary to read and analyze financial statements and to prepare students for more advanced financial statement analysis courses.

Classes consist of a combination of lectures and active discussions about financial accounting concepts and practice. Short cases involving corporate financial statements will be used to illustrate accounting concepts and to explore disclosure strategies of firms. Some attention is paid to international differences and how these may influence financial statement users.

Materials:

Stickney and Weil, *Financial Accounting: An Introduction to Concepts, Methods and Uses* (most recent edition).

Grades:

Based on a mid-term, final examination, and individual assignments. Cannot be taken pass/fail.

Prerequisites:

None.

Description and/or course criteria last updated: 10/07/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30000-01	Winter 2010	F 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
30000-81	Winter 2010	F 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304
30000-85	Winter 2010	S 1:30PM-4:30PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

30000 Financial Accounting - Dey, Aiyesha

View course evaluation

Contents:

This course provides an introduction to financial statements and the financial reporting process from a user's perspective. Students learn fundamental accounting concepts and principles, and how the economic transactions of a firm are reported in the financial statements and related disclosures. The objective of the course is to provide students with the skills necessary to read and analyze financial statements and to prepare students for more advanced financial statement analysis courses.

Classes consist of interactive lectures and discussions about financial accounting concepts and practice. Short illustrations involving corporate financial statements will be used to understand accounting concepts and to explore disclosure strategies of firms. Students are expected to complete assigned problems and readings in preparation for each class.

Materials:
The text is Stickney, Weil, Schipper and Francis, *Financial Accounting: An Introduction to Concepts, Methods and Uses* (13 E).

Grades:
Based on a mid-term examination, individual assignments and a final examination. Cannot be taken pass/fail. No auditors.

Prerequisites:
None.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Comment	Quarter	Meeting Day / Time	Building	Room
30000-01 (UNDERGRADUATE ONLY)	Undergraduate Only	Spring 2010	F 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07
30000-81		Spring 2010	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306
30000-82		Spring 2010	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306

30000 Financial Accounting - Gao, Pingyang

View course evaluation

Contents:
This course provides an introduction to financial statements and the financial reporting process from a user's perspective. The course focuses on fundamental accounting concepts and principles and students will learn how the economic transactions of a firm are reported in the financial statements and related disclosures. The objective of the course is to provide students with the skills necessary to read and analyze financial statements and to prepare students for more advanced financial statement analysis courses.

Classes consist of interactive lectures and discussions about financial accounting concepts and practice. Short cases involving corporate financial statements will be used to illustrate accounting concepts and to explore disclosure strategies of firms. Students are expected to complete assigned problems, readings, and cases in preparation for each class.

Materials:
Stickney, Weil, Schipper, and Francis. *Financial Accounting: An Introduction to Concepts, Methods and Uses,/i> (13th Edition). Thomson South-Western Publishers, 2008.*

Grades:
Based on a mid-term and final examination, individual assignments and class participation in case discussions. Cannot be taken pass/fail. No auditors.

Prerequisites:
None.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30000-03	Autumn 2009	T 1:30PM-4:30PM	Harper Center	Lecture Hall C10
30000-04	Autumn 2009	W 8:30AM-11:30AM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B
30000-05	Autumn 2009	W 1:30PM-4:30PM	Harper Center	Lecture Hall C10

30000 Financial Accounting - Nikolaev, Valeri

View course evaluation

Contents:
This course provides an introduction to financial statements and the financial reporting process from a user's perspective. The focus of the course is on fundamental accounting concepts and principles. Students learn how the economic transactions of a firm are reported in the financial statements and related disclosures. The objective of the course is to provide students with basic skills necessary to read and analyze financial statements as well as to prepare students for more advanced financial statement analysis courses.

Classes combine interactive lectures and discussions about financial accounting concepts and practice. Short cases involving corporate financial statements are used to illustrate accounting concepts and to explore disclosure strategies of companies. Students are expected to complete assigned problems, readings, and cases in preparation for each class.

Materials:
The text is Stickney, Weil, Schipper, and Francis, *Financial Accounting: An Introduction to Concepts, Methods and Uses* (13th edition). Course materials are used to supplement the text.

Grades:
Based on a mid-term, final examination, and individual assignments. Cannot be taken pass/fail. No auditors.

Prerequisites:
None.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Comment	Quarter	Meeting Day / Time	Building	Room
30000-82		Winter 2010	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206
30000-02 (UNDERGRADUATE ONLY)	Undergraduate Only	Winter 2010	T 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07
30000-83		Winter 2010	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206

30000 Financial Accounting - Wittenberg Moerman, Regina

View course evaluation

Contents:
This course provides an introduction to financial statements and the financial reporting process from a user's perspective. Students learn fundamental accounting concepts and principles, and how the economic transactions of a firm are reported in the financial statements and related disclosures. The objective of the course is to provide students with the skills necessary to read and analyze financial statements and to prepare students for more advanced financial statement analysis courses.

Classes consist of interactive lectures and discussions about financial accounting concepts and practice. Short cases involving corporate financial statements will be used to illustrate accounting concepts and to explore disclosure strategies of firms. Students are expected to complete assigned problems, readings, and cases in preparation for each class.

Materials:
The text is Stickney and Weil, *Financial Accounting: An Introduction to Concepts, Methods and Uses* (most recent edition).

Grades:
Based on a mid-term and final examination, individual assignments and class participation in case discussions. Cannot be taken pass/fail. No auditors.

Prerequisites:
None.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30000-06	Autumn 2009	F 1:30PM-4:30PM	Harper Center	Lecture Hall C05
30000-82	Autumn 2009	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206
30000-85	Autumn 2009	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 206

30000 Financial Accounting - Zechman, Sarah

View course evaluation

Contents:
This course provides an introduction to financial statements and the financial reporting process from a user's perspective. Students learn fundamental accounting concepts and principles, and how the economic transactions of a firm are reported in the financial statements and related disclosures. The objective of the course is to provide students with the skills necessary to read and analyze financial statements and to prepare students for more advanced financial statement analysis courses.

Classes consist of interactive lectures and discussions about financial accounting concepts and practice. Short illustrations involving corporate financial statements will be used to understand accounting concepts and to explore disclosure strategies of firms. Students are expected to complete assigned problems and readings in preparation for each class.

Materials:
The text is Stickney and Weil, *Financial Accounting: An Introduction to Concepts, Methods and Uses* (most recent edition).

Grades:
Based on a mid-term examination, individual assignments and a final examination. Cannot be taken pass/fail. No auditors.

Prerequisites:
None.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Key:
= No auditors; = No provisional grades; = No pass/fail grades; = No non-Booth Students
= PhD - students only; = Lectures; = Discussion; = Case Studies; = Group Projects
= Group Presentations; = Ethics discussion/component; = Graded homework assignments; = Graded attendance/participation; = Quizzes
= Midterm; = Optional midterm; = Final exam (in class); = Final exam (take home)

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30000-81	Summer 2010	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408
30000-82	Summer 2010	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408
30000-83	Summer 2010	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408

30001 Managerial Accounting - Gerakos, Joseph

View course evaluation

Contents:
This course emphasizes the use of accounting information for internal planning and control purposes. It is intended for students interested in careers in consulting, operations, marketing, or general management. The course covers the vocabulary and mechanics of cost accounting, basic issues involved in the design of managerial accounting systems, and the role of managerial accounting resource allocation and performance evaluation. The objective is to provide students with a framework to understand and use the cost and accounting information they will encounter in their careers. Throughout the course, we pay particular attention to various (unintended) dysfunctional consequences of traditional managerial accounting systems, as well as potential solutions.

Cases provide the basis for the classroom sessions. Students are expected to prepare case assignments prior to the class meetings and to contribute in class discussions.

Materials:
A CoursePack of cases is required.

Grades:
Based on class participation, case write-ups, a mid-term exam, and a final exam. Cannot be taken pass/fail. No auditors.

Prerequisites:
Business 30000, 33001, 41000 or equivalent.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30001-01	Autumn 2009	M 8:30AM-11:30AM	Harper Center	Lecture Hall C10
30001-02	Autumn 2009	M 1:30PM-4:30PM	Harper Center	Lecture Hall C10
30001-81	Autumn 2009	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306

30001 Managerial Accounting - Kovrijnykh, Andrei

View course evaluation

Contents:
This course emphasizes the use of accounting information for internal planning and control purposes. This course is intended for students interested in careers in consulting, operations, marketing or general management. This course will cover the vocabulary and mechanics of cost accounting, basic issues involved in the design of a managerial accounting system, and the role of management accounting in decisions concerning resource allocation and performance evaluation. The principal objective of the course is to provide students with a framework to understand and productively use the cost and accounting information they are likely to encounter in their careers. Throughout the course, we will pay particular attention to various (unintended) dysfunctional consequences of traditional managerial accounting systems, as well as possible solutions to these problems.

The assigned course material provides the basis for the classroom sessions. Students are expected to prepare assignments prior to the class meetings and contribute to class discussions.

Materials:
A textbook (to be determined) will be assigned for the course. A CoursePack of cases is also required.

Grades:
Based on class participation, case write-ups, mid-term exam (optional), and a final exam. Cannot be taken pass/fail.

Prerequisites:
Business 30000, 33001, 41000 or equivalent.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30001-01	Spring 2010	W 8:30AM-11:30AM	Harper Center	Lecture Hall C05
30001-81	Spring 2010	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306
30001-85	Spring 2010	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 306

Key:
= No auditors; = No provisional grades; = No pass/fail grades; = No non-Booth Students
= PhD - students only; = Lectures; = Discussion; = Case Studies; = Group Projects
= Group Presentations; = Ethics discussion/component; = Graded homework assignments; = Graded attendance/participation; = Quizzes
= Midterm; = Optional midterm; = Final exam (in class); = Final exam (take home)

30001 Managerial Accounting - Rogers, Jonathan

View course evaluation

Contents:

This course emphasizes the use of accounting information for internal planning and control purposes. This course is intended for students interested in careers in consulting, operations, marketing or general management. This course will cover the vocabulary and mechanics of cost accounting, basic issues involved in the design of a managerial accounting system, and the role of management accounting in decisions concerning resource allocation and performance evaluation. The principal objective of the course is to provide students with a framework to understand and productively use the cost and accounting information they are likely to encounter in their careers. Throughout the course, we will pay particular attention to various (unintended) dysfunctional consequences of traditional managerial accounting systems, as well as possible solutions to these problems.

The assigned course material provides the basis for the classroom sessions. Students are expected to prepare assignments prior to the class meetings and contribute to class discussions.

Materials:

A CoursePack of cases and readings is required.

Grades:

Based on class participation, case write-ups, mid-term exam (optional), and a final exam. Cannot be taken pass/fail.

Prerequisites:

Business 30000, 33001, 41000 or equivalent.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30001-01	Winter 2010	W 1:30PM-4:30PM	Harper Center	Lecture Hall C05
30001-81	Winter 2010	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406
30001-82	Winter 2010	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406

30116 Accounting and Financial Analysis I - Berger, Philip

View course evaluation

Contents:

This course is designed to increase your ability to be a sophisticated user of financial statements. After taking this course, you should improve your ability to determine a firm's accounting policy for a particular type of transaction and to determine how that policy choice affects its primary financial statements. You will also learn how to question whether these effects fairly reflect the underlying economics of the firm's transactions. Asking these questions involves an interplay between accounting, economics, finance and strategy. You should therefore improve your ability to use an accounting report as part of an overall assessment of the firm's strategy and the potential rewards and risks of dealing with the firm.

This course covers a less specialized set of financial reporting topics than does Business 30117. The technical knowledge acquired is applied to cases where the main goal is to examine how the reported financial statements would differ if the firm had used different accounting policies. The focus is on modifying the reported financial statements in order to obtain the cleanest possible inputs for use in such applications as equity valuation, transaction structuring and credit analysis. This course does not take the next steps of trying to project the firm's future economic condition and value the firm. These applications are emphasized in Business 30130.

Topics to be discussed in this course include the accounting for: income taxes, revenue recognition, securitization through special purpose entities, intercorporate investments, organizational structures (e.g., franchising), debt, leases, and employee stock options. Intensive group hand-in cases will be used to illustrate how the flexibility in financial reporting can reflect both the economics of the firm and the incentives of the managers creating the financial statements.

The course is likely to be useful to those preparing to take the CFA exams or the CPA exam.

Materials:

CoursePack. Textbook: Revsine, Collins, Johnson & Mittelstaedt, *Financial Reporting & Analysis,* 4th edition (McGraw-Hill/Irwin).

Grades:

40% individual exams (mid-term and final), 25% group case write-ups, 5% first day case write-up, 20% individual cold-calls on case write-ups, and 10% group homeworks. Cannot be taken pass/fail. No auditors.

Prerequisites:

Business 30000 or equivalent.

Description and/or course criteria last updated: 7/15/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30116-01	Spring 2010	M 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
30116-02	Spring 2010	T 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
30116-81	Spring 2010	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206

Key:

= No auditors; = No provisional grades; = No pass/fail grades; = No non-Booth Students; = PhD - students only; = Lectures; = Discussion; = Case Studies; = Group Projects; = Group Presentations; = Ethics discussion/component; = Graded homework assignments; = Graded attendance/participation; = Quizzes; = Midterm; = Optional midterm; = Final exam (in class); = Final exam (take home)

30116 Accounting and Financial Analysis I - Skinner, Douglas

View course evaluation

Contents:

This course is designed to provide the tools necessary to conduct sophisticated financial statement analysis. The focus is on the use rather than the preparation of financial statements, although it will be necessary to understand something about the underlying accounting mechanics to achieve the necessary level of rigor. The interplay between accounting, economics, and finance will be emphasized.

The main objective is to understand the economics of the business through the analysis of financial statements. This requires an understanding of the underlying accounting, including how to interpret financial statement footnotes and related disclosures as well as the statements themselves, and how to use this information in ways that are relevant for applications such as credit analysis, equity valuation, and transaction structuring. Note that this course does not cover forecasting, valuation, and related applications, which are the domain of Business 30130; rather, the focus here is on obtaining clean inputs for those analyses. The course will be of most relevance to those who will be using financial statements as an input to economic decision-making.

Topics covered typically include the preparation and analysis of cash flow statements; revenue recognition; EPS; stock-based compensation accounting; accounting for investments; fair value accounting for financial instruments, deferred tax accounting;; off-balance sheet financing, including lease accounting; securitizations, special purpose entities. Emphasis will be given to understanding current accounting rules (GAAP) in these areas, both in the US and internationally. The class covers a less specialized set of topics than Business 30117. Course content may vary slightly from quarter to quarter.

Classes will be lecture-based using examples drawn from actual financial statements as well as case discussion. Homeworks will usually involve the preparation of short cases based on actual financial statements and require students to turn in brief analyses. Homeworks may be prepared in groups but write-ups must be turned in individually and must be unique (not prepared by the group). Time required to prepare cases is typically around four to six hours. Students should budget an additional three to four hours for readings and other class preparation.

Materials:

Required: L. Revsine, D.W. Collins, W.B. Johnson, and F. Mittelstaedt, Financial Reporting and Analysis, Fourth Edition, 2009 (McGraw Hill).

Grades:

Grades will be based on class participation, case write-ups, and a final class project. Cannot be taken pass/fail. No auditors.

Prerequisites:

Business 30000 or equivalent.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30116-01	Autumn 2009	T 1:30PM-4:30PM	Harper Center	Lecture Hall C09
30116-02	Autumn 2009	W 1:30PM-4:30PM	Harper Center	Lecture Hall C09
30116-81	Autumn 2009	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306

30116 Accounting and Financial Analysis I - Soffer, Leonard

View course evaluation

Contents:

The course is designed to provide the tools necessary to conduct a reasonably sophisticated financial statement analysis. The focus is on the use of financial statements, although this requires some understanding of the process by which financial statements are produced.

We will not limit our study to the financial statements per se. We will also work with supplemental disclosures, which help the analyst to interpret the financial statements and to understand better the economic transactions that gave rise to them. The techniques we will employ will be useful for both equity and credit analysis. Although this course does not cover forecasting or valuation per se, a thorough understanding of financial reporting issues is critical to being able to do a thoughtful financial forecast and valuation. As a result, this course will be especially useful as a prelude to Financial Statement Analysis (B30130).

Topics covered typically include: pro forma financial statements; revenue recognition; EPS; stock-based compensation accounting; accounting for investments and derivatives; fair value accounting; accounting for income taxes; accounting for pensions and other post-employment benefits; lease accounting Where significant, differences between US GAAP and international standards (IFRS) will be highlighted.

Class discussions will draw from actual financial statements. Short cases based on actual financial statements will be required. There will most likely be two exams.

The course is likely to prove useful to those preparing to take the CFA exams or CPA exam.

Materials:

Electronic CoursePack distributed through the library's e-reserve system. Textbook: Revsine, Collins & Johnson, *Financial Reporting & Analysis,* latest edition (McGraw Hill Higher Education).

Grades:

Combination of exams (probably a mid-term and a final), case write-ups (could be group or individual), some portion on class participation. Cannot be taken pass/fail. Auditors permitted only if the class does not close with registrants.

Prerequisites:

Business 30000 or equivalent.

Description and/or course criteria last updated: 6/09

Key:

= No auditors	= No provisional grades	= No pass/fail grades	= No non-Booth Students	
= PhD - students only	= Lectures	= Discussion	= Case Studies	= Group Projects
= Group Presentations	= Ethics discussion/component	= Graded homework assignments	= Graded attendance/participation	= Quizzes
= Midterm	= Optional midterm	= Final exam (in class)	= Final exam (take home)	

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30116-81	Winter 2010	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404
30116-85	Winter 2010	S 1:30PM-4:30PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

30117 Accounting and Financial Analysis II - Ball, Ryan

View course evaluation

Contents:

Financial accounting is the fundamental language used to express the economic realities of complex financial scenarios. Understanding this language is crucial for converting financial statement data into decision-enhancing information and expressing strategic business plans and investment ideas in a powerful and convincing way. The course is designed to develop sophisticated users of financial accounting information and will benefit any student (from poet to rocket scientist) who desires to increase his or her ability to understand and profitably exploit financial information. The class format involves a mixture of lecture and case discussion. The only prerequisite for the class is Introduction to Financial Accounting (30000).

The course integrates accounting with insights from financial economics to study:

- Financial reporting implications of firms under influence and control situations.

- The latest financial reporting rules for M&A deals.

- Tax structuring and tax implications of M&A deals.

- Corporate restructuring and financial reporting implications of spin-offs, tracking stocks, and equity carve-outs.

- Financial reporting issues for firms operating under bankruptcy reorganization.

- Introduction to accounting for firms with international operations and managing foreign currency risk.

- Accounting information, managerial incentives, and behavior (e.g., risk aversion, performance measurement, estimating employee stock and options holdings from accounting reports).

Materials:

Course handouts.

Grades:

The course grade will be determined by a midterm exam (30%), a final exam (40%), two homework assignments (15%), and weekly quizzes (15%). The exams are open book, open notes. Cannot be taken pass/fail. Absolutely no auditors.

Prerequisites:

Business 30000 or equivalent.

Description and/or course criteria last updated: 12/29/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30117-01	Winter 2010	F 8:30AM-11:30AM	Harper Center	The PIMCO Classroom-HCC07
30117-81	Winter 2010	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406
30117-85	Winter 2010	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 406

30117 Accounting and Financial Analysis II - Sapra, Haresh

View course evaluation

Contents:

In previous accounting/financial analysis courses, you obtained skills important to understanding how a firm tracks its day-to-day operations, and how its activities translate into periodic financial statements. Outside of 'normal' business activities, firms will periodically go through dramatic transformations via acquisitions, divestitures, restructurings, or bankruptcy. This course will give you the skills to understand what these transactions are, why they are undertaken, and how each type of transaction affects the financial statements.

This course is essential for students seeking a career in financial services (e.g., financial analysis, investment banking, corporate restructuring, , or corporate finance). You will benefit greatly from this course if you wish to:

(i) understand the accounting, economics, and tax implications of complex deals and restructurings;

(ii) apply the concepts learned in the course and build a comprehensive model in order to evaluate the feasibility of deals.

Building a financial model is an important exercise that will help you develop the following practical skills:

i) Apply the accounting and tax M&A concepts learned in the course and in other accounting courses taken at Chicago Booth.

ii) Learn how to build a financial model using Excel.

iii) Understand how a financial model is used to evaluate a deal, under a variety of structures and levels of stock or currency as consideration, and analyze the results. This step is something you will bedoing to analyze corporate restructurings at an investment bank or at a restructuring firm.

Main topics to be covered include: (1) Accounting implications under influence and control situations; (2) The financial reporting rules for M&A deals; (3) The tax implications of M&A deals; (4) Corporate restructuring and financial reporting implications for leveraged buyouts, leveraged recapitalizations, spin-offs, tracking stocks, and equity carve-outs; (5) Understanding financial reporting implications for a firm operating in bankruptcy and emerging from bankruptcy; (6) Merger Consequences models (M&A project).

Materials:
A CoursePack and course handouts.

Grades:
The course grade will be determined by two in-class exams and an M&A group project. The exams are open notes. The exams will revolve around recent M&A deals and corporate restructurings. Cannot be taken pass/fail. Absolutely no auditors.

Prerequisites:
Business 30116: STRICT. However, 30116 may be taken concurrently with this course. To get the most out of this course, you must have a solid foundation in accounting. If you struggled in either 30000 or 30116, you will find this course challenging. I expect students to attend all the lectures. If you plan on skipping at least one lecture, you should definitely not take this course; it is very hard to catch up once you fall behind. From past experience, most students who don't put in a lot of effort tend to earn a grade of C or worse. This course is also quite demanding in terms of time spent outside class. First, I hold weekly review sessions on either Saturdays or Sundays that last for at least 3 hours. These weekly review sessions are an integral part of the course and are highly recommended. Second, the merger model project requires an average of at least fifteen (15) hours a week for the last four weeks of the quarter.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30117-01	Spring 2010	W 8:30AM-11:30AM	Harper Center	Lehman Brothers Classroom-HCC02
30117-02	Spring 2010	W 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02

30118 Taxes and Business Strategy - Erickson, Merle

View course evaluation

Contents:
This course provides students with a framework for thinking about tax planning. This framework has two principal advantages. First, it is designed to have value long after the next tax act. Second, the framework is portable, in that it can be applied to any set of tax laws - those of the United States or any other country. Once developed, the framework is applied to a variety of business settings. The applications integrate concepts from finance, economics, and accounting to achieve a more complete understanding of the role of taxes in business strategy.

The following groups will profit from this course: investment bankers, financial executives and consultants who want to have a competitive advantage by understanding how taxes impact the structure and value of deals; and managers and analysts who need to understand how firms strategically respond to tax incentives. The course is also useful for those in the private equity arena.

Topics include the following: tax planning for mergers, acquisitions, and divestitures; tax arbitrage strategies; taxation of competing legal entities (e.g., C Corps, S Corps, and LLCs); executive compensation (e.g., incentive stock options); and others.

Materials:
Textbook: Scholes, Wolfson, Erickson, Maydew and Shevlin, *Taxes and Business Strategy*, 4th edition (Prentice Hall). Casebook: *Erickson, Cases in Tax Strategy,* 4th edition (Prentice Hall/Pearson). Handouts.

Grades:
Based on short assignments, cases, and a final exam. No auditors.

Prerequisites:
Business 30000. Business 35200 useful. No prior tax knowledge is needed for this course.

Description and/or course criteria last updated: 02/15/10

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30118-01	Spring 2010	T 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
30118-81	Spring 2010	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306
30118-02	Spring 2010	W 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03

30118 Taxes and Business Strategy - Weiss, Ira

View course evaluation

Contents:
This course provides students with a framework for thinking about tax planning. This framework has two principal advantages. First, it is designed to have value long after the next tax act. Second, the framework is portable, in that it can be applied to any set of tax laws - those of the United States or any other country. Once developed, the framework is applied to a variety of business settings. The applications integrate concepts from finance, economics, and accounting to achieve a more complete

understanding of the role of taxes in business strategy.

The following groups will profit from this course: investment bankers, venture capitalists, financial executives and consultants who want to have a competitive advantage by understanding how taxes impact the structure and value of deals; and managers and analysts who need to understand how firms strategically respond to tax incentives.

Topics include the following: tax planning for investments; tax planning for executive compensation (e.g., executive stock options); tax planning for mergers, acquisitions, and divestitures; tax arbitrage strategies; taxation of competing legal entities (e.g., C Corps, S Corps, and LLCs).

Materials:
Textbook: Scholes, Wolfson, Erickson, Maydew and Shevlin, *Taxes and Business Strategy,* 3rd or 4th edition (Prentice Hall). Casebook: Erickson, *Cases in Tax Strategy,* 4th edition (Prentice Hall/Pearson). CoursePack and handouts.

Grades:
Based on short assignments, cases, and a final exam.

Prerequisites:
Business 30000 or equivalent. Business 35200 useful. No prior tax knowledge is needed for this course.

Description and/or course criteria last updated: 7/16/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30118-01	Winter 2010	T 1:30PM-4:30PM	Harper Center	Lecture Hall C05
30118-81	Winter 2010	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308
30118-81	Autumn 2009	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406
30118-01	Autumn 2009	W 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
30118-81	Summer 2010	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308
30118-85	Summer 2010	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 308

30130 Financial Statement Analysis - Engel, Ellen

View course evaluation

Contents:
This course examines the role of financial statement analysis in the evaluation of the firm and the prediction of its future economic condition. The perspective taken is that of an outsider relying on publicly available information for decision making purposes.

The major emphasis is on the use and interpretation of financial statement information for performance evaluation, equity investment decisions and credit analysis. The course initially focuses on the use of reported financial statement and other information to understand and assess the firm's historic and current economic performance and financial condition. Topics covered include traditional ratio analysis techniques, accounting analysis (i.e, identifying and assessing accounting and quality of earnings issues), and financial risk analysis.

Attention is then turned to the use of financial statement analysis in specific decision contexts (e.g., equity valuation, financial distress and bankruptcy prediction). This portion of the course focuses on various income statement and balance sheet forecasting techniques, the creation of pro-forma financial statements, and the implementation of several cash-flow and accounting-based valuation models. The course concludes with a comprehensive group fundamental valuation project.

Materials:
The course textbook should be purchased prior to the first week of class. Materials will also be posted on the course website.

Grades:
Based on individual and group assignments, class participation, a final group valuation project and an open-book final exam. Cannot be taken pass/fail. No auditors.

Prerequisites:
Business 30000 or 30116. Business 35000 and 35200 are strongly recommended (may be concurrent).

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30130-82	Autumn 2009	T 6:00PM-9:00PM	Gleacher Center	The John P. Gould Classroom-GC303

30130 Financial Statement Analysis - Leuz, Christian

View course evaluation

Contents:
This course is concerned with the analysis of financial statements and the valuation of companies. Its primary objective is to advance your understanding of how financial reporting can be used in a variety of decisions (e.g., lending and investment decisions) and analyses (e.g., financial distress and bankruptcy prediction). The course provides both a framework for and the tools necessary to analyze financial statements. It is applied in nature and stresses the use of actual financial statements. Throughout the course, I draw heavily on real business examples and use cases to illustrate the application of the techniques and tools.

The first part of the course is designed to improve your ability to analyze financial statements and firms' accounting policies. It will also enhance your ability to use financial statements as part of an overall assessment of a firm's strategy and valuation. Topics include traditional ratio analysis techniques, accounting analysis (i.e., identifying earnings management and accounting quality issues), and financial risk analysis. The second part of the course focuses on equity valuation, e.g., the preparation of pro-forma financial statements, and the use of various valuation models.

Materials:
The CoursePack of readings and textbook should be purchased prior to the first week of classes.

Grades:
Based on individual and group assignments, class participation, a group valuation project, and a final exam. Cannot be taken pass/fail. No registered auditors.

Prerequisites:
Business 30000 (or 30116) and Business 35000 (or 35001) are strongly recommended and ideally should be taken prior to taking my class. In essence, I expect students to have a solid foundation in financial accounting and an understanding of investments (including the CAPM) as provided by Business 30000 and 35000, respectively. Business 35200 is also strongly recommended but can be taken concurrently. If you decide to take this class without these prerequisites, you will have to work much harder and may be at a disadvantage.

Description and/or course criteria last updated: 11/02/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30130-01	Winter 2010	W 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
30130-02	Winter 2010	R 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
30130-81	Winter 2010	W 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

30130 Financial Statement Analysis - Smith, Abbie

View course evaluation

Contents:
This course examines the role of financial statement analysis in the evaluation of the firm and the prediction of its future condition. The major emphasis is on financial statement use for managerial performance evaluation, investment and credit decisions, and corporate restructuring decisions. The course initially reviews the mechanics of accounting information evaluation, assessment of the quality & credibility of accounting information, and the preparation of pro forma financial statements. Attention is turned during the last 4 weeks to the use of financial statement analysis in equity valuation. Students tend to get the most out of this class if taken before Business 35200.

Materials:
Valuation text, CoursePack, and items posted in Chalk.

Grades:
Based on weekly team and individual assignments, a final team valuation project, class participation, and an open-book final exam during the normal exam schedule. The weekly assignments are not returned, and a check is recorded for completed assignments turned in on time. The final team valuation project is graded and returned. For three of the ten classes, teams will have the opportunity to volunteer to lead the case discussion the following week. Cannot be taken pass/fail. No auditors.

Prerequisites:
Business 30000 (or 30116). Business 35000 is recommended (can be concurrent).

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30130-01	Autumn 2009	M 1:30PM-4:30PM	Harper Center	Lecture Hall C09
30130-85	Autumn 2009	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 408
30130-81	Autumn 2009	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408

30130 Financial Statement Analysis - Soffer, Leonard

View course evaluation

Contents:
The course focuses on analyzing financial statements and using financial information to create forecasts and firm valuations. Students will be exposed to a financial analysis framework that links a firm's business strategy and economic circumstances, its financial statements and associated disclosures, forecasting, and valuation. The perspective taken is that of an external stakeholder relying on publicly available information, although the techniques are also applicable to private enterprises or situations where proprietary data might be available. At the end of the course, students should be able to navigate financial statements and extract information that is useful for investment decisions and prepare a complete valuation analysis. As time permits, additional topics could include bankruptcy prediction models and the use of multiples as a proxy for more formal valuations.

Materials:
Textbook and additional readings, the latter most likely distributed through the library's electronic reserves system.

Grades:
Based on a course valuation project (most likely done in groups), one or two exams, class participation. May not be taken pass/fail. No auditors.

Prerequisites:
Business 30000 (strict), 30116 (strongly recommended), 35000 (strict).

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30130-01	Spring 2010	F 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
30130-81	Spring 2010	R 6:00PM-9:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200
30130-81	Summer 2010	R 6:00PM-9:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200
30130-85	Summer 2010	S 1:30PM-4:30PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200

30130 Financial Statement Analysis - Van Buskirk, Andrew
View course evaluation

Contents:
This course is concerned with the analysis of financial statements and the valuation of companies. Its primary objective is to advance your understanding of how financial reporting can be used in a variety of decisions (e.g., lending and investment decisions) and analyses (e.g., financial distress and bankruptcy prediction). The course provides both a framework for and the tools necessary to analyze financial statements. It is applied in nature and stresses the use of actual financial statements. Throughout the course, I draw heavily on real business examples and use cases to illustrate the application of the techniques and tools.

The first part of the course is designed to improve your ability to analyze financial statements and firms' accounting policies. It will also enhance your ability to use financial statements as part of an overall assessment of a firm's strategy and valuation. Topics include traditional ratio analysis techniques, accounting analysis (i.e., identifying earnings management and accounting quality issues), and financial risk analysis. The second part of the course focuses on equity valuation, e.g., the preparation of pro-forma financial statements, and the use of various valuation models.

Materials:
The CoursePack of readings and textbook should be purchased prior to the first week of classes.

Grades:
Based on individual and group assignments, class participation, a group valuation project, and a final exam. Cannot be taken pass/fail.

Prerequisites:
Business 30000 or 30116. Business 35000 and 35200 are strongly recommended (may be concurrent).

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30130-82	Spring 2010	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404
30130-02	Spring 2010	F 8:30AM-11:30AM	Harper Center	Lehman Brothers Classroom-HCC02
30130-85	Spring 2010	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 404

30600 Workshop in Accounting Research - Leuz, Christian
View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30600-01	Autumn 2009	R 3:10PM-4:30PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B
30600-01	Winter 2010	R 3:10PM-4:30PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B
30600-01	Spring 2010	R 3:10PM-4:30PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

30600 Workshop in Accounting Research - Zechman, Sarah
View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30600-01	Autumn 2009	R 3:10PM-4:30PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B
30600-01	Winter 2010	R 3:10PM-4:30PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B
30600-01	Spring 2010	R 3:10PM-4:30PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

30901 Topics in Accounting Research - Sapra, Haresh
View course evaluation

Contents:
This course develops the core analytical methodologies used in modeling asymmetric information settings, and their applications to accounting issues. You should have a good foundation in microeconomic theory in order to take this course. We will build on this foundation in order to prepare you for research in topics that are currently at the boundaries of accounting.

This course is targeted towards doctoral students in accounting, finance, and economics who either want to conduct analytical research or who want to conduct empirical research that is well grounded in economic theory.

The major topics to be covered are: - Adverse Selection and Mechanism Design - Signaling - Dynamic Incentive Contracts and Renegotiation - Disclosure and Real Effects - Global Games and Higher Order Beliefs

Materials:
Course handouts.

Grades:
Based on assignments and a final exam.

Prerequisites:
Business 33911.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30901-01 (CANCELLED/MOVED TO WINTER)	Spring 2010	F 8:30AM-11:30AM	Harper Center	Lecture Hall C10
30901-01	Winter 2010	M 8:30AM-11:30AM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC38

30902 Empirical Research in Accounting - Ball, Ray
View course evaluation

Contents:
This course is intended to (1) introduce students to empirical "capital markets" research; and (2) develop the ability of students to analyze the theory underlying a research paper, the nature of the research question addressed, and the methods used to address the research question. Topics include the relation between earnings and stock prices and returns, earnings-related anomalies, analyst forecasts, accruals and accruals anomalies, earnings management, and value relevance research.

Materials:
There is an extensive reading list of published and unpublished research papers.

Grades:
Based on a paper or project, class participation, and in-class presentations.

Prerequisites:
Business 35901.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30902-01	Spring 2010	W 8:30AM-11:30AM	Harper Center	Seminar Room 3A

30903 Topics in Empirical Accounting Research - Leuz, Christian
View course evaluation

Contents:
The course is designed for Ph.D. students in accounting, finance and related fields. Its primary objective is to advance your understanding of empirical research in disclosure and financial accounting and how it relates to work in finance and corporate governance. The course covers analytical disclosure studies (e.g., on the link between disclosure and the cost of capital), empirical studies on the determinants and economic consequences of corporate disclosure, work on disclosure regulation, studies on the properties and quality of earnings, the economic consequences of cross-listing a firm's stock in other countries as well as international accounting research. For each of the topics, we will discuss economic hypotheses, research methodologies, econometric techniques, and data issues. We will also discuss ideas for future research in various areas.

Materials:
A reading list of published and unpublished research papers.

Grades:
Hand-in assignments, in-class presentations, class participation, and a final project. Cannot be taken pass/fail.

Prerequisites:
Business 35901 and 30902.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30903-01	Autumn 2009	T 3:00PM-6:00PM	Harper Center	General Conference Room HC4 SE

30904 Empirical Research on Managers Corporate Financial Reporting Decisions - Skinner, Douglas

View course evaluation

Contents:
This course is designed for Ph.D. students who are interested in understanding, evaluating, and conducting empirical financial accounting research. The focus of the class will be on research sometimes known as positive accounting theory (e.g., Watts and Zimmerman, 1986) and will emphasize the importance of contracting in the financial reporting process. Specific topics covered will include accounting choice and earnings management research. Other topics in financial accounting research may also be covered.

The course will largely involve reading and discussing research papers. In reading these papers, the focus will be on methodology and research design as well as the underlying economic issues.

Materials:
A reading list of academic papers, both published and unpublished, will be provided.

Grades:
Grades will be based on three equally-weighted components: (1) weekly paper write-ups and class participation, (2) a referee report, (3) final project/presentation. The final project will comprise students writing a research proposal which they will present in class. Cannot be taken pass/fail. No auditors.

Prerequisites:
Ph.D. student.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30904-01	Winter 2010	W 8:30AM-11:30AM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

33001 Microeconomics - Bleakley, C.

View course evaluation

Contents:
This course presents the basic principles of modern microeconomics and their application to business decisions. It begins with an analysis of consumer choice, followed by a treatment of the pricing and output decisions of businesses. The remainder of the course analyzes the strategic aspects of pricing, differing market structures, and uncertainty. Examples, many drawn from economic and business history, are used throughout to complement the theoretical framework.

Grades:
Based on problem sets, a mid-term, and a final exam.

Prerequisites:
Ability to analyze and understand derivatives is absolutely required.

Description and/or course criteria last updated: 7/31/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33001-01	Autumn 2009	M 8:30AM-11:30AM	Harper Center	Lehman Brothers Classroom-HCC02
33001-02	Autumn 2009	M 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
33001-81	Autumn 2009	T 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

33001 Microeconomics - Carlton, Dennis

View course evaluation

Contents:
This course will provide students with an understanding of the basics of microeconomic theory and with examples of its application. The course will study the determinants of

consumer demand, firm supply and industry behavior. We will study optimal pricing policies and, if time allows, selected topics in the areas of the economics of uncertainty (e.g., insurance), natural resources, and capital theory (e.g., interest rates).

Materials:
A text, Jeffrey M. Perloff, *Microeconomics*.

Grades:
Based on regular home lessons, a mid-term and a final.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33001-07	Autumn 2009	F 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
33001-82	Autumn 2009	R 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

33001 Microeconomics - Cortes, Patricia
View course evaluation

Contents:
This course will provide students with an understanding of the basics of microeconomic theory and their application to real life decisions. Topics include: the theory of consumer choice and demand; behavior under uncertainty; production and the behavior of firms; the efficiency of competitive markets; market power and market structure; game theory.

Grades:
Based on problem sets, a mid-term and a final.

Prerequisites:
Students should have a good understanding of algebra and basic calculus. In particular, they should have the ability to analyze and understand derivatives.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33001-01	Winter 2010	F 1:30PM-4:30PM	Harper Center	Lecture Hall C05
33001-81	Winter 2010	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308
33001-85	Winter 2010	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 308

33001 Microeconomics - Gibbs, Michael
View course evaluation

Contents:
This course has three objectives. First, it studies how markets function. Second, it provides a rigorous understanding of basic microeconomic theory that is important in many core and advanced Booth courses. Third, it helps students develop analytical skills. Topics include consumer demand, firm supply and industry behavior, government regulation of markets, introductory game theory, pricing strategies, and network effects.

Materials:
Textbook and selected readings.

Grades:
Based on problem sets, midterm and final exam.

Prerequisites:
Students should have an understanding of very basic calculus (derivatives).

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33001-81	Summer 2010	R 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304
33001-82	Summer 2010	F 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

Key:
= No auditors = No provisional grades = No pass/fail grades = No non-Booth Students
= PhD - students only = Lectures = Discussion = Case Studies = Group Projects
= Group Presentations = Ethics discussion/component = Graded homework assignments = Graded attendance/participation = Quizzes
= Midterm = Optional midterm = Final exam (in class) = Final exam (take home)

33001 Microeconomics - Guryan, Jonathan
View course evaluation

Contents:
This course teaches the basic principles of modern microeconomics and their usefulness in making business decisions. The course proceeds first by considering the economic determinants of consumer choice, followed by an examination of firms' pricing and output choices (in both competitive and monopolistic settings). The remainder of the course analyzes the strategic aspects of pricing and the effect of market structure on prices, production, and profit. Time permitting, we will also consider the problems associated with incomplete information and uncertainty in the marketplace.

Grades:
Based on a mid-term and final exam, together with several problem sets.

Prerequisites:
Ability to analyze and understand derivatives is absolutely required.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33001-82	Winter 2010	M 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

33001 Microeconomics - Shivakumar, Ram
View course evaluation

Contents:
This course introduces the fundamental concepts, models & theories of microeconomics. The goal is to enable you to *think like an economist*: to frame problems in economic terms, to propose solutions that address the central issues and to assess the tradeoffs. The course emphasizes three general lessons. First, many fundamental insights on *how & why* markets function the way they do can be obtained using a *supply & demand* model. Second, *incentives & constraints* tell us quite a lot about *why* consumers, firms and organizations make the decisions they do. Third, *efficiency* is a very useful criterion for comparing alternative *markets & institutions*.

Materials:
The required readings include chapters from a textbook and articles from magazines and newspapers.

Grades:
Course grades are based on problem sets, a short paper, a mid-term exam, and a final exam. Cannot be taken pass/fail.

Prerequisites:
It is assumed that you have a working knowledge of basic calculus & algebra.

Description and/or course criteria last updated: 1/20/10

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33001-81	Spring 2010	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308
33001-82	Spring 2010	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308

33001 Microeconomics - Topel, Robert
View course evaluation

Contents:
This course concentrates on the fundamentals of price theory and the analysis of markets. Both theory and its application to business decisions are stressed. Topics include: consumer behavior and the theory of demand; production and the theory of supply; market organization and equilibrium; the efficiency of competitive markets; externalities; the economics of information and behavior under uncertainty; monopoly and imperfect competition; pricing tactics; antitrust and the economics of regulation.

Materials:
Probable text: Perloff, *Microeconomics*. Complete lecture notes are distributed each week. Assignments and problem sets are to be prepared by study groups of five or six students.

Grades:
Based on problem sets, a midterm exam and a comprehensive final exam. Weekly review sessions are conducted by a TA. A review session precedes the final exam.

Prerequisites:
Ability to analyze and understand derivatives is absolutely required.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Key:
= No auditors = No provisional grades = No pass/fail grades = No non-Booth Students
= PhD - students only = Lectures = Discussion = Case Studies = Group Projects
= Group Presentations = Ethics discussion/component = Graded homework assignments = Graded attendance/participation = Quizzes
= Midterm = Optional midterm = Final exam (in class) = Final exam (take home)

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33001-05	Autumn 2009	T 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
33001-06	Autumn 2009	W 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01

33001 Microeconomics - Oster, Emily

View course evaluation

Contents:
This course will provide students with an understanding of the basics of microeconomic theory and their application to business decisions. The course begins with an analysis of consumer choice, followed by an exploration of firms pricing and output decisions in various market settings. The remainder of the course analyzes the strategic aspects of pricing and the effect of market structure on prices, production, and profit. We will also consider how incomplete information and uncertainty affect individual decisions and the broader marketplace.

Materials:
Jeffrey M. Perloff, *Microeconomics*.

Grades:
Based on problem sets, a mid-term, and a final exam.

Prerequisites:
Ability to analyze and understand derivatives is absolutely required.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33001-03	Autumn 2009	F 8:30AM-11:30AM	Harper Center	Lecture Hall C06
33001-04	Autumn 2009	F 1:30PM-4:30PM	Harper Center	Lecture Hall C06
33001-85	Autumn 2009	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 306

33031 The Employment Relationship - Guryan, Jonathan

View course evaluation

Contents:
Labor accounts for more than half of a typical firm's costs. This course examines the market in which the firm and its workforce interact. The course uses economics, and a discussion of legal institutions to build a deeper understanding of this relationship.

In particular, we will discuss discrimination, employment litigation, international trade, outsourcing, offshoring, unions and union organizing activity, minimum wages, overtime, termination and employee benefits.

In addition to lectures and homework assignments, students will participate in a group project - a labor demand management simulation based loosely on fantasy sports.

Throughout the course, we will also discuss practical ways to use data to uncover important causal relationships and to distinguish them from correlations.

Grades:
The grade will be determined based on a midterm exam, a final exam, a group project, and weekly homework assignments.

Prerequisites:
Some calculus and Business 33001 (or 33101) is recommended.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33031-01	Spring 2010	T 1:30PM-4:30PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B
33031-81	Spring 2010	T 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

33032 Managing the Workplace - Kole, Stacey

View course evaluation

Contents:
This course examines foundational topics in human resource management with a focus on coordinating human resource practices and business strategy. Topics covered

include employee selection and retention, training and development, performance evaluation, compensation, job design and communications within the firm. Classes will combine case discussions with lectures, blending theory and application.

Materials:
Textbook; cases; selected readings.

Grades:
Based on participation in case discussions, case write-ups, a midterm and final exam. No auditors.

Prerequisites:
Business 33001.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33032-01	Winter 2010	W 1:30PM-4:30PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
33032-81	Winter 2010	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308

33032 Managing the Workplace - Prendergast, Canice

View course evaluation

Contents:
This course analyzes the relationship between personnel practices and employee performance. An economic analysis of compensation policy is emphasized, though other topics covered include skill collection, education, and labor legislation. The course is based on lectures and group discussions.

Grades:
Based on problem sets, a mid-term and final exam.

Prerequisites:
Business 33001.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Comment	Quarter	Meeting Day / Time	Building	Room
33032-01		Spring 2010	T 1:30PM-4:30PM	Harper Center	Lecture Hall C09
33032-81		Spring 2010	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306
33032-85		Spring 2010	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 306
33032-81 (5-WEEK SECTION)	5 week	Summer 2010	MR 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404

33040 Macroeconomics - Altig, David

View course evaluation

Contents:
The point of this course is to develop an understanding of how macroeconomic variables (e.g., GDP and its components, employment, interest rates, exchange rates and inflation) are jointly determined over periods of time that correspond to the business cycle. Of particular interest will be the response of these variables to changes in fiscal and monetary policy, supply shocks, and changing economic conditions in the rest of the world.

The basic material will be theoretical. However, practical use will be emphasized in a group project designed around a mock meeting of the Federal Reserve's Federal Open Market Committee. Thus, familiarity with current economic conditions and empirical evidence will be stressed throughout the course.

Materials:
The text will be Abel and Bernanke, *Macroeconomics*.

Grades:
Based on one exam, selected quizzes and/or homework assignments, and a final project.

Description and/or course criteria last updated: 7/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room

Key:
= No auditors
= No provisional grades
= No pass/fail grades
= No non-Booth Students
= PhD - students only
= Lectures
= Discussion
= Case Studies
= Group Projects
= Group Presentations
= Ethics discussion/component
= Graded homework assignments
= Graded attendance/participation
= Quizzes
= Midterm
= Optional midterm
= Final exam (in class)
= Final exam (take home)

33040-81	Summer 2010	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404
33040-85	Summer 2010	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 404

33040 Macroeconomics - Davis, Steven

View course evaluation

Contents:
This course considers the economic performance of the U.S. and other national economies. Topics include measuring national economic outcomes, the sources of growth and development, labor markets and unemployment, inflation and monetary policy, consumption and investment behavior, financial crises and their consequences, taxes and government spending, and economic fluctuations. A recurring theme is how government policies influence national economic performance and shape the rules of the game for business activity.

Materials:
A CoursePack and a textbook, *Macroeconomics* by Charles Jones, 2008 plus additional materials made available online.

Grades:
Based on an in-class midterm (week 6), an in-class final exam, and in-class quizzes in weeks 2-5 and 7-10.

Prerequisites:
Microeconomics (Business 33001 or equivalent) is a STRICT prerequisite. Since the presentation and interpretation of empirical evidence is an important part of the course, prior exposure to statistics or data analysis is helpful.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33040-01	Autumn 2009	MW 3:10PM-4:30PM	Harper Center	Lecture Hall C05
33040-81	Autumn 2009	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408
33040-82	Autumn 2009	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408

33040 Macroeconomics - Eichenbaum, Martin

View course evaluation

Contents:
Managing an enterprise that is exposed to national and international competition requires an understanding of the economy-wide forces that affect the business environment. This course seeks to provide you with an understanding of those forces, both private and public. Topics to be covered include the determinants of economic growth and productivity, business cycles, inflation, interest rates and exchange rates. In addition, we will discuss fiscal and monetary policy with special attention to the recent `Great Recession' and the changing role of the government in financial markets.

Materials:
A CoursePackand a textbook, *Macroeconomics*, seventh edition by N. Gregory Mankiw (Worth publishers). The CoursePack contains additional readings and a case study. All of the materials in the CoursePack will also be posted on the course web page.

Grades:
Based on assignments, midterm and final exams, as well as a case study group project.

Prerequisites:
Business 33001 or equivalent.

Description and/or course criteria last updated: 7/16/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33040-01	Spring 2010	MW 10:10AM-11:30AM	Harper Center	Lecture Hall C09
33040-02	Spring 2010	MW 1:30PM-2:50PM	Harper Center	Lecture Hall C09
33040-81	Spring 2010	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404

33040 Macroeconomics - Hurst, Erik

View course evaluation

Contents:
This course is an introduction to macroeconomics: the aggregate behavior of individuals, households, and firms. How do the aggregate outcomes of economic decision makers in a market economy respond to changes in external events, particularly events in the world economy? Can an economy's aggregate outcomes be controlled by government policies?

In this course, we will analyze both short-run fluctuations and the long-run growth of the aggregate economy. Topics include: an analysis of the sources of volatility in aggregate demand components (consumption, investment and the foreign sector); the determination of inflation, unemployment, interest rates and exchange rates; the implementation and effects of monetary and fiscal policies; and the role of technology in economic growth. The course will be tailored to address how current policy initiatives affect world economies.

Materials:
Abel and Bernanke, *Macroeconomics*. There will also be a CoursePack with lecture notes and supplementary readings, and occasional handouts from the business press. In addition, *The Economist* or an equivalent source of current economic news is highly recommended.

Grades:
Based on quizzes, a mid-term and final exam.

Prerequisites:
Business 33001 or equivalent.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33040-01	Winter 2010	T 8:30AM-11:30AM	Harper Center	Lehman Brothers Classroom-HCC02
33040-02 (CANCELLED/MOVED)	Winter 2010	TR 10:10AM-11:30AM	Harper Center	Lehman Brothers Classroom-HCC02
33040-81	Winter 2010	T 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

33040 Macroeconomics - Trebbi, Francesco

View course evaluation

Contents:
The course provides the student with an introduction to macroeconomics. A first aim is to develop the basic analytical tools for understanding macroeconomic fundamentals, both in the short-run dimension (the business cycle) and in the long-run dimension (the trend). We will focus on the aggregate behavior of consumers and producers, the role of expectations in the economy, the dynamics of prices and unemployment, the consequences of different fiscal and monetary policies. A second aim is to corroborate the analytical framework with real-world applications, ranging from the United States' historical experience to cross-country comparisons, to develop insight in interpreting main macroeconomic events.

Materials:
Abel and Bernanke, *Macroeconomics*. There will also be supplementary readings and occasional handouts from the business press. In addition, *The Wall Street Journal, The Financial Times, The Economist* or an equivalent source of current economic news is highly recommended.

Grades:
Based on a mid-term and final exam.

Prerequisites:
Business 33001 or equivalent.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33040-03	Winter 2010	F 1:30PM-4:30PM	Harper Center	Lecture Hall C06
33040-82	Winter 2010	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306
33040-85	Winter 2010	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 306

33101 Advanced Microeconomic Analysis - Murphy, Kevin

View course evaluation

Contents:
This course covers the central topics of microeconomics. The course is intended as an alternative to Business 33001. It is designed for students with some background in economics that wish to explore the topics covered in Business 33001 at a more advanced level.

Topics to be covered include supply and demand, consumer behavior, capital markets, cost and production, competitive markets and choices under uncertainty. The emphasis of the course will be on understanding the basic principles of microeconomic theory and learning how to use these principles to analyze real world problems.

Materials:
The text will be *Microeconomics* by Pindyck and Rubinfeld.

Grades:
The course will have weekly problem sets, a mid-term exam and a final exam.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33101-01	Autumn 2009	W 8:30AM-11:30AM	Harper Center	The PIMCO Classroom-HCC07
33101-81	Autumn 2009	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208

33102 Advanced Microeconomic Theory - Stole, Lars

View course evaluation

Contents:
This course is an advanced alternative to Business 33001 intended for students who have previous exposure to microeconomics and are comfortable with mathematics. It emphasizes the theoretical modeling of behavior and markets using microeconomic tools. The first part of the course will cover the central topics of microeconomics: consumer choice, decision-making under uncertainty, production and cost, and the models of competition and monopoly. The second part of the course will survey selected areas in contemporary microeconomic theory such as markets with incomplete information, price discrimination, vertical relations, oligopoly theory, and auctions.

Materials:
The primary textbook for the course is *Microeconomics* by Bernheim and Whinston. There will be a supplementary course packet available online containing lecture notes and additional reading materials.

Grades:
Grades will be based on problem sets and online quizzes, a midterm exam and a final exam.

Prerequisites:
Students should have previously completed an intermediate course in microeconomics at the university level. In addition, students should be comfortable using basic mathematical tools from algebra and calculus such as graphing curves, solving systems of equations, and differentiation of quadratic functions.

Description and/or course criteria last updated: 7/30/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33102-01	Autumn 2009	MW 10:10AM-11:30AM	Harper Center	The Sidney Davidson Classroom-HCC04
33102-85	Autumn 2009	S 9:00AM-12:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

33111 Economic Analysis of Major Policy Issues - Becker, Gary

View course evaluation

Contents:
This course will introduce students to the economic analysis of public policy issues. The interface between public policy and business is broad. Effective business leadership often requires the ability to analyze and/or direct public policy. Economic analysis provides a powerful tool for analyzing public policy from both a positive (i.e. predictive) and normative (i.e. evaluative) perspective. Economic theory provides a framework for: (1) understanding and predicting the incentives of businesses, consumers and government officials, (2) formulating reasonable policy objectives and methods for achieving these objectives, and (3) quantifying the likely effects of policy choices. The basic premise of the course is that a sound understanding of a relatively small number of fundamental economic principles and methods can be of tremendous value in making sound judgments on policy issues. The first three weeks of the course will cover the fundamental principles that guide the analysis. The next five weeks will use these concepts to analyze major public policy issues that are important to business such as: (a) the public and private sector responses to environmental problems, (b) the provision of health care, (c) antitrust enforcement, (d) intellectual property rights, (e) energy supply, (f) discrimination and anti-discrimination regulations, and (g) deregulation of industries. The final 3 weeks will be used for the presentation and analysis of class projects.

Materials:
Gary S. Becker and Guity N. Becker, *The Economics of Life*, journal articles, articles from the popular press on policy issues, class notes, and background papers.

Grades:
Students will be graded on class participation, a midterm exam and a group project. Groups will propose, develop and implement a detailed economic analysis on a particular issue related to one of the five topics covered over the quarter. The report itself will be similar to the expert reports on policy issues developed by economic and business consulting firms. The report will require the project team to: (1) develop the economic framework, (2) gather critical background information and data, (3) analyze the data and possible policy choices and (4) evaluate current policy and/or make a policy recommendation. Cannot be taken pass/fail.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33111-01	Winter 2010	W 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01

33111 Economic Analysis of Major Policy Issues - Murphy, Kevin

View course evaluation

Contents:
This course will introduce students to the economic analysis of public policy issues. The interface between public policy and business is broad. Effective business leadership

often requires the ability to analyze and/or direct public policy. Economic analysis provides a powerful tool for analyzing public policy from both a positive (i.e. predictive) and normative (i.e. evaluative) perspective. Economic theory provides a framework for: (1) understanding and predicting the incentives of businesses, consumers and government officials, (2) formulating reasonable policy objectives and methods for achieving these objectives, and (3) quantifying the likely effects of policy choices. The basic premise of the course is that a sound understanding of a relatively small number of fundamental economic principles and methods can be of tremendous value in making sound judgments on policy issues. The first three weeks of the course will cover the fundamental principles that guide the analysis. The next five weeks will use these concepts to analyze major public policy issues that are important to business such as: (a) the public and private sector responses to environmental problems, (b) the provision of health care, (c) antitrust enforcement, (d) intellectual property rights, (e) energy supply, (f) discrimination and anti-discrimination regulations, and (g) deregulation of industries. The final 3 weeks will be used for the presentation and analysis of class projects.

Materials:

Gary S. Becker and Guity N. Becker, *The Economics of Life*, journal articles, articles from the popular press on policy issues, class notes, and background papers.

Grades:

Students will be graded on class participation, a midterm exam and a group project. Groups will propose, develop and implement a detailed economic analysis on a particular issue related to one of the five topics covered over the quarter. The report itself will be similar to the expert reports on policy issues developed by economic and business consulting firms. The report will require the project team to: (1) develop the economic framework, (2) gather critical background information and data, (3) analyze the data and possible policy choices and (4) evaluate current policy and/or make a policy recommendation. Cannot be taken pass/fail.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33111-01	Winter 2010	W 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01

33111 Economic Analysis of Major Policy Issues - Snyder, Edward

View course evaluation

Contents:

This course will introduce students to the economic analysis of public policy issues. The interface between public policy and business is broad. Effective business leadership often requires the ability to analyze and/or direct public policy. Economic analysis provides a powerful tool for analyzing public policy from both a positive (i.e. predictive) and normative (i.e. evaluative) perspective. Economic theory provides a framework for: (1) understanding and predicting the incentives of businesses, consumers and government officials, (2) formulating reasonable policy objectives and methods for achieving these objectives, and (3) quantifying the likely effects of policy choices. The basic premise of the course is that a sound understanding of a relatively small number of fundamental economic principles and methods can be of tremendous value in making sound judgments on policy issues. The first three weeks of the course will cover the fundamental principles that guide the analysis. The next five weeks will use these concepts to analyze major public policy issues that are important to business such as: (a) the public and private sector responses to environmental problems, (b) the provision of health care, (c) antitrust enforcement, (d) intellectual property rights, (e) energy supply, (f) discrimination and anti-discrimination regulations, and (g) deregulation of industries. The final 3 weeks will be used for the presentation and analysis of class projects.

Materials:

Gary S. Becker and Guity N. Becker, *The Economics of Life*, journal articles, articles from the popular press on policy issues, class notes, and background papers.

Grades:

Students will be graded on class participation, a midterm exam and a group project. Groups will propose, develop and implement a detailed economic analysis on a particular issue related to one of the five topics covered over the quarter. The report itself will be similar to the expert reports on policy issues developed by economic and business consulting firms. The report will require the project team to: (1) develop the economic framework, (2) gather critical background information and data, (3) analyze the data and possible policy choices and (4) evaluate current policy and/or make a policy recommendation. Cannot be taken pass/fail.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33111-01	Winter 2010	W 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01

33225 Using Experiments in Firms - Staff

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33225-01 CANCELLED	Winter 2010	TBA	Harper Center	TBA

33301 Management, Unions, and Collective Bargaining - Wildman, Wesley

View course evaluation

Contents:

This course concentrates first on a detailed examination of union organization, contract bargaining, and the exercise of power by unions. Also, we analyze the current debate between "left" and "right" over the nature and effect of our structure of labor law in the U.S. Next, we make an in-depth analysis of the implementation and enforcement of the labor contract with emphasis on the all-important process of labor arbitration. The class surveys more briefly: (a) the growth, decline, government, and philosophy of unions in the U.S.; (b) the unique problems of bargaining in the public sector; and (c) the economic consequences of collective bargaining in the U.S.

Prerequisites:

None.

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33301-85	Spring 2010	S 1:30PM-4:30PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

33304 Law, Economics and Business - Topel, Robert

View course evaluation

Contents:
This course will explore ways in which the law constrains business decisions and strategy. Topics include antitrust law, price regulation, public policies toward mergers and acquisitions, environmental regulation, and laws prohibiting discrimination in the workplace. The course will emphasize the "dos and don'ts" of strategic decision making, using real-world cases as a foundation.

Materials:
To be determined.

Grades:
Based on case write-ups, problem sets, and a term paper prepared by groups of four or five students.

Prerequisites:
Business 33001 with a grade of B or better.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33304-01	Winter 2010	T 1:30PM-4:30PM	Harper Center	Lecture Hall C09

33305 The Firm and the Non-Market Environment - Bertrand, Marianne

View course evaluation

Contents:
The business environment has both a market and a non-market component. Most courses in the MBA curriculum focus on the market component: they study firms' interactions with customers, suppliers, and alliance partners in the form of mutually beneficial exchanges transacted in markets. In contrast, this course focuses on the non-market component: we study firms' strategic interactions with comparably important constituents, organizations, and institutions *outside of markets*. For example, businesses need to cope with laws and regulations, lobby for favorable legislation, ensure access to foreign markets, and deal with activist pressures, to name just a few. Successful managers need to formulate integrated strategies for their firms that take into account not only the market but also the social, political and legal (e.g. non-market) environments in which they operate.

Markets and the non-market environment have become increasingly interrelated: issues such as boycotts, legislation, regulation, judicial decisions, and trade policy directly affect firms' market performance. Conversely, the profit-maximizing activities of firms often give rise to issues that involve governments and the public. For example, the market strategies of some e-commerce firms have sparked debates ranging from intellectual property protection to privacy.

This course's lectures and case studies emphasize strategies to improve the performance of companies in light of their multiple constituencies, in both US and international settings. Specific topics include interactions with the media, activists and interest groups, legislatures, regulatory and antitrust agencies, and international organizations such the WTO.

An important component of a company's interactions with its environment is how its managers deal with ethical issues. Managerial decision-making almost always has ethical implications. Those ethical implications, however, are often viewed as implicit byproducts, rather than explicit determinants, of business decisions. Ethics is made explicit in this course by taking the perspective of managers who must formulate policies to address issues with ethical dimensions.

Materials:
David P. Baron, *Business and Its Environment*. There will also be supplemental readings available online over the course of the quarter.

Grades:
Based on class participation in case discussions, a final exam and a group project.

Prerequisites:
None.

Description and/or course criteria last updated: 3/19/10

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33305-01	Spring 2010	R 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
33305-81	Spring 2010	R 6:00PM-9:00PM	Gleacher Center	The Amoco Lecture Hall-GC300
33305-85 (CANCELLED)	Spring 2010	S 9:00AM-12:00PM	Gleacher Center	TBA

Key:
= No auditors = No provisional grades = No pass/fail grades = No non-Booth Students
= PhD - students only = Lectures = Discussion = Case Studies = Group Projects
= Group Presentations = Ethics discussion/component = Graded homework assignments = Graded attendance/participation = Quizzes
= Midterm = Optional midterm = Final exam (in class) = Final exam (take home)

33306 Antitrust and Industrial Organization - Carlton, Dennis
View course evaluation

Contents:
This course will complement the other courses in the Ph.D. sequence for industrial organization and will focus on topics closely related to antitrust economics and regulation. Topics will include optimal price discrimination, bundling, tie in sales, price fixing, two sided markets including credit cards, the theory of optimal regulation, and the empirical facts of regulation. The course is primarily for PhDs in economics and business, but advanced law students interested in antitrust and regulation plus advanced and interested MBAs are welcome. MBAs and law students have the option to write a paper instead of taking the final exam.

Materials:
Selected readings.

Grades:
Homework plus final (or paper) plus a short paper.

Prerequisites:
Previous training in advanced economics or antitrust.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33306-01	Spring 2010	F 1:30PM-4:30PM	Harper Center	The First Scholar Classroom-HCC24

33311 Govt Reg and the Employment Relationship - Bulger, Brian
View course evaluation

Contents:
This course will examine the laws and mechanisms used by governments - federal, state and local - to regulate relationships between employers and employees. The course will provide a general overview of enforcement activities by various employment-related agencies, and employer methods for responding to enforcement activity and litigation. Specific topics will include: discussion of discrimination laws concerning race, gender, age and disability; explanation of affirmative action regulations applied to employers; and summaries of the laws of collective bargaining and union-employer relationships, wage-hour laws and laws pertaining to workplace safety. Emerging issues of privacy rights, especially electronic privacy rights, covenants not to compete, whistleblowing for violation of shareholder rights and other non-traditional employment matters will be covered, as will issues of workplace harassment and retaliation.

Materials:
A CoursePack of readings, including case studies and selected regulations.

Grades:
Based on a mid-term project or exam and a final exam. All of the foregoing will involve analysis of hypothetical situations based on concepts discussed in the course.

Description and/or course criteria last updated: 7/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33311-81	Winter 2010	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408

33401 Money and Banking - Kroszner, Randall
View course evaluation

Contents:
This course analyzes the operation and regulation of financial institutions and the impact of Central Bank actions on securities markets and the economy. The first half of the course focuses on how financial innovation and regulatory reform has dramatically changed the role of banks and other intermediaries in the financial system and how banking institutions are likely to adapt to these changes in the future. We consider, for example, the economics and politics of the regulatory battle over the expansion of banks into new activities. In addition, we examine how these fundamental changes affect the stability and soundness of the financial markets and the economy, specifically drawing on banking problems in the U.S., Japan, and emerging markets.

The second half of the class builds on the understanding of the banking system from the first half to investigate the consequences of Central Bank activities. Topics include how the Federal Reserve and banks create money, how the Fed intervenes in the government securities markets and attempts to manipulate interest rates, the impact of Fed policy on inflation and the boom-and-bust cycle, and the causes and consequences of inflation and deflation. We evaluate what the Central Bank should or should not do and the political pressures it faces in its decision-making process. We analyze Central Bank credibility and the incentives that policymakers face in order to develop a framework to help predict what monetary policy the government is likely to choose in different circumstances.

Materials:
The most recent edition of Federic Mishkin, *The Economics of Money, Banking, and Financial Markets* and a CoursePack of articles. Since there will be a heavy emphasis in class discussion on current developments in financial markets and monetary policy both domestically and internationally, *The Wall Street Journal*, *The Economist*, and *The Financial Times* are highly recommended.

Grades:

Based primarily on a mid-term, a final exam, and class participation.

Prerequisites:
33001 and 33040, or their equivalents.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33401-01	Spring 2010	R 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
33401-81	Spring 2010	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308
33401-85	Spring 2010	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 308
33401-01	Autumn 2009	T 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
33401-82	Autumn 2009	T 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400
33401-81	Autumn 2009	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406

33450 Real Estate Investments I - Pagliari, Joseph

View course evaluation

Contents:
This course is designed to familiarize students with real estate equity investments - primarily from the perspective of institutional investors (*e.g.*, pension funds, private equity, REITs, life insurance companies, *etc.*) with allocations to "core" property types. Accordingly, much of the course's emphasis will be placed on various types of financial modeling used by these investors to evaluate their real estate investments. The course will also emphasize the multi-disciplinary setting (*e.g.*, accounting, business law, economics, finance, mathematics and statistics) in which real estate operates. Given the dynamic nature of the real estate markets, the course notes, the pace of the class, the nature of exams, *etc.* should be expected to be somewhat fluid.

Materials:
CoursePack.

Grades:
Based on class participation, midterm and final exam.

Prerequisites:
None. However, it is recommended that you have taken Business 33001 (Microeconomics) and 35000 (Investments). In any event, students are expected to have a working knowledge of Excel and a familiarity with finance, accounting and statistics. Students should not be averse to analytical thinking and quantitative analysis - most real estate practitioners are "numbers junkies."

Description and/or course criteria last updated: 110/13/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33450-01	Winter 2010	W 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03
33450-81	Winter 2010	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408

33451 Real Estate Investments II - Pagliari, Joseph

View course evaluation

Contents:
This class is intended to be an extension of Real Estate Investments I (Business 33450) and, therefore, is designed to examine more complex real estate issues and problems. More specifically, this course in intended to: *a)* provide you with a perspective on the "structuring" issues related to real estate equity investments, *b)* invoke the multi-disciplinary setting in which complex real estate transactions take place, and *c)* move beyond the "core" property types. Given the dynamic nature of the real estate markets, the course notes, the pace of the class, the nature of exams, *etc.* should be expected to be somewhat fluid.

Materials:
CoursePack.

Grades:
Based on class participation, midterm and final exam.

Prerequisites:
Business 33450.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Key:
= No auditors = No provisional grades = No pass/fail grades = No non-Booth Students
= PhD - students only = Lectures = Discussion = Case Studies = Group Projects
= Group Presentations = Ethics discussion/component = Graded homework assignments = Graded attendance/participation = Quizzes
= Midterm = Optional midterm = Final exam (in class) = Final exam (take home)

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33451-01	Spring 2010	W 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
33451-81	Spring 2010	W 6:00PM-9:00PM	Gleacher Center	The John P. Gould Classroom-GC303

33470 Population and the Economy - Fogel, Robert

View course evaluation

Contents:
This course deals with the effects of swings in population on the stability of the economy and on business opportunities. In both the short run and the medium run, shifts in the demographic rates, including migration, probably have been more destabilizing than unwise macroeconomic policy or abrupt political realignments. Population change thus constitutes a major challenge to policymakers in business and in government. Topics covered include the effects of demographic changes on markets for labor and capital, on savings rates and the structure of investment, on pensions and health care costs, on taxes and government expenditures, and on household behavior. Special attention is given to development in China and India. Problems of planning for the consequences of population changes, including methods of forecasting, are also considered. The grade for this course is based on problem sets discussed during T.A. sessions, a midterm, and a final examination.

Grades:
No undergraduate auditors. Only graduate students may audit.

Prerequisites:
Business 33001 or equivalent.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33470-01	Autumn 2009	MW 1:30PM-2:50PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08

33471 Business, Politics, and Ethics - Barry, Brian

View course evaluation

Contents:
This course pushes students to grapple with business decisions and practices that raise ethical questions, subject companies to negative publicity or political pressure, or raise other issues related to "corporate social responsibility". The goal is for students to get better at analyzing business situations that raise moral dilemmas or appear to call for unpopular actions. Students will gain experience forming and articulating coherent arguments in such cases. We will also examine frameworks for thinking about, and dealing with, the wide range of controversies that business leaders must often confront, both internationally and in their home markets.

Besides looking closely at basic issues such as fraud, fiduciary duties, and other contractual and legal obligations, we will cover a range of business practices and situations from developed and emerging markets. These may include: informing investors and the public; manufacturing in low-wage countries; energy and environmental issues; product safety and health concerns; lobbying governments; and operating in countries with lots of corruption, weak institutions, or poor human rights practices.

In many of these situations, learning how to arrive at an informed ethical view is only part of the challenge. Managers must also be able to handle criticism from groups who have something to gain by weakening a firm or industry's reputation. The critics can include rival firms, politicians, workers, pressure groups, journalists, customers and suppliers. The quality and accuracy of these groups' arguments vary, but usually include claims that a business or its leaders are behaving unethically. The ability to respond to these attacks, and to counter them effectively when the facts and arguments are on your side, is a crucial management skill.

Materials:
The course will use a CoursePack, with cases and other selected readings.

Grades:
Short written assignments, group projects/debates.

No pass/fail grades and no auditors.

Description and/or course criteria last updated: 4/20/10

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33471-01	Spring 2010	M 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04

33501 International Commercial Policy - Ossa, Ralph

View course evaluation

Contents:
By giving an introduction to the economics of international trade and trade policy, this course demystifies some of the complex issues that surround discussions of globalization. Should high-wage countries be worried about competition from low-wage countries? Should low-productivity countries be worried about competition from high-productivity countries? How is the global economy affected by Chinese growth? Who gains and who loses from international trade? Is international trade the main cause of increasing U.S. wage inequality? What determines the global strategies of multinational firms? Do multinational firms exploit their workers in low-wage countries? What is the

WTO and does it undermine countries' health and environmental regulations?

Grades:
Based on quizzes, a mid-term and a final exam.

Prerequisites:
Business 33001 or equivalent is strongly recommended.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33501-01	Spring 2010	F 1:30PM-4:30PM	Harper Center	Lecture Hall C10
33501-81	Spring 2010	F 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204
33501-85	Spring 2010	S 9:00AM-12:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

33502 International Financial Policy - Broda, Christian

View course evaluation

Contents:
This is an economics course on international finance. It will cover the theory and practice of exchange rate determination as well as extensions and applications that will enable students to operate effectively in the global marketplace. You will be asked to perform FX trades (including carry trades) and hedge FX positions. In particular, we will examine episodes of currency crises and financial contagion; the role of the exchange rate in the macro-economy, including the reasons behind the ever expanding US current account deficit and the role of China; optimal exchange rate regimes, including European Monetary Union and dollarization, and the role of the IMF in developing countries.

Materials:
Based on a combination of class lectures and textbook chapters.

Grades:
Based on a combination of quizzes, group projects, a mid-term and final exam.

Prerequisites:
Business 33040 or equivalent.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33502-01	Autumn 2009	M 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
33502-85	Autumn 2009	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 404
33502-81	Autumn 2009	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404

33502 International Financial Policy - Neiman, Brent

View course evaluation

Contents:
This course will help students develop an understanding of issues in international macroeconomics that are important for managers operating in the global marketplace. It will cover theories of the determination of exchange rates and interest rates, the management of foreign exchange risk, international capital flows, debt and currency crises, international monetary and exchange rate regimes, the roles of the international financial institutions in developing countries, and other characteristics of international financial markets.

Materials:
Based on a combination of class lectures, textbook chapters, and newspaper and magazine articles.

Grades:
Based on a combination of quizzes, a mid-term, homeworks, and a final exam. Cannot be taken pass/fail. No auditors.

Prerequisites:
Business 33040 or equivalent.

Description and/or course criteria last updated: 7/30/09

Course Conditions and Course Related Items:

Key:

= No auditors | = No provisional grades | = No pass/fail grades | = No non-Booth Students
= PhD - students only | = Lectures | = Discussion | = Case Studies | = Group Projects
= Group Presentations | = Ethics discussion/component | = Graded homework assignments | = Graded attendance/participation | = Quizzes
= Midterm | = Optional midterm | = Final exam (in class) | = Final exam (take home)

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33502-01	Winter 2010	T 8:30AM-11:30AM	Harper Center	Lecture Hall C06
33502-02	Winter 2010	W 8:30AM-11:30AM	Harper Center	Lecture Hall C06
33502-81	Winter 2010	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208

33503 Managing the Firm in the Global Economy - Romalis, John

View course evaluation

Contents:
This class uses a mix of lectures, class discussions and case studies to survey firms engaged in international business. We consider the economics of international markets, policy from the perspective of firms, and firm strategy. We use micro- and macro-economic tools to examine theory and evidence on international competition and strategy, and then employ these tools in the analysis of firm-specific cases.

We commence by examining the causes and consequences of increased global and regional economic integration. We then use a combination of cases and international trade theory to analyze a central question of where firms should locate international operations.

Next, we consider global expansion strategy. We examine the choice of exporting versus foreign direct investment, the use of licensing agreements and joint ventures, and acquisitions versus greenfield development of foreign operations.

We then address the movement of exchange rates, how firms are exposed to exchange rate movements, and how they manage that exposure. We discuss international tax issues, including some economic fundamentals of taxation, the US system for taxing international income, and methods for managing international tax liability. We consider the international policy environment and its effect on international competition, with particular attention paid to "anti-dumping" rules.

We then conclude the course with units on country risk, bribery and corruption, China's transition to the 21st century, and exploiting intellectual property internationally.

Materials:
CoursePack.

Grades:
Based on several short case write-ups, class participation, a mid-term and a final exam. Students may elect to write a term paper rather than take the exams. Students who require a provisional grade must sit for the mid-term exam. The course may be taken pass/fail.

Prerequisites:
Business 33001.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33503-01	Autumn 2009	T 1:30PM-4:30PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
33503-81	Autumn 2009	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404
33503-02	Autumn 2009	W 8:30AM-11:30AM	Harper Center	Lecture Hall C10

33520 The Wealth of Nations - Hsieh, Chang-Tai

View course evaluation

Contents:
Why is the United States the wealthiest country in the world? How can we understand the emergence of China and India in the last two decades? What explains growth disasters of countries such as Venezuela and Sub-Saharan Africa? Why has Brazil not emerged as a growth miracle despite its enormous potential? We will develop an analytical framework to examine the role of financial markets, labor market regulations, tax policy, and trade policy in understanding a country's growth experience.

Prerequisites:
Business 33001 recommended, but not required.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Comment	Quarter	Meeting Day / Time	Building	Room
33520-01		Autumn 2009	M 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03
33520-81 (5-WEEK SECTION)	5 week	Summer 2010	MR 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208
33520-85		Autumn 2009	S 1:30PM-4:30PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204
33520-82 (CANCELLED)		Summer 2010	TF 6:00PM-9:00PM	Gleacher Center	TBA

33521 Asian Economies and Business - Barry, Brian

View course evaluation

Key:
= No auditors = No provisional grades = No pass/fail grades = No non-Booth Students
= PhD - students only = Lectures = Discussion = Case Studies = Group Projects
= Group Presentations = Ethics discussion/component = Graded homework assignments = Graded attendance/participation = Quizzes
= Midterm = Optional midterm = Final exam (in class) = Final exam (take home)

Contents:
Asian Economies and Business

This course examines several overarching trends that will confront managers and investors doing business in or with Asia, especially China and India. These include rapid urbanization in parts of the region; the rise of the domestic consumer; aging workforces in several countries; the challenges of domestic integration in two giant and fast-developing economies (China and India); the increasing economic integration of East Asia as a whole; and a wide array of political risks.

In the process, the course will also give an overview of the region's variety, including cross-country differences in technology, human capital, political stability, openness to trade and investment, and overall approaches to development.

It is designed to cover a broad set of topics by drawing on a range of background readings (including book chapters, journal articles, cases and media articles). We will mix lectures with intensive group discussion.

The course will start by conveying some basic information about Asian economies and business, so that students with different levels of prior knowledge can work from the same core set of facts. We will then establish a framework in the first few weeks to help students navigate the region's breadth and variety. This includes applying economic analytical tools to Asian markets, institutions and firms.

The tools and framework will help students to think more clearly about a region that many find overly complicated. We will not, however, assume that there are clear answers or simple rules of thumb for managing and investing in Asia. Learning to handle ambiguity is an inherent part of doing business in a fast-changing region with overlapping risks.

Preparation: This course requires students to devote much of their time to studying a breadth of reading materials. Students will be expected to have done the reading diligently, and to engage in class discussion thoughtfully and regularly. There will also be a group project. Groups will be expected to meet with me twice outside class hours, to keep me posted on their progress and receive guidance and suggestions. There are two reasons for the frequent interactions. First, we will use the group presentations not just as part of the grade evaluation, but also to foster good discussions of important practical issues for everyone in the class. Second, I hope that my guidance on these projects will make them a more useful learning experience for the groups.

Materials:
CoursePack; Supplementary textbook on China.

Grades:
Cannot be taken Pass/Fail; No Auditors.

Based on class participation (25%); quizzes and written assignments (30%); a group project presented in class (25%); and a take-home final exam (20%). There may be amendments to this structure, which will be posted on the course's website before the winter quarter.

Prerequisites:
Business 33001 and 33040, or their equivalents, or more advanced courses in microeconomics and macroeconomics.

Description and/or course criteria last updated: 11/16/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33521-01 MOVED TO WINTER	Spring 2010	TBA	Harper Center	TBA
33521-81 MOVED TO WINTER	Spring 2010	W 6:00PM-9:00PM	Gleacher Center	TBA
33521-01	Winter 2010	R 1:30PM-4:30PM	Harper Center	Lecture Hall C10
33521-81	Winter 2010	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306

33610 Applied Economics Workshop - Bertrand, Marianne
View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33610-01	Winter 2010	W 1:15PM-2:50PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

33610 Applied Economics Workshop - Cortes, Patricia
View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33610-01	Autumn 2009	W 1:15PM-2:50PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

33610 Applied Economics Workshop - Gentzkow, Matthew
View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33610-01	Autumn 2009	W 1:15PM-2:50PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

33610 Applied Economics Workshop - Gertner, Robert
View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33610-01	Winter 2010	W 1:15PM-2:50PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

33610 Applied Economics Workshop - Guryan, Jonathan
View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33610-01	Spring 2010	W 1:15PM-2:50PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

33610 Applied Economics Workshop - Oster, Emily
View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33610-01	Spring 2010	W 1:15PM-2:50PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

33650 Workshop in Macro and International Economics - Davis, Steven
View course evaluation

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33650-01	Autumn 2009	M 11:45AM-1:30PM	Harper Center	Seminar Room 3A

33650 Workshop in Macro and International Economics - Hsieh, Chang-Tai
View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33650-01	Spring 2010	M 11:45AM-1:30PM	Harper Center	Lecture Hall C10

33650 Workshop in Macro and International Economics - Huizinga, John
View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33650-01	Winter 2010	M 1:00PM-3:00PM	Harper Center	Lecture Hall C10

33650 Workshop in Macro and International Economics - Neiman, Brent
View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33650-01	Spring 2010	M 11:45AM-1:30PM	Harper Center	Lecture Hall C10

33650 Workshop in Macro and International Economics - Ossa, Ralph
View course evaluation

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33650-01	Autumn 2009	M 11:45AM-1:30PM	Harper Center	Seminar Room 3A

33670 Workshop on the Economics and Biodemography of Aging - Fogel, Robert
View course evaluation

Contents:
This workshop will explore new research dealing with economic, demographic, and biological aspects of aging, including the study of life-cycle patterns in aging, early

predictors of health and labor force participation at middle and late ages, and secular trends in these variables, past and future. Speakers will include faculty and graduate students at Chicago and elsewhere who work on measuring the costs and benefits of various public health programs and pension systems, methods of financing them, and alternative statistical procedures for forecasting trends in health status and longevity for the United States, other OECD countries, and the Third World.

Grades:
MBA/PhD students enrolling in this workshop for credit should identify themselves to Veronica Wald (veronica.wald@chicagobooth.edu) in the Center for Population Economics. The Workshop is pass/fail.

Description and/or course criteria last updated: 8/12/09

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33670-01	Autumn 2009	F 1:30PM-3:00PM	Harper Center	Seminar Room 3A
33670-01	Winter 2010	F 1:30PM-2:50PM	Harper Center	Seminar Room 3A
33670-01	Spring 2010	F 1:30PM-2:50PM	Harper Center	Seminar Room 3A

33911 The Economics of Information - Harris, Milton

View course evaluation

Contents:
This Ph.D.-level course introduces students to a range of economic tools used to study models explicitly involving strategic behavior, information transmission, and contracting in economics and finance. The intention is to prepare the student to conduct research using these tools. Techniques studied include agency theory, signaling models, and sequential games of incomplete information. In addition, some applications of the tools will be covered. The approach is rigorous and analytical.

First class assignment: Purchase the required materials, read the syllabus (with special attention to the section on prerequisites), and read the article by Holmström mentioned below.

Materials:
Articles from the economics literature, e.g., "Moral Hazard and Observability," by Bengt Holmström (*Bell Journal*, spring 1979). All of these, except one, are available on JSTOR (links are included on the course syllabus - see my web site). The one exception will be available through online Regenstein Reserve. *Microeconomic Theory*, by A. Mas-Colell, M. D. Whinston, and J. Green (Oxford University Press, 1995) and *Contract Theory*, by P. Bolton and M. Dewatripont (MIT Press, 2005) may also be useful but are not mandatory.

Grades:
Based on homework assignments and a final exam.

Prerequisites:
It is assumed that students have a good background in basic microeconomic theory (preferably Economics 30100, 30200). A facility with the use of multivariate calculus and elementary probability (as opposed to a dim memory of having had a course in these subjects at some time in the past) is required. See the syllabus on my web site for more detail.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33911-01	Spring 2010	W 1:30PM-4:30PM	Harper Center	Lecture Hall C05

33921 Advanced Industrial Organization I - Syverson, Chad

View course evaluation

Contents:
This is the first course in a Chicago Booth sequence with one or more IO topics courses in the Department of Economics. The class is for PhD students. The sequence covers the theory of the firm, cost and production functions, natural monopoly, oligopoly, nonlinear pricing, network externalities, technical change, antitrust and regulation, and several other topics. Recent theoretical and empirical approaches are emphasized. Several courses emphasize structural empirical methods.

Materials:
Carlton and Perloff, *Modern Industrial Organization*; Tirole, *The Theory of Industrial Organization*, Cameron and Trivedi, *Microeconometrics*.

Grades:
Students should plan to take all three quarters of this course and hopefully the IO topics courses in the Department of Economics. There is a final at the end of each quarter.

Prerequisites:
Solid background in microeconomics (e.g., Business 33001, 33101, or Economics 30000, 30100, or 30200) and preferably econometrics at the PhD level.

Description and/or course criteria last updated: 9/21/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room

Key:
= No auditors; = No provisional grades; = No pass/fail grades; = No non-Booth Students
= PhD - students only; = Lectures; = Discussion; = Case Studies; = Group Projects
= Group Presentations; = Ethics discussion/component; = Graded homework assignments; = Graded attendance/participation; = Quizzes
= Midterm; = Optional midterm; = Final exam (in class); = Final exam (take home)

33921-01	Autumn 2009	F 9:00AM-12:00PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

33923 Advanced Industrial Organization III - Carlton, Dennis

View course evaluation

Contents:
This course will complement the other courses in the Ph.D. sequence for industrial organization and will focus on topics closely related to antitrust economics and regulation. Topics will include optimal price discrimination, bundling, tie in sales, price fixing, two sided markets including credit cards, the theory of optimal regulation, and the empirical facts of regulation. The course is primarily for PhDs in economics and business, but advanced law students interested in antitrust and regulation plus advanced and interested MBAs are welcome.

Materials:
Selected readings.

Grades:
Homework plus final plus a short paper.

Prerequisites:
Previous training in advanced economics or antitrust.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33923-01	Spring 2010	F 1:30PM-4:30PM	Harper Center	The First Scholar Classroom-HCC24

33925 Advanced Industrial Organization IV - Fox, Jeremy

View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33925-01	Spring 2010	F 9:00AM-11:50AM	Harper Center	Rosenwald 301

33942 Empirical Macroeconomics: Micro Data for Macro Models - Hurst, Erik

View course evaluation

Contents:
The course will cover the micro data and corresponding methods used in applied macroeconomic research. The focus will be on understanding empirical macroeconomic research through the lens of established papers. In particular, we will show how micro data can be used to shed light on models of consumption, labor supply, home production, firm investment, entrepreneurship, housing, and household financial behavior (among others). Lectures and homework will seek to build proficiency in the use of micro data in answering broader macroeconomic research questions.

Grades:
No pass/fail.

Prerequisites:
PhD Students only.

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33942-01	Autumn 2009	R 6:00PM-9:00PM	Harper Center	Lecture Hall C06

33943 Empirical Macroeconomics: Methods and Applications - Hansen, Lars

View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33943-01	Winter 2010	6:00PM-6:00PM	Harper Center	TBA

33944 Empirical Macroeconomics: Topics - Cochrane, John

View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room

Key:
= No auditors = No provisional grades = No pass/fail grades = No non-Booth Students
= PhD - students only = Lectures = Discussion = Case Studies = Group Projects
= Group Presentations = Ethics discussion/component = Graded homework assignments = Graded attendance/participation = Quizzes
= Midterm = Optional midterm = Final exam (in class) = Final exam (take home)

33944-01	Spring 2010	TR 9:00AM-10:20AM	Harper Center	Rosenwald 329

33944 Empirical Macroeconomics: Topics - Hansen, Lars

View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33944-01	Spring 2010	TR 9:00AM-10:20AM	Harper Center	Rosenwald 329

33944 Empirical Macroeconomics: Topics - Uhlig, Harald

View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33944-01	Spring 2010	TR 9:00AM-10:20AM	Harper Center	Rosenwald 329

34101 Entrepreneurial Finance and Private Equity - Kaplan, Steven

View course evaluation

Contents:

This course uses the case method to study entrepreneurial finance and, more broadly, private equity finance. The course is motivated by increases in both the supply of and demand for private equity. On the supply side, the amount of private equity under management - by partnerships investing in venture capital, leveraged buyouts, distressed companies, etc. - has increased substantially in the last decade. On the demand side, an increasing number of MBAs and others are interested in starting and managing their own businesses. The supply and demand for funds have also grown substantially outside of the U.S.

The primary objective of the course is to provide an understanding of the concepts and institutions involved in entrepreneurial finance and private equity markets. To do this, the course has been designed to be broad and comprehensive. We will explore private equity from a number of perspectives, beginning with the entrepreneur/issuer, moving to the private equity - venture capital and leveraged buyout - partnerships, and finishing with investors in private equity partnerships. For each class meeting, study questions will be assigned concerning a case study. We will discuss these questions and the material in the case for most of the class period. Before each case discussion, each student will be required to submit a memorandum (up to two pages) of analysis and recommendations. Group work is encouraged, but not required on these short memoranda. Memoranda with up to three names on them are acceptable. We will use journal articles and some lectures to supplement and enhance the case discussions. All required cases and supplementary readings will be in the CoursePack.

Preassignment: Students are responsible for a memorandum for each case we discuss in the first class. The first class assignment is detailed in the CoursePack. Students who are not registered, but are trying to add the course must attend the first week.

Grades:

Based on class participation (40%), the short memoranda (10%), and a final exam (50%). The final exam is a take-home case analysis. Cannot be taken pass/fail. No auditors without instructor's permission.

Prerequisites:

Business 35200 or 35201 or 35902: strict.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34101-01	Autumn 2009	MW 10:10AM-11:30AM	Harper Center	Lecture Hall C05
34101-02	Autumn 2009	MW 1:30PM-2:50PM	Harper Center	Lecture Hall C05
34101-85	Autumn 2009	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 404

34101 Entrepreneurial Finance and Private Equity - Meadow, Scott

View course evaluation

Contents:

Using the case method and an array of guest lecturers to supplement the casework, this course is meant to aid those students who are considering being part of an entrepreneurial enterprise or evaluating such enterprises from the seat of the public or private financier.

The chief objective of the course is to provide an understanding of the criteria for a successful entrepreneurial endeavor and the methods of analysis to make the proper judgment. The casework will consider ventures representing broad sectors of the economy, including telecommunications, healthcare and consumer services. These sectors will be used to examine entrepreneurial activity and analysis. The impact of the Internet as an enhancement to these sectors will be interwoven throughout.

The class analyzes the role of various functional areas e.g., finance, marketing, and strategy, toward achieving success in new ventures.

Daily discussions will cover issues of private equity finance from seed stage through growth equity to recapitalization. Deal structure, incentive design, risk-based valuation, financial management in private, rapidly growing enterprises will be included. Exit strategies will be covered, including initial public offerings, mergers and strategic partnerships. Restructuring poorly performing projects will also be a component.

Attention is also given to analyzing the suppliers of capital, individual investors, venture capitalists, commercial banks, asset-based lenders and investment banks.

Before each class, students will be required to submit a one-or-two page executive summary that includes analysis and recommendations. Group work is encouraged, but not required on these executive summaries. Memoranda with up to three names on them are acceptable. We will discuss the study questions and the material in each class period.

Preassignment: Students are responsible for a memorandum for each case we discuss in the first class. The first class assignment is detailed in the CoursePack.

Grades:
Based on class participation (40%), the short memorandum (20%) and final exam (40%). The final exam is a take home case analysis. Cannot be taken pass/fail. No auditors.

Prerequisites:
None. Business 33001 and 35200 recommended. Business 30130 would be helpful.

Description and/or course criteria last updated: 7/23/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34101-81	Autumn 2009	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404

34101 Entrepreneurial Finance and Private Equity - Morse, Adair

View course evaluation

Contents:
This case-based course is for students wanting to start and manage their own businesses, to work in venture capital or private equity, or to manage portfolios investing in private equity asset classes. The goal of the course is to give students the tools necessary to understand the process of raising entrepreneurial or buyout capital, to evaluate VC and buyout deals, and to judge private equity investments from the asset manager point of view. The class links together the roles of the IPO market, M&As, reorganizations, bank capital and asset management. In the process, students become very familiar with the institutional details of private equity and are able to integrate incentive design and strategic decision making with valuation in deal assessment. The class ends with an international private equity module to expose students to the players and added complexities of private equity in other developed or emerging markets.

For each class meeting, students prepare a two-page memorandum answering case study questions. Group work is encouraged, but not required, on these short memoranda. Memoranda with up to three names on them are acceptable. The class is a case-based discussion. We will use journal articles and some lectures to supplement and enhance the case discussions. All required cases and supplementary readings will be in the CoursePack.

Preassignment: Students are responsible for a memorandum for each case we discuss in the first class. The first class assignment is detailed in the CoursePack. Students who are not registered, but are trying to add the course must attend the first week.

Grades:
Based on class participation (40%), the short memoranda (10%), and a final exam (50%). The final exam is a take-home case analysis. Cannot be taken pass/fail. No auditors.

Prerequisites:
Business 35000 or 35901: strict. Business 35200 or 35201 or 35902: strict.

Description and/or course criteria last updated: 7/22/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34101-01	Spring 2010	M 8:30AM-11:30AM	Harper Center	Lecture Hall C05
34101-81	Spring 2010	M 6:00PM-9:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200
34101-02 CANCELLED	Spring 2010	T 8:30AM-11:30AM	Harper Center	Lecture Hall C05

34101 Entrepreneurial Finance and Private Equity - Stromberg, Per

View course evaluation

Contents:
This course uses the case method to study entrepreneurial finance and, more broadly, private equity finance. The course is motivated by increases in both the supply of and demand for private equity. On the supply side, the amount of private equity under management - by partnerships investing in venture capital, leveraged buyouts, distressed companies, etc. - has increased substantially in the last decade. On the demand side, an increasing number of MBAs and others are interested in starting and managing their own businesses. The supply and demand for funds have also grown substantially outside of the U.S.

The primary objective of the course is to provide an understanding of the concepts and institutions involved in entrepreneurial finance and private equity markets. To do this, the course has been designed to be broad and comprehensive. We will explore private equity from a number of perspectives, beginning with the entrepreneur/issuer, moving to the private equity - venture capital and leveraged buyout - partnerships, and finishing with investors in private equity partnerships. For each class meeting, study questions will be assigned concerning a case study. We will discuss these questions and the material in the case for most of the class period. Before each case discussion, each student will be required to submit a memorandum (up to two pages) of analysis and recommendations. Group work is encouraged, but not required on these short memoranda. Memoranda with up to three names on them are acceptable. We will use journal articles and some lectures to supplement and enhance the case discussions. All required cases and supplementary readings will be in the CoursePack.

Preassignment: Students are responsible for a memorandum for each case we discuss in the first class. The first class assignment is detailed in the CoursePack. Students who are not registered, but are trying to add the course must attend the first week.

Grades:

Based on class participation (40%), the short memoranda (10%), and a final exam (50%). The final exam is a take-home case analysis. Cannot be taken pass/fail. No auditors without instructor's permission.

Prerequisites:
Business 35200 or 35201 or 35902: strict.

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34101-81	Summer 2010	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406
34101-85	Summer 2010	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 406

34101 Entrepreneurial Finance and Private Equity - Zingales, Luigi
View course evaluation

Contents:
This course is meant for students who want to start and manage their own businesses or who want to work for a venture capital organization. The goal of the course is to familiarize the students with the financial and organizational challenges typical of start-up companies. To do this, the course has been designed to be broad and comprehensive. While the course focuses primarily on the financial economics of entrepreneurial settings, issues from economics, strategy, organization, and control are integrated into the discussions.

The course, which is primarily case-based, covers issues of start-up financing, deal structure, incentive design, valuation of high risk projects, financial management in rapidly growing firms, initial public offerings, mergers and acquisitions, and reorganizations. Attention is also given to analyzing the suppliers of capital, including informal risk capital, commercial banks, venture capital firms, and investment banks.

For each class meeting, study questions will be assigned concerning a case study. We will discuss these questions and the material in the case for most of the class period. Each student will be required to submit a one- or two- page memorandum of analysis and recommendations before each case discussion. Group work is encouraged, but not required, on these short memoranda. Memoranda with up to three names on them are acceptable. We will use journal articles and some lectures to supplement and enhance the case discussions. All required cases and supplementary readings will be in the CoursePack.

Preassignment: Students are responsible for a memorandum for each case we discuss in the first class. The first class assignment is detailed in the CoursePack.

Grades:
Based on class participation (40%), the short memoranda (10%), and a final exam (50%). The final exam is a take-home case analysis. Cannot be taken pass/fail.

Prerequisites:
Business 33001, 35000 (or 35901), and 35200: strict. Business 30130 would be helpful.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34101-01	Winter 2010	M 8:30AM-11:30AM	Harper Center	The PIMCO Classroom-HCC07
34101-02	Winter 2010	T 8:30AM-11:30AM	Harper Center	The PIMCO Classroom-HCC07
34101-81	Winter 2010	M 6:00PM-9:00PM	Gleacher Center	The Amoco Lecture Hall-GC300

34102 New Venture Strategy - Schrager, James
View course evaluation

Contents:
This course builds non-mathematical models of success in the world of entrepreneurial business through intensive analyses of both archival and current cases. Students are required to analyze assigned cases carefully, develop and discuss new cases, and present a well-developed new business proposal to the class.

Emphasis is placed on creating a framework to analyze business opportunities of all sizes. The centerpiece is a set of models abstracted from the cases prepared during the course. These models allow students to categorize ideas quickly, discuss benefits, note problems, and ideally, predict performance.

The class is not a series of "nuts and bolts" lectures about running small businesses, nor is it a guest lecture series. Participants must be willing to become involved with the material and approach the topic with analytic rigor. From that effort, an organized way of thinking should evolve that will allow students to make better decisions on potential new venture proposals.

Please note that rescheduled class sessions will be required to allow for presentation of group projects to the class. See the Curriculum web page on the Chicago Booth Portal for details which vary by quarter regarding when these special sessions will be held.

Materials:
Chicago Booth CoursePack and current articles from the *Wall Street Journal*.

Grades:
Based on quality of in-class participation; weekly written case work completed in study groups of three to five students (each paper limited to two pages); an individual case about a real entrepreneur (also limited to two pages); and study group presentations of original business start-up ideas.

Auditors permitted only in their last quarter of Chicago Booth residency.

Prerequisites:
Should be taken after a student has completed one-half of the MBA program.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34102-01	Autumn 2009	R 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
34102-01	Winter 2010	F 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
34102-85	Winter 2010	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 206
34102-01	Spring 2010	F 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
34102-81	Summer 2010	R 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

34102 New Venture Strategy - Bunch, Gregory

View course evaluation

Contents:
This course builds non-mathematical models of success in the world of entrepreneurial business through intensive analyses of both classic and current cases. Students are required to analyze assigned cases carefully, develop and discuss new cases, and present a well-developed new business proposal to the class.

Emphasis is placed on producing a framework to analyze business opportunities of all sizes. The centerpiece is a set of models abstracted from the cases prepared during the course. These models allow the class to categorize ideas quickly, discuss benefits, note problems, and ideally, predict performance.

The class is not a series of "nuts and bolts" lectures about running small businesses, nor is it a guest lecture series. Students must be willing to become involved with the material and approach the topic with analytic rigor. From that, an organized way of thinking should evolve.

Materials:
Chicago Booth CoursePack and current articles from the *Wall Street Journal*.

Grades:
Based on quality of in-class participation; weekly written case work completed in groups of three to five students (each paper limited to two pages); an individual case about a real entrepreneur (also limited to two pages); and class presentation of an original business start-up idea. Auditors only permitted in last quarter of Chicago Booth residency.

Prerequisites:
Should be taken after a student has completed one-half of the MBA program.

Description and/or course criteria last updated: 8/3/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34102-81	Autumn 2009	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308

34103 Building the New Venture - Deutsch, Waverly

View course evaluation

Contents:
This course is intended for students who are interested in starting new businesses with a lesser emphasis on investing in start-up companies or buying existing firms. The course focuses on small company management and the development of new enterprises from both a strategic and a tactical, action-oriented, hands-on perspective. Students learn how to raise initial seed funding, compensate for limited human and financial resources, establish initial brand values and positioning, leverage a strong niche position, determine appropriate sourcing and sales channels, and develop execution plans in sales, marketing, product development and operations.

The emphasis is managerial and entrepreneurial. It could be described as a working model for starting a smaller enterprise. Paralleling the course content is a "game" in which teams of four to five students simulate building a new venture. At the beginning of the class, teams describe a product or service they would like to bring to market, determine the necessary seed funding amount, and outline current staffing and development status. Through the quarter, students build company rollout plans based on their product or service which range from high tech commercialization to retail concepts to small manufacturing companies. Each week, teams have specific written deliverables for their "company" based on the course material. Assignments include identifying key hires, choosing an initial target customer set, executing a marketing campaign, creating a sales pitch, completing a development/production plan, identifying important strategic partners, and determining next round funding requirements. "Game" points will be assigned based on feasibility of actions, creativity of solutions, and adherence to seed budget constraints.

Through class lectures, "game" assignments, and real world cases, the course covers such topics as new product innovation; building a start-up management team; identifying target customers; inexpensive promotion/advertising techniques; professionalizing a sales process; and leveraging strategic partners. Emphasis is placed on marketing and sales for new enterprises, because this is a major area of entrepreneneurial weakness.

Class limit will be strictly adhered to and adding this class after the first week is strongly discouraged unless all classes have been attended.

Grades:
Based on "game" assignments, case analysis and active class participation. Cannot be taken pass/fail.

Prerequisites:
Business 30000 and 37000.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34103-01	Autumn 2009	W 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07
34103-81	Autumn 2009	M 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304
34103-01	Winter 2010	T 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
34103-81	Winter 2010	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408
34103-01	Spring 2010	T 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07

34103 Building the New Venture - Rosenberg, Robert
View course evaluation

Contents:
This course is designed for University of Chicago undergraduates with a curiosity about entrepreneurship and new venture creation. The materials covered in this course provide an understanding of the role entrepreneurs and small business owners play in their communities around the world. Each week features a specific entrepreneurial skill and class discussion explores how that skill can contribute to any career or life pursuit.

For those interested in starting or running a small business or non-profit, this class provides a grounding in the processes, skills and resources required, as well as the opportunities available to young entrepreneurs. While students do not write a formal business plan in this class, the team-based "YourCo. Proposal" assignments give those students much of the information necessary to develop and evaluate a business model and plan.

This is a discussion based class and participation is required. During the quarter, actual entrepreneurs join the class to share their experiences and lessons learned. "YourCo. Proposal" assignments require that students work in teams. Teams are self-selected and must be formed by the third week of classes. Each team is assigned a Chicago Booth MBA candidate as a coach/TA. Students also learn how to use and analyze business cases - a fundamental tool of any business education.

Description and/or course criteria last updated: 6/09

Course Schedule

Section	Comment	Quarter	Meeting Day / Time	Building	Room
34103-02 (UNDERGRADUATE ONLY)	Undergraduate Only	Autumn 2009	M 1:30PM-4:30PM	Harper Center	Lecture Hall C06
34103-02 CANCELLED		Winter 2010	TBA	Harper Center	TBA

34103 Building the New Venture - Wortmann, Craig
View course evaluation

Contents:
This course is intended for students who are interested in starting new businesses with a lesser emphasis on investing in start-up companies or buying existing firms. The course focuses on small company management and the development of new enterprises from both a strategic and a tactical, action-oriented, hands-on perspective. Students learn how to raise initial seed funding, compensate for limited human and financial resources, establish initial brand values and positioning, leverage a strong niche position, determine appropriate sourcing and sales channels, and develop execution plans in sales, marketing, product development and operations.

The emphasis is managerial and entrepreneurial. It could be described as a working model for starting a smaller enterprise. Paralleling the course content is a "game" in which teams of four to five students simulate building a new venture. At the beginning of the class, teams describe a product or service they would like to bring to market, determine the necessary seed funding amount, and outline current staffing and development status. Through the quarter, students build company rollout plans based on their product or service which range from high tech commercialization to retail concepts to small manufacturing companies. Each week, teams have specific written deliverables for their "company" based on the course material. Assignments include identifying key hires, choosing an initial target customer set, executing a marketing campaign, creating a sales pitch, completing a development/production plan, identifying important strategic partners, and determining next round funding requirements. "Game" points will be assigned based on feasibility of actions, creativity of solutions, and adherence to seed budget constraints.

Through class lectures, "game" assignments, and real world cases, the course covers such topics as new product innovation; building a start-up management team; identifying target customers; inexpensive promotion/advertising techniques; professionalizing a sales process; and leveraging strategic partners. Emphasis is placed on marketing and sales for new enterprises, because this is a major area of entrepreneneurial weakness.

Class limit will be strictly adhered to and adding this class after the first week is strongly discouraged unless all classes have been attended.

Grades:
Based on "game" assignments, case analysis and active class participation. Cannot be taken pass/fail.

Prerequisites:
Business 30000 and 37000.

Description and/or course criteria last updated: 02/18/10

Course Conditions and Course Related Items:

Course Schedule

Key:
= No auditors = No provisional grades = No pass/fail grades = No non-Booth Students
= PhD - students only = Lectures = Discussion = Case Studies = Group Projects
= Group Presentations = Ethics discussion/component = Graded homework assignments = Graded attendance/participation = Quizzes
= Midterm = Optional midterm = Final exam (in class) = Final exam (take home)

Section	Quarter	Meeting Day / Time	Building	Room
34103-85	Spring 2010	S 9:00AM-12:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304
34103-81	Summer 2010	R 6:00PM-9:00PM	Gleacher Center	The Amoco Lecture Hall-GC300

34104 Special Topics in Entrepreneurship: Developing a New Venture (New Venture Challenge) - Kaplan, Steven

View course evaluation

Contents:
This course is designed to allow students who have advanced to the second round of the New Venture Challenge to develop their ideas into full business plans. Student teams will work largely on their own to develop their business plans.

The class meetings consist primarily of plan presentations. Venture capitalists, private investors, and entrepreneurs will help critique and improve the plans during the presentations. The class meetings also will include presentations on presentation skills, on financial modeling, and on legal considerations in a new venture.

Preassignment: Students should come to the first class ready to present the executive summary of their plans.

Grades:
Based 70% on the quality of the work that goes into the business plan and 30% on class participation.

Prerequisites:
Advancement to the second round of the New Venture Challenge or (in rare circumstances) consent of the instructor: strict. Students should contact the instructor before the course begins.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34104-01	Spring 2010	M 1:30PM-5:30PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08

34104 Special Topics in Entrepreneurship: Developing a New Venture (New Venture Challenge) - Rudnick, Ellen

View course evaluation

Contents:
This course is designed to allow students who have advanced to the second round of the New Venture Challenge to develop their ideas into full business plans. Student teams will work largely on their own to develop their business plans and are encouraged to meet individually with the class coaches and faculty.

The class meetings consist primarily of plan presentations. Venture capitalists, private investors, and entrepreneurs will also help critique and improve the plans during the presentations. The class sessions also will include workshops on the legal considerations of a new venture, developing marketing plans, and presentation skills.

Preassignment: An orientation meeting for all teams that have advanced to the second round of the New Venture Challenge will be held during winter quarter. Students should come to this meeting ready to present a synopsis of their plans. Students will also be required to present their plan on the first day of class.

Grades:
Based 70% on the quality of the work that goes into the business plan and 30% on class participation.

Prerequisites:
Advancement to the second round of the New Venture Challenge or (in rare circumstances) consent of the instructor: strict. Students should contact the instructor before the course begins.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34104-81	Spring 2010	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408

34105 Entrepreneurial Internship Seminar - Rudnick, Ellen

View course evaluation

Contents:
This course provides students who were selected to participate in the Polsky Center Entrepreneur Intern Program or Social Entrepreneur Intern program a forum to strengthen their entrepreneurial network and insight skills. This is achieved through the development of unique case studies and analysis presented by the faculty, by outside entrepreneurs and by the students themselves. The students will also interact with the other interns through presentations and sharing of experiences in order to broaden their perspective on entrepreneurial/private equity career opportunities. Outside guest lecturers on entrepreneurship and leadership will be included as part of the classroom session. In addition to the forum sessions the students will have one-on-one meetings with the faculty advisor in the development of their own cases.

Grades:
Based on classroom participation, the case study and analysis, and final presentation. Cannot be taken pass/fail.

Prerequisites:
Consent of instructor; selection as a Polsky Center Entrepreneur Intern or other approved internship, and completion of internship by autumn quarter.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34105-01	Autumn 2009	M 3:00PM-6:00PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

34105 Entrepreneurial Internship Seminar - Weiss, Ira
View course evaluation

Contents:
This course provides students who were selected to participate in the Polsky Center Entrepreneur Intern Program or Social Entrepreneur Intern program a forum to strengthen their entrepreneurial network and insight skills. This is achieved through the development of unique case studies and analysis presented by the faculty, by outside entrepreneurs and by the students themselves. The students will also interact with the other interns through presentations and sharing of experiences in order to broaden their perspective on entrepreneurial/private equity career opportunities. Outside guest lecturers on entrepreneurship and leadership will be included as part of the classroom session. In addition to the forum sessions the students will have one-on-one meetings with the faculty advisor in the development of their own cases. The best cases developed in the class are eligible to win an award from the Polsky Center.

Materials:
CoursePack.

Grades:
Based on classroom participation, the case study and analysis, and final presentation. Cannot be taken pass/fail.

Prerequisites:
Consent of instructor; selection as a Polsky Center Entrepreneur Intern or other approved internship, and completion of internship by autumn quarter.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34105-02	Autumn 2009	M 3:00PM-6:00PM	Harper Center	The First Scholar Classroom-HCC24

34106 Commercializing Innovation - Meadow, Scott
View course evaluation

Contents:
Using the case method, this course will focus on the strategy and tactics of forming, acquiring and growing new ventures i.e., increasing shareholder value for business ventures funded with private equity. The exit goal for these enterprises will follow an initial public offering or a sale in approximately 3 to 5 years. This course is meant to aid those students who are considering being part of an entrepreneurial project or evaluating such enterprises from the position of a public investor, private investor, or any stakeholder serving these emerging companies.

The course will consider ventures representing broad sectors of the economy, including retail (both traditional and online), healthcare, telecommunications, consumer services, and businesses enhanced by the Internet. The focus of the course is threefold: (1) Strategic analysis of the sector within which the enterprise will compete. (2) The competitive advantage of the enterprise within the sector. This will be accomplished by analyzing the economics of the project/company in a microcosm. Topics, designed to assess/analyze the economic viability of the business model, will include: selection of Analog projects, unit model of business, quality of management team, choice of investment structure, and management of initial funding. (3) The capacity of the enterprise to be a national or international business. We will discuss issues including: scalability, focus and positioning, marketing management, and exit opportunities.

In order to familiarize the students with the strategy to approach success with these fragile companies, the course has been designed to consider the unique constraints upon the functional areas of marketing, operations, finance and strategic planning in entrepreneurial endeavors.

Class discussions will cover foundational analysis, as well as the use of market research in the entrepreneurial environment, "how to" build management, utilization of analogs to develop the economic profile of emerging companies, staging and structure of financing over the life of the enterprise, and modification through analysis of the tactics and strategy of functional disciplines when projected outcomes are not achieved and the resulting ramifications on cash usage.

For each class meeting, study questions will be assigned concerning the case study. Each student will be required to submit a two-page template/executive summary that includes analysis and recommendations before each class. Teamwork is encouraged but not required on these template/executive summaries. Memoranda with up to three team members' names on them are acceptable. During the course, each team will present elements of their memorandum as a prelude to the discussion of the questions and the case material, which will encompass the majority of the class period.

Preassignment: There is a first class assignment detailed in the CoursePack.

Grades:
Based on class participation, including team presentation (40%), weekly template/memorandum (10%), voluntary midterm (10%) prepared in teams and final exam (40-50%). The final exam is a take-home case analysis. Cannot be taken pass/fail. No auditors.

Prerequisites:

None. Business 30130, 33001, 34101, 34102, 35200 would all be helpful, but are not required.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34106-01	Autumn 2009	W 1:30PM-4:30PM	Harper Center	The Goldman, Sachs & Co. Lecture Hall-HCC25
34106-01	Spring 2010	W 8:30AM-11:30AM	Harper Center	Lecture Hall C06
34106-81	Autumn 2009	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404
34106-02	Spring 2010	R 1:30PM-4:30PM	Harper Center	Lecture Hall C06
34106-85	Spring 2010	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 406

34110 Social Entrepreneurship - Darragh, Linda

View course evaluation

Contents:

Social entrepreneurship narrowly refers to startup social enterprises and, more broadly, to adapting practices and institutions from for-profit business and entrepreneurship to the social sector. We will study the theory and practice of this phenomenon.

Topics will include evaluation of new social enterprises, financing social startups, financing growth, venture philanthropy, earned income, choice of scale and scope, choice of profit vs. non-profit forms, governance of social enterprises, and performance measurement.

A large component of the course will be a "lab-like" group project which will be to conduct research and make recommendations for a local social enterprise, focusing on one of the course topics. These projects will be set up in advance. In this way it will be like a lab class, but the anticipated time commitment from students is similar to an extensive project in a standard class, not a lab class.

We will study cases from a broad set of industries including the arts, community banking, microfinance, health care, the environment, and education. Class sessions will be a mix of short lectures, discussions, guest speakers, and student presentations.

Grades:

Grading will be based on class participation, case write-ups, and the "lab-like" group project. Cannot be taken pass/fail.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34110-01	Spring 2010	T 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04

34110 Social Entrepreneurship - Gertner, Robert

View course evaluation

Contents:

Social entrepreneurship narrowly refers to startup social enterprises and, more broadly, to adapting practices and institutions from for-profit business and entrepreneurship to the social sector. We will study the theory and practice of this phenomenon.

Topics will include evaluation of new social enterprises, financing social startups, financing growth, venture philanthropy, earned income, choice of scale and scope, choice of profit vs. non-profit forms, governance of social enterprises, and performance measurement.

A large component of the course will be a "lab-like" group project which will be to conduct research and make recommendations for a local social enterprise, focusing on one of the course topics. These projects will be set up in advance. In this way it will be like a lab class, but the anticipated time commitment from students is similar to an extensive project in a standard class, not a lab class.

We will study cases from a broad set of industries including the arts, community banking, microfinance, health care, the environment, and education. Class sessions will be a mix of short lectures, discussions, guest speakers, and student presentations.

Grades:

Grading will be based on class participation, case write-ups, and the "lab-like" group project. Cannot be taken pass/fail.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34110-01	Spring 2010	T 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04

Key:

= No auditors; = No provisional grades; = No pass/fail grades; = No non-Booth Students
= PhD - students only; = Lectures; = Discussion; = Case Studies; = Group Projects
= Group Presentations; = Ethics discussion/component; = Graded homework assignments; = Graded attendance/participation; = Quizzes
= Midterm; = Optional midterm; = Final exam (in class); = Final exam (take home)

34111 Entrepreneurial Selling - Wortmann, Craig

View course evaluation

Contents:

Overview The biggest challenge to growing a successful entrepreneurial venture is selling. Entrepreneurs must build a strong sales pipeline to ensure profitable growth as they tackle other pressing issues like staffing, infrastructure, and financing. In the Entrepreneurial Selling course, you will learn how to acquire customers, target sales through different channels, manage the sales function, and use the key tools required for success in selling. The course will combine the following elements to create a powerful learning experience for you: • A Scenario™ based case study that explores all of the different challenges in the sales process. The Scenario unfolds each week over the course of the term and asks you to collaborate and discuss what you are learning. A Scenario is a web-based case study that allows you to experience a true, real-life story of success and failure. The Scenario explores the difficult targeting decisions, ethical considerations, and selling situations of a start-up company through its first eight years of growth. • Role-play situations, including the art of conversation, hot prospecting, high-gain questioning, and handling objections • A Story Matrix of stories to be used in selling and management to achieve sales objectives • A Sales Plan for a start-up or early-stage company • A Sales Presentation to a mock customer These elements will be supported by a research-based sales process and sales toolkit.

Learning Objectives You will be able to: • Understand the key phases of the selling process • Use the sales toolkit to construct a sales strategy for a set of clients and channels • Identify the most common failure points in an entrepreneurial sales process • Put to use a set of sales skills that will serve you in any career context

Grades:

Grading will be based on five factors: • 50% - Final project assignment • 20% - One case write-up assignment • 10% - Sales person interview • 10% - Scenario participation • 10% - Class participation

Each student will be allowed one excused absence as long as notification is given prior to class. Any unexcused absences will impact the course participation component of the grade. If a student is absent, he/she can make up the course participation component by turning in a one-page overview of the missed session's discussion and key insights.

Prerequisites:

To be determined.

Description and/or course criteria last updated: 10/06/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34111-81	Winter 2010	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208
34111-81 (MOVED TO AUTUMN)	Spring 2010	TBA	Gleacher Center	TBA
34111-81	Autumn 2009	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208

34701 New Venture and Small Enterprise Lab - Darragh, Linda

View course evaluation

Contents:

This one-quarter course is intended for students who are interested in working for a new venture/small business or are interested in consulting to such entities. This course is designed to apply the Chicago Booth's strong base of theoretical knowledge to the problems and opportunities of new ventures and smaller enterprises. Teams of four or five students work on specific strategic and operational projects for early-stage companies in the Chicago area. The students work with the venture's management under the guidance of the instructor. The clients represent diverse industries including technology, biotech, industrial and consumer based firms.

Prior to the first class, students will receive an e-mail with a description of each client and proposed projects and be asked to submit their top three choices of companies to work with and their resumes to the instructor. The professor will compose the teams by balancing student preferences and their knowledge and skills.

Class sessions consist of lectures by the instructor on key topics related to small business and new venture success including market research, go-to-market strategies,, management, legal issues and financing new ventures through debt, angel capital and venture capital. The course also focuses on project management techniques for small business consulting. In addition, there are several guest appearances including an entrepreneur panel discussion, a venture capitalist and a lawyer discussing new venture legal issues. At the conclusion of the quarter, each team will submit its final recommendations and make a presentation to the client's management team.

Please note: because of the University's obligation to the clients and the time involved in the client project, students who elect to register for this course should consider this a commitment. Dropping this class after the first week is strongly discouraged. Part-time students are welcome but this class requires substantial schedule flexibility. Students report spending approximately 8 - 10 hours per week on the projects and must be able to schedule frequent meetings with the client, often during business hours.

Class limit will be strictly adhered to.

Materials:

Based on classroom and team participation, final presentations, and client evaluations. Cannot be taken pass/fail.

Prerequisites:

One full quarter of Chicago Booth coursework.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34701-01	Winter 2010	T 1:30PM-4:30PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B
34701-01	Spring 2010	W 8:30AM-11:30AM	Harper Center	The First Scholar Classroom-HCC24

Key:

= No auditors = No provisional grades = No pass/fail grades = No non-Booth Students
= PhD - students only = Lectures = Discussion = Case Studies = Group Projects
= Group Presentations = Ethics discussion/component = Graded homework assignments = Graded attendance/participation = Quizzes
= Midterm = Optional midterm = Final exam (in class) = Final exam (take home)

34702 Private Equity/Venture Capital Lab - Rudnick, Ellen
View course evaluation

Contents:
This course is intended for students who are interested in learning more about what it is like to work in or with private equity investors or a venture capital firm. The course is designed to complement the student's academic courses through hands-on experience in the analysis and understanding of investment decisions of venture capitalists/private investment firms.

Students will work as interns on specific assignments for venture capital/private equity firms. These assignments can range from evaluating new market or business opportunities for investment to working on specific issues/opportunities for portfolio companies. While the course is scheduled for the spring quarter, the internships may begin earlier and possibly continue beyond the spring quarter.

Students will be selected for the course through a competitive screening/interviewing process. Students who are interested in the course will be asked to submit their resumes in December (for earlier internships) or early January (for spring internships). The resumes will be sent to the participating venture capital/private equity firms based on the firm's interests and the student's background. The host firms will select the students they wish to interview. The interviewing process will take place during the winter quarter and students will be selected during February and March. Students may be asked to start their internship prior to the spring quarter. If students have already established a relationship with a potential host firm and wish to participate in the course they should contact the instructor. The venture capital/private equity firm will be expected to meet the same requirements as those selected by the Chicago Booth.

The students will be expected to work a minimum of 15-20 hours during their internship and as such should only be registered for a total of three courses during the quarter. The classroom sessions during the spring quarter will consist of lectures by the instructor and invited guests discussing specific issues related to venture capital and private equity investing. Some of these classes will be case based and will require prior preparation. Students will also make presentations regarding their experiences and will work with their classmates in solving problems, which arise during the internship. Students will also have a group project related to the New Venture Challenge competition. At the conclusion of the quarter, each student will be required to submit a paper regarding the internship experience.

Grades:
Based on client evaluations, classroom participation and final paper. Cannot be taken pass/fail.

Prerequisites:
Completion of 6 or more Chicago Booth courses by the spring quarter is recommended, including corporate finance. Must be selected by a host firm.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34702-81	Spring 2010	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408

34704 Real Estate Lab: Real Estate Challenge - Pagliari, Joseph
View course evaluation

Contents:
Selected students from the business schools of Chicago and Northwestern universities will compete to present the best redevelopment proposal for a site owned by the City of Chicago. Past sites have included properties located in areas such as: the Olympic Village, the south loop, the "six corners," Bronzeville and the near West Side. These sites have lent themselves to a variety of proposed residential, retail and office uses. Each team - usually six full-time, first-year students - utilizes the spring quarter to hone their proposal and their presentation. Resources for these activities include interested faculty members as well as local practitioners familiar with various aspects (design, construction, leasing, financing, etc.) of the proposed project. The proposals are ultimately evaluated by a panel of five judges - one of whom is typically a City representative. These students typically find the experiential nature of the project to be intellectually rewarding as well as quite helpful when interviewing with prospective employers.

Materials:
None.

Grades:
Cannot be taken pass/fail. No auditors.

Prerequisites:
Application Process: If you are interested in participating in this year's Challenge, please so indicate to Professor Pagliari (via email to joseph.pagliari@chicagobooth.edu) by no later than March 4th. Your email note should contain as attachments: 1) a resume and 2) a two-paragraph statement as to why you would like to be involved in this year's Challenge and what you might offer to your teammates in terms of expertise, perspective, contacts, *etc.* From these applications, Professor Pagliari – in consultation with the Dean's office – will select the six-member team which in his opinion is likely to best represent the School in this year's Challenge.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34704-01	Spring 2010	TBA	Harper Center	TBA

35000 Investments - Heaton, John
View course evaluation

Key:
= No auditors = No provisional grades = No pass/fail grades = No non-Booth Students
= PhD - students only = Lectures = Discussion = Case Studies = Group Projects
= Group Presentations = Ethics discussion/component = Graded homework assignments = Graded attendance/participation = Quizzes
= Midterm = Optional midterm = Final exam (in class) = Final exam (take home)

Contents:
This course is an introduction to security valuation and portfolio design. We discuss the theory and application of the major valuation techniques used in financial analysis. We examine how portfolios of assets should be formed, how to hedge risks, and how to evaluate funds. The first part of the course focuses on common stocks. In the second part of the course, fixed income securities, futures contracts, and option contracts are discussed.

Prerequisites:
Business 33001, and 41000 or 41100 (or approved substitutes): strict. This is a highly quantitative course. You must be comfortable with basic probability, statistics, calculus, and microeconomics at the level of the above courses. You will have to use a spreadsheet or other statistics computer program.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35000-03	Winter 2010	W 8:30AM-11:30AM	Harper Center	The Eugene F. Fama Classroom-HCC03
35000-04	Winter 2010	R 8:30AM-11:30AM	Harper Center	The Eugene F. Fama Classroom-HCC03

35000 Investments - Koijen, Ralph
View course evaluation

Contents:
This course offers the financial theory and quantitative analytical tools necessary for understanding how stock, bond, and option prices are determined, and provides the skills required to make sound investment decisions. Topics covered include the following: the term structure of interest rates; portfolio selection based on mean-variance analysis; models of risk and return (including the CAPM and multifactor models); performance evaluation of mutual funds and hedge funds; market efficiency (including asset pricing anomalies and behavioral finance); derivative security pricing (including options, futures, forwards, and swaps); and international investment.

The theoretical concepts and intuition presented in the course are applied on real-world data and problems, both in class and in homework assignments. An array of analytical and statistical skills will be developed throughout the course.

Materials:
The main texts used for the course are Bodie, Kane, and Marcus, *Investments;* Grinblatt and Titman, *Financial Markets and Corporate Strategy;* and a CoursePack.

Recommended: Malkiel, Burton G., *A Random Walk Down Wall Street,* and Siegel, Jeremy J., *Stocks for the Long Run.*

Grades:
Based on 5-6 homework assignments, a case write-up and discussion, a mid-term, and a final. Cannot be taken pass/fail. No auditors.

Prerequisites:
Business 30000, 33001, and 41000 or 41100. Students must be comfortable with statistics, linear and matrix algebra, calculus, and microeconomics at the level of the above courses. Familiarity with a spreadsheet package such as Excel is vital.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35000-02	Autumn 2009	F 8:30AM-11:30AM	Harper Center	The Sidney Davidson Classroom-HCC04
35000-81	Autumn 2009	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208

35000 Investments - Linnainmaa, Juhani
View course evaluation

Contents:
This course offers the financial theory and quantitative tools necessary for understanding how stock, bond, and option prices are determined, and how financial assets are used for investment decisions. Topics covered include the following: the term structure of interest rates; portfolio selection based on mean-variance analysis; models of risk and return (including the CAPM and multifactor models); performance evaluation; market efficiency and the random walk hypothesis; asset pricing anomalies and behavioral finance; derivative security pricing (including options, futures, forwards, and swaps); and international investment.

Materials:
The main text used for the course is Bodie, Kane, and Marcus, *Investments*; and a Course Pack.

Grades:
Based on 5-6 homework assignments, a case write-up and discussion, a mid-term, and a final.

Prerequisites:
Business 30000, 33001, and 41000 or 41100. Students must be comfortable with statistics, linear and matrix algebra, calculus, and microeconomics at the level of the above courses. Familiarity with a spreadsheet package such as Excel is vital.

Description and/or course criteria last updated: 6/09

Key:
= No auditors = No provisional grades = No pass/fail grades = No non-Booth Students
= PhD - students only = Lectures = Discussion = Case Studies = Group Projects
= Group Presentations = Ethics discussion/component = Graded homework assignments = Graded attendance/participation = Quizzes
= Midterm = Optional midterm = Final exam (in class) = Final exam (take home)

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35000-02	Spring 2010	W 1:30PM-4:30PM	Harper Center	Lecture Hall C10
35000-81	Spring 2010	W 6:00PM-9:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200
35000-85	Spring 2010	S 9:00AM-12:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200

35000 Investments - Moskowitz, Tobias

View course evaluation

Contents:

This course offers the financial theory and quantitative analytical tools necessary for understanding how stock, bond, and option prices are determined, and provides the skills required to make sound investment decisions. Topics covered include the following: the term structure of interest rates; portfolio selection based on mean-variance analysis; models of risk and return (including the CAPM and multifactor models); performance evaluation; market efficiency (including asset pricing anomalies and behavioral finance); derivative security pricing (including options, futures, forwards, and swaps), and special topics on the state of quantitative finance.

Practical implementation issues will be discussed on every topic, and every effort will be made to incorporate the problems and objectives of the practitioner. An array of analytical and statistical skills will be developed throughout the course.

Materials:

The main texts used for the course are Bodie, Kane, and Marcus, *Investments*; and Grinblatt and Titman, *Financial Markets and Corporate Strategy.* A CoursePack will also be designed containing supplemental readings, cases, and articles.

Grades:

Based on 5-6 homework assignments, 1-2 case write-ups and discussion, a mid-term, and a final exam. Class participation will also play a role. Cannot be taken pass/fail. No auditors.

Prerequisites:

Business 30000, 33001, and 41000. This is a highly quantitative course. Students must be comfortable with statistics, linear and matrix algebra, calculus, and microeconomics at the level of the above courses. Familiarity with a spreadsheet package such as Excel is vital.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35000-01	Autumn 2009	M 1:30PM-4:30PM	Harper Center	The Goldman, Sachs & Co. Lecture Hall-HCC25
35000-82	Autumn 2009	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308
35000-85	Autumn 2009	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 308

35000 Investments - Pastor, Lubos

View course evaluation

Contents:

This course examines the behavior and determinants of asset prices, and provides the skills and tools needed in investment management. Topics covered include modeling the relation between risk and return, optimal portfolio selection, international investments, market efficiency, the empirical evidence on the behavior of asset returns, evaluating the performance of money managers, and the relation between asset prices and the macroeconomy. The course is quantitative and challenging. The theoretical concepts and intuition presented in the course are applied on real-world data, both in class and in homework assignments.

Materials:

Bodie, Kane, and Marcus, *Investments.*

Grades:

Based on a final, mid-term, and homework assignments. Class participation will help decide grades at the margin.

Prerequisites:

Business 30000, 33001, and 41000 or 41100. Students are expected to understand the fundamentals of statistics, calculus, and multiple regression analysis, and to be able to apply these fundamentals using a spreadsheet package such as Excel or statistical software.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35000-01	Winter 2010	W 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
35000-02	Winter 2010	R 8:30AM-11:30AM	Harper Center	The Sidney Davidson Classroom-HCC04
35000-81	Winter 2010	W 6:00PM-9:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200

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= Group Presentations = Ethics discussion/component = Graded homework assignments = Graded attendance/participation = Quizzes
= Midterm = Optional midterm = Final exam (in class) = Final exam (take home)

35000 Investments - Rosu, Ioanid
View course evaluation

Contents:
This course offers the financial theory and quantitative tools necessary for understanding how stock, bond, and option prices are determined, and how financial assets are used for investment decisions. Topics covered include the following: the term structure of interest rates; portfolio selection based on mean-variance analysis; models of risk and return (including the CAPM and multifactor models); performance evaluation; market efficiency and the random walk hypothesis; asset pricing anomalies and behavioral finance; derivative security pricing (including options, futures, forwards, and swaps); financial innovation and hedge funds. Effort will be made to relate the course material to current financial news and to problems relevant to the practitioner.

Materials:
Required: Bodie, Kane, and Marcus, *Investments*, and a CoursePack. *Recommended:* Malkiel, *A Random Walk Down Wall Street,* and Siegel, *Stocks for the Long Run.*

Grades:
Based on homework assignments, a case write-up, a stock tracking and investment project, a mid-term, and a final.

Prerequisites:
Business 30000, 33001, and 41000 or 41100. The course presupposes a good working knowledge of basic statistics, up to and including linear regression, and the ability to use a spreadsheet package like Excel.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35000-01	Spring 2010	R 1:30PM-4:30PM	Harper Center	Lecture Hall C09
35000-82	Spring 2010	R 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304
35000-83	Spring 2010	F 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304
35000-81	Summer 2010	R 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204
35000-85	Summer 2010	S 9:00AM-12:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204
35000-82	Summer 2010	F 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

35000 Investments - Hassan, Tarek
View course evaluation

Contents:
This course offers the financial theory and quantitative analytical tools necessary for understanding how stock, bond, and option prices are determined, and provides the skills required to make sound investment decisions. Topics covered include the following: the term structure of interest rates; portfolio selection based on mean-variance analysis; models of risk and return (including the CAPM and multifactor models); performance evaluation; market efficiency (including asset pricing anomalies and behavioral finance); derivative security pricing (including options, futures, forwards, and swaps), and special topics in international investment.

Materials:
The main texts used for the course are Bodie, Kane, and Marcus, *Investments*; and Grinblatt and Titman, *Financial Markets and Corporate Strategy.* A CoursePack will also be designed containing supplemental readings, cases, and articles.

Grades:
Based on 5-6 homework assignments, 1-2 case write-ups and discussion, a mid-term, and a final exam. Class participation will also play a role. Cannot be taken pass/fail. No auditors.

Prerequisites:
Business 30000, 33001, and 41000. This is a highly quantitative course. Students must be comfortable with statistics, linear algebra, calculus, and microeconomics at the level of the above courses. Familiarity with a spreadsheet package such as Excel is vital.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35000-05	Winter 2010	T 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
35000-82	Winter 2010	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306

35001 Introductory Finance - Harris, Milton
View course evaluation

Contents:
This course, as the name suggests, provides a introduction to the field of finance. It is intended for two types of students: (a) those students who do not intend to work in the finance area but wish to be conversant with the important ideas and tools of finance which they might encounter in the normal course of their jobs, and (b) those students who do intend to work in the finance area but do not have the necessary preparation in economics to start with 35000 and 35200.

Since most of what one needs to know, both to understand finance issues in a non-finance position and to interview for internships in the finance area, is corporate finance, the course puts significantly more weight on corporate finance topics than on asset pricing topics. Indeed, the latter are covered only in so far as they are required to understand the former. For example, the course covers the "Capital Asset Pricing Model" at an intuitive level, but does not focus on the mathematics of this theory or cover several other asset-pricing models that are generally discussed in 35000. Neither does the course delve into the institutional details of various assets or asset markets, except in so far as these are needed to understand corporate finance issues (for example, some understanding of bond contracts is essential to understand financing issues).

More specifically, aside from the necessary asset-pricing background, the course considers criteria for corporate investment decisions ("capital budgeting") under various assumptions about the types of investments available (e.g., certain vs. uncertain) and the environment in which these decisions are made (e.g., the tax system). The course also considers the firm's financing decision, namely, what securities to issue and how much to pay out in dividends. Several more specialized topics, such as options and mergers and corporate control are covered as time permits. The format is primarily lecture, but class discussion is strongly encouraged, and four cases will be discussed. A detailed syllabus will be posted on my web site and on the University's Blackboard (Chalk) web site for this course as soon as it is available.

Materials:
The required materials are Berk and DeMarzo, *Corporate Finance*, and a CoursePack.

Grades:
Grades are based on a mid-term exam, a final exam, 4 case write-ups, and class participation. Students are also expected to complete more-or-less weekly problem sets. These are not graded and need not be turned in.

Cannot be taken pass/fail. No auditors.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35001-01	Autumn 2009	MW 3:10PM-4:30PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
35001-81	Autumn 2009	T 6:00PM-9:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200

35100 Financial Instruments - Constantinides, George

View course evaluation

Contents:
We develop the theory of pricing derivatives such that there are no opportunities for arbitrage between a derivative and the underlying securities. We study forward and futures contracts, interest-rate and foreign-exchange swaps, and call and put options. We proceed to develop the implications of no arbitrage in dynamic trading models: the binomial, Black-Scholes-Merton, and stochastic-volatility models. We apply the theory to risk management and the pricing and hedging of options on: equities, indices, currencies, futures, fixed-income securities, and claims to the firm (common stock, senior and junior bonds, callable bonds, warrants, and convertible bonds).

I emphasize the theory and its application to the management of risk and provide the foundations for the courses Business 35101, 35130, 35131, 35132 and 35152. I de-emphasize the institutional aspects of the derivatives markets and refer the student to the related courses, Business 35101 and 35131, where the institutional aspects of the markets are emphasized.

The course is mathematical, requiring some prior exposure to calculus, statistics, and probability theory. By browsing through the course description posted on the portal, you should be able to gauge your proficiency in these skills. The course is intended for students who plan to work in the derivatives industry under a technical capacity. The course is extremely demanding in effort and time and is appropriate for students who have the time and the needed background and motivation. Every effort is made, however, to bring out the intuition behind the results.

Materials:
Lecture notes and readings posted weekly on the course web site; R. McDonald, *Derivatives Markets;* J. Hull, *Options, Futures and Other Derivatives;* and J. Hull, *Solutions Manual.*

Grades:
Based on weekly problem sets, a mid-term and a final examination.

Prerequisites:
Business 35000. Whereas the prerequisite is not enforced, I assume knowledge of the following material: institutional understanding of forward and futures contracts and their differences; institutional understanding of options; discrete and continuous compounding and discounting; and the lognormal property of stock prices.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35100-01	Winter 2010	MW 8:30AM-9:50AM	Harper Center	The Sidney Davidson Classroom-HCC04
35100-02	Winter 2010	MW 10:10AM-11:30AM	Harper Center	The Sidney Davidson Classroom-HCC04
35100-81	Winter 2010	W 6:00PM-9:00PM	Gleacher Center	The Amoco Lecture Hall-GC300

35100 Financial Instruments - Novy-Marx, Robert

View course evaluation

Contents:
In this course students learn how to price derivative securities, such as options, futures, forward contracts and swaps. After covering general arbitrage bounds on derivative

prices, we study specific models to price derivatives: binomial trees, Black and Scholes, and models with stochastic volatility (such as the Derman-Kani tree). We then apply these derivative-pricing models to a rich class of contracts, including corporate securities (corporate bonds, warrants, callable bonds...), currency options, futures options, interest rate derivatives, and real options. During the last weeks, we also apply these derivative-pricing models to risk management. The course is highly mathematical, and students should feel comfortable with calculus, basic probability theory, statistics, and the Excel function solver.

Materials:
Hull, *Options, Futures, and Other Derivative Securities* and Jarrow and Turnbull, *Derivative Securities*.

Grades:
Based on problem sets, mid-term, and final. Cannot be taken pass/fail.

Prerequisites:
Business 35000.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35100-01	Spring 2010	W 8:30AM-11:30AM	Harper Center	The Goldman, Sachs & Co. Lecture Hall-HCC25
35100-81	Spring 2010	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408
35100-85	Spring 2010	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 408
35100-81	Summer 2010	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208

35101 Futures, Forwards, Options & Swaps: Theory and Practice - Belton, Terrence

View course evaluation

Contents:
This course introduces the practical uses of interest rate swaps, credit derivatives, and financial futures and options on government bonds, Eurodollars, stock indexes, and foreign currencies. The focus of the course is on the relationships between derivatives and their underlying cash markets, and on the correct use of swaps, futures, credit derivatives, and options for hedging and trading.

Students best served by this course are those who either hold or expect to hold positions that require the use of interest rate or credit derivatives. These include portfolio managers, bank treasury functions, asset-liability and other risk managers, and traders. Because actual industry practice is combined with financial theory, the course may also appeal to those with academic research interests in swaps, futures, and options.

Prerequisites:
Business 35100.

Description and/or course criteria last updated: 7/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35101-81	Winter 2010	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206

35101 Futures, Forwards, Options & Swaps:Theory and Practice - Culp, Christopher

View course evaluation

Contents:
This course addresses the strategic and tactical dimensions of "derivatives." The course is not primarily a financial instrument valuation class but rather a class on how derivatives can be used to facilitate risk transfer (both for hedging and speculative purposes).

The class is divided into three major parts. In the first part of the course, you will learn to "speak the language of derivatives." We will examine the institutional structure of derivatives activity, including the distinctions between exchange-traded and over-the-counter derivatives and the processes of derivatives trading, clearing, and settlement.

In the second part of the course, we will explore the theoretical aspects of futures, forward, and swap markets as risk transfer markets. We will examine concepts like the theory of supply of storage, the term structure of futures and forward prices, "normal backwardation," and other concepts essential to understanding the use of derivatives to hedge and speculate. Although the emphasis in the theory section will be on commodity derivatives, the discussion applies to financial derivatives, as well.

The third and longest part of the class addresses the tactical aspects of derivatives, including how to choose the type of derivatives solution (e.g., exchange-traded vs. over-the-counter), how to determine the amount to hedge given different business objectives (i.e., "optimal" hedge ratios), and how to overlay market views onto trading and hedging programs. The main products we will cover include energy derivatives (oil, natural gas, electricity), Eurodeposit rate derivatives (dollar swaps, FRAs, Eurodollar strips), currency derivatives, equity derivatives, and credit derivatives.

Students most likely to benefit from this section of Business 35101 are those whose jobs currently or may in the future involve using, trading, or marketing derivatives either on the buy or the sell side. The class is also appropriate for students interested in pursuing work in these fields as consultants rather than direct users.

Materials:
C. L. Culp, *Risk Transfer: Derivatives in Theory and Practice* (Wiley, 2004); G. Burghardt, *The Eurodollar Futures and Options Handbook* (McGraw-Hill, 2003); and a CoursePack of readings.

Grades:
Based primarily on a take-home problem-solving-oriented final exam, and several problem sets.

Prerequisites:
Business 35000 and 35100 or equivalent.

Description and/or course criteria last updated: 7/16/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35101-81 CANCELLED	Spring 2010	F 6:00PM-9:00PM	Gleacher Center	TBA

35120 Portfolio Management - Pastor, Lubos

View course evaluation

Contents:
This quantitative course presents advanced material relevant for portfolio managers, extending the material covered in Investments (Business 35000). Topics include the money management industry (mutual funds, pension funds, hedge funds), modern techniques for optimal portfolio selection, liquidity and transaction costs, properties of asset returns, and investment strategies designed to exploit apparent violations of market efficiency. The method of instruction is a combination of case studies and lectures, which include discussion of recent academic research and its practical applications. The course is best suited for second-year MBA students, as well as for first-year MBA students who have taken Investments.

Materials:
CoursePack containing the syllabus and case studies.

Grades:
Based on weekly group assignments, two exams, and class participation. Cannot be taken pass/fail. No auditors.

Prerequisites:
Business 35000 (strict) and 41100. Students can replace Business 41100 with 41000, but they should then expect to work harder. Students are expected to be comfortable applying statistics, basic calculus, and multiple regression analysis, and to be ready to learn additional quantitative techniques in the course.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35120-01	Spring 2010	F 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
35120-81	Spring 2010	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406
35120-85	Spring 2010	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 406

35130 Fixed Income Asset Pricing - Heaton, John

View course evaluation

Contents:
The market value of fixed income products is skyrocketing, and their complexity is ever increasing. As of the end of 2004, US Government debt stood at around $4 trillion, the corporate debt was valued around $5 trillion and the mortgage backed securities market at around $5.5 trillion. These numbers represent increases of 35%, 42% and 57% over their respective numbers at the end of 2000. Derivative securities demonstrated an even larger increase: as of the end of 2004, the interest rate swap market was valued at around $5 trillion, and OTC forward and options valued at 500 billions, a 135% and 150% increase over their respective values in 2000.

This course covers state-of-the art models and techniques required to analyze fixed income instruments, and their derivatives, in modern financial markets. By the end of the course, students will learn (i) the basic concepts of fixed income instruments, such as yield, duration, convexity; (ii) the modern empirical methodologies to describe Treasury and corporate bond data, such as "curve fitting," factor analysis, and default probabilities; (iii) the most recent modeling techniques for fixed income derivative products used in the Street, such as the models of Vasicek, Cox Ingersoll and Ross, Ho and Lee, Hull and White, Black-Derman-Toy, and Heath-Jarrow-Morton; and, importantly, *(iv)* how to use these models *in practice* to value both traditional derivative instruments, such as Swaps, Bond Options, Caps and Floors, as well as the more recent products, such as Inverse Floaters, Range Notes, Mortgage Backed Securities and Credit Derivatives.

The key feature of *Fixed Income Asset Pricing* is that it strongly emphasizes the *applications* of these models to value real world fixed income products, and their derivatives, by focusing both on the practical difficulties of applying models to the data, as well as on the necessity to use computers to compute prices. The course, which is mathematical in nature and relies on continuous time methodologies (developed within the course), includes many real world *Case Studies* and *Data Analysis* to allow students to apply these models to a wide range of derivatives and new products, as well as to understand their risk and return characteristics.

Prerequisites:
Business 35000 and 35100: strict.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Key:
= No auditors = No provisional grades = No pass/fail grades = No non-Booth Students
= PhD - students only = Lectures = Discussion = Case Studies = Group Projects
= Group Presentations = Ethics discussion/component = Graded homework assignments = Graded attendance/participation = Quizzes
= Midterm = Optional midterm = Final exam (in class) = Final exam (take home)

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35130-81	Winter 2010	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306

35130 Fixed Income Asset Pricing - Veronesi, Pietro

View course evaluation

Contents:

The market value of fixed income products is skyrocketing, and their complexity is ever increasing. For instance, as of the end of 2008, the U.S. government debt stood at around $6 trillion while the mortgage backed securities market at around $9 trillion. These numbers represent increases of almost 40%over their numbers at the end of 2006. Derivative securities demonstrated an even larger increase: as of June 2008, the size (notional) of the interest rate swap market was $357 trillion, and the OTC forward and options market was at 101 trillions, more than 70% and 88% higher than their sizes two years earlier. In addition, as the 2007 – 2009 financial crisis evolves and the recession proceeds, we can expect a substantial increase in the size of the U.S. governments' debt, projected to possibly reach 80% of GDP by 2019, a big increase compared the 40% figure in 2008. In addition, the recent aggressive expansionary monetary policy of the Federal Reserve may lead to higher future inflation. In such an environment, it is of paramount important to obtain a deep understanding of the sources of risk of fixed income securities, and the current methodologies used by market participants to price and hedge fixed income products and complex derivative instruments.

This course covers state-of-the art models and techniques required to analyze fixed income instruments, and their derivatives, in modern financial markets. By the end of the course, students will learn (i) the basic concepts of fixed income instruments, such as yield, duration, convexity; (ii) the modern empirical methodologies to describe Treasury and corporate bond data, such as "curve fitting," factor analysis, and default probabilities; (iii) the most recent modeling techniques for fixed income derivative products used in the Street, such as the models of Vasicek, Cox Ingersoll and Ross, Ho and Lee, Hull and White, Black-Derman-Toy, and Heath-Jarrow-Morton; and, importantly, *(iv)* how to use these models *in practice* to value both traditional derivative instruments, such as Swaps, Bond Options, Caps and Floors, as well as the more recent products, such as Inverse Floaters, Range Notes, Mortgage Backed Securities and Credit Derivatives.

The key feature of *Fixed Income Asset Pricing* is that it strongly emphasizes the *applications* of these models to value real world fixed income products, and their derivatives, by focusing both on the practical difficulties of applying models to the data, as well as on the necessity to use computers to compute prices. The course, which is mathematical in nature and relies on continuous time methodologies (developed within the course), includes many real world *Case Studies* and *Data Analysis* to allow students to apply these models to a wide range of derivatives and new products, as well as to understand their risk and return characteristics. More information is available on the course homepage http://faculty.chicagobooth.edu/pietro.veronesi/teaching/BUS437.htm.

Prerequisites:

Business 35000 and 35100: strict.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35130-01	Autumn 2009	F 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
35130-85	Autumn 2009	S 9:00AM-12:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

35131 Financial Engineering: Cases in Financial Risk Management - Veronesi, Pietro

View course evaluation

Contents:

The 2007 – 2009 financial crisis highlighted once again the importance of financial risk management, not only by financial institutions, but by corporations more generally. A hot discussion resurfaced on the usefulness of popular risk measures, such as Value-at-Risk, as well as of derivative securities as proper instruments to hedge corporate financial risk. As the financial world becomes increasingly more complex and the opportunities offered by derivative instruments increase, so do the potential risks from their misunderstanding and misuse. As the global derivatives market keeps increasing – it reached $592 trillion (notional) in December 2008, a 40% increase over its value in December 2006 – it is as important as ever to be able to exploit the opportunities offered by derivative instruments, not only for proper corporate risk management, but even to gain a strategic advantage once risk management solutions are integrated with the long term corporate goals.

This course uses the case method to study the fundamentals of corporate financial risk management. The course has two main objectives. The first is to cover techniques to identify, measure and manage corporate financial risk, as modern financial markets and regulation require. Specifically, topics of discussion will include dynamic hedging and portfolio replication, the development of Value-at-Risk and expected shortfall, the management of exchange rate risk, interest rate risk, credit risk and operation risk. The second main objective is to build a framework to integrate financial risk management solutions with long-term corporate strategy. We will discuss cases where the use of financial engineering was vital for the success of a business strategy. Typical applications in this case include privatizations, mergers and acquisitions, and financing strategies, among others.

Study questions on each case will be assigned in preparation for the class discussion. At the beginning of each class, students submit a one- or two-page memorandum with the key points of the assigned case. Group work is encouraged, but no more than four students can be in the same group. All names have to appear on each memorandum. Individual homework will also be assigned. A good background in derivative securities and knowledge of spreadsheet programs are necessary. However, the course will focus more on the uses of derivative securities rather than their technical aspects. Hence, a preparation at the level of Business 35100 (Financial Instruments) will be sufficient to analyze the cases. More information is available on the course homepage http://faculty.chicagobooth.edu/pietro.veronesi/teaching/BUS438.htm.

Preassignment: The assignment for the first class is detailed in the CoursePack.

Grades:

Based on a final exam (50%), class participation (30%), memoranda and homework (20%).

Prerequisites:

Business 35000 and 35100: strict.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Key:

= No auditors = No provisional grades = No pass/fail grades = No non-Booth Students

= PhD - students only = Lectures = Discussion = Case Studies = Group Projects

= Group Presentations = Ethics discussion/component = Graded homework assignments = Graded attendance/participation = Quizzes

= Midterm = Optional midterm = Final exam (in class) = Final exam (take home)

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35131-01	Winter 2010	W 8:30AM-11:30AM	Harper Center	Lecture Hall C05
35131-81	Winter 2010	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408

35132 Financial Engineering: Mathematical Models of Option Pricing and their Estimation - Veronesi, Pietro

View course evaluation

Contents:

It is a fact that derivatives' markets have been growing fast in the past decade. As of December 2008, the total notional of over-the-counter derivatives was $592 trillion, a 40% increase over its value in December 2006. A similar expansion was registered by the credit derivatives market, which stood at $42 trillion (notional) at the end of 2008. Although both the global derivatives market and the credit derivatives market experience a decline during the 2008 financial crisis, there is little doubt that they will play a major role in the future. For instance, likely the largely unregulated credit derivatives market will become more regulated, possibly moving to a regulated exchange, but their function as providing insurance on default is too important for it to disappear. The current financial crisis has generated also large trading opportunities, as the dislocation of capital increased the spreads across the board, and numerous apparent "almost arbitrage" opportunities appear available to whoever has capital to invest and the expertise to capture them.

This course covers the analytical and numerical methodologies applied by hedge funds and derivatives trading desks to price complex derivative securities and devise arbitrage strategies. We will apply these methodologies to several case studies, whose topics range from relative value trades in equity options and fixed income instruments, to the pricing of convertible securities using numerical methods. About half of the course is devoted to credit risk and securitization. Numerous profitable opportunities are now available as the government tries to jump start the securitization market again. We will cover case analysis that range from the pricing and hedging of credit derivatives, such as credit default swaps (CDS), to the valuation and risk analysis of cash and synthetic collateralized debt obligations (CDO). We will also discuss and analyze the credit market indices such as TRAC-X.

In a world of increasingly higher sophistication, the valuation of complex derivative securities and the design of arbitrage strategies require the understanding and application of advanced models of option pricing, and their application to real data. This course emphasizes both, and provides students with real world problems to solve.

More information is available on the course homepage http://faculty.chicagobooth.edu/pietro.veronesi/teaching/BUS439.htm.

Prerequisites:

Business 35000 and 35100 OR 35130: strict.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35132-85	Winter 2010	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 408

35150 Advanced Investments - Cochrane, John

View course evaluation

Contents:

This course surveys recent developments in investments, bridging the gap from Business 35000 to the activities of top financial institutions. One central theme: asset pricing has undergone a sea of change in the last 20 years or so, with the realization that expected returns do vary across time, and across assets in ways that the static CAPM and random-walk view does not recognize.

We will cover the modern discount factor approach to asset pricing theory, covering stocks, bonds, and options together. We will cover empirical methods, including how to evaluate asset pricing models and how to evaluate forecasting techniques. We will cover a range of topics, including 1) how stock and bond returns can be predicted over time, 2) understanding the volatility of stock and bond returns, 3) multi-factor models for understanding the cross-sectional pattern of average returns, such as value, growth and momentum effects, 4) the size of the average market return and its relation to fundamental risks, 5) optimal portfolios that reflect multifactor models, return predictability and hedging motives, 6) advanced trading strategies used by trading desks and hedge funds, 7) performance evaluation and benchmarks for funds, 8) liquidity effects and "bubbles" in stock and bonds 9) financial crisis.

This course and the other "advanced investment" classes 35151 (Moskowitz), 35120 (Pastor), 35151 and 35901 (Fama), are designed to be different from the others, yet complementary. Students need not worry about overlap. Most topics are different, and the topics that appear in common are covered from a different perspective in each class.

This course involves a lot of work, including reading, weekly problem sets that encompass both conceptual problems and extensive computer problems, and preparation for class discussion.

Please see the class website for more information, at http://faculty.chicagobooth.edu/john.cochrane/teaching/35150_advanced_investments/

Grades:

Based on homework, class participation and final exam. Cannot be taken pass/fail.

Prerequisites:

Business 35000 and 41100, more advanced courses such as Business 35151, 35901, 35904 and 41202, or their equivalents from other institutions. You need some exposure to finance (CAPM, expectations hypothesis, etc.), and you need to be comfortable running regressions and with simple time series such as the AR(1). The prerequisites are not strict -- you do not have to ask for a waiver, and you can register without them -- but you'll find the class pretty hard if you're missing prerequisites. There is a mandatory first class assignment. See the class website for more information.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Key:

= No auditors
= No provisional grades
= No pass/fail grades
= No non-Booth Students
= PhD - students only
= Lectures
= Discussion
= Case Studies
= Group Projects
= Group Presentations
= Ethics discussion/component
= Graded homework assignments
= Graded attendance/participation
= Quizzes
= Midterm
= Optional midterm
= Final exam (in class)
= Final exam (take home)

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35150-01	Winter 2010	F 8:30AM-11:30AM	Harper Center	Lecture Hall C10
35150-81	Winter 2010	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408

35151 Empirical Asset Pricing - Moskowitz, Tobias

View course evaluation

Contents:

This course provides the basis for testing asset pricing theory. We will develop models and tests for analyzing how and why stock prices move over time and vary across stocks. We will examine the theories and empirical techniques for analyzing markets, covering academic articles and replicating studies using actual asset price data. We will derive models for portfolio decisions and prices, study the extensive empirical work that characterizes movements in security prices, and examine tests to determine whether markets are "efficient." Topics covered include 1) basic statistical tests of asset prices, 2) portfolio theory, 3) single and multi-factor pricing models, 4) market efficiency and anomalies, including value-growth and momentum, 5) behavioral finance, 6) market frictions, 7) trading costs, liquidity, and liquidity risk, 8) financial crises and opportunities for quantitative investing, and 9) empirical evidence on portfolio choice (home and local bias, private equity holdings). These topics and techniques will change depending on the current "state-of-the art" in asset pricing. The course is meant to be flexible.

This course is designed for students who want a more detailed, more rigorous, and up-to-date treatment of asset pricing theory and empirical work than is provided by 35000. It is especially appropriate for students contemplating the analytical concentration in finance, and provides many tools and concepts that are essential for the advanced finance courses. The material is covered in a rigorous analytical manner, and students must be comfortable with technical methodologies (i.e., calculus, linear algebra, and advanced statistical theory). These courses are meant to be difficult, but accessible to the highly motivated M.B.A. student. The reading list is extensive. The expectation is that the average student spends 20+ hours per week on the course, outside of class.

This course, 35150 (Cochrane), 35120 (Pastor) and 35901 (Fama), are designed to be quite different from the others, yet complementary. Students need not worry about overlap. Most topics are different, and the few topics that appear in common are covered from a different perspective in each class.

Grades:

Based on 9 weekly problem sets that apply theory learned in class to actual stock price data and replicate results from many of the academic articles we will read in class. The focus is on rigorous empirical analysis and testing, which is motivated by the asset pricing theory we will derive in class. Class participation, including weekly presentations of academic journal articles, a "referee" (written critical) report on an academic article, and a take home final examination will also comprise the grade. In addition, for Ph.D. students only, a term paper can be written as a substitute for the weekly problem sets or take-home final. Cannot be taken pass/fail. No auditors.

Prerequisites:

Business 33001 and 41100: strict. These are meant to be minimum requirements. A solid background in economics, mathematics, and especially statistics is necessary for the course that meets at least the level of the prerequisites.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35151-01	Spring 2010	M 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07
35151-81	Spring 2010	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308

35152 Structured Finance and Insurance - Culp, Christopher

View course evaluation

Contents:

"Structured finance" refers to the process by which firms raise funds through non-traditional mechanisms, and "Structured Insurance" (also known as "alternative risk transfer") refers to the process by which corporations integrate risk management solutions into their traditional corporate financing activities. Both concepts increasingly refer to that part of the global financial market where securities, derivatives, and insurance markets converge into integrated corporate financing and risk management instruments.

The course begins with a quick review of basic corporate finance theory and how structured finance and insurance fit into that theory. We will then have a background lecture on insurance, reinsurance, and credit risk transfer (including credit derivatives) - all essential for understanding the rest of the course.

The rest of the class will be dedicated to a review of the products and processes of the SF and SI worlds. We will cover the following product/process areas:

Structured Finance: (a) hybrids and convertibles; (b) contingent capital; (c) asset-backed securities; (d) cash and synthetic collateralized debt obligations (CDOs); (e) the leveraged syndicated loan market and CLOs (and their role in financing LBO and M&A activity); and (g) project/principal finance.

Structured Insurance: (a) risk securitizations, insurance-linked notes, and cat bonds; (b) captives, protected cell companies, and mutuals; (c) finite risk and financial reinsurance; (d) multi-line and multi-trigger programs; and (d) contingent cover.

We will also discuss the credit crisis throughout the course - why it happened, what products and markets were affected, and how it will impact the future of structured finance and structured insurance.

This course will not be heavy on mathematics or analytics and is not primarily an asset pricing, cash flow modeling, or financial engineering course. Our perspective instead will be highly institutional (including legal, tax, accounting, etc.) and product-oriented. The goal is for you to understand the basic function, benefits, and risks of structured products and structured financing techniques against a framing and unifying backdrop of corporate finance, risk management, and capital allocation.

The class should appeal primarily to those interested in structured products and insurance on the sales and structuring side (banks, reinsurance companies, derivatives dealers, etc.), and on the issuer side (corporate finance and treasury operations and risk management).

Materials:

Culp, C. L. *Structured Finance and Insurance* (Wiley, December 2005) and a thick CoursePack of readings.

Grades:
Based primarily on a take-home final exam and several problem sets.

Prerequisites:
Business 35000 or equiv.: strict. I recommend but do not strictly require students to have taken Business 35100 or 35101. The recommendation for 35100/35101 is a very strong recommendation - students who are not relatively facile with derivatives may struggle in the class. You don't need to know all the pricing models, but you do need to know how basic products like interest rate swaps work.

Description and/or course criteria last updated: 7/15/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35152-81	Autumn 2009	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408

35200 Corporation Finance - Born, Laura

View course evaluation

Contents:

MBA DESCRIPTION

This course will provide a comprehensive and practical background on corporate finance, with an emphasis placed on practical applications and recent events. The course will combine the transaction experience of the instructor with a textbook, academic research, and case studies.

Corporate finance is about making the right investment (internal and acquisitions), valuation, financing, capital structure, shareholder payout, restructuring (divestiture, go private, etc.), and corporate governance decisions to maximize shareholder value. We will study each of these methods of creating shareholder value. Pre-assignment: A pre-assignment will be posted on the course CHALK page and may be found in the course syllabus. Students are expected to complete the pre-assignment before the first class meeting.

Course Format: The course will be a mix of lectures, case and classroom discussions, and readings. We will reference current events in the financial news as much as possible. A mixture of a textbook, academic research, cases and financial press will be used for the reading. The course will be approximately 60% lecture and 40% case and general discussion.

UNDERGRADUATE-ONLY DESCRIPTION

This course will provide a comprehensive and practical background on corporate finance, with an emphasis placed on practical applications. The course will combine the transaction experience of the instructor with a textbook, academic research, and case studies. This course is ideal for any student who is contemplating or pursuing a career in finance and/or business.

Corporate finance is about making the right investment (internal and acquisitions), valuation, financing, capital structure, shareholder payout, restructuring (divestiture, go private, spin off, etc.) and corporate governance decisions to maximize shareholder value. We will study each of these methods of creating shareholder value, time permitting.

The first part of the course will focus on discounting cash flows, discount rates, and the different types of valuation techniques for internal capital projects and acquisitions of companies. These will include the discounted cash flow method, the adjusted present value method, comparable trading multiples analysis and comparable transactions analysis. The course will then evaluate a company's choice of capital structure, or the mix of debt and equity on the balance sheet, and we will study aspects of both debt and equity securities. Then, we'll evaluate how companies elect to return cash to shareholders via share repurchases and dividends. Finally, as time permits, we will study acquisitions and divestitures, leveraged buy outs (LBOs), private equity, hedge funds and corporate governance.

Course Format: The course will be a mix of lectures, classroom discussion, cases, and articles. We will reference current events in the financial news as much as possible. A mixture of a textbook, academic research, cases and financial press will be used for the reading.

Materials: Berk and Demarzo's *Corporation Finance*, 1st edition. CoursePack of readings and cases. The course syllabus will be posted on CHALK and emailed to registered students prior to the first class. Please read the syllabus and do the assigned readings before the first class. A calculator with financial functions is recommended.

Grades: The course grade will be based on: 8 case write ups (20%), homework assignments (5%), midterm (25%), final exam (50%), and class participation effort (for marginal grades). Group work is required. No auditors permitted. Cannot be taken pass/fail.

Prerequisites: Coursework in economics and/or math is helpful. Accounting is also helpful but not required.

Materials:
MBA SECTION: Berk and Demarzo's *Corporation Finance* and a CoursePack of readings and cases. The course syllabus will be posted on CHALK and emailed to registered students prior to the first class. Please read the syllabus and complete the first class assignment before the first class.

Grades:
MBA SECTION: The course grade will be based on: case write ups , midterm, final exam, and class participation. Homework problems are given; however, they are not turned in or graded.

Group work is required. No auditors permitted. Cannot be taken pass/fail.

Prerequisites:
MBA SECTION: Business 30000 and 35000: strict, 41000 (or 41100) is highly recommended. 30000 and 35000 are strict prerequisites and may not be taken concurrently.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Comment	Quarter	Meeting Day / Time	Building	Room
35200-03 (UNDERGRADUATE ONLY)	Undergraduate Only	Winter 2010	TR 10:30AM-11:50AM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
35200-05		Spring 2010	R 8:30AM-11:30AM	Harper Center	Lecture Hall C06

35200 Corporation Finance - He, Zhiguo

View course evaluation

Contents:
The purpose of this course is to provide you with an understanding of major decisions made by corporate financial managers and familiarize you with the tools used to make these decisions. The first part of the course covers methods used to value investment projects. Particular attention will be given to the methods of weighted-average cost of capital (WACC), and adjusted present value (APV). The next part of the course focuses on issues of corporate financial structure. The focus will be on the choice of financing through equity, debt and other types of securities and on payout policies through dividends. The course also addresses the impact of the agency problem and asymmetric information. Specialized topics, such as mergers and acquisitions, corporate hedging, bankruptcy and real options will be covered as time permits.

Materials:
Berk and DeMarzo, *Corporate Finance;* CoursePack. The syllabus will be posted on Chalk. Please read the syllabus and do the assigned readings before the first class.

Grades:
Based on cases (20%), Class participation and in-class quizzes (10%), midterm exam (30%) and final exam (40%). Midterm score can be replaced by the final score if the latter is higher than the former. No auditors.

Prerequisites:
Business 30000, 33001, 35000 (strict), and 41000 (or 41100) are strongly recommended. Business 35000 is a strict prerequisite and cannot be taken concurrently.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35200-01	Winter 2010	TR 3:10PM-4:30PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
35200-81	Winter 2010	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404
35200-85	Winter 2010	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 408

35200 Corporation Finance - Matvos, Gregor

View course evaluation

Contents:
The purpose of this course is to provide you with an understanding of major decisions made by corporate financial managers and familiarize you with the tools used to make these decisions. The first part of the course covers methods used to value investment projects. Particular attention will be given to the methods of weighted-average cost of capital (WACC), and adjusted present value (APV). The next part of the course focuses on issues of corporate financial structure. The focus will be on the choice of financing through equity, debt and other types of securities and on payout policies through dividends. Specialized topics, such as mergers and acquisitions, corporate hedging, bankruptcy and real options will be covered as time permits.

Materials:
Berk and DeMarzo, *Corporate Finance*; CoursePack. The course description and class schedule will be posted on Chalk.

Grades:
Based on cases, a midterm exam, final exam and class participation. No auditors. Cannot be taken pass/fail.

Prerequisites:
Bus 30000, 33001, 35000, & 41000 or 41100: strict.

Description and/or course criteria last updated: 7/23/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35200-01	Autumn 2009	R 1:30PM-4:30PM	Harper Center	Lecture Hall C05
35200-02	Autumn 2009	F 8:30AM-11:30AM	Harper Center	Lecture Hall C05
35200-81	Autumn 2009	R 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

35200 Corporation Finance - Seru, Amit

View course evaluation

Key:
= No auditors = No provisional grades = No pass/fail grades = No non-Booth Students
= PhD - students only = Lectures = Discussion = Case Studies = Group Projects
= Group Presentations = Ethics discussion/component = Graded homework assignments = Graded attendance/participation = Quizzes
= Midterm = Optional midterm = Final exam (in class) = Final exam (take home)

Contents:
This course will analyze the major decisions facing corporate financial managers. The first part of the class will focus on the methods used to value investment decisions. The methods of weighted-average cost of capital (WACC), and adjusted present value (APV) will be presented and applied. The second part will cover issues related to financing decisions. The focus will be on what securities to issue and how much to pay out in dividends. Specialized topics, such as mergers and acquisitions, corporate hedging and real options will be covered as time permits. The course is approximately one-third cases and two-third lectures.

Materials:
The primary text is Berk and Demarzo's *Corporation Finance,* 1st edition. There is a CoursePack with additional materials. The syllabus will be posted on Chalk. Please read the syllabus and do the assigned readings before the first class.

Grades:
Based on case write-ups, a mid-term examination, a final examination, and class participation. Cannot be taken pass/fail. No auditors.

Prerequisites:
Business 30000, 33001, 35000 (strict), and 41000 or 41100. Business 35000 is a strict prerequisite and cannot be taken concurrently.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35200-82	Winter 2010	R 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400
35200-02	Winter 2010	R 8:30AM-11:30AM	Harper Center	The PIMCO Classroom-HCC07

35200 Corporation Finance - Sufi, Amir

View course evaluation

Contents:
This course focuses on the major decisions made by corporate financial managers. The class is divided into two sections. The first part focuses on valuation. Particular attention is given to calculating free cash flows, discount rates, valuing incremental investments, the effects of financing on value, the WACC, the APV, mergers and acquisitions, and real options. The second half of the class is devoted to understanding which securities should be used to finance investment. We will consider the tax and bankruptcy implications of debt financing, and then turn to how information and agency problems influence security choice. Applications include dividend policy, venture capital contracts, leverage buyouts, convertible debt, syndicated loans, and debt covenants.

Materials:
Berk and Demarzo's *Corporation Finance,* 1st edition, and a CoursePack of readings.

Grades:
Based on cases, a midterm exam, and a final exam. Homework problems are critical to understanding the material, but are not graded.

Prerequisites:
Business 30000, 33001, 35000 (strict), and 41000 or 41100.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35200-03	Spring 2010	W 8:30AM-11:30AM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
35200-04	Spring 2010	R 8:30AM-11:30AM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
35200-82	Spring 2010	W 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

35200 Corporation Finance - Carmel, Jonathan

View course evaluation

Contents:
The focus of this course is financial valuation of businesses and product lines and understanding the uses of both discounted cash flow and multiples in valuation. Internal rate of return will also be examined. The class blends cases and lectures together in that most of the tools and concepts covered will be explored in the context of cases presented by the instructor. For most cases, students will be responsible for reading the case in advance and completing a (typically but not exclusively) short homework assignment related to the upcoming case. Students will be required to provide an extensive case analysis for the course's final case. There will also be homework assignments which are not case related.

The course will emphasize valuation almost exclusively. While valuation of interest tax shields will be covered in depth, issues related to financing and financial strategy will be given minimal attention. My view is that this is proper for a first course on corporate finance. Most of the natural follow-on courses to Business 35200, such as Business 35201 and 35205, give heavy emphasis to financing and financial strategy. Business 35200 is the time to learn valuation in depth.

Materials:
The CoursePack of cases and readings is required. The following textbook is required: *Corporate Finance* by Ross, Westerfield, and Jaffe. Students are encouraged to buy a used copy of an old edition. Any edition from the 7th on will be sufficient for this course.

Grades:

Based on homework, class participation, one case write-up at the end of the course, and a final. There is no midterm. Please do not take the course if sitting for a final without first taking a midterm will be inordinately stressful. We have a limited number of sessions. I want to use all our class time for instruction.

Prerequisites:
Business 30000, 33001, and 35000 are all strict prerequisites. None may be taken concurrently. While it is not a strict requirement, students are strongly encouraged to attend the first class session. Students who miss the first session are likely to feel lost during the following three sessions. If you are shopping between different classes at the start of the term and are considering this course, please attend the first session.

Description and/or course criteria last updated: 12/11/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35200-81	Summer 2010	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306
35200-85	Summer 2010	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 306

35200 Corporation Finance - Hadlock, Charles

View course evaluation

Contents:
The purpose of this course is to provide you with an understanding of major decisions made by corporate financial managers and to familiarize you with the tools used to make these decisions. The first part of the course covers methods used to value investment projects. Particular attention will be given to the weighted-average cost of capital (WACC) and adjusted present value (APV) methods. The next part of the course focuses on issues of corporate financial structure. The focus will be on the choice of financing through equity, debt and other types of securities and on payout policies through dividends. Specialized topics, such as mergers and acquisitions, corporate hedging, bankruptcy and real options will be covered as time permits. The format is primarily lecture, but some cases will be discussed. A detailed syllabus will be posted on my web site and on the University's Blackboard (Chalk) web site as soon as it is available.

Materials:
Berk and DeMarzo, *Corporate Finance*; CoursePack. The syllabus will be posted on Chalk. Please read the syllabus and do the assigned readings before the first class.

Grades:
Based on cases, problem sets, midterm exam, final exam and class participation. Cannot be taken pass/fail No auditors.

Prerequisites:
Business 30000, 33001, 35000 (strict), and 41000 or 41100. Business 35000 is a strict prerequisite and cannot be taken concurrently.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35200-01	Spring 2010	T 8:30AM-11:30AM	Harper Center	The PIMCO Classroom-HCC07
35200-81	Spring 2010	M 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

35200 Corporation Finance - Ravid, S.

View course evaluation

Contents:
The purpose of this course is to provide an understanding of major decisions made by corporate financial managers and discuss the tools used to make these decisions. We begin with criteria for investment decisions ("capital budgeting"). We will also cover the financing decision, namely, what securities firms should issue (capital structure) and how they are issued as well as the payout policy (dividends). We will cover mergers and acquisitions as well as several more specialized topics, such as corporate control and hedging, if time permits. The course will address current events as they relate to the topics we cover. A detailed syllabus will be posted in early 2010.

Materials:
The text is Berk and DeMarzo, *Corporate Finance*. There will be a CoursePack of readings and cases.

Grades:
Grades are based on class work, cases and assignments including a presentation, a mid-term (only if it is better than the final) and a final exam.

Prerequisites:
Business 30000, 33001, 35000 (strict), and 41000 (or 41100). Business 35000 is a strict prerequisite and cannot be taken concurrently.

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35200-02	Spring 2010	F 1:30PM-4:30PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08

Key:

= No auditors
= No provisional grades
= No pass/fail grades
= No non-Booth Students
= PhD - students only
= Lectures
= Discussion
= Case Studies
= Group Projects
= Group Presentations
= Ethics discussion/component
= Graded homework assignments
= Graded attendance/participation
= Quizzes
= Midterm
= Optional midterm
= Final exam (in class)
= Final exam (take home)

35200-83	Spring 2010	R 6:00PM-9:00PM	Gleacher Center	The John P. Gould Classroom-GC303

35201 Cases in Financial Management - Gregory, Nathaniel

View course evaluation

Contents:

This is an advanced course that provides a bridge between theory and practice in corporate finance. The course will be taught using cases from recent years that cover topics such as: corporate valuation; investment strategy and capital structure; corporate restructuring; strategic transactions such as IPOs, spin-offs, and tender offers; mergers and acquisitions; etc. Students working together in groups of 3-4 will prepare a memorandum each week, analyzing the case to be covered and responding to questions distributed beforehand. There will be at least one in-class student exercise.

Although the course is focused primarily on high level financial strategy, some of the material is fairly technical and a solid background in basic corporate finance is essential. The course has application to most areas of finance and management, but would be especially useful for students interested in investment banking.

Grades:

Grades will be based on the case memoranda, class participation and a final exam. The course cannot be taken pass/fail.

Prerequisites:

Business 35000 and 35200 (or 35901 and 35902).

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35201-01	Autumn 2009	W 8:30AM-11:30AM	Harper Center	Lecture Hall C06
35201-01	Winter 2010	W 8:30AM-11:30AM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
35201-82	Winter 2010	W 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304
35201-01	Spring 2010	T 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
35201-81	Spring 2010	T 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

35201 Cases in Financial Management - Leftwich, Richard

View course evaluation

Contents:

This course uses financial analysis to formulate and evaluate managerial strategy. We will discuss funds requirements, investment decisions, financing decisions, risk management, and corporate control. The course will be taught primarily with cases. Students are required to work in groups (of up to four) and to submit, at the beginning of each class, a two-page case memorandum for each case. The memoranda will be graded. Some lectures and readings will supplement case discussions.

Preassignment: For the first class, please hand in a one- to two-page memorandum on the first cases.

Grades:

Based on a final exam, individual class participation, and the case memoranda. Cannot be taken pass/fail. No auditors.

Prerequisites:

Business 35000 and 35200 (or 35901 and 35902).

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35201-85	Autumn 2009	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 406
35201-81	Autumn 2009	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406

35201 Cases in Financial Management - Muscarella, Chris

View course evaluation

Contents:

This course takes a financial approach to managerial decision making. It is designed to be a practical, overview course in corporate finance. As such, the objective is to draw together the various topics in managerial finance and present a unified, integrated view of the overall subject areas. The course builds upon and reinforces the theoretical and institutional framework learned in introductory corporate finance courses, and, primarily through the vehicle of case analyses, seeks to apply these concepts to real or simulated business situations.

The course will require the student to deal with case applications of basic financial concepts and to consider recent empirical and theoretical findings in the field. The topics covered include financial analysis and planning, capital expenditure analysis, capital structure and dividend policies, corporate structure and restructuring, mergers and acquisitions, insider trading, IPOs and international corporate equity offerings. Integrated throughout the course will be issues of managerial compensation and potential management-shareholder conflicts.

Materials:

All required cases are in the CoursePack, along with supplementary readings.

Grades:
Based on a final exam (50%), individual class participation (30%), and one case write-up (20%). Cannot be taken pass/fail.

Prerequisites:
Business 35000 and 35200 (or 35901 and 35902).

Description and/or course criteria last updated: 7/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35201-81	Summer 2010	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306
35201-85	Summer 2010	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 306

35201 Cases in Financial Management - Rock, Kevin

View course evaluation

Contents:
Cases in Investment Banking

The Course considers a variety of investment banking assignments from the case point of view. These include (1) Client advisory assignments, on such topics as optimal capital structure and dividend policy, (2) Mergers and Acquisitions, from both a defensive and acquisitive point of view, (3) Capital raising and transaction structuring and (4) Fairness opinions and other fiduciary issues.

In addition to addressing the topics above, the Course seeks to develop skills and techniques applicable more generally in Finance. These include strategic assessments of possible business combinations; valuations by discounted cash flow (flows to equity, flows to capital, APV) and other methods (Monte Carlo simulations of real options) and optimal bidding under uncertainty in a structured auction environment.

Materials:
CoursePack, handouts, and a recommended (but optional) reference text.

Grades:
Four case write-ups, one due approximately every two weeks, comprise 20% of the course grade in total. (Group work is acceptable). There is also a Midterm and Final, each worth 30%. Students who are active and well-prepared in class can receive up to a 10% "gratuity" for class participation.

Prerequisites:
Business 35000 and 35200 (or 35901 and 35902) are prerequisites, though for exceptionally qualified students, these may be taken concurrently, with the instructor's approval.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35201-02	Winter 2010	M 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
35201-81	Winter 2010	M 6:00PM-9:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200

35202 Financial Markets and Institutions - Diamond, Douglas

View course evaluation

Contents:
This is an advanced course in corporate finance. The course studies financial institutions, financial crises, and the design of financial contracts. The economic role of various types of debt contracts is one theme. The strategic effects of the bankruptcy and reorganization process is another. The perspective is that of the chief financial officer (CFO), who must choose a source of funds, choosing between issuing securities directly to the public versus borrowing from an intermediary such as a bank or insurance company.

The course begins with models of the role of debt contracts and bankruptcy. It then considers in detail the issue of reorganizing firms in financial distress. One focus is on the effects various financial contracts have on the bargaining power of borrowers and of lenders.

The role of financial intermediaries in facilitating this reorganization is developed: this is a study of the corporate finance role of banks. The course also studies risk management and hedging policies in firms and banks. It considers the risk management goals that ought to be selected by firms.

The course examines consequences of a bank's corporate finance role for its other operations. A related topic is the method by which liquidity is provided by financial markets and by financial institutions. Providing liquidity by offering short-term debt may leave banks exposed to the risk of a financial crisis. We examine recent financial crises, including the Asian debt crisis, the problems of hedge funds in the United States, and the sub-prime mortgage credit crisis of 2007-2010 in this light.

More than half of the course is related to bankruptcy and reorganization, but it is not in any sense a bankruptcy law course. The course is a mix of concepts (economic models) and applications.

Grades:

Based on required write-ups of several cases and applied problems (done in groups). In addition, there are several required quantitative homework problems that extend and review the models developed in class. There is a mid-term and a final exam.

Prerequisites:
Business 35000 and 35200. A brave and motivated student may take Business 35200 concurrently.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35202-01	Spring 2010	T 8:30AM-11:30AM	Harper Center	Lehman Brothers Classroom-HCC02
35202-81	Spring 2010	M 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

35205 Cases in Corporate Control and Governance - Gregory, Nathaniel

View course evaluation

Contents:
This course combines law and corporate finance to understand how shareholders try to monitor what public corporations are doing and control what happens to their investment. It will be taught using cases from recent years that cover topics such as: takeovers; tender offers, fairness opinions, lockups, staggered boards and poison pills; shareholder activism and proxy contests; squeeze-outs, dual class voting and other control structures for closely-held corporations; etc. Students working together in groups of 3-4 will prepare several memoranda during the course, analyzing cases to be covered and responding to questions distributed beforehand. There will be at least one in-class student exercise.

This course is covers corporate control and governance from a capital markets perspective. There is very little focus on internal governance procedures, CEO compensation policies and succession, or board composition and best practices, which are better covered in Business 42108. There is a fair amount of case law covered in the course.

Grades:
Grades will be based on the case memoranda, class participation and a final exam. The course cannot be taken pass/fail.

Prerequisites:
Business 35000 and 35200 (or 35901 and 35902). Business 35201 would be helpful.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35205-81	Spring 2010	W 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

35206 Advanced Topics in Corporate Finance - Rock, Kevin

View course evaluation

Contents:
In contrast to my sections of Business 35201, this Course focuses on Finance from the CFO's point of view, rather than the investment banker's point of view. It considers a variety of topics that are of particular relevance to managing a corporation's financial affairs and supporting the business strategy. These include IPO's, real options, project finance, hedging, securitization, and restructuring. The approach is case oriented with intermittent lectures.

Grades:
There is a midterm and three graded homeworks. There is no final examination.

Prerequisites:
Business 35201.

Description and/or course criteria last updated: 2/16/10

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35206-81	Spring 2010	M 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

35210 International Corporate Finance - Rajan, Raghuram

View course evaluation

Contents:

Key:
= No auditors = No provisional grades = No pass/fail grades = No non-Booth Students
= PhD - students only = Lectures = Discussion = Case Studies = Group Projects
= Group Presentations = Ethics discussion/component = Graded homework assignments = Graded attendance/participation = Quizzes
= Midterm = Optional midterm = Final exam (in class) = Final exam (take home)

This course will explore the challenges of corporate finance and investment in a more integrated global economy. How should one optimally organize the location of production, control, and financing? What kinds of new concerns emerge when the whole world, rather than just one's domestic economy, become the arena of decision making? How does decision making depend on the environment one is doing business in? Most students will see this as an alternative to the case course in corporate finance (35201), but some could see it as a complement.

Materials:
The course will be based on a set of readings and cases.

Grades:
Grades will be based on class participation, case-write-ups, a project, and an exam. No auditors.

Prerequisites:
Business 35000 and 35200: strict.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35210-01	Spring 2010	F 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03
35210-81	Spring 2010	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208
35210-85	Spring 2010	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 208

35211 The Analytics of Financial Crises - Kashyap, Anil

View course evaluation

Contents:
This is an advanced course that uses the tools of corporate finance to analyze financial crises. Much of the material will pertain to the most recent global crisis, but we will also study past crises. We will begin by studying the Great Depression and the Japanese and Swedish economic crises in the 1990s. Next we will study the proximate causes of the recent crisis, housing and structured finance. The third part of the course will cover the periods of stress related the demise of Bear Stearns, the failure of Lehman Brothers and the sovereign debt problems that surfaced for Greece. The section of the course will pertain to regulatory reform proposals aimed at averting future crises. The class will consist of a blend of lectures, cases, and general discussion. There will likely be a mandatory extra class meeting with a guest speaker.

To accommodate the guest speaker I will reschedule a class. A detailed week-by-week syllabus and answers to a set of frequently asked questions (including who the guest speaker will be and the time of the rescheduled class) will be posted on the http://chalk.uchicago.edu course web page, by February 1.

Preassignment: For the first class, doing the reading assignment that is posted in Chalk and complete the homework associated with the reading. Also bring your name card, along with a completed copy of the student information sheet that is posted in Chalk.

Materials:
Readings will come from a CoursePack of articles. The forthcoming book by David Wessel, "In Fed We Trust" is also required. Students are expected to read *The Wall Street Journal* every day. The course draws heavily from current events.

Grades:
Based on class participation, case write-ups, and a final exam. No auditors and no pass/fail grades. Non-Booth students need permission of instructor. If you are going to miss class or cannot devote significant time to preparing the cases, you should not take this course.

Prerequisites:
Business 35200: strict. Business 33040 is highly, highly recommended.

Description and/or course criteria last updated: 6/10

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35211-01	Spring 2010	W 8:30AM-11:30AM	Harper Center	Lecture Hall C10
35211-81	Spring 2010	W 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400
35211-02	Spring 2010	R 1:30PM-4:30PM	Harper Center	Lecture Hall C10

35215 Behavioral and Institutional Finance - Vishny, Robert

View course evaluation

Contents:
This is an advanced course covering a variety of special topics. These topics should include: Understanding financial crises and the role of banks; Investor sentiment, anomalies, and market efficiency; The money management business and the inherent limitations of professional arbitrage; The role of cross-country institutional differences in explaining differences in financial markets and access to finance; Finance and rent-seeking: Are financial people overpaid?; Implications of asset price volatility for corporate finance, including merger waves and financial innovation.

Materials:
Selected readings.

Grades:
Based on class participation, a short paper, and a longer final paper.

Prerequisites:
Bus 35000 and 35200 or equivalent.

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35215-01	Spring 2010	W 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07

35600 Seminar: Finance - He, Zhiguo
View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35600-01	Autumn 2009	T 1:00PM-2:50PM	Harper Center	The Eugene F. Fama Classroom-HCC03

35600 Seminar: Finance - Heaton, John
View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35600-01	Autumn 2009	T 1:00PM-2:50PM	Harper Center	The Eugene F. Fama Classroom-HCC03

35600 Seminar: Finance - Koijen, Ralph
View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35600-01	Spring 2010	T 1:20PM-2:50PM	Harper Center	The Eugene F. Fama Classroom-HCC03

35600 Seminar: Finance - Matvos, Gregor
View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35600-01	Spring 2010	T 1:20PM-2:50PM	Harper Center	The Eugene F. Fama Classroom-HCC03

35600 Seminar: Finance - Pastor, Lubos
View course evaluation

Contents:
Advanced topics in finance are discussed in detail and research topics presented. Faculty from other universities are invited to speak at the seminar.

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35600-01	Winter 2010	T 1:00PM-2:50PM	Harper Center	The Eugene F. Fama Classroom-HCC03

35601 Applied Theory Workshop - Prendergast, Canice
View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35601-01	Autumn 2009	M 1:20PM-3:00PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

35601 Applied Theory Workshop - Sapra, Haresh
View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35601-01	Spring 2010	M 1:20PM-3:00PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

35601 Applied Theory Workshop - Stole, Lars

View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35601-01	Spring 2010	M 1:20PM-3:00PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

35601 Applied Theory Workshop - Holden, Richard

View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35601-01	Autumn 2009	M 1:20PM-3:00PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

35901 Theory of Financial Decisions I - Fama, Eugene

View course evaluation

Contents:
This Ph.D.-level course is concerned with models for portfolio decisions by investors and the pricing of securities in capital markets. The material is covered in a rigorous analytical manner, although formal technical requirements are minimal. This course is meant to be difficult, but accessible to the motivated M.B.A. student. The reading list is extensive. The expectation is that the average student spends 15+ hours per week on the course, outside of class.

Grades:
Based on weekly take home exam questions, about five problem sets, and a term paper (optional for M.B.A. students). Class participation (I cold call) is also used to determine grades. Cannot be taken pass/fail. No auditors.

Prerequisites:
Bus 33001, 41000, and 41100: strict; or consent of instructor. A good fundamental background in economics and statistics. I will grant waivers for students who have strong backgrounds in economics and statistics. Permission of instructor required for all non-Chicago Booth students.

Description and/or course criteria last updated: 7/23/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35901-01	Autumn 2009	MW 8:30AM-11:30AM	Harper Center	The Eugene F. Fama Classroom-HCC03

35902 Theory of Financial Decisions II - Diamond, Douglas

View course evaluation

Contents:
This course provides a theoretical and empirical treatment of major topics in corporate finance, including: capital structure and financial contracting; investment decisions; bankruptcy; and, the market for corporate control. The course is designed to be the first Ph.D. course in corporate finance. As such, the course materials consist primarily of academic articles.

Grades:
Grades will be based on problem sets, referee reports and a final examination.

Prerequisites:
Business 35901.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35902-01	Winter 2010	TR 10:10AM-11:30AM	Harper Center	Lecture Hall C10

35902 Theory of Financial Decisions II - Rajan, Raghuram

View course evaluation

Contents:
This course provides a theoretical and empirical treatment of major topics in corporate finance, including: capital structure and financial contracting; investment decisions; bankruptcy; and, the market for corporate control. The course is designed to be the first Ph.D. course in corporate finance. As such, the course materials consist primarily of academic articles.

Grades:
Grades will be based on problem sets, referee reports and a final examination.

Prerequisites:
Business 35901.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35902-01	Winter 2010	TR 10:10AM-11:30AM	Harper Center	Lecture Hall C10

35902 Theory of Financial Decisions II - Sufi, Amir
View course evaluation

Contents:
This course provides a theoretical and empirical treatment of major topics in corporate finance, including: capital structure and financial contracting; investment decisions; bankruptcy; and, the market for corporate control. The course is designed to be the first Ph.D. course in corporate finance. As such, the course materials consist primarily of academic articles.

Grades:
Grades will be based on problem sets, referee reports and a final examination.

Prerequisites:
Business 35901.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35902-01	Winter 2010	TR 10:10AM-11:30AM	Harper Center	Lecture Hall C10

35903 Theory of Financial Decisions III - Diamond, Douglas
View course evaluation

Contents:
We plan to cover three broad topics in this course: (1) theory of the firm; (2) the development of financial markets and its effects on real markets; and (3) financial intermediaries. We will start by trying to understand why firms exist. This will naturally lead on to questions about their organizational and control structures and about the way they are financed. Financial intermediaries play a key role in financing and we will attempt to understand why they are useful. Among the topics we will examine are the effects of financial contracts and intermediaries on incentives, commitment, and the liquidity of markets and the chance of a financial crisis.

This course is intended for Ph.D. students and advanced M.B.A. students who have a substantial understanding of formal economics and some basic game theory.

Grades:
Grades will be based on problem sets, referee reports and a final examination.

Prerequisites:
Business 35902: strict. A solid background in advanced microeconomics is highly recommended.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35903-01	Spring 2010	W 3:00PM-6:00PM	Harper Center	Lecture Hall C09

35903 Theory of Financial Decisions III - Zingales, Luigi
View course evaluation

Contents:
We plan to cover three broad topics in this course: (1) theory of the firm; (2) the development of financial markets and its effects on real markets; and (3) financial intermediaries. We will start by trying to understand why firms exist. This will naturally lead on to questions about their organizational and control structures and about the way they are financed. Financial intermediaries play a key role in financing and we will attempt to understand why they are useful. Among the topics we will examine are the effects of financial contracts and intermediaries on incentives, commitment, and the liquidity of markets and the chance of a financial crisis.

This course is intended for Ph.D. students and advanced M.B.A. students who have a substantial understanding of formal economics and some basic game theory.

Grades:
Grades will be based on problem sets, referee reports and a final examination.

Prerequisites:
Business 35902: strict. A solid background in advanced microeconomics is highly recommended.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35903-01	Spring 2010	W 3:00PM-6:00PM	Harper Center	Lecture Hall C09

35904 Asset Pricing - Koijen, Ralph

View course evaluation

Contents:
This is the first course in the Ph.D. asset pricing sequence. We will march through the book *Asset Pricing* as far as possible. Main topics will be: 1) Discount factors and the consumption-based asset pricing model; 2) Mean-variance analysis; 3) Linear factor pricing models CAPM, ICAPM, APT; 4) GMM and regression based tests of asset pricing models; 5) Term structure of interest rates; 6) Black-Scholes and its extensions; 7) Empirical survey: Equity premium, volatility, predictability, and multiple factors; 8) New utility functions; 9) Portfolio theory.

Prerequisites:
Most students take this course in their second year. You need at least one Ph.D. microeconomics course, one Ph.D. level macroeconomics course, and one Ph.D. level time series course before taking this course.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35904-01	Autumn 2009	T 8:30AM-11:30AM	Harper Center	Lecture Hall C05

35905 Topics in Empirical Finance - Cochrane, John

View course evaluation

Contents:
This course follows the theoretical development of 35904, focusing on current empirical work in finance. Topics will include stock, bond and foreign exchange return predictability and present value relations, macro-finance and consumption-based approaches to understanding risk premiums, liquidity and trading effects, and dynamic portfolio theory.

Materials:
See the class website for detailed course outline, reading list, and other important information.
http://faculty.chicagobooth.edu/john.cochrane/teaching/Empirical_Asset_Pricing/

Prerequisites:
Students should have some Ph.D. level background in macroeconomics, finance, and time-series econometrics. The course is designed for students who have taken 35904 and 35901.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35905-01	Winter 2010	MW 10:10AM-11:30AM	Harper Center	Lecture Hall C10

35907 Topics in Asset Pricing - Hansen, Lars

View course evaluation

Contents:
This Ph.D-level course covers topics in the area of dynamic asset pricing, including standard complete market models, incomplete markets, portfolio constraints and transaction costs, learning and uncertainty, asymmetric information and other recent developments such as non-time additive preferences. The course will also cover selected topics in the area of derivative pricing and term structure models.

Description and/or course criteria last updated: 6/09

Key:
= No auditors · = No provisional grades · = No pass/fail grades · = No non-Booth Students
= PhD - students only · = Lectures · = Discussion · = Case Studies · = Group Projects
= Group Presentations · = Ethics discussion/component · = Graded homework assignments · = Graded attendance/participation · = Quizzes
= Midterm · = Optional midterm · = Final exam (in class) · = Final exam (take home)

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35907-01	Spring 2010	MW 9:00AM-10:30AM	Harper Center	The Eugene F. Fama Classroom-HCC03

35907 Topics in Asset Pricing - Heaton, John

View course evaluation

Contents:
This Ph.D-level course covers topics in the area of dynamic asset pricing, including standard complete market models, incomplete markets, portfolio constraints and transaction costs, learning and uncertainty, asymmetric information and other recent developments such as non-time additive preferences. The course will also cover selected topics in the area of derivative pricing and term structure models.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35907-01	Spring 2010	MW 9:00AM-10:30AM	Harper Center	The Eugene F. Fama Classroom-HCC03

35908 Research Projects: Finance - Fama, Eugene

View course evaluation

Contents:
This is a research course for M.B.A. and Ph.D. students. The course requirement is a research paper, due at the end of the quarter. The prerequisites are (i) my approval of the research topic, (ii) my judgment that the student has sufficient background to complete the project, and (iii) the topic is in my area of interest and expertise, so I can be helpful in seeing the paper to completion. Paper topics in finance and economics are most likely to meet these criteria. Detailed original cases studies, or other types of applications, may be acceptable for M.B.A. students. Projects can be carried out independently or in groups of up to three students. There is one class session per week, where verbal progress reports will be given, and discussed by the rest of the class.

Grades:
The course grade is based primarily on the final paper, but class participation is also considered.

Prerequisites:
Consent of instructor. Cannot be taken pass/fail. No auditors.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35908-01	Spring 2010	R 1:30PM-6:00PM	Harper Center	Seminar Room 3A

36104 Tools for Business Analysis: Excel and Matlab - Martin, R.

View course evaluation

Contents:
In a modern corporation, data reside in numerous places in various formats. To build analytical models for decision support, it is necessary to integrate data from various sources, manipulate, slice, dice, analyze and present those data in a compelling graphical display. This course will focus on how to do this using Excel and Matlab. The course will cover building optimization and simulation models in Matlab and Excel. In addition, we will cover VBA (Visual Basic for Applications) and the Matlab scripting language. Students will learn how to use Excel and Matlab as an aid in analyzing cases and completing homework and projects in other Booth courses.

Grades:
Based on homework, quizzes or a mid-term, and a final exam or project. Cannot be taken pass/fail. No auditors.

Prerequisites:
Basic knowledge of spreadsheets.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Comment	Quarter	Meeting Day / Time	Building	Room
36104-01		Winter 2010	W 1:30PM-4:30PM	Harper Center	Lecture Hall C10
36104-02 (UNDERGRADUATE ONLY)	Undergraduate Only	Winter 2010	R 1:30PM-4:30PM	Harper Center	The Goldman, Sachs & Co. Lecture Hall-HCC25
36104-81		Winter 2010	R 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

36106 Managerial Decision Modeling - Sandikci, Burhaneddin

View course evaluation

Contents:

The modern business world regularly forces managers to make decisions of great importance in complex situations and in the face of much uncertainty that involve many possible options for action. Successful decision-making, therefore, requires the ability to structure complex problems, to analyze available options in an uncertain world, and to finally make the best decision given the information available. This course teaches you frameworks for how to formulate managerial decision models that represent real-world problems in a wide range of business areas including operations, marketing, finance, and strategy. You learn how to analyze and ultimately solve such decision models and to understand the managerial interpretations of your model solution. The skills you learn in this course will greatly enhance your analytical problem solving capabilities.

This course develops and uses Excel spreadsheets as a modeling platform, because spreadsheets have become an essential medium of business analysis. You learn how to apply analytical tools including optimization, simulation, and decision trees to examine managerial decision models using Excel commands, functions, and add-ins. You practice good spreadsheet design and presentation principles, and perform comprehensive sensitivity analyses using your spreadsheet models to check the robustness of the proposed decisions. Business applications include those of resource allocation (how to utilize available resources optimally), risk analysis (how to incorporate uncertainty in problem parameters), and sequential decision-making through time. In case discussions you explore the effectiveness of various spreadsheet model designs in informing managerial decision-making.

Grades:

Based on exams, homework assignments, which include spreadsheet model building and case analyses, and class participation. Cannot be taken pass/fail. No auditors. Note: Summer 5-week section will not have a midterm exam.

Prerequisites:

Any previous or concurrent exposure to statistics at the level of 41000 will be helpful. Although the example models discussed in this class cross many functions of business, little or no prior background in those areas is required.

We will assume that students have some familiarity with Excel. However, one does not have to be an Excel expert to benefit from the course. Knowing how to enter and copy simple formulas involving relative and absolute cell addresses, how to use general-purpose Excel functions (for example, the If() function) and how to draw different types of graphs in Excel should be sufficient. This course involves in-class software demonstrations and "hands-on" practices. Students will be expected to bring their laptop to class each week.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
36106-81	Spring 2010	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404
36106-01	Spring 2010	M 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
36106-81	Summer 2010	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306
36106-85	Summer 2010	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 408

36106 Managerial Decision Modeling - Su, Che-Lin

View course evaluation

Contents:

The modern business world regularly forces managers to make decisions of great importance in complex situations and in the face of much uncertainty that involve many possible options for action. Successful decision-making, therefore, requires the ability to structure complex problems, to analyze available options in an uncertain world, and to finally make the best decision given the information available. This course teaches you frameworks for how to formulate managerial decision models that represent real-world problems in a wide range of business areas including operations, marketing, finance, and strategy. You learn how to analyze and ultimately solve such decision models and to understand the managerial interpretations of your model solution. The skills you learn in this course will greatly enhance your analytical problem solving capabilities.

This course develops and uses Excel spreadsheets as a modeling platform, because spreadsheets have become an essential medium of business analysis. You learn how to apply analytical tools including optimization, simulation, and decision trees to examine managerial decision models using Excel commands, functions, and add-ins. You practice good spreadsheet design and presentation principles, and perform comprehensive sensitivity analyses using your spreadsheet models to check the robustness of the proposed decisions. Business applications include those of resource allocation (how to utilize available resources optimally), risk analysis (how to incorporate uncertainty in problem parameters), and sequential decision-making through time. In case discussions you explore the effectiveness of various spreadsheet model designs in informing managerial decision-making.

Grades:

Based on exams, homework assignments, which include spreadsheet model building and case analyses, and class participation. Cannot be taken pass/fail.

Prerequisites:

Any previous or concurrent exposure to statistics at the level of 41000 and financial accounting at the level of 30000 will be helpful. Although the example models discussed in this class cross many functions of business, little background in those areas is required. Some basic financial and statistical concepts such as NPV (Net Present Value), mean/variance of random variables, cash flow and income statement, etc, will be often used in examples and assignment problems in the class. I will briefly review these concepts when necessary and more importantly, I will demonstrate how to calculate these metrics in Excel. If you are not familiar with these concepts, it is essential that you are willing to put in extra efforts.

I will assume that you have some familiarity with Excel 2007. However, one does not have to be an Excel expert to benefit from the course. Knowing how to enter and copy simple formulas involving relative and absolute cell addresses, how to use general-purpose Excel functions (for example, the If() function) and how to draw different types of graphs in Excel should be sufficient. This course involves in-class software demonstrations and "hands-on" practices. You will be expected to bring their laptop to class each week.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
36106-01	Winter 2010	R 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03
36106-85	Winter 2010	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 208

36600 Workshop in Operations/Management Science - Birge, John

View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
36600-01	Winter 2010	T 12:00PM-1:30PM	Harper Center	Seminar Room 3A

36600 Workshop in Operations/Management Science - Debo, Laurens

View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
36600-01	Spring 2010	T 12:15PM-1:50PM	Harper Center	Seminar Room 3A

36600 Workshop in Operations/Management Science - Sandikci, Burhaneddin

View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
36600-01	Autumn 2009	T 10:10AM-11:30AM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

36903 Convex Optimization - Birge, John

View course evaluation

Contents:
This course provides the fundamental theory and methodology for optimizing convex functions over convex domains and relevant business and management applications. The focus is on a unified view of linear, conic, semi-definite, and general convex programming that builds on properties of convex sets and functions. Applications will include robust estimation, data mining and inference, discrete approximation, locational choice, and equilibrium calculation.

Materials:
S. Boyd and L.Vandenberghe, *Convex Optimization,* Cambridge University Press, Cambridge, 2004; class notes, and research articles.

Grades:
Grades will be based on homework, midterm, and final exam.

Prerequisites:
The course is intended for Ph.D. students with a thorough background in analysis and linear algebra, and familiarity with Matlab or equivalent programming environment.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
36903-01	Autumn 2009	W 8:30AM-11:20AM	Harper Center	The First Scholar Classroom-HCC24

37000 Marketing Strategy - Dhar, Sanjay

View course evaluation

Contents:
This course introduces the substantive and functional aspects of marketing management. Specific course goals are as follows: (1) to introduce students to marketing strategy and the elements of marketing analysis: customer analysis, competitor analysis, and company analysis; (2) to familiarize students with the elements of the marketing mix (product strategy, pricing, advertising and promotion, and distribution), and to enhance their problem-solving and decision-making abilities in these operational areas of marketing; and (3) to use marketing case studies to provide an opportunity (both written and oral) to develop, present, and defend a student's own recommendations, and to examine and discuss the recommendations of others critically.

The course employs a balanced mix of case discussions and lectures/class discussions. Class lectures and discussions provide an exposition of key concepts, and wherever possible are supported by research on current marketing practices. The case studies provide an opportunity to apply the theories, concepts, and analytical devices developed in the lectures.

Grades:
Based on an individual final case exam, two group case write-ups and class participation. Cannot be taken pass/fail. No auditors.

Prerequisites:
None.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37000-01	Winter 2010	W 8:30AM-11:30AM	Harper Center	Lehman Brothers Classroom-HCC02
37000-02	Winter 2010	W 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
37000-85	Winter 2010	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 406

37000 Marketing Strategy - Goettler, Ronald

View course evaluation

Contents:
This course introduces the substantive and functional aspects of marketing management. Specific course goals are as follows: (1) to introduce students to marketing strategy and the elements of marketing analysis: customer analysis, competitor analysis, and company analysis; (2) to familiarize students with the elements of the marketing mix (product strategy, pricing, advertising and promotion, and distribution), and to enhance their problem-solving and decision-making abilities in these operational areas of marketing; and (3) to use marketing case studies to provide an opportunity) to developand defend a student's own recommendations, and to examine and discuss the recommendations of others critically.

The course employs a balanced mix of case discussions and lectures/class discussions. Class lectures and discussions provide an exposition of key concepts, and wherever possible are supported by research on current marketing practices. The case studies provide an opportunity to apply the theories, concepts, and analytical devices developed in the lectures.

Grades:
Based on a final exam, individual and group case write-ups, and class participation. Course cannot be taken pass/fail.

Prerequisites:
None.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37000-01	Autumn 2009	MW 1:30PM-2:50PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
37000-02	Autumn 2009	MW 3:10PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
37000-81	Autumn 2009	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306

37000 Marketing Strategy - Jeuland, Abel

View course evaluation

Contents:
The essence of marketing is consumer focus: Understanding of consumers guides marketing strategy. Product strategy, pricing strategy, communication strategy and distribution strategy are integrated into a coherent marketing plan. Students work in teams to develop their own marketing plans for the companies featured in the selected cases. Each week a different team presents its plan. A general class discussion follows in which the students not presenting debate with the presenting team contrasting assumptions and analyses. The instructor interjects to provide insights. He concludes with a summary analysis at the close of the class discussion. The advantages of this format are 1) not steering the class discussion toward a specific answer, instead fostering a vigorous debate, 2) encouraging the largest number of students to speak up since each student can count on the support of teammates when intervening in class, and 3) using all the relevant information in the case in a systematic way to arrive at a marketing plan. Putting together a marketing plan requires quantitative analysis (demand forecasting, profitability analysis, etc). At the end of the course students will have developed the ability to put together valid marketing plans, one of the major responsibilities of the marketing executive.

The course employs a mix of readings and lectures to introduce the marketing theories, concepts, frameworks and analytical tools necessary to develop valid marketing plans. Some of the key frameworks include consumer orientation (household production function), market segmentation, core competency of the corporation, product differentiation, diffusion of innovation, value pricing and coordination in channels of distribution.

Prospective students are urged to contact Instructor at abel.jeuland@chicagobooth.edu to obtain additional information on the course including testimonies of previous students.

Materials:
A CoursePack of readings and cases. No textbook is assigned.

Grades:
Based on class participation, one individual final case take-home exam, short team case write-ups, one team case presentation and a team research paper dealing with a current marketing issue of the team's choosing. The instructor will provide examples of ideas for the research paper. Each team will present its research paper in class (week 10) and one of the cases (weeks 2-8). Students will form teams at the beginning of the quarter. Cannot be taken pass/fail.

Key:
= No auditors = No provisional grades = No pass/fail grades = No non-Booth Students
= PhD - students only = Lectures = Discussion = Case Studies = Group Projects
= Group Presentations = Ethics discussion/component = Graded homework assignments = Graded attendance/participation = Quizzes
= Midterm = Optional midterm = Final exam (in class) = Final exam (take home)

Prerequisites:
None.

NOTE: Students enrolling in the -85 section in summer 2010 will not have class on 6/19. The first class session will meet on 6/26. Additionally, class will meet on 8/28 (final exam week) and the take home final exam will be due the following week. Final grades for both sections (-81 and -85) will, therefore, be available a week later than normal.

Description and/or course criteria last updated: 05/14/10

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37000-82	Autumn 2009	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308
37000-85	Autumn 2009	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 308
37000-81	Summer 2010	R 6:00PM-9:00PM	Gleacher Center	The John P. Gould Classroom-GC303
37000-82 (CANCELLED/MOVED)	Summer 2010	R 6:00PM-9:00PM	Gleacher Center	TBA
37000-85	Summer 2010	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 208

37000 Marketing Strategy - McGill, Ann

View course evaluation

Contents:
This course introduces the substantive and functional aspects of marketing management. Specific course goals are as follows: (1) to introduce students to marketing strategy and the elements of marketing analysis: customer analysis, competitor analysis, and company analysis; (2) to familiarize students with the elements of the marketing mix (product strategy, pricing, advertising and promotion, and distribution), and to enhance their problem-solving and decision-making abilities in these operational areas of marketing; and (3) to use marketing case studies to provide an opportunity (both written and oral) to develop, present, and defend a student's own recommendations, and to examine and discuss the recommendations of others critically.

The course employs a balanced mix of case discussions and lectures/class discussions. Class lectures and discussions provide an exposition of key concepts, and wherever possible are supported by research on current marketing practices. The case studies provide an opportunity to apply the theories, concepts, and analytical devices developed in the lectures.

Grades:
Based on a final exam, individual and group case write-ups, and class participation. Cannot be taken pass/fail. This course cannot be taken by non-Chicago Booth students.

Prerequisites:
None.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37000-03	Autumn 2009	T 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
37000-04	Autumn 2009	W 8:30AM-11:30AM	Harper Center	Lehman Brothers Classroom-HCC02
37000-05	Autumn 2009	W 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02

37000 Marketing Strategy - Orhun, A.

View course evaluation

Contents:
This course introduces the substantive and functional aspects of marketing management. It presents a series of frameworks and tools that can be used to solve general business problems and to develop specific marketing plans or strategies. The main objective of this course is to teach students how to think broadly and critically through business situations and develop marketing strategies with a solid grounding in the underlying economic and psychological forces.

Specific course goals are as follows: (1) to introduce students to marketing strategy and the elements of marketing analysis: customer analysis, competitor analysis, and company analysis; (2) to familiarize students with the elements of the marketing mix (product strategy, pricing, advertising and promotion, and distribution), and to enhance their problem-solving and decision-making abilities in these operational areas of marketing; and (3) to use marketing case studies to provide an opportunity (both written and oral) to develop, present, and defend a student's own recommendations, and to examine and discuss the recommendations of others critically.

The course employs a balanced mix of case discussions and lectures/class discussions. Class lectures and discussions provide an exposition of key concepts, and wherever possible are supported by research on current marketing practices. The case studies provide an opportunity to apply the theories, concepts, and analytical devices developed in the lectures.

Grades:
Based on an individual final case exam, group case write-ups, and class participation. Cannot be taken pass/fail.

Prerequisites:
None.

Description and/or course criteria last updated: 6/09

Key:
= No auditors = No provisional grades = No pass/fail grades = No non-Booth Students
= PhD - students only = Lectures = Discussion = Case Studies = Group Projects
= Group Presentations = Ethics discussion/component = Graded homework assignments = Graded attendance/participation = Quizzes
= Midterm = Optional midterm = Final exam (in class) = Final exam (take home)

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37000-01	Spring 2010	T 1:30PM-4:30PM	Harper Center	The Goldman, Sachs & Co. Lecture Hall-HCC25
37000-02	Spring 2010	W 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
37000-81	Spring 2010	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404

37000 Marketing Strategy - Peck, Joann

View course evaluation

Contents:
This course introduces the substantive and functional aspects of marketing management. Specific course goals are as follows: (1) to introduce students to marketing strategy and the elements of marketing analysis: customer analysis, competitor analysis, and company analysis; (2) to familiarize students with the elements of the marketing mix (product strategy, pricing, advertising and promotion, and distribution), and to enhance their problem-solving and decision-making abilities in these operational areas of marketing; (3) to use marketing case studies to provide an opportunity (both written and oral) to develop, present, and defend a student's own recommendations, and to examine and discuss the recommendations of others critically.

The course employs a balanced mix of case discussions and lectures/class discussions. Class lectures and discussions provide an exposition of key concepts, and wherever possible are supported by research on current marketing practices. The case studies provide an opportunity to apply the theories, concepts, and analytical devices developed in the lectures.

Grades:
Based on an individual final case exam, three group case write-ups, and class participation. Cannot be taken pass/fail. No auditors.

Prerequisites:
None.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37000-81	Winter 2010	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206

37000 Marketing Strategy - McKinney, John

View course evaluation

Contents:
COURSE DESCRIPTION The objective of the course is to provide an introduction to marketing strategy. The course develops a common framework (3Cs/4Ps) to analyze real world problems presented in business cases and synthesize recommendations addressing strategic marketing issues. Numerous tools that are used to support the framework are also introduced. Goals of the course include:

1. To introduce marketing strategy and the elements of marketing analysis or business situation analysis: Customer analysis, Company analysis, and Competitor analysis (3Cs).

2. To develop familiarity with the tactical use of elements of the marketing mix - product policy, pricing, promotion, and placement/distribution (4 Ps) - in a manner consistent with marketing analysis and strategy.

3. To integrate elements of the framework prescriptively into real world business situations.

4. To provide an exposure to business case analysis and the critical thinking common in case based business classes.

COURSE FORMAT Approximately half of each class will be devoted to discussion of business cases. The remainder of the classes will be dedicated to the presentation and discussion of theories, concepts, analytical techniques and empirical findings useful in marketing management. Students will work in study groups of 4 to 5 individuals to write-up cases nearly each week of class (one write-up per group). Course content includes some light quantitative work.

Materials:
A CoursePack with business cases and articles is required reading for the class. The presentation slides that will be used in class will be emailed to students before class. A textbook will provide supplemental reading.

Grades:
Each student's grade will be based on a combination of group case write-ups nearly each week (one to two pages), class participation, an in-class case-based mid-term and final. Due to the amount of group work and discussions, the class can't be taken pass/fail or audited.

Prerequisites:
None.

Course Conditions and Course Related Items:

Key:

= No auditors
= No provisional grades
= No pass/fail grades
= No non-Booth Students
= PhD - students only
= Lectures
= Discussion
= Case Studies
= Group Projects
= Group Presentations
= Ethics discussion/component
= Graded homework assignments
= Graded attendance/participation
= Quizzes
= Midterm
= Optional midterm
= Final exam (in class)
= Final exam (take home)

Course Schedule

Section	Comment	Quarter	Meeting Day / Time	Building	Room
37000-03 (UNDERGRADUATE ONLY)	Undergraduate Only	Winter 2010	T 8:30AM-11:30AM	Harper Center	Lecture Hall C09

37101 Consumer Behavior - Ramanathan, Suresh

View course evaluation

Contents:
Consumers make many kinds of decisions. Some are based on rational thought processes. Many others span a range from limited rationality to the completely irrational. Some are conscious and based on thought processes that can be well articulated. Others are automatic and non-conscious, where the consumer may not be aware of why s/he is feeling or doing something. These processes have an impact on every facet of marketing strategy. Understanding the psychological substrates of behavior will help managers develop optimal pricing strategies, promotion and advertising techniques and branding strategies. This requires ways and means of discovering new insights into the perceptions, evaluations and motivations of the consumer and about how these processes may affect consumer decisions. The logical next step is to develop these insights into profitable marketing propositions in creative and innovative ways. In this course, we will use psychological theories of consumer behavior to develop a decision framework for successful management of brands. From an industry perspective, this course will span a wide range of sectors, from consumer packaged goods to high-tech products and services.

The course employs a mix of lectures, individual exercises, and cases. Students should expect to deal with a variety of psychological research tools, some of which are based on qualitative techniques. A comprehensive project may be used as a pedagogical tool to illustrate the various concepts being discussed in the course.

Grades:
Cannot be taken pass/fail.

Prerequisites:
Business 37000.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37101-01	Spring 2010	W 8:30AM-11:30AM	Harper Center	The Sidney Davidson Classroom-HCC04
37101-81	Spring 2010	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206
37101-85	Spring 2010	S 9:00AM-12:00PM	Gleacher Center	The Accenture Classroom-GC203

37103 Data-Driven Marketing - Hitsch, Günter

View course evaluation

Contents:
Until recently, most marketing techniques were based on survey data. During the last two decades, however, many firms have adopted marketing methods that are based on actual customer behavior data and past marketing actions. These data include records of customers' past credit behavior, sales and price data in retail stores, advertising measures across time and markets, and the response of customers to direct mailings.

This course introduces several modern data sources, and discusses how these data can be exploited in practice to implement various elements of the marketing mix using statistical models. The following are examples of applications that we will discuss in detail: How can a credit card company exploit information on past credit behavior when targeting new customers? How should a company determine the shelf price of the products in its product line? By how much do promotional activities in retail stores boost sales, and what is the profitability from such a sales "lift"? How should a pharmaceutical company manage its promotion money to maximize the return on this budget? Which customers should a catalog retailer select to send a catalog to? How can the sales effect of TV advertising be measured?

Disclaimer: Although many of the methods employed in the course are useful in business-to-business marketing (direct marketing, especially), the primary emphasis is on the analysis of consumer demand. Examples from the consumer packaged goods industry and direct marketing are used.

Grades:
Based on a final take-home exam/project, homework assignments, and class participation.

Prerequisites:
Business 37000: strict, and 41000 or 41100 (41100 preferred). Good computer skills in data analysis, word processing, and graphics are useful.

Mathematical Prerequisites: This course emphasizes statistical models of customer response to changes in the marketing environment. Students are presumed to be at least somewhat familiar with logarithms and exponential functions.

Description and/or course criteria last updated: 7/15/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37103-01	Spring 2010	R 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
37103-81	Spring 2010	R 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204
37103-85	Spring 2010	S 1:30PM-4:30PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

37104 Economics and Demographics of Marketing - Fogel, Robert

Key:
= No auditors; = No provisional grades; = No pass/fail grades; = No non-Booth Students
= PhD - students only; = Lectures; = Discussion; = Case Studies; = Group Projects
= Group Presentations; = Ethics discussion/component; = Graded homework assignments; = Graded attendance/participation; = Quizzes
= Midterm; = Optional midterm; = Final exam (in class); = Final exam (take home)

View course evaluation

Contents:

This course focuses primarily on problems in strategic marketing forecasts that are related to long-term product development and new technologies. Alternative procedures for estimating variations in the demand over business cycles (3-5 years), intermediate periods (5-15 years) and long periods (15-50 years) for both consumer and producer commodities and services are considered. Much attention is given to the impact of rapid economic growth in China and India on global markets. Attention is also given to the use of existing on-line databases for the estimation of a variety of forecasting models. Students receive hands-on-the-data training in statistical sections that meet throughout the quarter. In addition, there are two lectures per week that deal with four broad topics: the evolution of markets and of methods of distribution in America and globally since 1800; variations in the life cycles of products; the role of economic and demographic factors in the analysis of long-term trends in product demand; the impact of technological change; and the influence of business cycles on product demand. The grade for this course is based on problem sets discussed in the weekly statistical lab and a final examination.

Grades:

No undergraduate auditors. Only graduate students may audit.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37104-01	Spring 2010	TR 1:30PM-2:50PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08

37106 Marketing Research - Urminsky, Oleg

View course evaluation

Contents:

Marketing research is an organized way of gathering and analyzing information for decision-making purposes. The course is structured from the point of view of the marketing manager, management consultant or entrepreneur who will use custom research initiatives to understand the beliefs, attitudes, motivations and reactions of key constituents (such as direct and indirect customers, employees, clients or donors) to inform key business decisions. The goal of the course is to provide you with the knowledge and skills to both determine the scope and direction of research activities conducted on your behalf, as well as to leverage research findings to make key decisions and support managerial recommendations. The course employs a mix of lectures, individual exercises, and cases as well as the team project.

We will cover the full marketing research process, from defining research objectives to choosing a research methodology, questionnaire and sampling design, data collection, data analysis and issues in implementation. In particular, a key goal of the course is to provide the student with a toolkit of different approaches and techniques for addressing research questions and a detailed understanding of the advantages and limitations of each method. The examples presented will be drawn from real-world marketing problems.

This course will focus on both qualitative and quantitative aspects of marketing research and how they help managers in addressing substantive marketing problems such as estimating market potential, segmenting the market to identify target customers, improving advertising and pricing policies, designing and positioning new products and identifying the key factors driving changes in the market. The course will help you to develop a critical eye for marketing research, an appreciation for its potential contributions and limitations and an understanding of how to choose the right research approach to match the problem at hand.

A key component of the course is the Marketing Research Lab, in which students will work in teams to conduct original real-world marketing research. The project enables the students to gain a working "hands-on" experience with the full process of marketing research from start to finish and will serve as a context in which to apply the concepts and methods learned in class to a real-world problem.

Student teams have conducted successful research for a wide variety of clients, including Deloitte, Proctor & Gamble, Sodexho and Sprint, as well as local businesses, student and alumni entrepreneurial ventures and non-profit organizations. Student entrepreneurs are encouraged to enroll in the course and to propose a research project, which must be submitted via email a week before the quarter begins. Enrolled students will be notified of all the projects available and who the sponsoring organizations are via email before the quarter begins and will form their teams and pick their projects in the first week of the course. Students will conduct the research with the guidance of the instructor, present their preliminary findings to the class and prepare a comprehensive final report that they will then present to the project client.

Materials:

Students will use MINITAB statistical software for in-depth data analysis, as well as Excel spreadsheet utilities. An extensive CoursePack is required for the course as well as the textbook, *Marketing Research* (1998), by Donald Lehmann, Sunil Gupta, and Joel Steckel.

Grades:

Based on individual assignments, class participation and the team research project. There are no exams. Cannot be taken pass/fail.

Prerequisites:

Strict prerequisites (can be taken concurrently with 37106) : Business 37000 (Marketing Strategy) and either 41000 (Business Statistics) or 41100 (Applied Regression Analysis). While the course does cover statistical analysis of marketing research data, the emphasis here is on the creative application of statistical techniques and the interpretation and implications of the results. A solid foundation in basic statistics is required.

Description and/or course criteria last updated: 03/09/2010

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37106-01	Winter 2010	W 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07
37106-85	Winter 2010	S 9:00AM-12:00PM	Gleacher Center	The John P. Gould Classroom-GC303
37106-81	Winter 2010	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208

37201 Developing New Products and Services - Middlebrooks, Arthur

Key:

= No auditors; = No provisional grades; = No pass/fail grades; = No non-Booth Students
= PhD - students only; = Lectures; = Discussion; = Case Studies; = Group Projects
= Group Presentations; = Ethics discussion/component; = Graded homework assignments; = Graded attendance/participation; = Quizzes
= Midterm; = Optional midterm; = Final exam (in class); = Final exam (take home)

View course evaluation

Contents:

The primary purpose of this course is to provide marketers with an in-depth understanding of current best practices in new product development. Topics covered include: stage-gate new product processes, new product strategy, platform strategy, opportunity identification, perceptual mapping, market research techniques for uncovering customer needs, idea generation and screening, writing new product concept statements, concept optimization, new product forecasting methods (including innovation diffusion models and simulated test markets), brand extendability, and new product launch plans.

This course will cover consumer and business-to-business products and services (with an emphasis on consumer products), including recent examples from food and beverage, household consumer products, telecommunication services, building products, Internet services, medical products, and insurance. Students will learn about and apply tools for effective new product development including perceptual mapping, stage-gate processes, ethnographic market research techniques, ideation/brainstorming techniques, idea scoring models, concept statements, conjoint analysis, forecasting models, and new product business cases. This course will also highlight the different roles and functions required for effective new product development. A series of group projects enables students to apply these tools in a consumer products category.

Materials:

This course includes a text, several case studies, and readings from practitioners and academics. We will also use state-of-the-art commercial software for several of the group projects to more fully experience the concepts of perceptual mapping and conjoint analysis. I make every effort to invite one or more practicing product developers as guest lecturers. This course emphasizes the practical application of product development theory.

Grades:

Based on a series of group projects that take a new product from opportunity identification through concept development and optimization. Cannot be taken pass/fail.

Prerequisites:

Business 37000: strict.

Description and/or course criteria last updated: 7/15/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37201-01	Spring 2010	T 8:30AM-11:30AM	Harper Center	The Sidney Davidson Classroom-HCC04
37201-81	Spring 2010	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206

37201 Developing New Products and Services - Zhu, Ting

View course evaluation

Contents:

The primary purpose of this course is to provide marketers with an in-depth understanding of current best practices in new product development. Topics covered include: new product process, new product strategy, opportunity identification, perceptual mapping, market research techniques for uncovering customer needs, idea generation, concept writing, concept optimization, new product forecasting methods, brand extendability, and new product launch plans.

This course will cover business-to-business and consumer products and services, including recent examples from food and beverage, household consumer products, telecommunication services, building products, Internet services, medical products, and insurance. Students will learn about and apply tools for effective new product development including perceptual mapping, stage-gate processes, ethnographic market research techniques, idea scoring models, concept statements, conjoint analysis, forecasting models, and new product business cases. This course will also highlight the different roles and functions required for effective new product development.

Grades:

This course includes several case studies as well as a broad range of readings from practitioners and academics. We will also use commercial software for several of the group projects. I make every effort to invite one or more practicing product developers as guest lecturers. This course emphasizes the practical application of product development theory.

Prerequisites:

Business 37000: strict.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37201-01	Winter 2010	R 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
37201-81	Winter 2010	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308
37201-85	Winter 2010	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 308

37202 Pricing Strategies - Dubé, Jean-Pierre

View course evaluation

Contents:

How does a firm determine the price of a new product? How does a firm assess whether its current price is appropriate? What is price leadership? What is value pricing? These are just some of the questions we will address in pricing strategy.

The course is a blend of analytic marketing techniques, marketing strategy, and economic theory. In the Chicago Booth's curriculum, this course is a natural complement to Business 33001, 37000 and 42001. A combination of cases, lectures, and empirical applications are used in the class. You can expect to get your hands dirty working with real data and analyzing managerial pricing problems. In addition, the course offers a general framework for developing pricing strategies.

Grades:
Cannot be taken pass/fail. No auditors.

Prerequisites:
Business 33001 or 37000 (either may be concurrent). Students with an understanding of marketing and microeconomic principles will benefit more from the course.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37202-01	Spring 2010	T 1:30PM-4:30PM	Harper Center	Lecture Hall C06
37202-81	Spring 2010	T 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400
37202-02	Spring 2010	W 1:30PM-4:30PM	Harper Center	Lecture Hall C06

37203 Integrated Brand Communications - Labroo, Aparna

View course evaluation

Contents:
Marketing communication is an important component of the marketing mix, and one that is undergoing rapid changes with the development of new media, shifts in usage and spending patterns among media consumers, and an ever increasing demand for accountability. It's widely accepted that today's markets demand that marketers target their potential customers more precisely, to avoid waste and to ensure the relevance of their communications. In this course, we will focus on understanding the process of developing and managing an integrated marketing communication campaign for a product or service.

This course is designed to introduce you to the practice of marketing communications management. Our primary perspective will be that of the marketer (e.g., advertising manager, brand manager, consultant or senior analyst, etc.) who must develop, evaluate, and implement effective integrated marketing communications programs as part of managing the brand. However, the concepts, models and decision aids presented in this course can apply to more than just brands-for example, they can be used in the service of government programs, a political candidate, an idea, and so on. Occasionally we will adopt the perspective of one who might be interested in creating integrated communications for such endeavors.

As part of our work, we will examine many theories from the behavioral and social sciences, and analyze their usefulness for developing marketing communications programs to support the overall marketing effort. Rather than merely memorizing concepts and theories, however, we will focus on creatively using these ideas to (a) understand buyer behaviors, and (b) develop and evaluate marketing communication strategies intended to influence those behaviors.

Key objectives include: - Develop a basic understanding of the concepts, frameworks and tools of integrated marketing communications. - Develop critical analysis and problem-solving abilities with respect to managing marketing communications, particularly given the rapid change and uncertainty seen in today's industry. - Gain a first-hand understanding of how to develop an integrated marketing communications plan.

Grades:
Based on class participation, cases, in-class presentations and a final project. Cannot be taken pass/fail.

Prerequisites:
Business 37000 recommended (can be taken concurrently).

Description and/or course criteria last updated: 7/15/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37203-01	Autumn 2009	T 1:30PM-4:30PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B
37203-81	Autumn 2009	T 6:00PM-9:00PM	Gleacher Center	The Accenture Classroom-GC203

37205 Going to Market: Managing Channel Strategy - Frenzen, Jonathan

View course evaluation

Contents:
How should a firm go to market? That is, how can an institution best formulate a channel strategy and utilize current and/or potential channel partners to create and deliver value, efficiently and effectively?

Product proliferation, media fragmentation, business consolidation, and the Internet have all conspired to place a premium on strategic channel design and management. This course offers a framework to understand the issues and trade-offs that firms face as they design and manage their distribution channels. The framework can be used for consumer product sales, business-to-business sales, and sales of services.

We will look intensively at direct and inside sales forces that are often used to exert influence on 3rd party channel partners. We will study the strategies used to deploy and compensate inside and direct sales forces and study them as examples of two important types of channels. The strategies used to manage inside and direct sales forces will then be applied to 3rd party channel partners in order to understand how they manage ***their*** businesses. We conclude the course by focusing on industries that are being upended by changes in channel technology and strategy.

This course emphasizes the practical challenges of managing channels across a variety of industries. Given the complexity of these challenges (many inter-organizational in character and highly political in nature), we ask students to not expect "pat" answers to the problems we consider. We hope as instructors to accelerate a student's ability to understand the difficulty of the problems involved and make difficult decisions, recognizing this skill will likely take years to perfect.

Materials:
This course will rely on two texts, numerous case studies, and readings from practitioners and academics. We will illustrate software tools that support compensation and territory design and invite at least one practitioner as a guest lecturer.

Grades:
Based on class participation, a series of individual assignments, and group projects. Cannot be taken pass/fail.

Prerequisites:
Business 37000: strict, however, may be concurrent; if applicable, include your intent to enroll concurrently in your waiver request

Description and/or course criteria last updated: 9/18/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37205-01	Autumn 2009	W 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03
37205-81	Autumn 2009	W 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

37205 Going to Market: Managing Channel Strategy - Young, William

View course evaluation

Contents:
How should a firm go to market? That is, how can an institution best formulate a channel strategy and utilize current and/or potential channel partners to create and deliver value, efficiently and effectively?

Product proliferation, media fragmentation, business consolidation, and the Internet have all conspired to place a premium on strategic channel design and management. This course offers a framework to understand the issues and trade-offs that firms face as they design and manage their distribution channels. The framework can be used for consumer product sales, business-to-business sales, and sales of services.

We will look intensively at direct and inside sales forces that are often used to exert influence on 3rd party channel partners. We will study the strategies used to deploy and compensate inside and direct sales forces and study them as examples of two important types of channels. The strategies used to manage inside and direct sales forces will then be applied to 3rd party channel partners in order to understand how they manage ***their*** businesses. We conclude the course by focusing on industries that are being upended by changes in channel technology and strategy.

This course emphasizes the practical challenges of managing channels across a variety of industries. Given the complexity of these challenges (many inter-organizational in character and highly political in nature), we ask students to not expect "pat" answers to the problems we consider. We hope as instructors to accelerate a student's ability to understand the difficulty of the problems involved and make difficult decisions, recognizing this skill will likely take years to perfect.

Materials:
This course will rely on two texts, numerous case studies, and readings from practitioners and academics. We will illustrate software tools that support compensation and territory design and invite at least one practitioner as a guest lecturer.

Grades:
Based on class participation, a series of individual assignments, and group projects. Cannot be taken pass/fail.

Prerequisites:
Business 37000: strict, however, may be concurrent; if applicable, include your intent to enroll concurrently in your waiver request

Description and/or course criteria last updated: 9/18/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37205-01	Autumn 2009	W 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03
37205-81	Autumn 2009	W 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

37303 Marketing of Services - Middlebrooks, Arthur

View course evaluation

Contents:
Services now account for over 70% of the U.S. Gross Domestic Product, and dominate most developed and developing economies. Relative to products, services have distinct characteristics that make them different, and challenging, to market and sell. This course provides marketers with a framework for understanding all of the unique requirements for marketing of services - including marketing strategy, the services marketing mix, service delivery, and quality control. The course covers business-to-business services and consumer-based services including recent examples from wireless telephony, retail banking, mutual funds, fast food, airlines, hotels, Internet services, health care, and management consulting, emphasizing how marketing approaches differ by industry.

Topics covered include: (i) Services Marketing Strategy: unique approaches for segmenting service markets, branding services, brand architecture, and positioning services; (ii) Services Marketing Mix: the 4 "Ps" tailored to services (core and supplementary Product offerings, Pricing, Promotion, and Place/Distribution), and the 5th "P" for services - Physical Evidence; (iii) Service Delivery: the service process, people strategies, service quality, service recovery, and the use of service guarantees.

Students will learn about and apply key services marketing frameworks including: a services marketing system, customer segment pyramid, brand architecture, brand positioning, supplementary service mix, revenue management and price "fences," lifetime customer value analysis, managing physical evidence, service blueprinting, service quality "gap" model, customer satisfaction measurement, standardization vs. customization of service delivery, service recovery strategies, and service guarantees. We will also cover a distinct topic on selling and marketing professional services (e.g. consulting services, investment banking services, etc.). Throughout this course, students are exposed to the critical need for service marketers to influence their company's quality, delivery, sales, people development, and customer satisfaction efforts in order to develop effective marketing strategies for their organizations.

Materials:
This course includes a text, 6-7 case studies, and readings from practitioners and academics. I make every effort to invite one or more practicing service marketers as guest lecturers. This course emphasizes the practical application of services marketing theory.

Grades:
All assignments are individual, including a customer satisfaction & service quality analysis, several in-depth case analyses and short case write-ups, and a project on Service Blueprinting/Delivery. There is not a final exam in this class. Cannot be taken pass/fail.

Prerequisites:
Business 37000: strict.

Description and/or course criteria last updated: 7/15/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37303-81	Autumn 2009	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208
37303-85	Winter 2010	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 206

37601 Marketing Workshop - Dubé, Jean-Pierre
View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37601-01	Autumn 2009	M 11:45AM-1:05PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B
37601-01	Winter 2010	M 11:45AM-1:05PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B
37601-01	Spring 2010	M 11:45AM-1:05PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

37601 Marketing Workshop - Orhun, A.
View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37601-01	Spring 2010	M 11:45AM-1:05PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

37601 Marketing Workshop - Ramanathan, Suresh
View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37601-01	Winter 2010	M 11:45AM-1:05PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

37601 Marketing Workshop - Rossi, Peter
View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37601-01	Autumn 2009	M 11:45AM-1:05PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

37601 Marketing Workshop - Urminsky, Oleg
View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37601-01	Spring 2010	M 11:45AM-1:05PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

37601 Marketing Workshop - Zhu, Ting
View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37601-01	Winter 2010	M 11:45AM-1:05PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

37701 Laboratory in New Product and Strategy Development I - Frenzen, Jonathan

View course evaluation

Contents:
This course complements the Chicago Booth's strong training in business theory by providing a problem-solving experience for a small but diverse group of students. The course accelerates the process by which students learn to manage themselves and others when developing solutions to real-world business problems. It provides students with tools for solving complex problems and detailed feedback regarding their performance as managers, team players, and problem solvers. Students who complete this course report they learn a great deal about their abilities as business professionals and find themselves better prepared to manage complex problems and situations in the workplace.

Guided by faculty coaches who are experienced business professionals, each student group is challenged to solve a client problem as an effective team. In previous years Abbott Labs, Accenture, American Airlines, Ameritrade, Bank of America, BASF, Barclays, Citicorp, Clorox, Dow Chemical, Eli Lilly, Frito-Lay, General Electric, W.W. Grainger, Honeywell, Johnson & Johnson, Kraft, Nabisco, Snap-on Tools, and Roche Diagnostics have sponsored real-world projects. Client-sponsors report that the business insights generated by our teams are as good as or better than those produced by top tier consulting firms.

We work with our client-sponsors to offer two distinct types of projects each year:

NEW PRODUCT PROJECTS: Clients ask our teams to develop new products and services for consumer or business markets. New product projects can teach students how to generate and evaluate new product concepts, how to develop and test prototypes, how to develop a marketing plan for the new product (including competitive positioning, financial forecasts, distribution plans, packaging, a pricing strategy, and a promotional strategy), and, finally, how to present your results to your client in an effective manner. Note that it is not possible to tackle all of these subjects in a single academic quarter. Project scope will be limited to a subset negotiated by the faculty with the client.

STRATEGY PROJECTS: Clients also ask our teams to improve the business performance of existing products, to identify whole new business ventures, to estimate the commercial potential of new technologies, acquisition targets, or targets for divestment. Our strategy projects teach students through direct experience how to decompose a complex strategic problem, how to develop and implement a research plan to evaluate competing solutions, and how to present your selected solutions to your client.

The tools and techniques you will use in these labs are widely employed by business consultants and managers, although time will focus the team on the tools required to solve your client's problem. If you are interested in obtaining a broad overview of all the tools consultants and marketers could employ in a variety of situations, we recommend that you supplement this course with other Chicago Booth courses. This course, however, provides an ideal opportunity to acquire practical experience in managing a cross disciplinary team engaged in a strategy or marketing consulting project.

Project sponsors and a brief description of the projects are announced via an email sent to all Chicago Booth students prior to the beginning of each quarter. Students do not bid for this course. Rather, as further detailed in the email announcement, interested students apply for the course by submitting their resumes for consideration. Questions regarding the course can be directed to the Management Lab Business Manager at 773/702.0635. Please note that because of confidentiality restrictions, the Business Manager cannot provide a description of the content of the projects beyond that set forth in the emailed course announcement.

Generally two sections of BUS 37701 are offered each quarter, except that no sections are offered Summer Quarter and in any quarter in which an international project is offered requiring students and faculty to spend the entire quarter outside of the US.

Note: This class meets 3 days per week -- Section I: Tues./Thurs. 8-9:30 am and Fri. 8-11:30 am. Section II: Tues./Thurs. 10:10 am-11:30 am and Fri. 8-11:30 am.

Grades:
Cannot be taken pass/fail. No auditors. Withdrawal from the course by any admitted student requires the written consent of Professor Jonathan Frenzen, Director of The Management Labs.

Prerequisites:
At least one marketing course is required (such as Business 37000 or 37102: strict), and it can be taken simultaneously with Business 37701. Note that we discourage first year students from taking this course in their first quarter at the Chicago Booth unless they already have a working knowledge of marketing and general management. Team performance vitally depends on students' skills in spoken English. Do not attempt this class without fluency in English. During the first week of class, students must attend a reception and dinner with their client and a half to full day client presentation. Additionally, during the third week of the quarter, students must attend two half day workshops or one full day workshop. Short business trips are sometimes required and meetings during evening and weekend hours can be expected.

Description and/or course criteria last updated: 8/13/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37701-01	Autumn 2009	TR 8:00AM-9:30AM	Harper Center	TBA
37701-02	Autumn 2009	TR 8:00AM-9:30AM	Harper Center	TBA
37701-01	Winter 2010	TR 10:10AM-11:30AM	Harper Center	TBA
37701-02	Winter 2010	TR 8:00AM-9:30AM	Harper Center	TBA
37701-01	Spring 2010	TR 8:00AM-9:30AM	Harper Center	TBA
37701-02 (CANCELLED)	Spring 2010	TR 10:10AM-11:30AM	Harper Center	TBA

37702 Laboratory in New Product and Strategy Development II - Frenzen, Jonathan

View course evaluation

Contents:
Occasionally a client sponsors a project that extends over two quarters. This is the second half of such a two-quarter project. Refer to the description of 37701 above for a description of this course.

Note: This class meets 3 days per week -- Tues./Thurs. 8-9:30 am and Fri. 8-11:30 am.

Key:
= No auditors = No provisional grades = No pass/fail grades = No non-Booth Students
= PhD - students only = Lectures = Discussion = Case Studies = Group Projects
= Group Presentations = Ethics discussion/component = Graded homework assignments = Graded attendance/participation = Quizzes
= Midterm = Optional midterm = Final exam (in class) = Final exam (take home)

Grades:
Cannot be taken pass/fail. No auditors. Withdrawal from the course by any admitted student requires the written consent of Professor Jonathan Frenzen, Director of The Management Labs.

Prerequisites:
Except as otherwise noted below, completion of the related Business 37701 is required. A student enrolled in the first quarter of a two quarter course must also enroll in the second quarter unless the Director consents to such student's withdrawal.

Completion of BUS 37701 will not be required in those cases in which the second quarter of a two-quarter project presents a distinct "stand alone" issue which can be addressed independently without reliance on, or intimate knowledge of, work done in the first quarter.

Description and/or course criteria last updated: 8/13/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37702-01	Spring 2010	TR 8:00AM-9:30AM	Harper Center	TBA

37902 Advanced Marketing Theory: Quantitative Perspective - Chintagunta, Pradeep

View course evaluation

Contents:
This course is meant for Ph.D. students with marketing as dissertation or minor area. The focus of the course is on understanding the methods currently available for analyzing panel data (household purchases, physician prescriptions, etc.). The course begins with an introduction to the various aspects of individual behavior and the econometric models currently available to study them. The remainder of the course will focus on specific advances in such analyses. These include, but are not limited to, the study of purchases across product categories, the analysis of dynamic purchase behavior and accounting for endogeneity in such models.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37902-01	Spring 2010	W 9:30AM-12:30PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

37903 Adv Mktg Theory: Behavioral Science Approach - Labroo, Aparna

View course evaluation

Contents:
This is a Ph.D. seminar. We will discuss various topics covering current and classic research in consumer behavior with underpinnings in social and cognitive psychology. The class is an advanced research seminar in which students are expected to read, assimilate, and discuss multiple papers on specific topic areas each week. Each student is expected to lead the discussion for an entire topic once or twice in the quarter. Responsibilities will include assigning discussion questions for the week, allocating readings to specific classmates for detailed discussion, and synthesizing the discussion across readings to develop an integrative framework for research in the topic area at the end of that session. Students are also expected to generate research ideas and write a paper for the course.

Materials:
Readings will be from articles to be handed out in class or from a CoursePack.

Grades:
Based on class participation and a research paper.

Prerequisites:
Ph.D. students only.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37903-01	Winter 2010	T 3:00PM-6:00PM	Harper Center	Lecture Hall C10

37905 Marketing Literature Seminar - Goettler, Ronald

View course evaluation

Contents:
The purpose of this class is to provide students with detailed knowledge and a forum for discussion of some major research areas in marketing. The topics discussed vary by quarter.

Prerequisites:
Ph.D. students only. MBA students need permission of instructor(s).

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37905-01	Autumn 2009	R 3:00PM-6:00PM	Harper Center	Seminar Room 3A

37905 Marketing Literature Seminar - Ramanathan, Suresh

View course evaluation

Contents:
The purpose of this class is to provide students with detailed knowledge and a forum for discussion of some major research areas in marketing. The topics discussed vary by quarter.

Prerequisites:
Ph.D. students only. MBA students need permission of instructor(s).

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37905-01	Autumn 2009	R 3:00PM-6:00PM	Harper Center	Seminar Room 3A

38001 Managing in Organizations - Epley, Nicholas

View course evaluation

Contents:
Successfully managing other people—be they competitors or co-workers—requires an understanding of their thoughts, feelings, attitudes, motivations, and determinants of behavior. Developing an accurate understanding of these factors, however, can be difficult to come by. Intuitions are often misguided, and this course is intended to provide the scientific knowledge of human thought and behavior that is critical for successfully managing others, and also for successfully managing ourselves.

This course will utilize lectures, discussions, and group interactions to provide an introduction to theory and research in the behavioral and psychological sciences. The primary goal is to provide conceptual knowledge that helps students understand and manage their own unique and complicated work settings, and to help you think like a scientist in those settings.

The course is organized into two main sections: (1) managerial thought, and (2) managerial action. The first section of the course investigates human thought and judgment in a managerial context, and how these thoughts and judgments can impede or improve your ability to manage yourself and others. Topics to be covered in this section include receiving and seeking information, evaluating information, evaluating others, and intuiting others' thoughts (mind reading). The second section of the course investigates human behavior in a managerial context, using some of the insights gained from the first section of the course and investigating some new topic areas as well. Topics to be covered in this section include power and status, motivation, group decision-making, conformity, compliance, and persuasion.

Materials:
Information on course materials and other current updates are available on the 38001 Chalk course site: https://chalk.uchicago.edu/.

Grades:
Based on exams, short written assignments, and class participation. Cannot be taken pass/fail.

Prerequisites:
None.

Description and/or course criteria last updated: 01/06/10

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38001-81	Summer 2010	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206
38001-82	Summer 2010	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206
38001-85	Summer 2010	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 206

38001 Managing in Organizations - Fishbach, Ayelet

View course evaluation

Contents:
Business transactions commonly take place among people. Understanding the factors that determine people's actions and interactions is therefore a critical prerequisite for being successful in the work environment. This course is about managing people - oneself and others.

Using a combination of lectures, discussions and group activities, the course offers an introduction to theory and research in the behavioral sciences. Its primary goal is to develop conceptual frameworks that help students to understand and manage effectively their own work settings.

The course is organized into two main sections: (1) the individual, and (2) the organization. The first half of the course is concerned with issues related to individual behavior, such as how people's attitudes influence their behavior, how people form impressions of others, and how the choices people make are affected by characteristics of the decision maker and the decision-making process. The second half of the course focuses on people's behavior within the context of an organization. It addresses how organizations can successfully coordinate the actions of their members. Topics of this section include effective group decision-making, persuading and motivating others, and the use of formal and informal power in interpersonal relations.

Grades:
Based on two exams, several short written assignments, and class participation. Cannot be taken pass/fail.

Prerequisites:
None.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38001-01	Spring 2010	T 8:30AM-11:30AM	Harper Center	The Eugene F. Fama Classroom-HCC03
38001-81	Spring 2010	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404
38001-02	Spring 2010	M 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03

38001 Managing in Organizations - Ginzel, Linda

View course evaluation

Contents:
Management is about getting work done through people.

Success in management requires an understanding of the factors that shape individual and group behaviors and attitudes. This course provides the tools and concepts to explore our assumptions about people and what motivates them. How do mental habits or defaults systematically bias our actions in the workplace? How can we use our improved understanding to change our behavior and the behavior of others? What can we do to prepare for management challenges?

This course is grounded in the discipline of social psychology. It is designed to focus on situational causes of behavior. By applying the frameworks and principles based on social psychological theory and research, you will learn to more effectively manage yourself and others. Our work will focus on developing a better understanding of the nature and dynamics of interpersonal behavior related to organizational performance and effectiveness.

With individual and group activities, lectures, discussions, and cases we will uncover a more complex view of organizational behavior. We will examine topics such as motivation, social perception and interpersonal dynamics, influence and persuasion, group decision making, organizational culture and commitment, ethics and leadership.

Grades:
Grades are based on short written assignments, midterm exam and final paper. Cannot be taken pass/fail. No auditors without advance permission from the instructor.

Prerequisites:
None.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38001-01	Winter 2010	R 1:30PM-4:30PM	Harper Center	Lecture Hall C05
38001-85	Winter 2010	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 404

38002 Managerial Decision Making - Hastie, Reid

View course evaluation

Contents:
This course is designed to make you a better decision maker. Good decision makers know how to recognize decision situations, then how to represent the essential structure of the situations, and how to analyze them with the formal tools from decision theory. But, perhaps more important, they need to be able to think effectively about the inputs into a decision analysis, whether to trust the analysis, and how to use the outputs to guide actions by themselves and their firms. And, maybe most important of all, they need to know how to make effective, unaided intuitive decisions, and to recognize the limits on their intuitive skills. This course will move back and forth between formal, optimal models and behavioral, descriptive models to help you understand and improve your native decision making abilities.

Materials:
M.H. Bazerman, *Judgment in Managerial Decision Making*. J. S. Hammond, R. L. Keeney, & H. Raiffa, *Smart Choices: A Practical Guide to Making Better Decisions*. J.E. Russo

& P.J.H. Schoemaker, *Winning Decisions: Getting it Right the First Time*.

Grades:
Five essays, final examination, and class participation. Cannot be taken pass/fail.

Prerequisites:
Business 41000.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38002-02	Spring 2010	W 8:30AM-11:30AM	Harper Center	The PIMCO Classroom-HCC07
38002-82	Spring 2010	R 6:00PM-9:00PM	Gleacher Center	The Accenture Classroom-GC203
38002-85	Spring 2010	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 206

38002 Managerial Decision Making - Hsee, Christopher

View course evaluation

Contents:
In some business situations, we can make decisions analytically and "optimally." But more often than not, we do not have the time or the information to engage in analytical decision-making, and we have to rely on our intuition and experiences to resolve important decisions. This course teaches you how to make decisions in both types of situations. With respect to the first type of situation, I will share with you analytical tools and teach you how to use them to reach optimal solutions. With respect to the second type of situation, I will help you discover errors "normal people" often commit when they make decisions intuitively, and teach you how to overcome these errors and thereby become "less normal," namely, smarter than the average person. Many topics we will cover are based on the Nobel Prize-winning research on behavioral decision theory; it is the foundation of behavioral economics, behavioral marketing, and behavioral finance. Throughout the course, you will answer numerous in-class surveys so that you can experience these effects first-hand.

Materials:
Readings come from a CoursePack (including cases and articles) and a couple of books.

Grades:
Based on two exams and several papers. Cannot be taken pass/fail.

Prerequisites:
None.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38002-01	Autumn 2009	T 1:30PM-4:30PM	Harper Center	Lecture Hall C06
38002-02	Autumn 2009	W 1:30PM-4:30PM	Harper Center	Lecture Hall C06
38002-81	Autumn 2009	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206

38002 Managerial Decision Making - Thaler, Richard

View course evaluation

Contents:
In many business situations it is not possible to solve a decision-making problem analytically. Because of data limitations and/or computational difficulties, an intuitive approach must be used. In such situations, decision makers are subject to systematic biases and errors. That is, their decisions predictably diverge from optimal solutions. This course is devoted to understanding the nature, causes, and implications of these human decision making limitations. The class begins with a series of demonstrations of decision making biases so that the students experience the biases first hand. Then, various judgment and decision making biases are presented in turn. The stress is on managerial implications with special emphasis given to applications in finance, marketing, economics, and organizations. Warning: this class makes extensive (some would say excessive) use of examples from sports, especially American sports, to illustrate good and bad decision making. Those who would find a discussion of the merits of the sacrifice bunt or the existence of the "hot hand" to be either terribly boring or a waste of time are encouraged to take a different section of this course as the other sections are taught by faculty who are less frivolous in their choice of examples.

Grades:
Short weekly papers and a final exam. Cannot be taken pass/fail.

Prerequisites:
Business 33001 and 41000 (or the equivalent).

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Key:
= No auditors = No provisional grades = No pass/fail grades = No non-Booth Students
= PhD - students only = Lectures = Discussion = Case Studies = Group Projects
= Group Presentations = Ethics discussion/component = Graded homework assignments = Graded attendance/participation = Quizzes
= Midterm = Optional midterm = Final exam (in class) = Final exam (take home)

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38002-01	Spring 2010	T 1:30PM-4:30PM	Harper Center	Lecture Hall C05
38002-81	Spring 2010	T 6:00PM-9:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200

38002 Managerial Decision Making - Wu, George

View course evaluation

Contents:

This course has two goals: descriptive and prescriptive. The descriptive goal is to understand how managers actually make decisions. The prescriptive goal is to help students become better decision makers and negotiators. Through readings, demonstrations, and cases, students understand why managers are susceptible to certain decision making biases and therefore, often make less than optimal decisions. The course concludes by exploring the managerial implications of these biases for consumer, organizational, and financial decision making.

The course also develops a framework that helps managers and organizations make better decisions. In particular, students learn how to (1) structure decision problems; (2) identify the objectives of a particular decision problem, and make trade-offs between conflicting objectives (including risk and return); (3) make the subjective judgments that are critical components of any important decision problem.

Grades:

Cannot be taken pass/fail.

Prerequisites:

None.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38002-01	Winter 2010	R 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
38002-81	Winter 2010	R 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304
38002-85	Winter 2010	S 9:00AM-12:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

38003 Power and Influence in Organizations - Caruso, Heather

View course evaluation

Contents:

Every effective manager needs to know how to wisely manage power and influence. Skill in doing so enables managers to win the cooperation of others, to elicit the most value from diverse organizational resources, and to consistently achieve goals.

In this class, you will be introduced to conceptual models, tactical approaches, and self-assessment tools that can help you to manage workplace power dynamics more wisely and skillfully. You will learn about several different methods of influence, and start the process of understanding and shaping your own influence style. You will also explore specific, real-world examples to understand how power and influence might be effectively *and* ineffectively used at different stages of a person's career. As the nature of our focal topics will raise difficult ethical questions, the course will also challenge you to examine and define your views on what will constitute the ethical exercise of power and influence in your work life.

Readings in this class are extensive. Preparing thoroughly for class discussions and exercises with these weekly readings is essential for getting the most value from the class.

Grades:

Based on class participation, assignments, and a group project. Cannot be taken pass/fail. No auditors.

Description and/or course criteria last updated: 2/25/10

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38003-01	Spring 2010	M 1:30PM-4:30PM	Harper Center	Lecture Hall C06
38003-81	Spring 2010	T 6:00PM-9:00PM	Gleacher Center	The Amoco Lecture Hall-GC300

38103 Strategies and Processes of Negotiation - Bhargava, Saurabh

View course evaluation

Contents:

Negotiation is both the science and the art of reaching agreements with other parties. Effective negotiation can help to resolve disputes in domains ranging from the managerial to the geopolitical to the interpersonal. The purpose of this course is to enhance your effectiveness in strategic interactions by understanding the theory and process of negotiation.

The course is designed to make you a more self-aware and effective negotiator through the use of analytic frameworks and experiential learning. You will learn to identify the structure of the problem at hand, to recognize and overcome common biases in the judgments and decisions of negotiators, and to implement the often subtle tactics of social influence. Because there is seldom a unique "right way" to negotiate, considerable emphasis will be placed on learning through active participation in simulations, role playing scenarios, and cases. In-class discussions and presentations will supplement these exercises.

Grades:
Based on class participation; exercises and short written assignments; and a final group paper. Cannot be taken pass/fail. No auditors.

Description and/or course criteria last updated: 7/15/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38103-01	Autumn 2009	F 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07
38103-82	Autumn 2009	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306
38103-81	Autumn 2009	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306

38103 Strategies and Processes of Negotiation - Caruso, Eugene

View course evaluation

Contents:
Managerial success requires agreement and collaboration with other people. The purpose of this course is to enhance your effectiveness in strategic interactions by understanding the theory and process of negotiation.

The course is designed to be relevant to the broad spectrum of negotiation problems that are faced by managers, and to teach you the skills necessary to discover and implement optimal solutions to these problems. These skills include an understanding of the problem at hand, the other parties involved, the common biases in the judgments and decisions of negotiators, and the effective tactics of social influence.

The course will give participants the opportunity to develop these skills experientially and to receive feedback on their performance. Because there is seldom a unique "right way" to negotiate, considerable emphasis will be placed on helping you learn through active participation in simulations, role playing scenarios, and cases. In-class discussions and presentations will serve to supplement these exercises.

Grades:
Based on class participation; exercises and short written assignments; and a final group project. Cannot be taken pass/fail. No auditors.

Prerequisites:
Business 38001, 38002, or 38003.

Description and/or course criteria last updated: 05/12/10

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38103-81	Summer 2010	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406
38103-82	Summer 2010	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406
38103-85	Summer 2010	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 406

38103 Strategies and Processes of Negotiation - Ginzel, Linda

View course evaluation

Contents:
Managerial success requires agreement and collaboration with other people. While managers need technical analytic skills to discover optimal solutions to problems, a broad array of interpersonal negotiation skills are necessary to implement these solutions. This course provides you with the opportunity to develop these skills experientially and to understand negotiation concepts in useful analytic frameworks.

This course will help you to become a more effective negotiator by developing your repertoire of negotiation tactics and strategies. You will learn from an extensive set of negotiation experiences in class, practice your skills and benefit from feedback. Because negotiation is ubiquitous, this course has the potential to make a significant difference in your professional and personal outcomes.

Grades:
Based on weekly preparation and class participation; analytical exercises; short written assignments; and a final paper. Due to the nature of this course, all students considering and/or enrolled must attend the first week of class. Cannot be taken pass/fail. No auditors.

Prerequisites:
Business 38001, 38002, or 38003.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Key:
= No auditors = No provisional grades = No pass/fail grades = No non-Booth Students
= PhD - students only = Lectures = Discussion = Case Studies = Group Projects
= Group Presentations = Ethics discussion/component = Graded homework assignments = Graded attendance/participation = Quizzes
= Midterm = Optional midterm = Final exam (in class) = Final exam (take home)

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38103-01	Spring 2010	R 1:30PM-4:30PM	Harper Center	Lecture Hall C05
38103-02	Spring 2010	F 1:30PM-4:30PM	Harper Center	Lecture Hall C05
38103-81	Spring 2010	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406

38103 Strategies and Processes of Negotiation - Risen, Jane

View course evaluation

Contents:

Negotiation is the art and science of securing agreements between two or more interdependent parties. The purpose of this course is to understand the theory of negotiation and develop one's negotiation skills. Managers need analytical skills to develop optimal solutions to problems. A basic premise of this course is to investigate the broad array of negotiation skills needed for these solutions to be implemented and accepted. Successful completion of this course will enable students to analyze, recognize, and understand essential concepts in negotiations.

This course proceeds on two complementary tracks. First, we will examine the science of negotiation: how to recognize the structure of a negotiation situation; how to recognize judgment and decision biases in negotiation; and what techniques tend to be most effective to avoid unwanted biases. Second, we will engage in extensive role-playing exercises and case analyses designed to help students develop their skills experientially and learn the art of negotiation for themselves.

Grades:

Based on weekly preparation and class participation; analytical exercises; short written assignments; and a final group project. Due to the nature of this course, all students considering and/or enrolled must attend the first week of class. Cannot be taken pass/fail. No auditors.

Prerequisites:

Business 38001, 38002, or 38003.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38103-02	Winter 2010	T 1:30PM-4:30PM	Harper Center	Lecture Hall C06
38103-03	Winter 2010	W 1:30PM-4:30PM	Harper Center	Lecture Hall C06
38103-81	Winter 2010	T 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

38103 Strategies and Processes of Negotiation - Wittenbrink, Bernd

View course evaluation

Contents:

Effective negotiation skills are essential to successful managers. Whereas technical skills are required to discover optimal solutions to problems, effective interpersonal negotiation skills are necessary to implement these solutions. This course provides you with the opportunity to develop your negotiation skills through an introduction to relevant empirical research in behavioral science and through multiple in-class negotiation exercises.

The specific aims of the course are:

(1) to develop an analytical framework that will help you better understand negotiation situations and the challenges they entail.

(2) to provide you with extensive experience in the negotiation process, with the goal that you develop your repertoire of negotiation tactics and strategies and that you further your ability to correctly evaluate the costs and benefits of these alternative strategies.

Materials:

Information on course materials can be found on the course website: http://faculty.chicagobooth.edu/bernd.wittenbrink/teaching/private/38103.

Grades:

Based on weekly preparation and class participation; analytical exercises; short written assignments; and a final paper. Due to the nature of this course, all students considering and/or enrolled must attend the first week of class. Cannot be taken pass/fail. No auditors.

Prerequisites:

Business 38001, 38002, or 38003.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38103-01	Winter 2010	R 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
38103-85	Winter 2010	S 1:30PM-4:30PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204
38103-03	Spring 2010	W 1:30PM-4:30PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
38103-82	Spring 2010	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208

Key:

= No auditors = No provisional grades = No pass/fail grades = No non-Booth Students
= PhD - students only = Lectures = Discussion = Case Studies = Group Projects
= Group Presentations = Ethics discussion/component = Graded homework assignments = Graded attendance/participation = Quizzes
= Midterm = Optional midterm = Final exam (in class) = Final exam (take home)

38111 Theories of Leadership - Zonis, Marvin
View course evaluation

Contents:
This course examines business leadership in an attempt to establish the nature of leadership and the ways in which "leadership" differs from "management." Business leadership is compared to political and military leadership. The extent to which leadership can affect firm performance is assessed. The course uses studies of leadership, films, and presentations by corporate leaders.

Grades:
Based on three short papers and a final paper.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38111-81	Autumn 2009	F 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400
38111-85	Autumn 2009	S 1:30PM-4:30PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

38114 A Guide to Business Ethics - Fogel, Robert
View course evaluation

Contents:
This course examines the way that religious and political movements affect the ethics of business. It focuses on such current issues as the conflict between technical efficiency and morality, the ethical status of property rights, the politics of retirement and intergenerational equity, the ethics of the distribution of income and other conflicts between ethical and economic standards for compensation, the ethics of international trade and finance, globalization, agency problems, and ex post redefinition's of the legal status of de facto business practices. These issues are put into historical perspective by relating them to long cycles in religiosity in America, to the long-term factors influencing political images of business, and to the factors influencing domestic conceptions of the proper economic relationships between the U.S. and the rest of the world. The grade for this course is based on a midterm and a final examination.

Grades:
No undergraduate auditors. Only graduate students may audit.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38114-01	Winter 2010	TR 1:30PM-2:50PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08

38116 Leading Teams: Managing Small Groups, Committees, and Teams - Hastie, Reid
View course evaluation

Contents:
This course will teach students how to be good members and effective leaders of teams, committees, and other decision-making and problem-solving groups. The primary means of instruction will be interactive exercises in which students perform tasks in groups to practice the skills of membership and leadership.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38116-01 CANCELLED	Spring 2010	R 6:00PM-9:00PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
38116-81 CANCELLED	Spring 2010	F 6:00PM-9:00PM	Gleacher Center	TBA

38601 Workshop in Behavioral Science - Caruso, Eugene
View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38601-01	Spring 2010	M 10:10AM-11:30AM	Harper Center	Lecture Hall C06

38601 Workshop in Behavioral Science - Hsee, Christopher

Key:
= No auditors
= No provisional grades
= No pass/fail grades
= No non-Booth Students
= PhD - students only
= Lectures
= Discussion
= Case Studies
= Group Projects
= Group Presentations
= Ethics discussion/component
= Graded homework assignments
= Graded attendance/participation
= Quizzes
= Midterm
= Optional midterm
= Final exam (in class)
= Final exam (take home)

View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38601-01	Autumn 2009	M 10:10AM-11:30AM	Harper Center	Lecture Hall C06

38601 Workshop in Behavioral Science - Risen, Jane
View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38601-01	Spring 2010	M 10:10AM-11:30AM	Harper Center	Lecture Hall C06

38601 Workshop in Behavioral Science - Wittenbrink, Bernd
View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38601-01	Winter 2010	M 10:10AM-11:30AM	Harper Center	Lecture Hall C06

38601 Workshop in Behavioral Science - Wu, George
View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38601-01	Autumn 2009	M 10:10AM-11:30AM	Harper Center	Lecture Hall C06

38901 Current Topics in Behavioral Science I - Fishbach, Ayelet
View course evaluation

Contents:
This is a graduate seminar for Ph.D. students interested in behavioral science. The course will be divided into two parts. The first part (taught by Professor Hsee) will cover behavioral decision research, its relationship with emotion and affect. The second part (taught by Professor Fishbach) will focus on motivation research, and will consider how people decide what goals they want to achieve (goal setting), what people do in order to achieve their goals (goal striving), and will critically assess diverse psychological theories of motivation.

Grades:
Grades will be based on class participation, oral presentations and one or two papers.

Prerequisites:
PhD students only.

Description and/or course criteria last updated: 7/24/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38901-01	Autumn 2009	M 1:30PM-4:30PM	Harper Center	John Deere Conference Room-HC223

38901 Current Topics in Behavioral Science I - Hsee, Christopher
View course evaluation

Contents:
This is a graduate seminar for Ph.D. students interested in behavioral science. The course will be divided into two parts. The first part (taught by Professor Hsee) will cover behavioral decision research, its relationship with emotion and affect. The second part (taught by Professor Fishbach) will focus on motivation research, and will consider how people decide what goals they want to achieve (goal setting), what people do in order to achieve their goals (goal striving), and will critically assess diverse psychological theories of motivation.

Grades:
Grades will be based on class participation, oral presentations and one or two papers.

Prerequisites:
PhD students only.

Description and/or course criteria last updated: 7/24/09

Course Conditions and Course Related Items:

Key:
= No auditors = No provisional grades = No pass/fail grades = No non-Booth Students
= PhD - students only = Lectures = Discussion = Case Studies = Group Projects
= Group Presentations = Ethics discussion/component = Graded homework assignments = Graded attendance/participation = Quizzes
= Midterm = Optional midterm = Final exam (in class) = Final exam (take home)

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38901-01	Autumn 2009	M 1:30PM-4:30PM	Harper Center	John Deere Conference Room-HC223

38902 Current Topics in Behavioral Science II - Caruso, Eugene

View course evaluation

Contents:
This seminar is designed to cover core issues in social psychology. Each week will cover a central topic in the field (e.g., social influence, person perception, attitudes, stereotyping and prejudice, self and identity, emotion, attraction...). The seminar will integrate classic research with current research to provide a broad sense of the development of the field as well as the current state of the field.

Materials:
Readings will be from articles to be distributed in class.

Grades:
Based on class participation, weekly thought papers, and a final research paper.

Prerequisites:
Admitted to the Ph.D. program or consent of instructor.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38902-01	Spring 2010	W 1:30PM-4:30PM	Harper Center	The First Scholar Classroom-HCC24

38902 Current Topics in Behavioral Science II - Risen, Jane

View course evaluation

Contents:
This seminar is designed to cover core issues in social psychology. Each week will cover a central topic in the field (e.g., social influence, person perception, attitudes, stereotyping and prejudice, self and identity, emotion, attraction...). The seminar will integrate classic research with current research to provide a broad sense of the development of the field as well as the current state of the field.

Materials:
Readings will be from articles to be distributed in class.

Grades:
Based on class participation, weekly thought papers, and a final research paper.

Prerequisites:
Admitted to the Ph.D. program or consent of instructor.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38902-01	Spring 2010	W 1:30PM-4:30PM	Harper Center	The First Scholar Classroom-HCC24

38912 Behavioral Economics - Kamenica, Emir

View course evaluation

Contents:
This is a research class aimed at Ph.D. students in economics, psychology, or related disciplines.

Traditional economic theory is based on standard working assumptions which include unlimited rationality and complete self-control. Behavioral economics considers what happens in economic contexts when these working assumptions are modified to incorporate more realistic conceptions of human behavior. The role of markets is central to this study. We carefully consider conditions under which rationality of participants influences market outcomes. However, financial markets are not covered in detail, and this is not a finance class.

Students will be asked to write frequent short papers and a more substantial research paper. The research paper is due in March, 2010 to give students time to undertake a serious paper. There will be one course meeting during the Spring quarter, on a date to be arranged, where these papers will be presented.

Prerequisites:

Ph.D. student: strict.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38912-01	Autumn 2009	R 3:00PM-6:00PM	Harper Center	Lecture Hall C09

38912 Behavioral Economics - Thaler, Richard

View course evaluation

Contents:
This is a research class aimed at Ph.D. students in economics, psychology, or related disciplines.

Traditional economic theory is based on standard working assumptions which include unlimited rationality and complete self-control. Behavioral economics considers what happens in economic contexts when these working assumptions are modified to incorporate more realistic conceptions of human behavior. The role of markets is central to this study. We carefully consider conditions under which rationality of participants influences market outcomes. However, financial markets are not covered in detail, and this is not a finance class.

Students will be asked to write frequent short papers and a more substantial research paper. The research paper is due in March, 2010 to give students time to undertake a serious paper. There will be one course meeting during the Spring quarter, on a date to be arranged, where these papers will be presented.

Prerequisites:
Ph.D. student: strict.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38912-01	Autumn 2009	R 3:00PM-6:00PM	Harper Center	Lecture Hall C09

39001 Strategy and Structure: Markets and Organizations - Bothner, Matthew

View course evaluation

Contents:
An essential function of the senior manager is to formulate the firm's strategy. In other words, he or she must set the organization's goals and determine the means to achieve those objectives. This course develops the tools that the executive utilizes to analyze the markets that the firm is in and to maneuver his or her firm in new and beneficial directions. Corporate planners must determine the following: In what markets and with what products will we compete? Should we adjust our scope, either internationally, horizontally, or vertically? In the first half of the course, we cover topics including the analysis of strategic logic, industry analysis, competitive advantage, and diversification.

In addition to formulating strategy, a critical task of senior management is to create an implementation plan for its chosen strategy. Consequently, the last half of the course offers material for carrying out major strategic change. Equally important, this section of the course analyzes the constraints that limit change. Topics in this module include formal and informal organizational structure, incentives, the importance of demand side increasing returns, plus the wider distinction between firms that pursue an exploitation-based strategy and firms that enact an exploration-based strategy. All organizations must simultaneously explore and exploit, and so the course concludes by delivering a clear picture of the necessary steps for moving the firm in these two principal directions.

A variety of formats are used to engage the course topics. The class is primarily case-based and it is heavily focused on class discussion. The CoursePack also contains a number of academic articles.

Grades:
Based on written case analyses, a mid-term exam, a final group project, and class participation. Cannot be taken pass/fail.

Prerequisites:
There are no required classes for Business 39001. This course is suitable for first-year students. This course has a first-class assignment.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
39001-01 CANCELLED	Winter 2010	F 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
39001-81 CANCELLED	Winter 2010	R 6:00PM-9:00PM	Gleacher Center	TBA
39001-81	Summer 2010	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308
39001-82	Summer 2010	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308
39001-85	Summer 2010	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 308

39001-03	Spring 2010	F 1:30PM-4:30PM	Harper Center	The Goldman, Sachs & Co. Lecture Hall-HCC25
39001-82	Spring 2010	R 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

39001 Strategy and Structure: Markets and Organizations - Pontikes, Elizabeth

View course evaluation

Contents:
Managers, executives, and entrepreneurs face a common problem: how to create a strategy that sets and achieves the firm's goals. This includes shaping the identity of the organization, choosing and defining the market for its products or services, and setting the scope of the firm's activities. This course will develop the tools needed to analyze industries, firm competencies, and competitive advantage in order to create a firm's strategy.

The second half of this course will focus on how a manager can design an organization to implement the chosen strategy. Topics include creating formal structures, shaping informal structures, and creating routines and capabilities. We will also focus on identifying when it is necessary to for a firm to change, and potential limitations to change.

A variety of formats are used to engage the course topics. The class is primarily case-based and it is heavily focused on class discussion.

Grades:
Based on written case analyses, a mid-term exam, a final group project, and class participation. Cannot be taken pass/fail.

Prerequisites:
There are no required classes for Business 39001. This course is suitable for first-year students. This course has a first-class assignment.

Description and/or course criteria last updated: 1/20/10

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
39001-01	Spring 2010	M 1:30PM-4:30PM	Harper Center	Lecture Hall C10
39001-02	Spring 2010	T 1:30PM-4:30PM	Harper Center	Lecture Hall C10
39001-81	Spring 2010	M 6:00PM-9:00PM	Gleacher Center	The Amoco Lecture Hall-GC300

39002 Network Structures of Effective Management - Phillips, Damon

View course evaluation

Contents:
Success requires two things: being technically competent and being able to effectively manage social relationships. This course combines sociology and economics to introduce general principles of management with an emphasis on how the management of relationships has real and hard outcomes for you as someone attempting to create value and advance your career. The goal is to provide you with a set of tools that you can use immediately and effectively. A variety of formats are used to help you engage and question the material: written cases, video, systematic evidence, lecture and class discussion. The material is approached from the perspective of you as an entrepreneurial manager/leader trying to get things done. This focuses the discussion on the central task of creating value through coordination: coordinating your personal contacts to diverse groups in an organization, coordinating employees within and between the functional groups in an organization, and coordinating business activities across diverse markets. Principles of social organization indicate how best to coordinate those interests to create value. This course is an introduction to those principles and their application. You will see material on group and individual decision-making, team dynamics, the ethics of managing work relationships, the role of leadership, trust in organizations, employee diversity, entrepreneurship, and the functioning of professional markets. This material will be examined across types of organizations, industries, and settings. Each week, you will be introduced to tools and applications to enhance both your career and your employer's success.

Grades:
Based on a mid-term (take home), a group project, case write-ups, and class participation during weekly case discussions.

Prerequisites:
None. A working familiarity with regression analysis is helpful to understand and critique the evidence presented in class, but not at all necessary.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
39002-01	Spring 2010	R 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03
39002-81	Spring 2010	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206
39002-81	Summer 2010	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308
39002-85	Spring 2010	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 206

39002 Network Structures of Effective Management - Safford, Sean

View course evaluation

Contents:
This course is an introduction to competitive advantage provided by social capital. The social networks around you - that is to say, the interpersonal networks within markets and within organizations - define opportunities for you to create and deliver value. They also define limits on what you can do. How the networks create social capital, and how to manage them to your advantage, is the substance of this course.

Materials:
CoursePack.

Grades:
Based on case write-ups, a mid-term, class participation and a group project.

Prerequisites:
None.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
39002-81	Winter 2010	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208
39002-85	Winter 2010	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 208
39002-01	Winter 2010	F 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02

39101 Technology Strategy - Kahl, Steven

View course evaluation

Contents:
Technological innovation is a critical source of competitive advantage. From biotech to software, from manufacturing to banking, technological innovation enables firms across a wide range of industries to meet challenges in the competitive environment. However, many firms have difficulty managing the innovation process. What's more, even firms that are successful often have trouble profiting from their innovations. This course develops conceptual tools, frameworks, and strategies to help manage through technological and market changes, competition, and the development of organizational capabilities. It focuses on two key aspects of technological innovation: creating and capturing value. Creating value explores the different processes and organizational structures firms can use to create/acquire new technological knowledge and capabilities to develop world-class technologies. Capturing value analyzes strategies to help companies make money from innovations. For instance, what do new firms need to consider when entering a market with a new technology? How can existing firms protect their market positions? How should strategies change as the technology evolves? What is unique about platform technologies, such as Google and Facebook, and how should they trade-off growing the market versus making money?

The course does not assume students have prior technological knowledge, nor does it assume students have worked in technology-intensive industries. The goal of the course is not to develop a deep understanding of the technology itself; rather, it is meant for those interested in managing a business in which technology plays a significant role as well as those interested in consulting and financial services that evaluate innovation challenges.

Materials:
The course is taught using case analysis, readings, in-class work, and interactive lectures.

Grades:
Based on participation, case write-ups/homeworks, and a team research project. Cannot be taken pass/fail.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
39101-01	Winter 2010	R 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07
39101-81	Winter 2010	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306
39101-85	Winter 2010	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 306

39600 Workshop in Organizations and Markets - Burt, Ronald

View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
39600-01	Autumn 2009	W 3:00PM-4:30PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

39600 Workshop in Organizations and Markets - Phillips, Damon

View course evaluation

Contents:
Argument and recent research results presented by faculty and invited speakers on the structure of competition within and between organizations. Topics are catholic, including how organizations operate, why they differ, how they emerge from prior organizations, how future growth depends on position in a structure of other organizations, and how people survive and thrive as a function of their position in social organization.

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
39600-01	Winter 2010	W 3:00PM-4:30PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

Key:
= No auditors | = No provisional grades | = No pass/fail grades | = No non-Booth Students
= PhD - students only | = Lectures | = Discussion | = Case Studies | = Group Projects
= Group Presentations | = Ethics discussion/component | = Graded homework assignments | = Graded attendance/participation | = Quizzes
= Midterm | = Optional midterm | = Final exam (in class) | = Final exam (take home)

39600 Workshop in Organizations and Markets - Pontikes, Elizabeth
View course evaluation

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
39600-01	Spring 2010	W 3:00PM-4:30PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

39901 Organizations and Environments - Phillips, Damon
View course evaluation

Contents:

Contemporary perspectives on organizations emphasize the interaction between organizations and the environments in which they operate. This Ph.D. course introduces students to contemporary theory and research on how the distribution and structure of resources in the environment affect organizations and, conversely, on how organizations interact to shape the structure of organizational environments. In addition to covering the major sociological approaches to this topic (emphasizing on inter-organizational network theory, but we will also be discussing organizational ecology, transaction cost economics, learning theory, and institutional theory), we will survey recent advances in theory and research that extend and combine these approaches in interesting ways. In assessing different theories, one of our primary concerns will be evaluating the quality of empirical evidence. Finally, we will devote time to discussing how to become a producer of top-tier quality research.

The course should benefit students in two ways. First, it aims to help students develop the skills needed to critique current organizational theory and research. Second, the course will aid students in identifying promising areas for future research and in designing effective means of addressing them.

Grades:

Based on class participation and final paper.

Prerequisites:

Must be a Ph.D. student: strict. A familiarity with sociological theories and methods is recommended (e.g. SOCI 30001, 30002, 30004, and 30005).

Description and/or course criteria last updated: 7/23/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
39901-01	Autumn 2009	W 9:30AM-12:30PM	Harper Center	Seminar Room 3A

39904 Organizational Ecology - Bothner, Matthew
View course evaluation

Contents:

Research in organizational theory has increasingly focused on the effects of individual and firm-level status on ecological outcomes, such as rates of organizational growth, strategic change, and career trajectories. The objectives of this course are to clarify what status is (a form of social capital that is analytically different from seemingly similarly concepts, such as ability, brand, brokerage, popularity, quality, and reputation); understand its functions as an economic signal and an intangible asset; identify its effects on ecological variables; and explore related theoretical advances. Some new lines of work we will consider include research on status volatility (an individual or firm that has been variable, over time, in the recognition it receives from elites), status dependence (an individual or firm that gets much of its status from a single source), and the multidimensionality of status in systems typical of ecological theory. Other topics include boundaries on cumulative advantage in status-based systems, such as academia and the natural sciences, and links between course themes and other streams of research in organizational theory, such as institutionalism and network analysis.

Grades:

Based on written analyses, a final paper, presentations, and class participation. Cannot be taken pass/fail.

Prerequisites:

This course is for Ph.D. students only.

Description and/or course criteria last updated: 3/3/10

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
39904-01	Spring 2010	W 4:30PM-7:30PM	Harper Center	Seminar Room 3A

40000 Operations Management: Business Process Fundamentals - Adelman, Dan
View course evaluation

Contents:

This core course focuses on understanding levers for structuring, managing, and improving a firm's recurring business processes to achieve competitive advantage in customer responsiveness, price, quality, and variety of products and services. These levers are broadly applicable to service firms,for example banks, hospitals, and airlines, as well as to traditional product-based firms. Processes within firms, as well as between firms, i.e. supply chains, are explored. The fundamental principles underlying state-of-the-art practices, such as Lean, Mass Customization, and Time-Based Competition, are explored so that students learn to critically evaluate these and other operational improvement programs.

Students learn the basics of how to manage the operations of a firm, and how operations issues affect and are affected by the many business decisions they will be called upon to make or recommend in their careers. As such, this course is essential to students aspiring to become consultants, entrepreneurs, or general managers. A working knowledge of operations is also indispensable to those interested in marketing, finance, and accounting, where the interface between these functions and operations is critical. Finally, an understanding of how firms become market leaders through operations is important in investment careers.

Most weeks consist of in-depth case discussion, integrated with theory. As such, the course is ideal preparation for many cases encountered during first-year internship interviews, as well as second-year interviews.

Materials:
The Goal by Goldratt, a CoursePack of readings, and lecture notes.

Grades:
Based on a mid-term and final exam, case analyses, homework, and class participation. Cannot be taken pass/fail. No auditors. No GSAL students.

Prerequisites:
Any previous or concurrent exposure to basic statistics is helpful.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
40000-01	Spring 2010	F 8:30AM-11:30AM	Harper Center	The Sidney Davidson Classroom-HCC04
40000-02	Spring 2010	F 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
40000-85	Spring 2010	S 9:00AM-12:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

40000 Operations Management: Business Process Fundamentals - Chayet, Sergio

View course evaluation

Contents:
This core course focuses on understanding levers for structuring, managing, and improving a firm's recurring business processes to achieve competitive advantage in customer responsiveness, price, quality, and variety of products and services. These levers are as applicable to banks, hospitals, and brokerage firms, for example, as to traditional manufacturing. Processes within firms, as well as between firms, i.e. supply chains, are explored. The fundamental principles underlying state-of-the-art practices, such as Quick Response, Just-in-Time and Time-Based Competition, are explored so that students learn to critically evaluate these and other operational improvement programs.

Students learn the basics of how to manage the operations of a firm, and how operations issues affect and are affected by the many business decisions they will be called upon to make or recommend in their careers. As such, this course is essential to students aspiring to become consultants, entrepreneurs, or general managers. A working knowledge of operations is also indispensable to those interested in marketing, finance, and accounting, where the interface between these functions and operations is critical. Finally, an understanding of how firms become market leaders through operations is important in investment careers.

Most weeks consist of in-depth case discussion, integrated with theory. As such, the course is ideal preparation for many cases encountered during first-year internship interviews, as well as second-year interviews.

Materials:
The Goal by Goldratt, a CoursePack of readings, lecture notes, and handouts.

Grades:
Based on a mid-term and final exam, case analyses, homework, and class contribution. Cannot be taken pass/fail. No auditors or non-Booth students.

Prerequisites:
Any previous or concurrent exposure to basic statistics is helpful.

Description and/or course criteria last updated: 3/29/10

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
40000-81	Summer 2010	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208
40000-85	Summer 2010	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 208

40000 Operations Management: Business Process Fundamentals - Debo, Laurens

View course evaluation

Contents:
This core course focuses on understanding levers for structuring, managing, and improving a firm's recurring business processes to achieve competitive advantage in customer responsiveness, price, quality, and variety of products and services. These levers are as applicable to banks, hospitals, and brokerage firms, for example, as to traditional manufacturing. Processes within firms, as well as between firms, i.e. supply chains, are explored. The fundamental principles underlying state-of-the-art practices, such as Quick Response, Just-in-Time and Time-Based Competition, are explored so that students learn to critically evaluate these and other operational improvement programs.

Students learn the basics of how to manage the operations of a firm, and how operations issues affect and are affected by the many business decisions they will be called upon to make or recommend in their careers. As such, this course is essential to students aspiring to become consultants, entrepreneurs, or general managers. A working knowledge of operations is also indispensable to those interested in marketing, finance, and accounting, where the interface between these functions and operations is critical. Finally, an understanding of how firms become market leaders through operations is important in investment careers.

Most weeks consist of in-depth case discussion, integrated with theory. As such, the course is ideal preparation for many cases encountered during first-year internship interviews, as well as second-year interviews.

Materials:
The Goal by Goldratt, a CoursePack of readings, and lecture notes.

Grades:
Based on a mid-term and final exam, case analyses, homework, and class participation. Cannot be taken pass/fail. No auditors. No GSAL students.

Prerequisites:
Any previous or concurrent exposure to basic statistics is helpful.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
40000-01	Autumn 2009	W 8:30AM-11:30AM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
40000-02	Autumn 2009	F 8:30AM-11:30AM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
40000-81	Autumn 2009	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206

40000 Operations Management: Business Process Fundamentals - Parker, Rodney

View course evaluation

Contents:
This core course focuses on understanding levers for structuring, managing, and improving a firm's recurring business processes to achieve competitive advantage in customer responsiveness, price, quality, and variety of products and services. These levers are as applicable to banks, hospitals, and brokerage firms, for example, as to traditional manufacturing. Processes within firms, as well as between firms, i.e. supply chains, are explored. The fundamental principles underlying state-of-the-art practices, such as Quick Response, Just-in-Time and Time-Based Competition, are explored so that students learn to critically evaluate these and other operational improvement programs.

Students learn the basics of how to manage the operations of a firm, and how operations issues affect and are affected by the many business decisions they will be called upon to make or recommend in their careers. As such, this course is essential to students aspiring to become consultants, entrepreneurs, or general managers. A working knowledge of operations is also indispensable to those interested in marketing, finance, and accounting, where the interface between these functions and operations is critical. Finally, an understanding of how firms become market leaders through operations is important in investment careers.

Most weeks consist of in-depth case discussion, integrated with theory. As such, the course is ideal preparation for many cases encountered during first-year internship interviews, as well as second-year interviews.

Materials:
The Goal by Goldratt, a CoursePack of readings, and lecture notes.

Grades:
Based on exam(s), case analyses, homework, and class participation. Cannot be taken pass/fail. No auditors. No GSAL students.

Prerequisites:
Any previous or concurrent exposure to basic statistics is helpful.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
40000-01	Winter 2010	R 8:30AM-11:30AM	Harper Center	Lecture Hall C09
40000-02	Winter 2010	R 1:30PM-4:30PM	Harper Center	Lecture Hall C09
40000-81	Winter 2010	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404

40101 Supply Chain Strategy and Practice - Cotteleer, Mark

View course evaluation

Contents:
The supply chain of a firm is critical to its performance. Supply chains are networks of organizations that supply and transform materials, and distribute final products to consumers. If designed and managed properly, these networks are a crucial source of competitive advantage for both manufacturing and service enterprises.

Students will learn how to examine and improve the flow of materials and information through this network of suppliers, manufacturers, distributors, and retailers in order to help firms get the right product to the right customer in the right amount and at the right time. Key topics covered in this course include the role of coordination within and across firms, the impact of incentives, and the use of information technology. Special emphasis is given to understanding how the business context shapes managerial decisions regarding the strategic design and management of the supply chain.

This course is intended for students interested in general management or careers in consulting, operations, or marketing.

Grades:
Based on case analyses, group assignments, class participation and a final exam.

Prerequisites:
Business 40000.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
40101-01 CANCELED	Winter 2010	TBA	Harper Center	TBA
40101-81	Winter 2010	T 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

40103 Operations Management and Strategy - Zangwill, Willard
View course evaluation

Contents:
This course will emphasize best practices and breakthrough concepts throughout the firm. Best practices are the actions and activities that distinguish the top firms and individuals, and are important to know. Most leading firms do some activities exceedingly well, and it is important to understand those best practices and how they achieve breakthroughs.Best practices are seen in sports, M&A, private equity, innovation, strategy, operations etc. and this course will explore these and related topics.

Many case studies provide interesting information about a unique situation, but they are not generally applicable and transferrable to other situations. Best practices are distinguished in that they are not only excellent but also transferrable and broadly applicable to a range of activities. Their wide applicability makes them critical to study and learn.

The class will be divided into teams, and the teams will both present cases and do their own exploration of best practices in firms of their choice and present that information to class. This will permit students to learn what are outstanding procedures in an area of their personal interest.

Certain comprehensive themes about procedures to create best practices will be explored. Best practices in decision making will be a theme and some novel software that assists that will be discussed. This software applies best practices in making complex decisions. It helps reduce bias and surprises and identifies risks.

Best practices in how to improve processes and obtain significant improvements quickly will be examined. Various universal approaches such as Kaizen, Six Sigma, and Quality will be studied including their application to an extensive variety of areas. These techniques provide facts, data and analytics upon which to make an improvement or breakthrough decision.

A major aspect of the course will be several speakers from a variety of industries to discuss the best practices in their own firms and industries. I plan to seek speakers from such diverse areas as private equity, venture capital, sports, innovation, and operations. Past speakers have included the President of the Chicago Blackhawks, an individual who made a billion dollars by predicting the sub-prime mortgage crash, the president of a highly innovate firm in high tech software and the president of a firm that is superb at operational and strategic efficiency. All of them have been very well received. Students are expected to ask numerous questions and probe them in depth since that is the best way to fully learn and internalize their best practices.

There are no prerequisites for the course. Due to its inherent nature, it will be run as a seminar. Please e-mail me any questions about the course: Willard.zangwill@chicagobooth.edu

Prerequisites:
None.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
40103-81	Autumn 2009	R 6:00PM-9:00PM	Gleacher Center	The Accenture Classroom-GC203
40103-01	Autumn 2009	F 8:30AM-11:30AM	Harper Center	Seminar Room 3A

40108 Revenue Management - Birge, John
View course evaluation

Contents:
This course will focus on the identification, formulation, solution, and implementation of systems for pricing and revenue optimization. The course will develop fundamental understanding of the use of pricing and capacity concepts combined with optimization tools to achieve revenue improvement within the practical context of limited resources and information. Case examples from a variety of industries including airlines, hotels, car rental agencies, internet/media advertising, entertainment, retailing, energy, commodities, freight, and manufacturing will be used to develop skills in designing and implementing solutions in different environments.

Students will learn how to recognize opportunities for revenue enhancement; how to differentiate among types of opportunities; how to segment markets while incorporating constrained capacity, opportunity costs, customer and competitor response, demand and supply uncertainty, and information infrastructure; how to formulate and solve for revenue management decisions using constrained optimization; and how to define overall implementation requirements.

Materials:
The course will use the text, *Pricing and Revenue Optimization*, by R. Phillips, Stanford, 2005, plus cases, readings, and lecture notes. The course will rely heavily on the use of the Solver in Microsoft Excel.

Grades:
Based on homework, case summaries, mid-term, final exam, class, and group participation.

Prerequisites:
Business 33001 and 41000.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
40108-01	Winter 2010	R 8:30AM-11:30AM	Harper Center	Lecture Hall C05
40108-85	Winter 2010	S 9:00AM-12:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

40110 Managing Service Operations - Eisenstein, Donald

View course evaluation

Contents:
The service economy is growing, currently comprising over 70% of the nation's GDP and employing 8 out of every 10 workers. The growth in developing countries is rapid, with India and China approaching 50% service employment.

This class is concerned with the design and delivery of services: How to design and improve the service offering for sustained excellence, and how to identify and overcome key challenges in the service delivery. We consider a wide range of industries: from traditional services such as hotels and restaurants, to e-commerce, financial services, and services from both the public and private sector.

We consider a service one in which the customer is involved, actively or passively, in the production process. In contrast to a traditional operations course, we first focus on production processes in which the customer plays an integral role; and second, we strive to understand and leverage the role customers play in the process. This course draws ideas not only from operations management, but also from consumer behavior, marketing, and strategy. Mathematical modeling is not the focus of the course, but plays an important supporting role.

We develop a Service Framework with three components: The Service Model, The Profitable Growth Model, and the Service Process Analysis.

The Service Model has four parts: The Service Offering (what customer needs and expectations does the service emphasize, and which ones will it sacrifice?), the Funding Mechanism (how the offering is funded), the Employee Management System (with emphasis of job design) and the Customer Management System (the role and expectations placed upon your customers).

The Profitable Growth Model of the firm is the strategy by which growth is achieved --- either by adding customers, managing revenues, or managing costs. And what the growth strategy relies upon --- people, process, or technology.

Underlying our Service and Growth Models is Service Process Analysis --- a description and analysis of the flow of customers and/or materials and the organization of resources that support the flow.

The course has both lecture and cases. Most cases are designed to explore our Service Framework in a broad sense, and then delve into a particular aspect in some detail.

Materials:
CoursePack and Chalk.

Grades:
Your grade is based on a take-home midterm exam, written case analyses and assignments, and class participation, and a final paper.

The class cannot be taken pass fail.

Prerequisites:
There are no prerequisites for this class. This course can substitute for BUS 40000 to satisfy a breadth requirement. There is some overlap between this course and Bus 40000, but it is relatively small, and thus one can take both classes in any sequence.

Description and/or course criteria last updated: 2/18/10

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
40110-01	Spring 2010	F 1:30PM-4:30PM	Harper Center	Lecture Hall C06
40110-81	Spring 2010	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208
40110-85	Spring 2010	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 208

40901 Topics on Empirical Research in Operations Management - Su, Che-Lin

Key:
= No auditors = No provisional grades = No pass/fail grades = No non-Booth Students
= PhD - students only = Lectures = Discussion = Case Studies = Group Projects
= Group Presentations = Ethics discussion/component = Graded homework assignments = Graded attendance/participation = Quizzes
= Midterm = Optional midterm = Final exam (in class) = Final exam (take home)

View course evaluation

Contents:
This is a Ph.D. level course designed to prepare students for research in the area of operations management. This year, the course will focus on structural estimation with applications in operations management. Throughout the course, we will study modern structural models in the economics and marketing literature, discuss and develop computational methods for estimating these models, and explore a variety of applications in operations management, including inventory and supply chain management, revenue management and health care operations. Students will be required to read and present papers and turn in homework assignments from time to time.

There are no formal course requirements. Familiarity with econometric methods, mathematical programming, dynamic programming, and stochastic processes may be helpful but is not essential. What is important, however, is some level mathematical maturity.

Materials:
Academic literature including research papers and texts.

Prerequisites:
Only Ph.D. students.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
40901-01	Spring 2010	F 8:30AM-11:30AM	Harper Center	The Accenture Classroom-GC203

41000 Business Statistics - Bester, C.

View course evaluation

Contents:
This course covers statistical concepts needed for modern business applications. The goal is to learn to use statistical tools, along with problem solving and communication skills, to analyze data and make business decisions. These tools also form the foundation for Chicago Booth elective courses, particularly in marketing, economics, and finance.

We first cover descriptive data analysis and summary statistics. We then cover probability before tackling statistical inference. The last three weeks of the course cover regression analysis. Real world examples from business, politics, and sports are used throughout the course.

Although the content of the course is similar to a college level statistics class, the emphasis is on understanding over memorizing formulas. Students who successfully complete this course will understand how to use statistical tools as a complement to their own business intuition and common sense.

Materials:
The main content of this course is in the lecture notes, which are available on the course website. We also use a textbook and outside readings, but they are optional.

We use an add-on for Microsoft Excel. We will review Excel basics and how to use this software in class. Students are highly encouraged to have access to a Windows PC and familiarize themselves with Excel before enrolling.

Grades:
Weekly problem sets, midterm, and a final. Students are highly encouraged to form study groups to work on problem sets and prepare for exams. Cannot be taken pass/fail. No auditors.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41000-01	Autumn 2009	M 8:30AM-11:30AM	Harper Center	The Goldman, Sachs & Co. Lecture Hall-HCC25
41000-02	Autumn 2009	W 8:30AM-11:30AM	Harper Center	The Goldman, Sachs & Co. Lecture Hall-HCC25

41000 Business Statistics - Gilula, Zvi

View course evaluation

Contents:
This course covers statistical concepts and tools needed for business applications in the business world. This course also provides relevant tools for more advanced courses in the Chicago Booth curriculum, especially in finance, economics, marketing, and advanced courses in statistics like regression analysis.

We first cover summary and descriptive statistics. We then cover the basic concepts and techniques in statistical inference that account for much of the common statistical methodology. The remainder of the course is dedicated to introduction to regression analysis, which is the most widely used statistical tool. We first learn the basic concepts in "simple" linear regression where a response variables related to one explanatory variable. We then move on to basic multiple regression in which a response variable is related to several explanatory variables.

Although the content of the course may seem very similar to a college level statistics course, the depth and width of the tools covered are taught at an appropriate graduate level that emphasizes understanding over memorizing. Real-life quantitative examples from the business world will be extensively used.

Materials:
Statistical software (such as Excel or MINITAB) will be used.

Textbook: *Basic Business Statistics* by Berenson, Levine and Krehbiel, 11th edition, Publisher: Prentice Hall.

Grades:
Based on 15% homework, a mid-term exam (35%) and a final exam (50%). Cannot be taken pass/fail.

Description and/or course criteria last updated: 7/17/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41000-81	Summer 2010	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406

41000 Business Statistics - Lopes, Hedibert

View course evaluation

Contents:
This course is designed to build a solid foundation in statistics. Students that master the course will take away a set of tools and a thorough understanding of their application that is very useful not only in preparation for future Chicago Booth courses, but also in understanding and using statistics encountered in business and everyday life.

The topics covered are: (i) descriptive statistics and plots used to summarize data; (ii) random variables and expectation; (iii) modeling and inference: population and sample quantities, confidence intervals, hypothesis tests and p-values; (iv) simple linear regression; (v) introduction to multiple regression; (vi) basic time series: autocorrelation, autoregressive models, random walk.

Materials:
The textbook for the course is *Statistical Techniques in Business & Economics* by Lind, Marchal and Wathen. All lecture notes and homework assignments will be available on the course website maintained by the instructor.

Grades:
Based on homework, mid-term exam and a final exam.

Prerequisites:
If you have a weak math background (for example, if you don't know what a linear function is), some kind of math review prior to the course is recommended. We don't use Calculus. We advise the more advanced students that linear regression is briefly covered in our course with a much deeper exposition presented elsewhere (Business 41100-Applied Linear Regression).

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41000-03	Autumn 2009	F 8:30AM-11:30AM	Harper Center	Lehman Brothers Classroom-HCC02
41000-81	Autumn 2009	R 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

41000 Business Statistics - Polson, Nicholas

View course evaluation

Contents:
This course is designed to teach the basic statistical concepts and tools needed for business applications and most Chicago Booth courses.

The topics covered are: (i) descriptive statistics and plots used to summarize data; (ii) random variables and expectation; (iii) modeling and inference: population and sample quantities, confidence intervals, hypothesis tests and p-values; (iv) simple linear regression; (v) introduction to multiple regression; (vi) basic time series: autocorrelation, autoregression, the random walk.

Statistical software (such as MINITAB) will be used.

Materials:
The textbook will be *Statistical Techniques in Business and Economics* (13th edition), by Lind, Marchal and Mason. Lecture notes will be available in the CoursePack and handed out.

Grades:
Homework, midterm, and a final.

Prerequisites:
If you have a weak math background some kind of math review prior to the course is recommended. We don't use Calculus.

Description and/or course criteria last updated: 6/09

Key:
= No auditors = No provisional grades = No pass/fail grades = No non-Booth Students
= PhD - students only = Lectures = Discussion = Case Studies = Group Projects
= Group Presentations = Ethics discussion/component = Graded homework assignments = Graded attendance/participation = Quizzes
= Midterm = Optional midterm = Final exam (in class) = Final exam (take home)

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41000-04	Autumn 2009	T 1:30PM-4:30PM	Harper Center	Lecture Hall C05
41000-82	Autumn 2009	T 6:00PM-9:00PM	Gleacher Center	The Amoco Lecture Hall-GC300

41000 Business Statistics - Creal, Drew

View course evaluation

Contents:
This course covers statistical concepts needed in modern business. The goal of the course is to learn to use statistical methods, to analyze data, and to develop problem solving skills. The tools introduced in this course provide the foundation for Chicago Booth elective courses, particularly in marketing, economics, finance and more advanced statistics courses.

The topics covered are: (i) descriptive statistics and plots used to summarize data; (ii) random variables and expectation; (iii) modeling and inference: population and sample quantities, confidence intervals, hypothesis tests and p-values; (iv) simple linear regression; (v) introduction to multiple regression. The course will emphasize real-world examples to illustrate ideas that are introduced in class.

Materials:
The main content of this course is in the lecture notes, which are available on the course website. There will be an optional textbook to aid in self-study.

Grades:
Weekly problem sets, a midterm exam, and a final exam.

Prerequisites:
If you have a weak math background some kind of math review prior to the course is recommended.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41000-81	Winter 2010	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404
41000-85	Winter 2010	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 404

41000 Business Statistics - Galichon, Alfred

View course evaluation

Contents:
This course is designed to build a solid foundation in statistics. Students that master the course will take away a set of tools and a thorough understanding of their application that is very useful not only in preparation for future Chicago Booth courses, but also in understanding and using statistics encountered in business and everyday life.

The topics covered are: (i) descriptive statistics and plots used to summarize data; (ii) random variables and expectation; (iii) modeling and inference: population and sample quantities, confidence intervals, hypothesis tests and p-values; (iv) simple linear regression; and (v) introduction to multiple regression.

Materials:
There are no required texts for the course. Lecture notes will be made available on the course website.

We will use Microsoft Excel. We will review Excel basics and how to use this software in class. Students are highly encouraged to have access to a Windows PC and familiarize themselves with Excel before enrolling.

Grades:
Based on a mid-term exam (35%), and a final exam (65%).

Description and/or course criteria last updated: 2/02/10

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41000-85	Spring 2010	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 408
41000-81	Spring 2010	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408
41000-82	Spring 2010	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408

41000 Business Statistics - Loudermilk, Margaret

View course evaluation

Key:

= No auditors	= No provisional grades	= No pass/fail grades	= No non-Booth Students	
= PhD - students only	= Lectures	= Discussion	= Case Studies	= Group Projects
= Group Presentations	= Ethics discussion/component	= Graded homework assignments	= Graded attendance/participation	= Quizzes
= Midterm	= Optional midterm	= Final exam (in class)	= Final exam (take home)	

Contents:
This course covers statistical concepts needed for modern business applications. The goal is to learn to use statistical tools, along with problem solving and communication skills, to analyze data and make business decisions. These tools also form the foundation for Chicago Booth elective courses, particularly in marketing, economics, and finance.

We first cover descriptive data analysis and summary statistics. We then cover probability before tackling statistical inference. The last three weeks of the course cover regression analysis. Real world examples from business, politics, and sports are used throughout the course.

Although the content of the course is similar to a college level statistics class, the emphasis is on understanding over memorizing formulas. Students who successfully complete this course will understand how to use statistical tools as a complement to their own business intuition and common sense.

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41000-85	Autumn 2009	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 208

41100 Applied Regression Analysis - Conley, Timothy

View course evaluation

Contents:
This course is about linear regression, a powerful and widely used data analysis technique. Students will learn how to use regression to analyze a variety of complex real world problems. Regression-based methods for the analysis of time series data and binary response data are also covered. Examples are used throughout to illustrate application of the tools. Topics covered include: (i) review of simple linear regression; (ii) multiple regression (model specification and interpretation, inference and drawing conclusions); (iii) time series (autocorrelation, auto-regression, prediction, random walks).

Grades:
Based on homework assignments, an exam, and course project.

Prerequisites:
Business 41000 or familiarity with the topics covered in Business 41000. This course is intended for students with a solid background in statistics and preferably some prior exposure to linear regression.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41100-81	Spring 2010	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406
41100-82	Spring 2010	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406

41100 Applied Regression Analysis - Hansen, Christian

View course evaluation

Contents:
This course is about linear regression, a powerful and widely used data analysis technique. Students will learn how to use regression to analyze a variety of complex real world problems. Examples are used throughout to illustrate application of the tools. Regression-based methods for the analysis of time series data are also covered. Topics covered include (i) review of simple linear regression; (ii) multiple regression: understanding the model, model specification and causal inference, interpreting the coefficients, R-squared, t and F tests, model diagnostics, model building; and (iii) time series: autocorrelation functions, auto-regression, prediction.

Grades:
Based on assignments, a mid-term, final exam, and course project.

Prerequisites:
Business 41000 or familiarity with the topics covered in Business 41000. This course is intended for students with a solid background in statistics and preferably some prior exposure to linear regression.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41100-01	Autumn 2009	R 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03
41100-02	Autumn 2009	F 8:30AM-11:30AM	Harper Center	The Eugene F. Fama Classroom-HCC03
41100-03	Autumn 2009	F 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03

41100 Applied Regression Analysis - Rossi, Peter

View course evaluation

Contents:
Multiple linear regression is one of the most powerful and widely used techniques in data analysis. This course teaches the student how to use regression to analyze complex

real world data. Examples are used throughout to illustrate application of the tools. Regression based methods for the analysis of time series data are also covered.

Topics covered include (i) simple linear regression; (ii) multiple regression: understanding the model, model specification and causal inference, interpreting the coefficients, R-squared, t and F tests, model diagnostics (residuals, outliers, influence, heteroskedasticity and nonlinearity), model building (dummy variables, variable selection, transformations); and (iii) time series: time series data, the autocorrelation function, autoregressive models, prediction, random walks, and regression with times series data.

Heavy emphasis is placed on analysis of actual data sets. This requires a good deal of time outside of class.

Materials:
The instructor's lecture notes serve as a self-contained text. Dielman's text *Applied Regression Analysis* will supplement the notes. There is no CoursePack. All of the instructor's notes are available on the course website.

Grades:
Based on a mid-term and final exam, which provide in-class evaluation, seven problem sets and a take-home data analysis assignment, which provides "hands-on" experience.

Prerequisites:
Statistical concepts: Random variables, normal and t distributions, mean and variance of a linear combination of random variables, hypothesis-testing including the concepts of significance level and p-value, t-tests and confidence intervals, sampling error, and the standard error of the sample mean. Business 41000 provides a comprehensive treatment of all of these concepts.

Mathematical Tools: Exponential and logarithmic functions, summation notation, and the equation for a line.

Non-Chicago Booth students may not take this course without permission of the instructor.

In order to provide a basis for self-evaluation and remedial study, a self-check quiz on the prerequisite material will be given in the first class session. "Mathematical and Statistical Prerequisites" on the course website provides a condensed summary of the prerequisite material.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41100-04	Autumn 2009	R 1:30PM-4:30PM	Harper Center	Lecture Hall C06
41100-81	Autumn 2009	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406
41100-85	Autumn 2009	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 406

41100 Applied Regression Analysis - Taddy, Matt

View course evaluation

Contents:
This course is about regression, a powerful and widely used data analysis technique wherein we seek to understand how different random quantities relate to one another. Students will learn how to use regression to analyze a variety of complex real world problems, with the aim of understanding data and prediction of future events. Focus is placed on understanding of fundamental concepts and development of the skills necessary for robust application of regression techniques. Examples are used throughout to illustrate application of the tools. Topics covered include: (i) review of simple linear regression; (ii) multiple regression (understanding the model, inference and interpretation for parameters, model building and selection, diagnostics and prediction); (iii) time series (autocorrelation functions, auto-regression, prediction); (iv) logistic regression.

Materials:
The instructor's lecture notes serve as a self-contained text. There is no CoursePack. All of the instructor's notes will be available on the course website.

Grades:
Based on homework assignments and group projects, a midterm exam, and a take-home final exam. Cannot be taken pass/fail.

Prerequisites:
Business 41000 or familiarity with the topics covered in Business 41000. This course is intended for students with a solid background in statistics and preferably some prior exposure to linear regression.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41100-01	Winter 2010	T 8:30AM-11:30AM	Harper Center	The Eugene F. Fama Classroom-HCC03
41100-81	Winter 2010	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406
41100-82	Winter 2010	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406

41202 Analysis of Financial Time Series - Tsay, Ruey

View course evaluation

Contents:
This course focuses on the theory and applications of financial time series analysis, especially in volatility modeling and risk management. Students are expected to gain

practical experience in analyzing asset return data. Real examples are used throughout the course. The topics discussed include the following: (1) Analysis of asset returns: autocorrelation, business cycles, stationarity, predictability and prediction. Simple linear models for returns and regression models with serially correlated errors. (2) Volatility models: GARCH-type models, GARCH-M models, EGARCH model, GJR model, stochastic volatility model, long-range dependence. (3) Volatility forecasts and realized volatility. (4) High-frequency data analysis (market microstructure): transactions data, nonsynchronous trading, bid-ask bounce, duration models, bivariate models for price changes and duration, and realized volatility. (5) Nonlinearities in financial data, simple nonlinear models, change in volatility, Markov switching and threshold models, and neural network. (6) Continuous-time models: simple continuous-time and diffusion models, Ito's lemma and Black-Scholes pricing formulas and jump diffusion models. (7) Value at Risk: Riskmetrics, extreme value analysis, peaks over threshold, value at risk based on extreme value theory, and CreditMetrics. (8) Multivariate series: cross correlation matrices, vector AR(1) model, co-integration and threshold co-integration, pairs trading, factor models and multivariate volatility models.

Computer program R is used throughout the course. No prior knowledge of the software is needed. All the programs used will be discussed in class and in review session.

Materials:
Textbook: Ruey S. Tsay, *Analysis of Financial Time Series*, 2nd edition (Wiley, 2005).

Grades:
Homework assignments (30%), mid-term (35%), and final exam (35%).

Prerequisites:
Business 41000 or 41100.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41202-01	Spring 2010	F 8:30AM-11:30AM	Harper Center	Lecture Hall C06
41202-85	Spring 2010	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 404

41203 Financial Econometrics - Russell, Jeffrey

View course evaluation

Contents:
This course covers a variety of topics in financial econometrics. The topics covered are of real- world, practical interest and are closely linked to material covered in other advance finance courses. Topics covered include ARMA models, volatility models (GARCH), factor models, issues in the analysis of panel data, and models for transactions data and the analysis of transactions cost.

Materials:
See course web page for additional information: http://faculty.chicagobooth.edu/jeffrey.russell/teaching/finecon/

Grades:
Homework, midterm, and final exam.

Prerequisites:
Business 41000, 41100 or instructor consent.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41203-01	Winter 2010	W 1:30PM-4:30PM	Harper Center	Lecture Hall C09
41203-81	Winter 2010	W 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

41301 Statistical Insight into Marketing, Consulting, and Entrepreneurship - Gilula, Zvi

View course evaluation

Contents:
- This course is an elective course in marketing, statistics, and entrepreneurship. Class attendance is strictly limited to 40 students.

- The course is typically offered in the summer only at Gleacher.

- There is no mandatory textbook in this course. A Course Pack containing summary class notes will be available for purchase.
****

You decide to establish a start-up in marketing consulting. You search the Internet and find to your dismay well over 650 companies in that area, each one claiming to be best and unique. In order to compete in this arena you need to have the ability to identify upcoming trends and new problems in the marketing area, AND to be able to provide original, sound, fast and applicable solutions to these problems. One such example that is not dealt by many of the marketing consulting companies is the following shelf-planning problem.

Imagine a customer in a deli store on a Sunday morning intending to buy bagels. There are only two bagels on the shelf. What would you predict the person would do? Hurry up and buy the only remaining bagels before they are gone? Would he consider the two bagels as being the least fresh, touched and left by all former customers, and *therefore decide to wait for a fresher batch? As a consultant to the store manager, how would you deter-mine the optimal number of bagels that should be on the shelf at a given time in order to avoid making customers reluctant to buy?*

As it turns out, the methodology covered by this course, that solves the above-mentioned problem, can also be used for the analysis of customer attrition, sale promotion and more.

Unlike marketing research, marketing consulting is a problem-solving endeavor that requires a great deal of specificity and is fueled by experience. This course is meant to give future consultants and entrepreneurs important tools and ways of thinking that are relevant for dealing with insightful consulting and are useful in the practice of marketing consulting.

The course addresses a variety of practical consulting problems and their solutions. Some examples are: (1) Optimal shelf-planning (see the bagels example above); (2) Analyzing customer attrition as a process (rather than as an event-driven phenomenon); (3) Optimal inventory management; (4) Prediction of a customer's purchase behavior (buying intentions, buying propensity, etc.) from the customer's patterns of usage of media, life style, political orientation, etc.; (5) Analysis of satisfaction -how to create a VALID satisfaction scale, how to rank products by satisfaction of customers, how to detect easy-to-please customers, etc.; (6) Analysis of brand loyalty -how to measure loyalty, how to determine whether loyalty to certain brands exists, and how to quantify it; (7) How to systematically obtain brand imagery from consumer's data; (8) How to analyze the image of the company as perceived by the public in general, and by its customers in particular.

The course is taught in a way that emphasizes the interpretation of results rather than computations, and statistical theory. To aid in the analysis, a Windows-supported software containing original and user-friendly statistical programs will be used in this course, and will be distributed at the first class meeting.

Materials:
A CoursePack.

Grades:
The final grade is a weighted mean between homework (15%), a mid-term (35%) and a final exam (50%).

Prerequisites:
Business 41000 strongly recommended. Although this course uses statistical reasoning, it is NOT mathematical in nature. Students who took Business 41000 should find the course quantitatively manageable.

Description and/or course criteria last updated: 7/17/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41301-81	Summer 2010	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406

41901 Probability and Statistics - Polson, Nicholas

View course evaluation

Contents:
This Ph.D.-level course (in addition to 41902) provides a thorough introduction to Classical and Bayesian statistical theory. The two-quarter sequence provides the necessary probability and statistical background for many of the advanced courses in the Chicago Booth curriculum. The central topic of Business 41901 is probability. Basic concepts in probability are covered. An introduction to martingales is given. Homework assignments are given throughout the quarter.

Materials:
The text for the course is DeGroot and Schervish, *Probability and Statistics.* Lecture notes will be available in the form of a CoursePack.

Grades:
Based on a final exam.

Prerequisites:
One year of calculus.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41901-01	Autumn 2009	R 8:30AM-11:30AM	Harper Center	Lecture Hall C05

41902 Statistical Inference - Hansen, Christian

View course evaluation

Contents:
This Ph.D.-level course is the second in a two-quarter sequence with Business 41901. The central topic is statistical inference. The course will focus on inference issues in the linear model and the linear instrumental variable model. The class will also discuss maximum likelihood and GMM. In the course, basic asymptotic theory will be discussed and Bayesian inference will be considered.

Materials:
Recommended texts for the course are: Wooldridge *Econometric Analysis of Cross Section and Panel Data* and Angrist and Pischke *Mostly Harmless Econometrics.*

Grades:
Based on a midterm, final, and problem sets.

Prerequisites:
Business 41901.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41902-01	Winter 2010	M 1:30PM-4:30PM	Harper Center	Lecture Hall C10

41903 Applied Econometrics - Conley, Timothy

View course evaluation

Contents:
This Ph.D.-level course covers a number of common and useful techniques for more advanced data analysis and model building.

The topics covered include: (i) Various versions of the law of large number and the central limit theorem; (ii) ARMA models and time series dependence; (iii) types of convergence and related theorems; (iv) types of stationarity and mixing processes; (v) HAC estimator, m-dependence and other types of dependence; (vi) instrumental variables; (vii) generalized method of moments; (viii) Bayesian Inference; (ix) Monte Carlo and Markov chain Monte Carlo methods; (x) model choice and model adequacy; (xi) linear regression with general covariance matrix and seemingly unrelated regression; (xii) hierarchical/panel models; (xiii) tobit, probit, ordered probit and multinomial probit models; (xiv) mixture models and regime switching models; (xv) dynamic models; (xvi) factor models; and (xvi) time-varying covariance models. The lectures will lay out the basic theoretical structure of the methods and provide examples of research that use these techniques. Students will be asked to apply these concepts in the homework.

Materials:
Several book chapters and articles will be used in this course. Familiarity with a software package like Matlab, R, Gauss or RATS is recommended. A few references are: (i) *Econometric Analysis,* Greene, 4th edition, Pearson Education; (ii) *Time Series Analysis,* Hamilton, Princeton University Press; (iii) *Econometrics,* Hayashi, Princeton University Press; (iv) *Bayesian Econometrics,* Koop, Wiley; (v) *Econometrics Methods,* Johnston and Dinardo, 4th edition, McGraw-Hill (vi) *An Introduction to Modern Bayesian Econometrics,* Lancaster, Blackwell.

Grades:
Based on homework, mid-term exam and final project.

Prerequisites:
Business 41901 and 41902.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41903-01	Spring 2010	F 1:30PM-4:30PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

41910 Time-series Analysis for Forecasting and Model Building - Russell, Jeffrey

View course evaluation

Contents:
Forecasting plays an important role in business planning and decision-making. This Ph.D.-level course discusses linear time series models that have been widely used in business and economic data analysis and forecasting. Both theory and methods of the models are discussed. Real examples are used throughout the course to illustrate applications.

The topics covered include: (1) stationary and unit-root non-stationary processes; (2) linear dynamic models, including autoregressive integrated moving average models; (3) model building and data analysis; (4) prediction and forecasting evaluation; (5) asymptotic theory for estimation including unit-root theory; (6) transfer function (distributed lag) models; (7) regression model with time series errors; (8) structural changes and outlier detection; (9) state-space models and Kalman filter; and (10) nonlinear models if time permits.

Materials:
Software: R and SCA will be introduced to perform data analysis, but students can use other software.

Grades:
Homework assignments (30%), mid-term (30%), and final exam (40%).

Prerequisites:
Business 41901, or instructor consent.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41910-01	Winter 2010	F 1:30PM-4:30PM	Harper Center	Lecture Hall C09

41912 Applied Multivariate Analysis - Tsay, Ruey

View course evaluation

Contents:
This course covers the basic theory and methods for analysis of multi-dimensional data. The ability to analyze multiple responses simultaneously opens up many applications. The topics covered in this course include descriptive statistics for multivariate data, basic properties of multivariate distributions such as normal, multivariate linear regression, principal components analysis for dimension reduction, factor analysis and dynamic factor models, canonical correlation analysis, discrimination and classification, independent component models, and simple multiple time series models. Data mining will be discussed if time permits. Applications in business and economics are emphasized. Software R will be used.

Materials:
Textbook: R.A. Johnson and D.W. Wichern, *Applied Multivariate Statistical Analysis*, 6th ed. (Prentice-Hall). Reference books: D.F. Morrison, *Multivariate Statistical Methods* (McGraw-Hill, 1977).

Grades:
Mid-term (35%), final exam (40%), and homework assignments (25%).

Prerequisites:
Business 41901 or 41902 or equivalent courses.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41912-01	Spring 2010	T 8:30AM-11:30AM	Harper Center	Lecture Hall C06

41913 Bayesian Econometrics - Lopes, Hedibert

View course evaluation

Contents:
This second year Ph.D.-level course explore Bayesian techniques when applied to solve econometrics problems. The course starts reviewing the main ingredients of Bayesian inference, and it deepens into modern Bayesian computation through Markov chain Monte Carlo and sequential Monte Carlo methods. The second part of the course is devoted to the exploration of well known econometrics models from a Bayesian view point including general linear models, limited dependent variable models, hierarchical models, factor models, vector autoregressive models, dynamic models and spatial models.

Materials:
Several book chapters and scientific articles will be used in this course. Familiarity with at least one statistical software/package is expected. A few references are: *Bayesian Econometrics*, Koop, Wiley; *An Introduction to Modern Bayesian Econometrics*, Lancaster, Blackwell; *Markov Chain Monte Carlo: Stochastic Simulation for Bayesian Inference*, Gamerman and Lopes, Chapman&Hall/CRC; *Bayesian Statistics and Marketing*, Rossi, Allenby and McCulloch, Wiley; *Bayesian Inference in Dynamic Econometric Models*, Buwens, Lubrano and Richard, Oxford; *Analysis of Financial Time Series*,Tsay, Wiley; *Contemporary Bayesian Econometrics and Statistics*, Geweke, Wiley; *Bayesian Analysis in Statistics and Econometrics*, Berry, Chaloner and Geweke, Wiley; *Bayesian Models for Categorical Data*, Congdon, Wiley.

Grades:
Based on homework, mid-term exam and final project.

Prerequisites:
Business 41901, 41902 and 41903 or equivalent.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41913-01	Autumn 2009	R 8:30AM-11:30AM	Harper Center	Seminar Room 3A

42001 Competitive Strategy - Gentzkow, Matthew

View course evaluation

Contents:
Students will apply tools from microeconomics and game theory to business strategy, with special emphasis on the sources of industry and firm profitability. The course is designed for students who are very comfortable with economic analysis at the level of 33001, and the lectures, assignments, and exams will draw heavily on rigorous formal

models. We will explore the application of the theory to real-world problems (pricing, positioning, entry, merger, predation, etc.) through case analysis, readings, and in-class discussion.

Materials:
A CoursePack of readings and a textbook are required.

Grades:
Based on class participation, assignments/write-ups, a midterm, and a final. Cannot be taken pass/fail.

Prerequisites:
Business 33001.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42001-01	Spring 2010	R 8:30AM-11:30AM	Harper Center	The PIMCO Classroom-HCC07
42001-02	Spring 2010	R 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07
42001-81	Spring 2010	W 6:00PM-9:00PM	Gleacher Center	The Amoco Lecture Hall-GC300

42001 Competitive Strategy - Kamenica, Emir

View course evaluation

Contents:
This course applies tools from microeconomics, game theory, industrial organization, and theory of the firm to analyze decisions facing firms in a competitive environment. The specific focus is on strategic decisions where each firm's profits depend critically on the actions chosen by its competitors. Classes combine case analysis and discussions with lectures. Topics include pricing, positioning, strategic commitment, firm structure, and entry and exit.

Materials:
A CoursePack of readings and a textbook are required. Additional texts are optional.

Grades:
Based on class participation, a mid-term, and a final.

Prerequisites:
Business 33001.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42001-02	Autumn 2009	W 8:30AM-11:30AM	Harper Center	Lecture Hall C09
42001-81	Autumn 2009	T 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

42001 Competitive Strategy - Knez, Marc

View course evaluation

Contents:
This course applies tools from microeconomics, industrial organization and organizational economics to competitive decision-making. The emphasis is on the application of these concepts to business situations, and as such the course relies heavily on the analysis of case studies. The course is divided in four parts. The first part introduces tools to understand industry economics and the determinants of industry-wide profitability. The second studies the determinants of the individual firm's strategy and profitability, focusing on both organizational and positional aspects. The third part introduces basic game theory as a tool to analyze competitive interactions when the number of players is small and the industry is being shaped by the interactions between these players. This tool is used to analyze issues such as bargaining power, price competition, entry and exit decisions, standard setting and technological competition. The fourth and last part studies firm and industry dynamics, focusing on technological discontinuities and changes in competition and the reaction of individual firms to these changes in their environment.

Materials:
The course is taught using lectures, case analysis and readings.

Grades:
Based on class participation, case write-ups, a midterm and a final group project on a current Competitive Strategy issue.

Prerequisites:
Business 33001 or 33101.

Description and/or course criteria last updated: 6/09

Key:

= No auditors	= No provisional grades	= No pass/fail grades	= No non-Booth Students	
= PhD - students only	= Lectures	= Discussion	= Case Studies	= Group Projects
= Group Presentations	= Ethics discussion/component	= Graded homework assignments	= Graded attendance/participation	= Quizzes
= Midterm	= Optional midterm	= Final exam (in class)	= Final exam (take home)	

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42001-03	Autumn 2009	F 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
42001-82	Autumn 2009	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408
42001-85	Autumn 2009	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 408

42001 Competitive Strategy - Shapiro, Jesse

View course evaluation

Contents:
Students will apply tools from microeconomics to business strategy, with special emphasis on the sources of industry and firm profitability. The course is designed for students who are very comfortable with economic analysis at the level of 33001, and the lectures, assignments, and exams will draw heavily on rigorous formal models. We will explore the application of the theory to real-world problems (pricing, positioning, entry, regulation, etc.) through case analysis, readings, and in-class discussion.

Grades:
Based on class participation, a midterm, and a final. Cannot be taken pass/fail. No auditors.

Prerequisites:
Business 33001.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42001-02	Winter 2010	F 8:30AM-11:30AM	Harper Center	The Eugene F. Fama Classroom-HCC03
42001-03	Winter 2010	F 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03
42001-85	Winter 2010	S 9:00AM-12:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

42001 Competitive Strategy - Shivakumar, Ram

View course evaluation

Contents:
The senior manager's role today is more about *strategic thinking* (and *decision-making*) and less about *operations.* In this role as a strategic thinker, the senior manager must anticipate changes *inside* and *outside* the organization that are likely to affect its performance and *position* the organization in ways that best match the *opportunities* presented by the market with the unique *resources* & *capabilities* of the organization. This course introduces the fundamental concepts, frameworks, models and tools of *strategy* and demonstrates how they may be applied to a wide range of organizations, products, services and geographic markets.

Materials:
Required reading includes chapter from a textbook, cases and articles from journals, magazines and newspapers.

Grades:
Course grades are based on class participation, case analysis, project write-up and presentation, and a final exam. Cannot be taken pass/fail.

Prerequisites:
Business 33001.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42001-01	Autumn 2009	T 1:30PM-4:30PM	Harper Center	The Goldman, Sachs & Co. Lecture Hall-HCC25
42001-81	Summer 2010	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404
42001-85	Summer 2010	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 404

42001 Competitive Strategy - Syverson, Chad

View course evaluation

Contents:
The course applies microeconomics (including elements of price theory, game theory, and industrial organization) to analyze decisions firms face in business environments. There will be specific focus on strategic decisions and the factors that influence firms' competitive advantages. Class time will be devoted to case discussions and lectures. Topics covered include pricing, product positioning, efficient performance, vertical structure, entry and exit, strategic investments, and network externalities.

Materials:
A CoursePack of readings and a textbook are required. Additional texts are optional.

Grades:
Based on class participation, assignments, midterm, and a final.

Prerequisites:
Business 33001.

Description and/or course criteria last updated: 11/13/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42001-04	Winter 2010	T 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
42001-81	Winter 2010	T 6:00PM-9:00PM	Gleacher Center	The Amoco Lecture Hall-GC300

42001 Competitive Strategy - Budish, Eric

View course evaluation

Contents:
Students will apply tools from microeconomics and game theory to the analysis of competitive decision making. Topics covered include the sources of industry and firm profitability, strategic positioning, the boundaries of the firm, incomplete contracts, strategic commitment, dynamic pricing, entry and exit, vertical integration, network externalities, and auctions.

The course is designed for students who are very comfortable with economic analysis at the level of 33001. Classes will combine case analysis and discussions with lectures.

Materials:
A CoursePack of readings and a textbook are required. Additional texts are optional.

Grades:
Based on class participation, assignments, a mid-term, and a final. Cannot be taken pass/fail. No auditors.

Prerequisites:
Business 33001.

Description and/or course criteria last updated: 11/05/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42001-01	Winter 2010	R 1:30PM-4:30PM	Harper Center	Lecture Hall C06
42001-82	Winter 2010	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308

42002 Business Policy - Davis, Harry

View course evaluation

Contents:
A student who recently took this course suggested the sub-title of "Strategies for Individuals and Their Organizations" or "The Artistry of Strategy." While the sub-titles do capture the content of this course, I have decided to honor the historical name, "Business Policy," because it connotes a general management perspective, the importance of people in moving an organization toward its goals, openness to many modes of thinking, and the critical link between strategy and implementation.

By the end of the course students should: 1) feel comfortable in working in a strategy versus maintenance space; 2) be more fluent in using the vocabulary and tools of leading strategy and management consultants; 3) know when the specialized knowledge and techniques that form much of the M.B.A. curriculum are useful, and when they are not; and 4) be excited about their own career and personal strategy.

WARNING LABEL: Although the course familiarizes the student with current and past practice in strategic planning, I also structure the learning environment as a forum for challenging current approaches and dogma, and as a place to experiment with some new ways to think about business practice. On the basis of past experience, students who enjoy 'unconventional' ways of thinking and learning about strategy (which I believe is an inherently open-ended topic) will probably enjoy this class more than those who prefer not to deviate much from a more traditional approach to this subject.

Grades:
The grading philosophy for this course emphasizes week-by-week written assignments - four of which are individual papers and three of which are group papers. In place of a final examination, students prepare a final paper that focuses on important strategy questions in the context of their professional and/or personal lives.

Prerequisites:
Six courses completed.

Description and/or course criteria last updated: 6/09

Key:
= No auditors = No provisional grades = No pass/fail grades = No non-Booth Students
= PhD - students only = Lectures = Discussion = Case Studies = Group Projects
= Group Presentations = Ethics discussion/component = Graded homework assignments = Graded attendance/participation = Quizzes
= Midterm = Optional midterm = Final exam (in class) = Final exam (take home)

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42002-01	Winter 2010	T 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
42002-81	Winter 2010	M 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

42002 Business Policy - Gould, John

View course evaluation

Contents:

The traditional name of this course, "Business Policy," though not as precise and descriptive as many other course names, is actually quite appropriate because it connotes a general management perspective, the importance of people in moving an organization toward its goals, openness to many modes of thinking, and the critical link between strategy and implementation. What the title does not fully convey is that the course also provides an opportunity and context for you to explore your personal career strategy.

By the end of the course students should: 1) feel comfortable in working in a strategy versus maintenance space; 2) be more fluent in using the vocabulary and tools of leading strategy and management consultants; 3) know when the specialized knowledge and techniques that form much of the M.B.A. curriculum are useful, and when they are not; 4) have a better sense of what are the important strategic questions; and 5) have a deeper understanding of their own career and personal strategy.

WARNING LABEL: Although the course familiarizes the student with current and past practice in strategic thinking and implementation, I also organize the learning environment as a forum for challenging current approaches and dogma, and as a place to experiment with some new ways to think about business practice. On the basis of past experience, students who like to explore a variety of ways of thinking and learning about strategy (which I believe is an inherently open-ended topic) will probably enjoy the structure of this class.

Grades:

The grading philosophy for this course emphasizes week-by-week written assignments - four of which are individual papers and three of which are group papers. In place of a final examination, students prepare a final paper that focuses on important strategy questions in the context of their professional and/or personal lives.

Prerequisites:

Six courses completed.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42002-01	Autumn 2009	R 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
42002-85	Autumn 2009	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 306

42102 The Strategy Symposium - Davis, Harry

View course evaluation

Contents:

Over the past several years we have taught numerous courses in strategy, leadership and business policy in all of the Chicago Booth's M.B.A. programs including the Executive Program and the International Executive Program in Barcelona. As a result of our collaboration in developing these courses, we have gathered a large variety of material on approaches, ideas and questions about strategy. Over the years we have also discussed these issues with business executives as well as practitioners from fields outside of business.

Based on this background and material, we introduced a new course a few years ago. We felt the course was a success and we are offering it again this year. The course brings together a group of about 30 students to meet with us and visitors (business executives and others) to explore some of these issues and ideas in greater depth. The goals of the course will be to develop a better understanding of methods and techniques of strategic thinking and to explore the design, implementation and evaluation of strategy. One important goal is to develop tools and concepts for evaluating strategies both before and after the outcome is known and to seek insights that will improve the process of designing strategy.

The course will be developed around reading and presentations (from visitors as well as members of the class) and, as a symposium, class discussion and interaction will be very important. In addition, the course will require a project carried out with two or three others.

Prerequisites:

6 courses completed.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42102-81	Spring 2010	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308
42102-85	Spring 2010	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 308

Key:

= No auditors = No provisional grades = No pass/fail grades = No non-Booth Students
= PhD - students only = Lectures = Discussion = Case Studies = Group Projects
= Group Presentations = Ethics discussion/component = Graded homework assignments = Graded attendance/participation = Quizzes
= Midterm = Optional midterm = Final exam (in class) = Final exam (take home)

42102 The Strategy Symposium - Gould, John

View course evaluation

Contents:

Over the past several years we have taught numerous courses in strategy, leadership and business policy in all of the Chicago Booth's M.B.A. programs including the Executive Program and the International Executive Program in Barcelona. As a result of our collaboration in developing these courses, we have gathered a large variety of material on approaches, ideas and questions about strategy. Over the years we have also discussed these issues with business executives as well as practitioners from fields outside of business.

Based on this background and material, we introduced a new course a few years ago. We felt the course was a success and we are offering it again this year. The course brings together a group of about 30 students to meet with us and visitors (business executives and others) to explore some of these issues and ideas in greater depth. The goals of the course will be to develop a better understanding of methods and techniques of strategic thinking and to explore the design, implementation and evaluation of strategy. One important goal is to develop tools and concepts for evaluating strategies both before and after the outcome is known and to seek insights that will improve the process of designing strategy.

The course will be developed around reading and presentations (from visitors as well as members of the class) and, as a symposium, class discussion and interaction will be very important. In addition, the course will require a project carried out with two or three others.

Prerequisites:

6 courses completed.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42102-81	Spring 2010	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308
42102-85	Spring 2010	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 308

42103 Applied Strategic Management/INTOPIA - Kleinman, David

View course evaluation

Contents:

Many students have said that their sense of what 42103 is about was greatly helped by reading the views of past course alumni. In this spirit, we have assembled some course alumni comments at https://www.intopia.biz/intopia_alumni_comments.pdf. Reading them might be very useful to you in reading this whole course description.

Students report they gain great sophistication in general management skills, strategic understanding and business-oriented team and group process skills. They also report strong gains in entrepreneurial ability, business insight skills, and negotiation skills. Finally, they report the course integrates their understanding of the curriculum in a particularly effective way. Overall, students say the course gives them more self-confidence in their ability to manage in real world business. They believe it provides extremely strong preparation for careers in general management, management consulting, investment banking and commercial banking, among others. Some students, at the end of the course, say it should be required.

Course alumni agree that the course is nearly impossible to describe because it is so experiential - it can only be fully understood after it has been taken. Two (of very many similar) quotations convey the spirit of things:

"I have constantly heard from other members in INTOPIA that 'it is as close to real as a simulation can get.'"

"INTOPIA is a deceptively instructive experience . . . very enlightening and informative . . . After spending a quarter in INTOPIA, I have a stronger appreciation for general management and the tradeoffs general managers face . . . Not to say that I am a stranger to general management . . . I held the title of general manager at [a Fortune 200 transportation company] for three years before leaving to come to the Chicago Booth . . . During that time I did not face the same company-wide issues I did during INTOPIA. . . Quite a paradox . . . I learned more from my ten weeks in INTOPIA . . ."

Almost everyone who takes the course enjoys the excitement and exhilaration of dealing with a stream of complex business challenges and managing the trade-offs among them. [The course counts towards concentrations in Entrepreneurship and in Strategic Management.]

INTOPIA is an elaborate simulation of the chip and personal computer industry in an international business environment and this constitutes most of the course activity. At the beginning of the academic quarter, students form groups of (usually) four people. The groups become companies which start life in their home offices in Liechtenstein with equal amounts of capital. Thereafter, each company may engage in a wide variety of operations of its own choosing within the INTOPIAN computer industry in Brazil and/or Europe and/or the U.S. The companies interact competitively and cooperatively in the industry. Firms may manufacture and/or market, wholesale and/or retail, "chips" and/or "computers." "Chips" are semi-finished material input to the computers as well as being salable items in consumer markets themselves. There are four currencies, and companies may be long or short in any of them in any locality. Each team comprises the top management of its company. Together, they have responsibility for all aspects of the business: strategy formation, implementation, and functional management. Marketing, production, finance, research and development, and other activities must be managed; decisions must be made and executed. Competitive and cooperative developments must be analyzed and responded to. Each member of management receives comprehensive and elaborate financial statement and management data for each decision period. There is usually one decision cycle per week, occasionally two, totaling 11 to 13 for the course. Most of the course activity consists of your company's operations in the simulated world of INTOPIA. Towards the end of the quarter, each company's management makes a comprehensive presentation of its operations to the rest of the class as if the class were a keenly involved and sophisticated board of directors. There are also a few related case discussions during the first part of the quarter. Formally required time demands are fairly low. Virtually all time put in by students is put in voluntarily, as a matter of personal choice. Students say they do it because it is fun and that the fun leads to powerful and distinctive learning.

Prospective students can get the best feel for this unusual course by talking to people who have taken it. As noted, course alumni agree that it is otherwise nearly impossible to convey the excitement and richness of business knowledge that this course can provide. The first week or two require a bit more effort than the rest, unlike other courses, so that there is very little interference with mid-terms or finals. Attendance at the first class meeting is very important because groups are formed at that time. Students who take the course earlier rather than later in their studies should probably try to team with one or two students who have had relatively more courses. Some students start the group organizing process before the course begins, by talking to other classmates so that the nucleus of a group, or even a full group, is pre-formed.

If legitimate circumstances demand, a small number of students can be accommodated for entry in the second week and attached to existing groups.

Grades:

Grades depend primarily on the effective business management activity and energy that students put into their INTOPIAN companies' affairs. Factors included in deciding your grades include participation in case discussions; financial performance of each company; content and quality of the company presentation; your contribution to effective, wealth creating teamwork and process in your company; and an at-home final written assignment, intended to help you pull the course together. But the best word on grades may be the spontaneous response of a teaching assistant in the course: "Don't worry about grades. Just abandon yourself to the INTOPIAN process and the grades will take care of themselves."

Prerequisites:
Six courses recommended. Business 30000 or equivalent: strict.

Description and/or course criteria last updated: 7/15/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42103-85	Autumn 2009	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 208
42103-81	Summer 2010	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408

42107 Taking Charge - Batts, Warren

View course evaluation

Contents:
This course will focus on the practical, current, key issues with which general managers often deal when they take over a new assignment. Here the "general manager" is anyone with profit and loss responsibility, no matter what level, and is the person who must not only analyze the situation but must develop a game plan to effect the correct changes and, most importantly, implement it. There will be a variety of company sizes, industries and types of issues. The goal of the course is to help the students practice applying some of the functional theories and leadership concepts they have learned in other courses.

The topics covered are: (1) Joining a company from the outside to take charge of a subsidiary in need of change; (2) Implementing your game plan and choosing your management style; (3) Establishing key relationships (4) Selecting your management team; (5) Keeping your compensation system competitive to help implement your plan; (6) Managing human resources in a dynamically changing environment; (7) The importance of self-awareness and communications in managing others effectively; (8) Implementing your strategy; (9) Making decisions and setting priorities in a turnaround-around situation; (10) Taking charge of a highly technical operation; (11) Being promoted from within to turn around a crisis situation; (12) Downsizing successfully; (13) Outsourcing effectively; (14) Obtaining the capabilities your strategy requires; (15) Transitioning a very successful startup to a large corporation - without losing its distinctive culture; (16 getting your career restarted after being terminated; (17) Managing a merger to assure its success; (18) Developing and implementing a vision for your company.

Materials:
A CoursePack of readings and cases.

Grades:
The success of the course depends on thorough preparation and active participation of each student; therefore, class participation and contribution will count 50%. Every student should expect to be called on in every class. A short paper for each of the Cases and its Readings should be prepared for Classes 2 through 10 and will count 50%. Students should work in groups of five to discuss and collectively write the paper. Cannot be taken pass/fail. No auditors.

Description and/or course criteria last updated: 8/03/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42107-81	Spring 2010	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206
42107-81	Summer 2010	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408

42107 Taking Charge - Strubel, Richard

View course evaluation

Contents:
This course will focus on the practical, current, key issues with which general managers often deal when they take over a new assignment. Here the "general manager" is anyone with profit and loss responsibility, no matter what level, and is the person who must not only analyze the situation but must develop a game plan to effect the correct changes and, most importantly, implement it. There will be a variety of company sizes, industries and types of issues. The goal of the course is to help the students practice applying some of the functional theories and leadership concepts they have learned in other courses.

The topics covered are: (1) Joining a company from the outside to take charge of a subsidiary in need of change; (2) Implementing your game plan and choosing your management style; (3) Establishing key relationships (4) Selecting your management team; (5) Keeping your compensation system competitive to help implement your plan; (6) Managing human resources in a dynamically changing environment; (7) The importance of self-awareness and communications in managing others effectively; (8) Implementing your strategy; (9) Making decisions and setting priorities in a turnaround-around situation; (10) Taking charge of a highly technical operation; (11) Being promoted from within to turn around a crisis situation; (12) Downsizing successfully; (13) Outsourcing effectively; (14) Obtaining the capabilities your strategy requires; (15) Transitioning a very successful startup to a large corporation - without losing its distinctive culture; (16 getting your career restarted after being terminated; (17) Managing a merger to assure its success; (18) Developing and implementing a vision for your company.

Materials:
A CoursePack of readings and cases.

Grades:
The success of the course depends on thorough preparation and active participation of each student; therefore, class participation and contribution will count 50%. Every student should expect to be called on in every class. A short paper for each of the Cases and its Readings should be prepared for Classes 2 through 10 and will count 50%. Students should work in groups of five to discuss and collectively write the paper. Cannot be taken pass/fail. No auditors.

Description and/or course criteria last updated: 8/03/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42107-81	Spring 2010	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206
42107-81	Summer 2010	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408

42108 Corporate Governance - Chookaszian, Dennis

View course evaluation

Contents:

This course will introduce the students to the functions and duties of directors and boards of directors and to the topics with which boards in the United States most commonly deal. The content will by and large be applicable to both public corporations and not-for-profit organizations. The differences in corporate governance exercised in other countries, as well as current trends in corporate governance, will be introduced.

The topics covered are: (1) The purpose of corporate governance and its evolution with the history of a board from its beginning to its dissolution; (2) Starting up a board and selecting directors; (3) The board's legal position and role in compliance. The board's role in: (4) assuring fiduciary integrity; (5) recommending candidates for election as directors; (6) approving corporate strategy; (7) communicating with shareholders; (8) selecting the CEO; (9) evaluating the CEO; (10) compensating the CEO and key executives; (11) planning for succession; (12) not-for-profit organizations; (13) firing the CEO; (14) dealing with sudden internal crises; (15) dealing with a long term internal crises and (16) evaluating itself. (17) The role of institutional investors in corporate governance; (18) Corporate Governance in international corporations. And (19) Current trends in corporate governance.

Materials:

A CoursePack of readings and cases.

Grades:

The success of the course depends on thorough preparation and active participation of each student; therefore, class participation and contribution will count 50%; a short paper for Classes 2 though 10 on the cases and their related readings. Students will work in groups of five to write the papers. Cannot be taken pass/fail. No auditors.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42108-81	Winter 2010	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404

42110 Strategic Investment Decisions - Gertner, Robert

View course evaluation

Contents:

This course focuses on the processes and methods within organizations for making strategic decisions. The goal is to integrate analytical methods with traditional economic and strategic analysis.

The standard analytical tool for evaluating strategic investments is DCF analysis. In practice cash flow projections in DCF models are generally neither built on an explicit model of uncertainty, nor do they typically incorporate learning over time and the flexibility (real options) thus created. Projections are often neither based on careful analysis or historical data nor on evidence-based, realistic views of how the market and competition may evolve.

Many decision-makers thus put little weight on quantitative analysis and rely on qualitative analysis and intuitive judgment. The goal of this course is for students to learn how to build quantitative models that highlight the key strategic tradeoffs and can thereby improve decision -making.

In many situations, the most effective techniques for incorporating uncertainty and real options into DCF models are decision trees (or game trees) combined with scenario analysis. The majority of the course will involve students learning these modeling techniques and applying them to a variety of strategic decision case studies. Students will build and analyze simple models that capture the key uncertainties and strategic issues and how to make appropriate evidence-based projections. We will also introduce simulations, binomial models, and financial options pricing techniques and discuss their applicability to strategic decision-making.

Class sessions will be a mix of lecture, case discussions and student case presentations.

Materials:

Decision tree and simulation software, detailed class notes, readings and a CoursePack of cases.

Grades:

Based on several group or individual assignments, largely case-based, class participation, and an extensive group project in which students will model and analyze a strategic decision facing an organization. Groups will likely be able to either work on a project for a client organization or one based on their research.

Prerequisites:

Business 35200 and either 39001 or 42001.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42110-01	Spring 2010	W 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
42110-81	Spring 2010	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208

42114 Strategic Planning - Knez, Marc

View course evaluation

Contents:
The fundamental challenge of senior managers is executing the current strategy to meet near term performance objectives and simultaneously making the right investments to support long-term growth. Strategic planning, done right, provides the platform for senior managers to meet this challenge. The primary focus of this course is on concepts, frameworks, and tools for strategy development , assessment, and selection, with a secondary focus on the development of strategic plans for executing the current strategy. Three alternative strategy development contexts will be covered in the course:

• Assessment and refinement of an existing strategy, and development of follow-on growth strategies in a multi-business corporate context

• Development of innovative strategies /business models in existing markets

• Development of long-term strategies for new markets emanating from new technologies or other future changes/opportunities in the market While a number of comprehensive strategy frameworks will be covered, we will also focus on how to develop customized frameworks for doing strategy work.

Finally, the fundamentals of the end-to-end strategic planning process in both the corporate context and single line of business context.

This course is designed to appeal to students interested in pursuing positions in strategy consulting, strategic planning, or any leadership role responsible for the design and execution of the company's strategy.

Materials:
The course is taught using lectures, case analysis and readings.

Grades:
Based on class participation, case write-ups, and a research paper involving the development of a strategic plan. Cannot be taken pass/fail.

Prerequisites:
Business 42001 or 39001.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42114-01	Winter 2010	R 8:30AM-11:30AM	Harper Center	Lecture Hall C06
42114-81	Winter 2010	R 6:00PM-9:00PM	Gleacher Center	The Amoco Lecture Hall-GC300
42114-02	Winter 2010	F 8:30AM-11:30AM	Harper Center	Lecture Hall C06

42116 Game Theory - Holden, Richard

View course evaluation

Contents:
Game theory is the study of strategic interactions. It provides a comprehensive framework for analyzing a diverse set of business problems: from internal organization, to competitive interactions, and regulation.

The course will cover a wide range of topics, including: equilibrium concepts, building and maintaining reputations, auctions, entry deterrence, R&D races, cooperation and competition, asymmetric information and market failure, information markets, bargaining, politics and voting in committees.

The classes will involve presentation of foundational concepts, and discussion of applications of these concepts to concrete business problems.

An indespensible way of learning and understanding the concepts in this course is by playing games. A substantial amount of time will be devoted to doing so, and analyzing the results.

Materials:
Coursepack containing readings.

Grades:
A final exam and class participation.

Prerequisites:
Business 33001, basic differential calculus is assumed knowledge.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42116-01	Spring 2010	M 8:30AM-11:30AM	Harper Center	The Sidney Davidson Classroom-HCC04
42116-81	Spring 2010	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208

42120 Innovation in Energy Markets and Opportunities in Renewable Energy - Bradford, Travis

View course evaluation

Contents:
This course will orient students to the dynamic opportunities that exist in the ongoing transformation of the global energy industry. Existing energy sources and the infrastructures that deliver them to users around the world are undergoing a period of rapid change. Limits to growth, rapidly fluctuating raw material prices, and the emergence of new technology options all contribute to heightened risk and opportunity in the energy sector. Using both theoretical and practical insights about the process by which energy technologies are developed, financed, and deployed, this course seeks to highlight the root drivers for change in the energy industry, the technologies that are emerging, and the factors that will determine success in their commercialization.

The course will proceed in four equal parts. First, we discuss the overarching themes of energy - including economic, technological, regulatory, and environmental factors. Then, we examine how today's providers are adapting to these forces, how new technologies are being introduced into today's architecture, and finally how emerging technologies may potentially disrupt traditional energy paradigms.

Grades:
Grades will be based on three problem sets, a final project that simulates the preparation of an analyst report on a company in the energy sector, and class participation.

Description and/or course criteria last updated: 7/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42120-81	Spring 2010	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406

42201 The Legal Infrastructure of Business - Picker, Randal

View course evaluation

Contents:
Almost every business decision has legal consequences or takes place in an extensive legal framework. Entrepreneurs and managers can no more ignore the laws of the state than they can the laws of physics. This course will provide a general introduction to law and business. It will do so using traditional legal analysis, supplemented by a substantial use of law and economics. Topics to be covered include: choice of corporate form; capital markets laws, including venture capital and IPOs; antitrust; intellectual property; telecommunications and the regulation of natural monopoly; and e-Commerce.

Grades:
Based on written assignments and a final examination. Cannot be taken pass/fail.

Prerequisites:
None.

Description and/or course criteria last updated: 6/09

Course Conditions and Course Related Items:

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42201-81	Autumn 2009	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206