

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 2011-12 Curriculum Guide.

Please note that this document is a snapshot and is stagnant. All official information of record is stored in the online databases. These databases should be referenced for verification.

Degree Requirements

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

MBA Program Outline 2011 - 12

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, 33002, or 33101	33031, 33102, 33111, Econ 30100, Econ 30200	
Statistics	41000 or 41100	41201, 41202, 41203, 41301, 41901, 41902, 41903, 41910-41914	
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, or 35200	34101, 35100, 35120, 35130, 35150, 35201, 35901, 35902, 35904	
Marketing	37000	37101, 37102, 37103, 37106, 37201, 37202	
Operations	40000	40101, 40108, 40110	
Management			
Decisions	30001, 36106, 38002		
People	33032, 38001, 38003, 39002		
Strategy	39001, 42001, 42002		
Business Environment			
Business Environment	33040 or 33305 or 33471	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 2011 - 12

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, 33002, or 33101	33031, 33102, 33111, Econ 30100, Econ 30200	

Statistics	41000 or 41100	41201, 41202, 41203, 41301, 41901, 41902, 41903, 41910-41914
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, or 35200	34101, 35100, 35120, 35130, 35150, 35201, 35901, 35902, 35904
Marketing	37000	37101, 37102, 37103, 37106, 37201, 37202
Operations	40000	40101, 40108, 40110
Management		
Decisions	30001, 36106, 38002	
People	33032, 38001, 38003, 39002	
Strategy	39001, 42001, 42002	
Business Environment		
Business Environment	33040 or 33305 or 33471	33304, 33401, 33402, 33501, 33502, 42201
International Business		= 5 courses
Choose 5 courses: 33402, 33501, 33502, 33503, 33510, 33520, 33521, 33522, 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. Courses must be approved ahead of the visit.		
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.

2011 - 2012 Chicago Booth Courses
Meeting a Required Area and/or Multiple Concentrations

Course #	Required Area	Required Area (pre-Summer '09)	Concentrations			
30000	Foundations	Foundations	Accounting			
30001	Management	Breadth	Accounting	General Management		
30116	Foundations	Foundations	Accounting			
30117	Foundations	Foundations	Accounting			
30118		Foundations	Accounting	Entrepreneurship		
30130	Foundations	Foundations	Accounting	Finance	General Management	
31702			General Management	Managerial & Organizational Behavior		
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			
33111	Foundations		Economics			
33221			Economics	Entrepreneurship		
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	
33520			Economics	International Business		
33522			Economics	International Business		
34101	Functions		Entrepreneurship	Finance	Analytic Finance	General Management
34102			Entrepreneurship	General Management	Strategic Management	
34103			Entrepreneurship	General Management	Strategic Management	
34107			Entrepreneurship	Finance		
34301			Entrepreneurship	Finance		
34703			Entrepreneurship	International Business		
35000	Functions	Breadth	Finance	General Management		
35100	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		
35150	Functions	Breadth	Finance	Analytic Finance	General Management	
35151		Breadth	Finance	Analytic Finance	General Management	

2011 - 2012 Chicago Booth Courses
Meeting a Required Area and/or Multiple Concentrations

Course #	Required Area	Required Area (pre-Summer '09)	Concentrations			
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	
37701			Entrepreneurship	General Management	Strategic Management	Marketing 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	
39200			General Management	Strategic Management		
39201			Entrepreneurship	General Management	Strategic Management	
40000	Functions	Breadth	General Management	Operations		

2011 - 2012 Chicago Booth Courses
Meeting a Required Area and/or Multiple Concentrations

Course #	Required Area	Required Area (pre-Summer '09)	Concentrations			
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		Entrepreneurship	General Management	Operations	
41000	Foundations	Foundations	Econometrics & Statistics			
41100	Foundations	Foundations	Econometrics & Statistics			
41201	Foundations		Analytic Management	Econometrics & Statistics		
41202	Foundations	Foundations	Econometrics & Statistics			
41203	Foundations	Foundations	Econometrics & Statistics	Finance	Analytic Finance	
41301	Foundations	Foundations	Econometrics & Statistics	Entrepreneurship	Marketing	
41901		Foundations	Econometrics & Statistics	General Management		
41902		Foundations	Econometrics & Statistics	General Management		
41903		Foundations	Econometrics & Statistics	General Management		
41910		Foundations	Econometrics & Statistics	General Management		
41911		Foundations	Econometrics & Statistics	General Management		
41913		Foundations	Econometrics & Statistics	General Management		
41914		Foundations	Econometrics & Statistics	General Management		
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			
42116			Economics	General Management	Strategic Management	

Course Schedule, Autumn 2011 - Summer 2012

Quarter	Section	Instructor	Day(s)	Time	Program Autumn	Winter	Spring	Summer
30000 Financial Accounting								
Autumn	01	Gao, P.	W	1:30 - 4:30	Full-Time			
	02	Heltzer, W.	M	8:30 - 11:30	Full-Time			
	04	Nikolaev, V.	M	8:30 - 11:30	Full-Time			
	05	Nikolaev, V.	M	1:30 - 4:30	Full-Time			
	06	Engel, E.	T	1:30 - 4:30	Full-Time			
	07 +	Bockus, K.	M	3:00 - 6:00	Full-Time			
	08	Engel	W	1:30 - 4:30	Full-Time			
	81	Gao, P.	W	6:00 - 9:00	Evening			
	82	Heltzer, W.	M	6:00 - 9:00	Evening			
	83	Engel, E.	T	6:00 - 9:00	Evening			
Winter	85	Heltzer, W.	S	1:30 - 4:30	Weekend			
	01 +	Zechman, S.	T	1:30 - 4:30		Full-Time		
	02	Zechman, S.	W	1:30 - 4:30		Full-Time		
	03 +	Bleck, A.	F	1:30 - 4:30		Full-Time		
	81	Bleck, A.	F	6:00 - 9:00		Evening		
Spring	82	Zechman, S.	T	6:00 - 9:00		Evening		
	85	Bleck, A.	S	1:30 - 4:30		Weekend		
	01 +	Christensen, H.	W	1:30 - 4:30			Full-Time	
	81	Christensen, H.	T	6:00 - 9:00			Evening	
	82	Christensen, H.	W	6:00 - 9:00			Evening	
Summer	81	Staff	TBD					Evening
	82	Staff	TBD					Evening
30001 Managerial Accounting								
Autumn	01	Rogers, J.	M	1:30 - 4:30	Full-Time			
	02	Rogers, J.	T	1:30 - 4:30	Full-Time			
	81	Rogers, J.	T	6:00 - 9:00	Evening			
Winter	01	Gerakos, J.	T	1:30 - 4:30		Full-Time		
	81	Gerakos, J.	T	6:00 - 9:00		Evening		
	82	Gerakos, J.	W	6:00 - 9:00		Evening		
Spring	01	Kovrijnykh, A.	W	8:30 - 11:30			Full-Time	
	81	Kovrijnykh, A.	R	6:00 - 9:00			Evening	
	85	Kovrijnykh, A.	S	1:30 - 4:30			Weekend	
30116 Accounting and Financial Analysis I								
Autumn	01	Berger, P.	T	1:30 - 4:30	Full-Time			
	02	Berger, P.	W	1:30 - 4:30	Full-Time			
	81	Berger, P.	T	6:00 - 9:00	Evening			
Winter	81	Soffer, L.	T	6:00 - 9:00		Evening		
Spring	01	Soffer, L.	T	1:30 - 4:30			Full-Time	
	81	Soffer, L.	W	6:00 - 9:00			Evening	
	85	Soffer, L.	S	9:00 - 12:00			Weekend	
30117 Accounting and Financial Analysis II								
Winter	01	Sapra, H.	F	8:30 - 11:30		Full-Time		
	02	Sapra, H.	F	1:30 - 4:30		Full-Time		
	85	Sapra, H.	S	9:00 - 12:00		Weekend		
Spring	01	Ball, R.	T	8:30 - 11:30			Full-Time	
	81	Ball, R.	M	6:00 - 9:00			Evening	
	82	Ball, R.	T	6:00 - 9:00			Evening	
30118 Taxes and Business Strategy								
Autumn	01	Erickson, M.	T	1:30 - 4:30	Full-Time			
	02	Erickson, M.	W	1:30 - 4:30	Full-Time			

+ Denotes undergraduate only section

Course Schedule, Autumn 2011 - Summer 2012

Quarter	Section	Instructor	Day(s)	Time	Program Autumn	Winter	Spring	Summer
Winter	81	Erickson, M.	T	6:00 - 9:00	Evening			
	01	Weiss, I.	T	1:30 - 4:30		Full-Time		
Spring	81	Weiss, I.	T	6:00 - 9:00		Evening		
	01	Weiss, I.	F	8:30 - 11:30			Full-Time	
	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			
	85	Smith, A.	S	9:00 - 12:00	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	Minnis, M.	T	1:30 - 4:30			Full-Time	
	02	Minnis, M.	W	8:30 - 11:30			Full-Time	
	81	Minnis, M.	W	6:00 - 9:00			Evening	
Summer	81	Leuz, C.	T	6:00 - 9:00				Evening
	82	Leuz, C.	W	6:00 - 9:00				Evening
	85	Leuz, C.	S	9:00 - 12:00				Weekend
30901 Economic Modeling of Accounting Issues								
Spring	01	Sapra, H.	R	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								
Autumn	01	Skinner, D.	R	8:30 - 11:30	Full-Time			
33001 Microeconomics								
Autumn	01	Bleakley, C.	M	8:30 - 11:30	Full-Time			
	02	Bleakley, C.	T	1:30 - 4:30	Full-Time			
	03	Notowidigdo, M.	R	1:30 - 4:30	Full-Time			
	04	Notowidigdo, M.	F	8:30 - 11:30	Full-Time			
	05	Oster, E.	F	1:30 - 4:30	Full-Time			
	06	Oster, E.	R	1:30 - 4:30	Full-Time			
	07	Carlton, D.	F	1:30 - 4:30	Full-Time			
	81	Bleakley, C.	M	6:00 - 9:00	Evening			
	82	Carlton, D.	R	6:00 - 9:00	Evening			
	83	Oster, E.	F	6:00 - 9:00	Evening			
	85	Notowidigdo, M.	S	9:00 - 12:00	Weekend			
	01	Shefi, Y.	T	8:30 - 11:30		Full-Time		
	81	Shefi, Y.	F	6:00 - 9:00		Evening		
	82	Frankel, A.	W	6:00 - 9:00		Evening		
	85	Frankel, A.	S	9:00 - 12:00		Weekend		
Spring	81	Topel, R.	T	6:00 - 9:00			Evening	
	82	Topel, 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
33002 Accelerated Microeconomics								
Autumn	01	Stole, L.	M	8:30 - 11:30	Full-Time			
	81	Stole, L.	M	6:00 - 9:00	Evening			

+ Denotes undergraduate only section

Course Schedule, Autumn 2011 - Summer 2012

Quarter	Section	Instructor	Day(s)	Time	Program Autumn	Winter	Spring	Summer
33032 Managing the Workplace								
Winter	01	Gibbs, M.	W	1:30 - 4:30		Full-Time		
	81	Gibbs, M.	W	6:00 - 9:00		Evening		
	82	Kole, S.	W	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	
33040 Macroeconomics								
Autumn	01	Guerrieri, V.	F	1:30 - 4:30	Full-Time			
	81	Guerrieri, V.	F	6:00 - 9:00	Evening			
	85	Guerrieri, V.	S	1:30 - 4:30	Weekend			
Winter	01	Karabarbounis, L.	T	8:30 - 11:30		Full-Time		
	02	Karabarbounis, L.	W	8:30 - 11:30		Full-Time		
	03	Hurst, E.	T	8:30 - 11:30		Full-Time		
	81	Karabarbounis, L.	T	6:00 - 9:00		Evening		
	82	Hurst, E.	T	6:00 - 9:00		Evening		
Spring	01	La'O, J.	F	1:30 - 4:30			Full-Time	
	03	Huizinga, J.	T	8:30 - 11:30			Full-Time	
	81	Huizinga, J.	T	6:00 - 9:00			Evening	
	85	La'O, J.	S	1:30 - 4:30			Weekend	
Summer	81	Altig, D.	TBD					Evening
	82	Altig, D.	TBD					Evening
33101 Advanced Microeconomic Analysis								
Autumn	81	Murphy, K.	T	6:00 - 9:00	Evening			
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	
33311 Govt Reg and the Employment Relationship								
Summer	81	Bulger, B.	M	6:00 - 9:00				Evening
33401 Money and Banking								
Autumn	81	Bryan, M.	F	6:00 - 9:00	Evening			
	85	Bryan, M.	S	9:00 - 12:00	Weekend			
Winter	01	Kroszner, R.	T	1:30 - 4:30		Full-Time		
	02	Kroszner, R.	W	1:30 - 4:30		Full-Time		
	81	Kroszner, R.	TBD			Evening		
Spring	01	Hachem, K.	F	1:30 - 4:30			Full-Time	
	85	Hachem, K.	S	1:30 - 4:30			Weekend	
33402 Central Banking: Theories and Facts								
Autumn	01	Weber, A.	M	1:30 - 4:30	Full-Time			
	81	Weber, A.	M	6:00 - 9:00	Evening			
33450 Real Estate Investments I								
Winter	01	Pagliari, J.	R	1:30 - 4:30		Full-Time		
	81	Pagliari, J.	R	6:00 - 9:00		Evening		
	85	Pagliari, J.	S	9:00 - 12:00		Weekend		
33451 Real Estate Investments II								
Spring	81	Pagliari, J.	R	6:00 - 9:00			Evening	

+ Denotes undergraduate only section

Course Schedule, Autumn 2011 - Summer 2012

Quarter	Section	Instructor	Day(s)	Time	Program Autumn	Winter	Spring	Summer
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.	W	1:30 - 4:30			Full-Time	
	81	Barry, B.	W	6:00 - 9:00			Evening	
33501 International Commercial Policy								
Spring	01	Ossa, R.	R	8:30 - 11:30			Full-Time	
	81	Ossa, R.	R	6:00 - 9:00			Evening	
	85	Ossa, R.	S	9:00 - 12:00			Weekend	
33502 International Financial Policy								
Winter	01	Neiman, B.	T	8:30 - 11:30		Full-Time		
	81	Neiman, B.	T	6:00 - 9:00		Evening		
	85	Neiman, B.	S	1:30 - 4:30		Weekend		
33503 Managing the Firm in the Global Economy								
Winter	01	Cosar, A.	R	8:30 - 11:30		Full-Time		
	81	Cosar, A.	R	6:00 - 9:00		Evening		
	85	Cosar, A.	S	9:00 - 12:00		Weekend		
Spring	01	Romalis, J.	W	8:30 - 11:30			Full-Time	
	02	Romalis, J.	T	1:30 - 4:30			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.	W	6:00 - 9:00				Evening
33521 Asian Economies and Business								
Winter	81	Barry, B.	W	6:00 - 9:00		Evening		
33522 Chinese Economy								
Spring	01	Song, Z.	F	1:30 - 4:30			Full-Time	
	81	Song, Z.	M	6:00 - 9:00			Evening	
33911 The Economics of Information								
Autumn	01	Harris, M.	MW	10:10 - 11:30	Full-Time			
33915 Market Design								
Spring	01	Budish, E.	TBD				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	Hortaçsu, A.	TBD			Full-Time		
33923 Advanced Industrial Organization III								
Spring	01	Carlton, D.	F	8:30 - 11:30			Full-Time	
33940 Monetary Economics III								
Spring	01	Guerrieri, V.; La'O, J.	TBD				Full-Time	
33942 Applied Macroeconomics: Micro Data for Macro Models								
Autumn	01	Davis, S.; Hurst, E.	T	5:15 - 8:15	Full-Time			

+ Denotes undergraduate only section

Course Schedule, Autumn 2011 - Summer 2012

Quarter	Section	Instructor	Day(s)	Time	Program Autumn	Winter	Spring	Summer
33943 Applied Macroeconomics: Methods and Applications								
Winter	01	Davis, S.; Hansen, L.; Hurst, E.; Uhlig, H.	W	5:15 - 8:15		Full-Time		
33944 Applied Macroeconomics: Inflation								
Spring	01	Cochrane, J.	TBD				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	Kaplan, S.	M	6:00 - 9:00	Evening			
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	Meadow, S.	T	1:30 - 4:30			Full-Time	
	81	Meadow, S.	M	6:00 - 9:00			Evening	
34102 New Venture Strategy								
Autumn	01	Schrager, J.	R	1:30 - 4:30	Full-Time			
	81	Bunch, G.	R	6:00 - 9:00	Evening			
Winter	01	Schrager, J.	R	1:30 - 4:30		Full-Time		
	85	Schrager, J.	S	1:30 - 4:30		Weekend		
Spring	01	Schrager, J.	R	1:30 - 4:30			Full-Time	
	81	Bunch, G.	F	6:00 - 9:00			Evening	
Summer	81	Schrager, J.	R	6:00 - 9:00				Evening
34103 Building the New Venture								
Autumn	01	Wortmann, C.	M	8:30 - 11:30	Full-Time			
	81	Deutsch, W.	R	6:00 - 9:00	Evening			
	85	Deutsch, W.	S	9:00 - 12:00	Weekend			
Winter	01	Deutsch, W.	T	1:30 - 4:30		Full-Time		
	02	Wortmann, C.	M	8:30 - 11:30		Full-Time		
	03 +	Rosenberg, R.	M	1:30 - 4:30		Full-Time		
	81	Deutsch, W.	W	6:00 - 9:00		Evening		
Spring	82	Wortmann, C.	M	6:00 - 9:00		Evening		
	01	Deutsch, W.	W	1:30 - 4:30			Full-Time	
Summer	81	Staff	TBD					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.	M	6:00 - 9:00			Evening	
34105 Entrepreneurial Internship Seminar								
Autumn	01	Rudnick, E.	M	1:30 - 4:30	Full-Time			
	02	Weiss, I.	M	1:30 - 4:30	Full-Time			
34106 Commercializing Innovation: Tools to Research and Analyze Private Enterprises								
Autumn	01	Meadow, S.	T	1:30 - 4:30	Full-Time			
	81	Meadow, S.	M	6:00 - 9:00	Evening			
Winter	01	Meadow, S.	W	1:30 - 4:30		Full-Time		
	85	Meadow, S.	S	9:00 - 12:00		Weekend		
34107 Global Entrepreneurial Finance								
Winter	01	Morse, A.	R	1:30 - 4:30		Full-Time		
	81	Morse, A.	R	6:00 - 9:00		Evening		
	85	Morse, A.	S	1:30 - 4:30		Weekend		

+ Denotes undergraduate only section

Course Schedule, Autumn 2011 - Summer 2012

Quarter	Section	Instructor	Day(s)	Time	Program Autumn	Winter	Spring	Summer
34110 Social Entrepreneurship Lab								
Winter	01	Darragh, L.	T	1:30 - 4:30		Full-Time		
34111 Entrepreneurial Selling								
Autumn	81	Wortmann, C.	M	6:00 - 9:00	Evening			
Winter	85	Wortmann, C.	S	9:00 - 12:00		Weekend		
Spring	01	Wortmann, C.	M	8:30 - 11:30			Full-Time	
Summer	81	Staff	TBD					Evening
34115 New Social Ventures								
Spring	01	Gertner, R.	W	8:30 - 11:30			Full-Time	
	81	Gertner, R.	W	6:00 - 9:00			Evening	
34201 Building Internet Startups: Risk, Reward, & Failure								
Winter	81	Keywell, B.; Lefkofsky, E.	M	6:00 - 9:00		Evening		
34701 New Venture and Small Enterprise Lab								
Autumn	01	Darragh, L.	W	1:30 - 4:30	Full-Time			
Spring	01	Darragh, L.	T	1:30 - 4:30			Full-Time	
34702 Private Equity/Venture Capital Lab								
Spring	81	Heltzer, J.; Weiss, I.	T	6:00 - 9:00			Evening	
34704 Real Estate Lab: Real Estate Challenge								
Spring	01	Pagliari, J.	TBD				Full-Time	
34706 CleanTech Lab								
Autumn	01	Blumberg, J.	M	1:30 - 4:30	Full-Time			
35000 Investments								
Autumn	01	Buraschi, A.	F	8:30 - 11:30	Full-Time			
	02	Moskowitz, T.	W	1:30 - 4:30	Full-Time			
	03	Moskowitz, T.	W	8:30 - 11:30	Full-Time			
	04	Buraschi, A.	F	1:30 - 4:30	Full-Time			
	81	Moskowitz, T.	W	6:00 - 9:00	Evening			
Winter	85	Buraschi, A.	S	9:00 - 12:00	Weekend			
	01	Hassan, T.	T	8:30 - 11:30		Full-Time		
	02	Hassan, T.	W	1:30 - 4:30		Full-Time		
	03	Kelly, B.	F	8:30 - 11:30		Full-Time		
	04	Kelly, B.	F	1:30 - 4:30		Full-Time		
Spring	05	Giglio, S.	M	8:30 - 11:30		Full-Time		
	81	Hassan, T.	T	6:00 - 9:00		Evening		
	82	Kelly, B.	R	6:00 - 9:00		Evening		
	83	Giglio, S.	M	6:00 - 9:00		Evening		
	01	Linnainmaa, J.	M	1:30 - 4:30			Full-Time	
Summer	02	Panageas, S.	T	8:30 - 11:30			Full-Time	
	81	Linnainmaa, J.	M	6:00 - 9:00			Evening	
	82	Panageas, S.	T	6:00 - 9:00			Evening	
	85	Linnainmaa, J.	S	9:00 - 12:00			Weekend	
	81	Staff	TBD					Evening
	85	Staff	TBD					Weekend
35001 Introductory Finance								
Spring	81	Harris, M.	M	6:00 - 9:00			Evening	
	85	Harris, M.	S	9:00 - 12:00			Weekend	

+ Denotes undergraduate only section

Course Schedule, Autumn 2011 - Summer 2012

Quarter	Section	Instructor	Day(s)	Time	Program Autumn	Winter	Spring	Summer
35100 Financial Instruments								
Autumn	85	Veronesi, P.	S	1:30 - 4:30	Weekend			
Winter	01	Constantinides, G.	F	1:30 - 4:30		Full-Time		
	81	Constantinides, G.	R	6:00 - 9:00		Evening		
	85	Constantinides, G.	S	1:30 - 4:30		Weekend		
Spring	01	Heaton, J.	R	8:30 - 11:30			Full-Time	
	81	Heaton, J.	R	6:00 - 9:00			Evening	
35101 Futures, Forwards, Options & Swaps: Theory and Practice								
Winter	81	Belton, T.	TBD			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	9:00 - 12:00			Weekend	
35122 Hedge Fund Investing								
Winter	81	Small, D.	TBD			Evening		
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			
35131 Financial Engineering: Cases in Financial Risk Management								
Winter	01	Veronesi, P.	W	8:30 - 11:30		Full-Time		
	81	Veronesi, P.	W	6:00 - 9:00		Evening		
35132 Financial Engineering: Mathematical Models of Option Pricing and their Estimation								
Winter	81	Veronesi, P.	T	6:00 - 9:00		Evening		
35150 Advanced Investments								
Winter	01	Cochrane, J.	F	1:30 - 4:30		Full-Time		
	85	Cochrane, J.	S	9:00 - 12:00		Weekend		
35152 Structured Finance and Insurance								
Autumn	81	Culp, C.	F	6:00 - 9:00	Evening			
35200 Corporation Finance								
Autumn	01	Matvos, G.	W	8:30 - 11:30	Full-Time			
	02	Matvos, G.	W	1:30 - 4:30	Full-Time			
	03	He, Z.	R	1:30 - 4:30	Full-Time			
	04 +	Born, L.	TR		Full-Time			
	81	Matvos, G.	T	6:00 - 9:00	Evening			
	82	He, Z.	R	6:00 - 9:00	Evening			
	85	He, Z.	S	1:30 - 4:30	Weekend			
Winter	01	Seru, A.	F	8:30 - 11:30		Full-Time		
	02	Seru, A.	F	1:30 - 4:30		Full-Time		
	03	Shue, K.	R	8:30 - 11:30		Full-Time		
	81	Shue, K.	R	6:00 - 9:00		Evening		
	82	Seru, A.	F	6:00 - 9:00		Evening		
Spring	01	Tsoutsoura, M.	F	1:30 - 4:30			Full-Time	
	02	Sufi, A.	M	1:30 - 4:30			Full-Time	
	03	Sufi, A.	W	1:30 - 4:30			Full-Time	
	81	Tsoutsoura, M.	F	6:00 - 9:00			Evening	
	82	Sufi, A.	M	6:00 - 9:00			Evening	
	85	Tsoutsoura, M.	S	9:00 - 12:00			Weekend	

+ Denotes undergraduate only section

Course Schedule, Autumn 2011 - Summer 2012

Quarter	Section	Instructor	Day(s)	Time	Program Autumn	Winter	Spring	Summer
Summer	81	Hadlock, C.	F	6:00 - 9:00				Evening
	85	Hadlock, C.	S	9:00 - 12:00				Weekend
35201 Cases in Financial Management								
Autumn	01	Gregory, N.	W	8:30 - 11:30	Full-Time			
	81	Leftwich, R.	R	6:00 - 9:00	Evening			
Winter	01	Gregory, N.	T	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.	T	6:00 - 9:00		Evening		
Spring	01	Gregory, N.	T	8:30 - 11:30			Full-Time	
	02	Rock, K.	M	8:30 - 11:30			Full-Time	
	81	Gregory, N.	T	6:00 - 9:00			Evening	
	85	Rock, K.	S	1:30 - 4:30			Weekend	
Summer	81	Muscarella, C.	TBD					Evening
	85	Muscarella, C.	TBD					Weekend
35202 Financial Markets and Institutions								
Spring	01	Diamond, D.	W	1:30 - 4:30			Full-Time	
	81	Diamond, D.	T	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	01	Rock, K.	M	1:30 - 4:30			Full-Time	
35210 International Corporate Finance								
Winter	01	Rajan, R.	M	8:30 - 11:30		Full-Time		
	02	Rajan, R.	M	1:30 - 4:30		Full-Time		
	81	Rajan, R.	M	6:00 - 9:00		Evening		
35211 The Analytics of Financial Crises								
Spring	01	Kashyap, A.	T	8:30 - 11:30			Full-Time	
	02	Kashyap, A.	W	1:30 - 4:30			Full-Time	
	81	Kashyap, A.	T	6:00 - 9:00			Evening	
35215 Behavioral and Institutional Finance								
Spring	01	Vishny, R.	W	1:30 - 4:30			Full-Time	
	81	Vishny, R.	W	6:00 - 9:00			Evening	
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.	M	3:00 - 6:00			Full-Time	
35904 Asset Pricing								
Autumn	01	Cochrane, J.	TR	10:30 - 12:00	Full-Time			
35905 Topics in Empirical Finance								
Winter	01	Hansen, L.; Heaton, J.	TBD			Full-Time		
35907 Topics in Asset Pricing								
Spring	01	Panageas, S.	TBD				Full-Time	

+ Denotes undergraduate only section

Course Schedule, Autumn 2011 - Summer 2012

Quarter	Section	Instructor	Day(s)	Time	Program Autumn	Winter	Spring	Summer
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.	R	1:30 - 4:30		Full-Time		
	81	Martin, R.	R	6:00 - 9:00		Evening		
36106 Managerial Decision Modeling								
Winter	01	Sandikçi, B.	T	1:30 - 4:30		Full-Time		
	02	Sandikçi, B.	W	8:30 - 11:30		Full-Time		
	81	Sandikçi, B.	W	6:00 - 9:00		Evening		
Spring	01	Su, C.	F	8:30 - 11:30			Full-Time	
	02	Su, C.	F	1:30 - 4:30			Full-Time	
	85	Su, C.	S	1:30 - 4:30			Weekend	
36903 Convex Optimization								
Autumn	01	Birge, J.	R	8:30 - 11:30	Full-Time			
36904 Special Topics in Management Science								
Winter	01	Martin, R.; Ryan, C.	W	1:30 - 4:30		Full-Time		
37000 Marketing Strategy								
Autumn	01	McGill, A.	T	1:30 - 4:30	Full-Time			
	02	McGill, A.	W	8:30 - 11:30	Full-Time			
	03	Labroo, A.	M	8:30 - 11:30	Full-Time			
	04	Labroo, A.	M	1:30 - 4:30	Full-Time			
	81	Labroo, A.	M	6:00 - 9:00	Evening			
	82	McGill, A.	T	6:00 - 9:00	Evening			
	85	Khan, R.	S	9:00 - 12:00	Weekend			
Winter	01	Dhar, S.	W	1:30 - 4:30		Full-Time		
	02	Jeuland, A.	R	1:30 - 4:30		Full-Time		
	03 +	McKinney, J.	TR	8:30 - 9:50		Full-Time		
	81	Dhar, S.	T	6:00 - 9:00		Evening		
	82	Dhar, S.	W	6:00 - 9:00		Evening		
	85	Jeuland, A.	S	1:30 - 4:30		Weekend		
Spring	01	Goettler, R.	R	1:30 - 4:30			Full-Time	
	02	Goettler, R.	F	1:30 - 4:30			Full-Time	
	81	Goettler, R.	R	6:00 - 9:00			Evening	
Summer	81	Jeuland, A.	R	6:00 - 9:00				Evening
	85	Jeuland, A.	S	1:30 - 4:30				Weekend
37103 Data-Driven Marketing								
Spring	01	Hitsch, G.	F	1:30 - 4:30			Full-Time	
	81	Hitsch, G.	F	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.	R	8:30 - 11:30		Full-Time		
	81	Urminsky, O.	R	6:00 - 9:00		Evening		
37201 Developing New Products and Services								
Autumn	01	Middlebrooks, A.	F	8:30 - 11:30	Full-Time			
	81	Middlebrooks, A.	R	6:00 - 9:00	Evening			

+ Denotes undergraduate only section

Course Schedule, Autumn 2011 - Summer 2012

Quarter	Section	Instructor	Day(s)	Time	Program Autumn	Winter	Spring	Summer
Spring	85	Zhu, T.	S	1:30 - 4:30			Weekend	
37202 Pricing Strategies								
Spring	01	Dubé, J.	R	1:30 - 4:30			Full-Time	
	81	Dubé, J.	W	6:00 - 9:00			Evening	
	82	Dubé, J.	R	6:00 - 9:00			Evening	
37205 Going to Market: Managing Channel Strategy								
Autumn	01	Frenzen, J.	R	1:30 - 4:30	Full-Time			
	85	Frenzen, J.	S	9:00 - 12:00	Weekend			
37301 Digital Marketing Strategy								
Autumn	01	Albert, T.	W	1:30 - 4:30	Full-Time			
	81	Albert, T.	T	6:00 - 9:00	Evening			
37303 Marketing of Services								
Spring	01	Middlebrooks, A.	M	1:30 - 4:30			Full-Time	
	81	Middlebrooks, A.	M	6:00 - 9:00			Evening	
37701 Laboratory in New Product and Strategy Development I								
Winter	01	Frenzen, J.	TBD			Full-Time		
	02	Frenzen, J.	TBD			Full-Time		
Spring	01	Frenzen, J.	TBD				Full-Time	
	02	Frenzen, J.	TBD				Full-Time	
37902 Advanced Marketing Theory: Quantitative Perspective								
Spring	01	Zhu, T.	W	1:30 - 4:30			Full-Time	
37903 Adv Mktg Theory: Behavioral Science Approach								
Autumn	01	Urminsky, O.	R	8:30 - 11:30	Full-Time			
38001 Managing in Organizations								
Autumn	01	Fishbach, A.	T	1:30 - 4:30	Full-Time			
	02	Fishbach, A.	W	8:30 - 11:30	Full-Time			
	81	Fishbach, A.	W	6:00 - 9:00	Evening			
Winter	01	Epley, N.	T	1:30 - 4:30		Full-Time		
	02	Epley, N.	W	8:30 - 11:30		Full-Time		
	81	Epley, N.	W	6:00 - 9:00		Evening		
Spring	01	Hofmann, W.	R	8:30 - 11:30			Full-Time	
	81	Hofmann, W.	W	6:00 - 9:00			Evening	
	85	Hofmann, W.	S	9:00 - 12:00			Weekend	
38002 Managerial Decision Making								
Autumn	01	Hsee, C.	M	1:30 - 4:30	Full-Time			
	02	Hsee, C.	T	1:30 - 4:30	Full-Time			
	81	Hsee, C.	T	6:00 - 9:00	Evening			
Winter	01	Wu, G.	W	1:30 - 4:30		Full-Time		
	02	Wu, G.	R	1:30 - 4:30		Full-Time		
	81	Wu, G.	W	6:00 - 9:00		Evening		
Spring	01	Thaler, R.	T	1:30 - 4:30			Full-Time	
	02	Hastie, R.	F	8:30 - 11:30			Full-Time	
	81	Thaler, R.	T	6:00 - 9:00			Evening	
	82	Hastie, R.	W	6:00 - 9:00			Evening	
	85	Hastie, R.	S	9:00 - 12:00			Weekend	
38003 Power and Influence in Organizations								
Autumn	85	Caruso, H.	S	9:00 - 12:00	Weekend			

+ Denotes undergraduate only section

Course Schedule, Autumn 2011 - Summer 2012

Quarter	Section	Instructor	Day(s)	Time	Program Autumn	Winter	Spring	Summer
Winter	01	Nussbaum, A.	R	1:30 - 4:30		Full-Time		
	81	Nussbaum, A.	R	6:00 - 9:00		Evening		
38103 Strategies and Processes of Negotiation								
Autumn	01	Pope, D.	R	1:30 - 4:30	Full-Time			
	02	Pope, D.	F	8:30 - 11:30	Full-Time			
	81	Pope, D.	F	6:00 - 9:00	Evening			
Winter	02	Wittenbrink, B.	R	1:30 - 4:30		Full-Time		
	03	Wittenbrink, B.	F	1:30 - 4:30		Full-Time		
	81	Bhargava, S.	TBD			Evening		
	82	Wittenbrink, B.	R	6:00 - 9:00		Evening		
	85	Bhargava, S.	S	9:00 - 12:00		Weekend		
Spring	01	Risen, J.	F	1:30 - 4:30			Full-Time	
	02	Risen, J.	R	1:30 - 4:30			Full-Time	
	03	Zinchenko, E.	F	8:30 - 11:30			Full-Time	
	81	Risen, J.	R	6:00 - 9:00			Evening	
	85	Zinchenko, E.	S	1:30 - 4:30			Weekend	
38105 Advanced Negotiations								
Spring	01	Wu, G.	W	1:30 - 4:30			Full-Time	
	81	Wu, G.	W	6:00 - 9:00			Evening	
38110 The Practice of Leadership in Business								
Spring	01	Ginzel, L.	W	1:30 - 4:30			Full-Time	
	81	Ginzel, L.	W	6:00 - 9:00			Evening	
	85	Ginzel, L.	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			
38113 Cultural Currency								
Autumn	01	Davis, H.	R	8:30 - 11:30	Full-Time			
38114 A Guide to Business Ethics								
Winter	01	Fogel, R.	TR	1:30 - 2:50		Full-Time		
38901 Current Topics in Behavioral Science I								
Winter	01	Caruso, E.; Risen, J.	M	1:30 - 4:30		Full-Time		
38902 Current Topics in Behavioral Science II								
Autumn	01	Hofmann, W.; Hsee, C.	R	1:30 - 4:30	Full-Time			
38912 Behavioral Economics								
Autumn	01	Kamenica, E.; Pope, D.; Thaler, R.	W	3:30 - 6:30	Full-Time			
39001 Strategy and Structure: Markets and Organizations								
Winter	01	Sharkey, A.	F	1:30 - 4:30		Full-Time		
	81	Sharkey, A.	R	6:00 - 9:00		Evening		
Spring	01	Pontikes, E.	R	1:30 - 4:30			Full-Time	
	81	Pontikes, E.	R	6:00 - 9:00			Evening	
	85	Pontikes, E.	S	1:30 - 4:30			Weekend	
39002 Strategic Leadership								
Winter	85	Burt, R.	S	1:30 - 4:30		Weekend		
Spring	01	Yenkey, C.	TBD				Full-Time	
	81	Yenkey, C.	TBD				Evening	

+ Denotes undergraduate only section

Course Schedule, Autumn 2011 - Summer 2012

Quarter	Section	Instructor	Day(s)	Time	Program Autumn	Winter	Spring	Summer
39101 Technology Strategy								
Spring	01	Kahl, S.	M	1:30 - 4:30			Full-Time	
	81	Kahl, S.	M	6:00 - 9:00			Evening	
	82	Kahl, S.	T	6:00 - 9:00			Evening	
39102 Social Network Analysis								
Spring	01	Burt, R.	T	1:30 - 4:30			Full-Time	
40000 Operations Management: Business Process Fundamentals								
Autumn	01	Debo, L.	R	1:30 - 4:30	Full-Time			
	02	Debo, L.	F	1:30 - 4:30	Full-Time			
	81	Debo, L.	F	6:00 - 9:00	Evening			
Winter	01	Parker, R.	R	8:30 - 11:30		Full-Time		
	02	Ryan, C.	F	8:30 - 11:30		Full-Time		
	81	Parker, R.	R	6:00 - 9:00		Evening		
	85	Parker, R.	S	1:30 - 4:30		Weekend		
Spring	01	Adelman, D.	M	1:30 - 4:30			Full-Time	
	02	Ryan, C.	T	8:30 - 11:30			Full-Time	
	81	Adelman, D.	M	6:00 - 9:00			Evening	
	82	Ryan, C.	R	6:00 - 9:00			Evening	
Summer	81	Chayet, S.	TBD					Evening
	85	Chayet, S.	TBD					Weekend
40101 Supply Chain Strategy and Practice								
Winter	81	Cottleer, M.	TBD			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								
Spring	01	Birge, J.	R	8:30 - 11:30			Full-Time	
	81	Birge, J.	R	6:00 - 9:00			Evening	
40110 Managing Service Operations								
Winter	01	Eisenstein, D.	F	1:30 - 4:30		Full-Time		
	81	Eisenstein, D.	R	6:00 - 9:00		Evening		
	82	Eisenstein, D.	F	6:00 - 9:00		Evening		
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	Creal, D.	W	1:30 - 4:30	Full-Time			
	04	Polson, N.	M	8:30 - 11:30	Full-Time			
	81	Creal, D.	T	6:00 - 9:00	Evening			
	82	Polson, N.	M	6:00 - 9:00	Evening			
	85	Creal, D.	S	1:30 - 4:30	Weekend			
Winter	81	Hahn, P.	T	6:00 - 9:00		Evening		
	85	Hahn, P.	S	1:30 - 4:30		Weekend		
Spring	81	Lopes, H.	M	6:00 - 9:00			Evening	
	82	Lopes, H.	T	6:00 - 9:00			Evening	
Summer	81	Gilula, Z.	M	6:00 - 9:00				Evening

+ Denotes undergraduate only section

Course Schedule, Autumn 2011 - Summer 2012

Quarter	Section	Instructor	Day(s)	Time	Program Autumn	Winter	Spring	Summer
41100 Applied Regression Analysis								
Autumn	01	Gramacy, R.	T	1:30 - 4:30	Full-Time			
	02	Gramacy, R.	W	8:30 - 11:30	Full-Time			
	03	Wu, J.	F	1:30 - 4:30	Full-Time			
	04	Stoffer, D.	R	1:30 - 4:30	Full-Time			
	05	Stoffer, D.	F	1:30 - 4:30	Full-Time			
	81	Gramacy, R.	W	6:00 - 9:00	Evening			
	82	Stoffer, D.	W	6:00 - 9:00	Evening			
	85	Wu, J.	S	1:30 - 4:30	Weekend			
Winter	01	Carvalho, C.	F	8:30 - 11:30		Full-Time		
	81	Carvalho, C.	R	6:00 - 9:00		Evening		
	82	Xiu, D.	F	6:00 - 9:00		Evening		
	85	Xiu, D.	S	1:30 - 4:30		Weekend		
Spring	81	Hansen, C.	M	6:00 - 9:00			Evening	
	82	Hansen, C.	T	6:00 - 9:00			Evening	
41201 Data Mining								
Spring	01	Taddy, M.	R	8:30 - 11:30			Full-Time	
	81	Taddy, M.	R	6:00 - 9:00			Evening	
	85	Taddy, M.	S	9:00 - 12:00			Weekend	
41202 Analysis of Financial Time Series								
Spring	01	Tsay, R.	F	8:30 - 11:30			Full-Time	
	85	Tsay, R.	S	1:30 - 4:30			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.	T	8:30 - 11:30	Full-Time			
41902 Statistical Inference								
Winter	01	Hansen, C.	TR	10:10 - 11:30		Full-Time		
41903 Applied Econometrics								
Spring	01	Hansen, C.	MW	1:30 - 2:50			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.	R	8:30 - 11:30			Full-Time	
41913 Bayesian Econometrics								
Spring	01	Lopes, H.	M	8:30 - 11:30			Full-Time	
42001 Competitive Strategy								
Autumn	01	Syverson, C.	W	8:30 - 11:30	Full-Time			
	02	Kamenica, E.	R	1:30 - 4:30	Full-Time			
	03	Kamenica, E.	F	8:30 - 11:30	Full-Time			
	81	Syverson, C.	W	6:00 - 9:00	Evening			
	82	Kamenica, E.	R	6:00 - 9:00	Evening			

+ Denotes undergraduate only section

Course Schedule, Autumn 2011 - Summer 2012

Quarter	Section	Instructor	Day(s)	Time	Program Autumn	Winter	Spring	Summer
Winter	01	Gentzkow, M.	R	8:30 - 11:30		Full-Time		
	02	Gentzkow, M.	R	1:30 - 4:30		Full-Time		
	03	Budish, E.	T	1:30 - 4:30		Full-Time		
	04	Budish, E.	W	1:30 - 4:30		Full-Time		
	05	Shapiro, J.	F	1:30 - 4:30		Full-Time		
	81	Gentzkow, M.	W	6:00 - 9:00		Evening		
	82	Budish, E.	T	6:00 - 9:00		Evening		
	83	Shapiro, J.	F	6:00 - 9:00		Evening		
	85	Shapiro, J.	S	1:30 - 4:30		Weekend		
Spring	01	Shivakumar, R.	T	1:30 - 4:30			Full-Time	
	02	Shivakumar, R.	R	1:30 - 4:30			Full-Time	
	81	Shivakumar, R.	R	6:00 - 9:00			Evening	
Summer	81	Staff	TBD					Evening
	85	Staff	TBD					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.	W	1:30 - 4:30		Full-Time		
	81	Davis, H.	T	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	9:00 - 12:00	Weekend			
Summer	81	Kleinman, D.	TBD					Evening
42108 Corporate Governance								
Winter	01	Chookaszian, D.	F	1:30 - 4:30		Full-Time		
	81	Chookaszian, D.	F	6:00 - 9:00		Evening		
42114 Strategy Development								
Autumn	01	Knez, M.	F	1:30 - 4:30	Full-Time			
	81	Knez, M.	R	6:00 - 9:00	Evening			
	85	Knez, M.	S	9:00 - 12:00	Weekend			
42121 Merger & Acquisition Strategy								
Winter	01	Morrisette, S.	T	8:30 - 11:30		Full-Time		
	81	Morrisette, S.	T	6:00 - 9:00		Evening		
42201 The Legal Infrastructure of Business								
Autumn	81	Picker, R.	M	6:00 - 9:00	Evening			
42202 Law and Management								
Summer	81	Sylla, J.	W	6:00 - 9:00				Evening
42701 Strategy Lab								
Spring	01	Davis, H.	R	1:30 - 4:30			Full-Time	
42702 Analytic Strategy Lab								
Spring	01	Gertner, R.	R	1:30 - 4:30			Full-Time	

+ Denotes undergraduate only section

Faculty Schedule, Autumn 2011 - Summer 2012

Professor	Quarter	Program	Course/Section	Title
Adelman, D.	Spring	Full-Time	40000-01	Operations Management: Business Process Fundamentals
		Evening	40000-81	Operations Management: Business Process Fundamentals
Albert, T.	Autumn	Full-Time	37301-01	Digital Marketing Strategy
		Evening	37301-81	Digital Marketing Strategy
Altig, D.	Summer	Evening	33040-81	Macroeconomics
		Evening	33040-82	Macroeconomics
Ball, R.	Spring	Full-Time	30902-01	Empirical Research in Accounting
Ball, R.	Spring	Full-Time	30117-01	Accounting and Financial Analysis II
		Evening	30117-81	Accounting and Financial Analysis II
		Evening	30117-82	Accounting and Financial Analysis II
Barry, B.	Winter	Evening	33521-81	Asian Economies and Business
	Spring	Full-Time	33471-01	Business, Politics, and Ethics
		Evening	33471-81	Business, Politics, and Ethics
Belton, T.	Winter	Evening	35101-81	Futures, Forwards, Options & Swaps: Theory and Practice
Berger, P.	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
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.	Winter	Evening	38103-81	Strategies and Processes of Negotiation
		Weekend	38103-85	Strategies and Processes of Negotiation
Birge, J.	Autumn	Full-Time	36903-01	Convex Optimization
	Spring	Full-Time	40108-01	Revenue Management
		Evening	40108-81	Revenue Management
Bleakley, C.	Autumn	Full-Time	33001-01	Microeconomics
		Full-Time	33001-02	Microeconomics
		Evening	33001-81	Microeconomics
Bleck, A.	Winter	Full-Time	30000-03 +	Financial Accounting
		Evening	30000-81	Financial Accounting
		Weekend	30000-85	Financial Accounting
Blumberg, J.	Autumn	Full-Time	34706-01	CleanTech Lab
Bockus, K.	Autumn	Full-Time	30000-07 +	Financial Accounting
Born, L.	Autumn	Full-Time	35200-04 +	Corporation Finance
Bryan, M.	Autumn	Evening	33401-81	Money and Banking
		Weekend	33401-85	Money and Banking
Budish, E.	Winter	Full-Time	42001-03	Competitive Strategy
		Full-Time	42001-04	Competitive Strategy
		Evening	42001-82	Competitive Strategy
	Spring	Full-Time	33915-01	Market Design
Bulger, B.	Summer	Evening	33311-81	Govt Reg and the Employment Relationship
Bunch, G.	Autumn	Evening	34102-81	New Venture Strategy
	Spring	Evening	34102-81	New Venture Strategy
Buraschi, A.	Autumn	Full-Time	35000-01	Investments
		Full-Time	35000-04	Investments
		Weekend	35000-85	Investments
Burt, R.	Winter	Weekend	39002-85	Strategic Leadership
	Spring	Full-Time	39102-01	Social Network Analysis

+ Denotes undergraduate only section

Faculty Schedule, Autumn 2011 - Summer 2012

Professor	Quarter	Program	Course/Section	Title
Carlton, D.	Autumn	Full-Time	33001-07	Microeconomics
		Evening	33001-82	Microeconomics
	Spring	Full-Time	33923-01	Advanced Industrial Organization III
Caruso, E.	Winter	Full-Time	38901-01	Current Topics in Behavioral Science I
Caruso, H.	Autumn	Weekend	38003-85	Power and Influence in Organizations
Carvalho, C.	Winter	Full-Time	41100-01	Applied Regression Analysis
		Evening	41100-81	Applied Regression Analysis
Chayet, S.	Summer	Evening	40000-81	Operations Management: Business Process Fundamentals
		Weekend	40000-85	Operations Management: Business Process Fundamentals
Chookaszian, D.	Winter	Full-Time	42108-01	Corporate Governance
		Evening	42108-81	Corporate Governance
Christensen, H.	Spring	Full-Time	30000-01 +	Financial Accounting
		Evening	30000-81	Financial Accounting
		Evening	30000-82	Financial Accounting
Cochrane, J.	Autumn	Full-Time	35904-01	Asset Pricing
	Winter	Full-Time	35150-01	Advanced Investments
		Weekend	35150-85	Advanced Investments
	Spring	Full-Time	33944-01	Applied Macroeconomics: Inflation
Constantinides, G.	Winter	Full-Time	35100-01	Financial Instruments
		Evening	35100-81	Financial Instruments
		Weekend	35100-85	Financial Instruments
Cosar, A.	Winter	Full-Time	33503-01	Managing the Firm in the Global Economy
		Evening	33503-81	Managing the Firm in the Global Economy
		Weekend	33503-85	Managing the Firm in the Global Economy
Cotteleer, M.	Winter	Evening	40101-81	Supply Chain Strategy and Practice
Creal, D.	Autumn	Full-Time	41000-03	Business Statistics
		Evening	41000-81	Business Statistics
		Weekend	41000-85	Business Statistics
Culp, C.	Autumn	Evening	35152-81	Structured Finance and Insurance
Darragh, L.	Autumn	Full-Time	34701-01	New Venture and Small Enterprise Lab
	Winter	Full-Time	34110-01	Social Entrepreneurship Lab
	Spring	Full-Time	34701-01	New Venture and Small Enterprise Lab
Davis, H.	Autumn	Full-Time	38113-01	Cultural Currency
	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
		Full-Time	42701-01	Strategy Lab
Davis, S.	Autumn	Full-Time	33942-01	Applied Macroeconomics: Micro Data for Macro Models
	Winter	Full-Time	33943-01	Applied Macroeconomics: Methods and Applications
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	Evening	34103-81	Building the New Venture
		Weekend	34103-85	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

+ Denotes undergraduate only section

Faculty Schedule, Autumn 2011 - Summer 2012

Professor	Quarter	Program	Course/Section	Title
Dhar, S.	Winter	Full-Time	37000-01	Marketing Strategy
		Evening	37000-81	Marketing Strategy
		Evening	37000-82	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
		Evening	37202-81	Pricing Strategies
		Evening	37202-82	Pricing Strategies
Eisenstein, D.	Winter	Full-Time	40110-01	Managing Service Operations
		Evening	40110-81	Managing Service Operations
		Evening	40110-82	Managing Service Operations
Engel, E.	Autumn	Full-Time	30000-06	Financial Accounting
		Full-Time	30000-08	Financial Accounting
		Evening	30000-83	Financial Accounting
Epley, N.	Winter	Full-Time	38001-01	Managing in Organizations
		Full-Time	38001-02	Managing in Organizations
		Evening	38001-81	Managing in Organizations
Erickson, M.	Autumn	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	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
Frankel, A.	Winter	Evening	33001-82	Microeconomics
		Weekend	33001-85	Microeconomics
Frenzen, J.	Autumn	Full-Time	37205-01	Going to Market: Managing Channel Strategy
		Weekend	37205-85	Going to Market: Managing Channel Strategy
	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
Gao, P.	Autumn	Full-Time	30000-01	Financial Accounting
		Evening	30000-81	Financial Accounting
Gentzkow, M.	Winter	Full-Time	42001-01	Competitive Strategy
		Full-Time	42001-02	Competitive Strategy
		Evening	42001-81	Competitive Strategy
Gerakos, J.	Winter	Full-Time	30001-01	Managerial Accounting
		Evening	30001-81	Managerial Accounting
		Evening	30001-82	Managerial Accounting
Gertner, R.	Spring	Full-Time	34115-01	New Social Ventures
		Evening	34115-81	New Social Ventures
		Full-Time	42702-01	Analytic Strategy Lab
Gibbs, M.	Winter	Full-Time	33032-01	Managing the Workplace
		Evening	33032-81	Managing the Workplace
	Summer	Evening	33001-81	Microeconomics
		Evening	33001-82	Microeconomics
Giglio, S.	Winter	Full-Time	35000-05	Investments
		Evening	35000-83	Investments

+ Denotes undergraduate only section

Faculty Schedule, Autumn 2011 - Summer 2012

Professor	Quarter	Program	Course/Section	Title
Gilula, Z.	Summer	Evening	41000-81	Business Statistics
		Evening	41301-81	Statistical Insight into Marketing, Consulting, and Entrepreneurship
Ginzel, L.	Spring	Full-Time	38110-01	The Practice of Leadership in Business
		Evening	38110-81	The Practice of Leadership in Business
		Weekend	38110-85	The Practice of Leadership in Business
Goettler, R.	Spring	Full-Time	37000-01	Marketing Strategy
		Full-Time	37000-02	Marketing Strategy
		Evening	37000-81	Marketing Strategy
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
Gramacy, R.	Autumn	Full-Time	41100-01	Applied Regression Analysis
		Full-Time	41100-02	Applied Regression Analysis
		Evening	41100-81	Applied Regression Analysis
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
Guerrieri, V.	Autumn	Full-Time	33040-01	Macroeconomics
		Evening	33040-81	Macroeconomics
		Weekend	33040-85	Macroeconomics
	Spring	Full-Time	33940-01	Monetary Economics III
Hachem, K.	Spring	Full-Time	33401-01	Money and Banking
		Weekend	33401-85	Money and Banking
Hadlock, C.	Summer	Evening	35200-81	Corporation Finance
		Weekend	35200-85	Corporation Finance
Hahn, P.	Winter	Evening	41000-81	Business Statistics
		Weekend	41000-85	Business Statistics
Hansen, C.	Winter	Full-Time	41902-01	Statistical Inference
	Spring	Evening	41100-81	Applied Regression Analysis
		Evening	41100-82	Applied Regression Analysis
		Full-Time	41903-01	Applied Econometrics
Hansen, L.	Winter	Full-Time	33943-01	Applied Macroeconomics: Methods and Applications
		Full-Time	35905-01	Topics in Empirical Finance
Harris, M.	Autumn	Full-Time	33911-01	The Economics of Information
	Spring	Evening	35001-81	Introductory Finance
		Weekend	35001-85	Introductory Finance
Hassan, T.	Winter	Full-Time	35000-01	Investments
		Full-Time	35000-02	Investments
		Evening	35000-81	Investments
Hastie, R.	Spring	Full-Time	38002-02	Managerial Decision Making
		Evening	38002-82	Managerial Decision Making
		Weekend	38002-85	Managerial Decision Making
He, Z.	Autumn	Full-Time	35200-03	Corporation Finance
		Evening	35200-82	Corporation Finance
		Weekend	35200-85	Corporation Finance
Heaton, J.	Winter	Full-Time	35905-01	Topics in Empirical Finance
	Spring	Full-Time	35100-01	Financial Instruments
		Evening	35100-81	Financial Instruments
Heltzer, J.	Spring	Evening	34702-81	Private Equity/Venture Capital Lab

+ Denotes undergraduate only section

Faculty Schedule, Autumn 2011 - Summer 2012

Professor	Quarter	Program	Course/Section	Title
Heltzer, W.	Autumn	Full-Time	30000-02	Financial Accounting
		Evening	30000-82	Financial Accounting
		Weekend	30000-85	Financial Accounting
Hitsch, G.	Spring	Full-Time	37103-01	Data-Driven Marketing
		Evening	37103-81	Data-Driven Marketing
		Weekend	37103-85	Data-Driven Marketing
Hofmann, W.	Autumn	Full-Time	38902-01	Current Topics in Behavioral Science II
	Spring	Full-Time	38001-01	Managing in Organizations
		Evening	38001-81	Managing in Organizations
		Weekend	38001-85	Managing in Organizations
Hortaçsu, A.	Winter	Full-Time	33922-01	Advanced Industrial Organization II
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	38902-01	Current Topics in Behavioral Science II
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
Huizinga, J.	Spring	Full-Time	33040-03	Macroeconomics
		Evening	33040-81	Macroeconomics
Hurst, E.	Autumn	Full-Time	33942-01	Applied Macroeconomics: Micro Data for Macro Models
	Winter	Full-Time	33040-03	Macroeconomics
		Evening	33040-82	Macroeconomics
		Full-Time	33943-01	Applied Macroeconomics: Methods and Applications
Jeuland, A.	Winter	Full-Time	37000-02	Marketing Strategy
		Weekend	37000-85	Marketing Strategy
	Summer	Evening	37000-81	Marketing Strategy
		Weekend	37000-85	Marketing Strategy
Kahl, S.	Spring	Full-Time	39101-01	Technology Strategy
		Evening	39101-81	Technology Strategy
		Evening	39101-82	Technology Strategy
Kamenica, E.	Autumn	Full-Time	38912-01	Behavioral Economics
		Full-Time	42001-02	Competitive Strategy
		Full-Time	42001-03	Competitive Strategy
		Evening	42001-82	Competitive Strategy
Kaplan, S.	Autumn	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	34104-01	Special Topics in Entrepreneurship: Developing a New Venture (New Venture Challenge)
Karabarbounis, L.	Winter	Full-Time	33040-01	Macroeconomics
		Full-Time	33040-02	Macroeconomics
		Evening	33040-81	Macroeconomics
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
Kelly, B.	Winter	Full-Time	35000-03	Investments
		Full-Time	35000-04	Investments
		Evening	35000-82	Investments
Keywell, B.	Winter	Evening	34201-81	Building Internet Startups: Risk, Reward, & Failure
Khan, R.	Autumn	Weekend	37000-85	Marketing Strategy
Kleinman, D.	Autumn	Weekend	42103-85	Applied Strategic Management/INTOPIA
	Summer	Evening	42103-81	Applied Strategic Management/INTOPIA

+ Denotes undergraduate only section

Faculty Schedule, Autumn 2011 - Summer 2012

Professor	Quarter	Program	Course/Section	Title
Knez, M.	Autumn	Full-Time	42114-01	Strategy Development
		Evening	42114-81	Strategy Development
		Weekend	42114-85	Strategy Development
Kole, S.	Winter	Evening	33032-82	Managing the Workplace
Kovrijnykh, A.	Spring	Full-Time	30001-01	Managerial Accounting
		Evening	30001-81	Managerial Accounting
		Weekend	30001-85	Managerial Accounting
Kroszner, R.	Winter	Full-Time	33401-01	Money and Banking
		Full-Time	33401-02	Money and Banking
		Evening	33401-81	Money and Banking
La'O, J.	Spring	Full-Time	33040-01	Macroeconomics
		Weekend	33040-85	Macroeconomics
		Full-Time	33940-01	Monetary Economics III
Labroo, A.	Autumn	Full-Time	37000-03	Marketing Strategy
		Full-Time	37000-04	Marketing Strategy
		Evening	37000-81	Marketing Strategy
Lefkofsky, E.	Winter	Evening	34201-81	Building Internet Startups: Risk, Reward, & Failure
Leftwich, R.	Autumn	Evening	35201-81	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
	Summer	Evening	30130-81	Financial Statement Analysis
		Evening	30130-82	Financial Statement Analysis
		Weekend	30130-85	Financial Statement Analysis
Linnainmaa, J.	Spring	Full-Time	35000-01	Investments
		Evening	35000-81	Investments
		Weekend	35000-85	Investments
Lopes, H.	Spring	Evening	41000-81	Business Statistics
		Evening	41000-82	Business Statistics
		Full-Time	41913-01	Bayesian Econometrics
Martin, R.	Winter	Full-Time	36104-01 +	Tools for Business Analysis: Excel and Matlab
		Evening	36104-81	Tools for Business Analysis: Excel and Matlab
		Full-Time	36904-01	Special Topics in Management Science
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	37000-01	Marketing Strategy
		Full-Time	37000-02	Marketing Strategy
		Evening	37000-82	Marketing Strategy
McKinney, J.	Winter	Full-Time	37000-03 +	Marketing Strategy
Meadow, S.	Autumn	Full-Time	34106-01	Commercializing Innovation: Tools to Research and Analyze Private Enterprises
		Evening	34106-81	Commercializing Innovation: Tools to Research and Analyze Private Enterprises
	Winter	Full-Time	34106-01	Commercializing Innovation: Tools to Research and Analyze Private Enterprises
		Weekend	34106-85	Commercializing Innovation: Tools to Research and Analyze Private Enterprises
	Spring	Full-Time	34101-01	Entrepreneurial Finance and Private Equity
		Evening	34101-81	Entrepreneurial Finance and Private Equity
Middlebrooks, A.	Autumn	Full-Time	37201-01	Developing New Products and Services
		Evening	37201-81	Developing New Products and Services
	Spring	Full-Time	37303-01	Marketing of Services
		Evening	37303-81	Marketing of Services

+ Denotes undergraduate only section

Faculty Schedule, Autumn 2011 - Summer 2012

Professor	Quarter	Program	Course/Section	Title
Minnis, M.	Spring	Full-Time	30130-01	Financial Statement Analysis
		Full-Time	30130-02	Financial Statement Analysis
		Evening	30130-81	Financial Statement Analysis
Morrisette, S.	Winter	Full-Time	42121-01	Merger & Acquisition Strategy
		Evening	42121-81	Merger & Acquisition Strategy
Morse, A.	Winter	Full-Time	34107-01	Global Entrepreneurial Finance
		Evening	34107-81	Global Entrepreneurial Finance
		Weekend	34107-85	Global Entrepreneurial Finance
Moskowitz, T.	Autumn	Full-Time	35000-02	Investments
		Full-Time	35000-03	Investments
		Evening	35000-81	Investments
Murphy, K.	Autumn	Evening	33101-81	Advanced Microeconomic Analysis
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
		Evening	33502-81	International Financial Policy
		Weekend	33502-85	International Financial Policy
Nikolaev, V.	Autumn	Full-Time	30000-04	Financial Accounting
		Full-Time	30000-05	Financial Accounting
Notowidigdo, M.	Autumn	Full-Time	33001-03	Microeconomics
		Full-Time	33001-04	Microeconomics
		Weekend	33001-85	Microeconomics
Nussbaum, A.	Winter	Full-Time	38003-01	Power and Influence in Organizations
		Evening	38003-81	Power and Influence in Organizations
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	33001-05	Microeconomics
		Full-Time	33001-06	Microeconomics
		Evening	33001-83	Microeconomics
Pagliari, J.	Winter	Full-Time	33450-01	Real Estate Investments I
		Evening	33450-81	Real Estate Investments I
		Weekend	33450-85	Real Estate Investments I
	Spring	Evening	33451-81	Real Estate Investments II
		Full-Time	34704-01	Real Estate Lab: Real Estate Challenge
Panageas, S.	Spring	Full-Time	35000-02	Investments
		Evening	35000-82	Investments
		Full-Time	35907-01	Topics in Asset Pricing
Parker, R.	Winter	Full-Time	40000-01	Operations Management: Business Process Fundamentals
		Evening	40000-81	Operations Management: Business Process Fundamentals
		Weekend	40000-85	Operations Management: Business Process Fundamentals
Pastor, L.	Spring	Full-Time	35120-01	Portfolio Management
		Evening	35120-81	Portfolio Management
		Weekend	35120-85	Portfolio 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
		Evening	39001-81	Strategy and Structure: Markets and Organizations
		Weekend	39001-85	Strategy and Structure: Markets and Organizations

+ Denotes undergraduate only section

Faculty Schedule, Autumn 2011 - Summer 2012

Professor	Quarter	Program	Course/Section	Title
Pope, D.	Autumn	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
		Full-Time	38912-01	Behavioral Economics
Prendergast, C.	Spring	Full-Time	33032-01	Managing the Workplace
		Evening	33032-81	Managing the Workplace
		Weekend	33032-85	Managing the Workplace
Rajan, R.	Winter	Full-Time	35210-01	International Corporate Finance
		Full-Time	35210-02	International Corporate Finance
		Evening	35210-81	International Corporate Finance
		Full-Time	35902-01	Theory of Financial Decisions II
Risen, J.	Winter	Full-Time	38901-01	Current Topics in Behavioral Science I
	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
Rock, K.	Winter	Full-Time	35201-02	Cases in Financial Management
		Evening	35201-81	Cases in Financial Management
	Spring	Full-Time	35201-02	Cases in Financial Management
		Weekend	35201-85	Cases in Financial Management
		Full-Time	35206-01	Advanced Topics in Corporate Finance
Rogers, J.	Autumn	Full-Time	30001-01	Managerial Accounting
		Full-Time	30001-02	Managerial Accounting
		Evening	30001-81	Managerial Accounting
Romalis, J.	Spring	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.	Winter	Full-Time	34103-03 +	Building the New Venture
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)
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
Ryan, C.	Winter	Full-Time	36904-01	Special Topics in Management Science
		Full-Time	40000-02	Operations Management: Business Process Fundamentals
	Spring	Full-Time	40000-02	Operations Management: Business Process Fundamentals
		Evening	40000-82	Operations Management: Business Process Fundamentals
Sandıkçı, B.	Winter	Full-Time	36106-01	Managerial Decision Modeling
		Full-Time	36106-02	Managerial Decision Modeling
		Evening	36106-81	Managerial Decision Modeling
Sapra, H.	Winter	Full-Time	30117-01	Accounting and Financial Analysis II
		Full-Time	30117-02	Accounting and Financial Analysis II
		Weekend	30117-85	Accounting and Financial Analysis II
	Spring	Full-Time	30901-01	Economic Modeling of Accounting Issues
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

+ Denotes undergraduate only section

Faculty Schedule, Autumn 2011 - Summer 2012

Professor	Quarter	Program	Course/Section	Title
Seru, A.	Winter	Full-Time	35200-01	Corporation Finance
		Full-Time	35200-02	Corporation Finance
		Evening	35200-82	Corporation Finance
Shapiro, J.	Winter	Full-Time	42001-05	Competitive Strategy
		Evening	42001-83	Competitive Strategy
		Weekend	42001-85	Competitive Strategy
Sharkey, A.	Winter	Full-Time	39001-01	Strategy and Structure: Markets and Organizations
		Evening	39001-81	Strategy and Structure: Markets and Organizations
Shefi, Y.	Winter	Full-Time	33001-01	Microeconomics
		Evening	33001-81	Microeconomics
Shivakumar, R.	Spring	Full-Time	42001-01	Competitive Strategy
		Full-Time	42001-02	Competitive Strategy
		Evening	42001-81	Competitive Strategy
Shue, K.	Winter	Full-Time	35200-03	Corporation Finance
		Evening	35200-81	Corporation Finance
Skinner, D.	Autumn	Full-Time	30904-01	Empirical Research on Managers Corporate Financial Reporting Decisions
Small, D.	Winter	Evening	35122-81	Hedge Fund Investing
Smith, A.	Autumn	Full-Time	30130-01	Financial Statement Analysis
		Evening	30130-81	Financial Statement Analysis
		Weekend	30130-85	Financial Statement Analysis
Soffer, L.	Winter	Evening	30116-81	Accounting and Financial Analysis I
	Spring	Full-Time	30116-01	Accounting and Financial Analysis I
		Evening	30116-81	Accounting and Financial Analysis I
		Weekend	30116-85	Accounting and Financial Analysis I
Song, Z.	Spring	Full-Time	33522-01	Chinese Economy
		Evening	33522-81	Chinese Economy
Stoffer, D.	Autumn	Full-Time	41100-04	Applied Regression Analysis
		Full-Time	41100-05	Applied Regression Analysis
		Evening	41100-82	Applied Regression Analysis
Stole, L.	Autumn	Full-Time	33002-01	Accelerated Microeconomics
		Evening	33002-81	Accelerated Microeconomics
Su, C.	Spring	Full-Time	36106-01	Managerial Decision Modeling
		Full-Time	36106-02	Managerial Decision Modeling
		Weekend	36106-85	Managerial Decision Modeling
Sufi, A.	Winter	Full-Time	35902-01	Theory of Financial Decisions II
	Spring	Full-Time	35200-02	Corporation Finance
		Full-Time	35200-03	Corporation Finance
		Evening	35200-82	Corporation Finance
Sylla, J.	Summer	Evening	42202-81	Law and Management
Syverson, C.	Autumn	Full-Time	33921-01	Advanced Industrial Organization I
		Full-Time	42001-01	Competitive Strategy
		Evening	42001-81	Competitive Strategy
Taddy, M.	Spring	Full-Time	41201-01	Data Mining
		Evening	41201-81	Data Mining
		Weekend	41201-85	Data Mining
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.	Spring	Evening	33001-81	Microeconomics
		Evening	33001-82	Microeconomics
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

+ Denotes undergraduate only section

Faculty Schedule, Autumn 2011 - Summer 2012

Professor	Quarter	Program	Course/Section	Title
Tsoutsoura, M.	Spring	Full-Time	35200-01	Corporation Finance
		Evening	35200-81	Corporation Finance
		Weekend	35200-85	Corporation Finance
Uhlig, H.	Winter	Full-Time	33943-01	Applied Macroeconomics: Methods and Applications
Urminsky, O.	Autumn	Full-Time	37903-01	Adv Mktg Theory: Behavioral Science Approach
	Winter	Full-Time	37106-01	Marketing Research
		Evening	37106-81	Marketing Research
Veronesi, P.	Autumn	Weekend	35100-85	Financial Instruments
		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
		Evening	35132-81	Financial Engineering: Mathematical Models of Option Pricing and their Estimation
Vishny, R.	Spring	Full-Time	35215-01	Behavioral and Institutional Finance
		Evening	35215-81	Behavioral and Institutional Finance
Weber, A.	Autumn	Full-Time	33402-01	Central Banking: Theories and Facts
		Evening	33402-81	Central Banking: Theories and Facts
Weiss, I.	Autumn	Full-Time	34105-02	Entrepreneurial Internship Seminar
	Winter	Full-Time	30118-01	Taxes and Business Strategy
		Evening	30118-81	Taxes and Business Strategy
	Spring	Full-Time	30118-01	Taxes and Business Strategy
		Weekend	30118-85	Taxes and Business Strategy
		Evening	34702-81	Private Equity/Venture Capital Lab
Wittenbrink, B.	Winter	Full-Time	38103-02	Strategies and Processes of Negotiation
		Full-Time	38103-03	Strategies and Processes of Negotiation
		Evening	38103-82	Strategies and Processes of Negotiation
Wortmann, C.	Autumn	Full-Time	34103-01	Building the New Venture
		Evening	34111-81	Entrepreneurial Selling
	Winter	Full-Time	34103-02	Building the New Venture
		Evening	34103-82	Building the New Venture
		Weekend	34111-85	Entrepreneurial Selling
	Spring	Full-Time	34111-01	Entrepreneurial Selling
Wu, G.	Winter	Full-Time	38002-01	Managerial Decision Making
		Full-Time	38002-02	Managerial Decision Making
		Evening	38002-81	Managerial Decision Making
	Spring	Full-Time	38105-01	Advanced Negotiations
		Evening	38105-81	Advanced Negotiations
Wu, J.	Autumn	Full-Time	41100-03	Applied Regression Analysis
		Weekend	41100-85	Applied Regression Analysis
Xiu, D.	Winter	Evening	41100-82	Applied Regression Analysis
		Weekend	41100-85	Applied Regression Analysis
Yenkey, C.	Spring	Full-Time	39002-01	Strategic Leadership
		Evening	39002-81	Strategic Leadership
Zangwill, W.	Autumn	Full-Time	40103-01	Operations Management and Strategy
		Evening	40103-81	Operations Management and Strategy
Zechman, S.	Winter	Full-Time	30000-01 +	Financial Accounting
		Full-Time	30000-02	Financial Accounting
		Evening	30000-82	Financial Accounting
Zhu, T.	Spring	Weekend	37201-85	Developing New Products and Services
		Full-Time	37902-01	Advanced Marketing Theory: Quantitative Perspective
Zinchenko, E.	Spring	Full-Time	38103-03	Strategies and Processes of Negotiation
		Weekend	38103-85	Strategies and Processes of Negotiation

+ Denotes undergraduate only section

Faculty Schedule, Autumn 2011 - Summer 2012

Professor	Quarter	Program	Course/Section	Title
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

+ Denotes undergraduate only section

Course Number	Course Title
30000	Financial Accounting
30001	Managerial Accounting
30116	Accounting and Financial Analysis I
30117	Accounting and Financial Analysis II
30118	Taxes and Business Strategy
30130	Financial Statement Analysis
33001	Microeconomics
33002	Accelerated Microeconomics
33031	The Employment Relationship
33032	Managing the Workplace
33040	Macroeconomics
33101	Advanced Microeconomic Analysis
33301	Management, Unions, and Collective Bargaining
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	Central Banking: Theories and Facts
33450	Real Estate Investments I
33451	Real Estate Investments II
33470	Population and the Economy
33471	Business, Politics, and Ethics
33501	International Commercial Policy
33502	International Financial Policy
33503	Managing the Firm in the Global Economy
33520	The Wealth of Nations
33521	Asian Economies and Business
33522	Chinese Economy
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
34107	Global Entrepreneurial Finance
34110	Social Entrepreneurship Lab
34111	Entrepreneurial Selling
34115	New Social Ventures
34201	Building Internet Startups
34301	Buyouts
34701	New Venture and Small Enterprise Lab
34702	Private Equity/Venture Capital Lab
34704	Real Estate Lab: Real Estate Challenge
34706	Clean Technology Lab

35000	Investments
35001	Introductory Finance
35100	Financial Instruments
35101	Futures, Forwards, Options & Swaps: Theory and Practice
35120	Portfolio Management
35122	Hedge Fund Investing
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
36104	Tools for Business Analysis: Excel and Matlab
36106	Managerial Decision Modelling
37000	Marketing Strategy
37101	Consumer Behavior
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 Brand Communications
37205	Going to Market: Managing Channel Strategy
37301	Digital Marketing Strategy
37303	Marketing of Services
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
38105	Advanced Negotiations
38110	The Practice of Leadership in Business
38111	Theories of Leadership
38113	Cultural Currency
38114	A Guide to Business Ethics
38118	Effective Management of Groups and Teams
39001	Strategy and Structure: Markets and Organizations
39002	Strategic Leadership
39101	Technology Strategy
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	Data Mining
41202	Analysis of Financial Time Series
41203	Financial Econometrics
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
42110	Strategic Investment Decisions
42114	Strategic Development
42115	Building Innovation Capabilities
42116	Game Theory
42120	Innovation and Renewable Energy
42121	Mergers and Acquisitions Strategy
42200	Law and Business
42201	The Legal Infrastructure of Business
42202	Law and Management
42701	Strategy Lab
42702	Analytic Strategy Lab

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 Francis, Schipper, 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: 06/11

Course Conditions and Course Related Items:



Course Schedule

Section	Note	Quarter	Meeting Day / Time	Building	Room
30000-03	Undergraduate Only	Winter 2012	F 1:30PM-4:30PM	Harper Center	The Goldman, Sachs & Co. Lecture Hall-HCC25
30000-81		Winter 2012	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206
30000-85		Winter 2012	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 206

30000 Financial Accounting - Bockus, Keith

[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.

This course provides an understanding of how the financial reporting system operates and how financial statements are prepared. With an understanding of these concepts, students should be able to infer meaning from the summarized transactions presented in a firm's financial statements. Attention is paid to the strengths and weaknesses inherent in the financial reporting process, and to the implications of these strengths and weaknesses for the users of financial information.

Materials:

Stickney, Weil, Schipper and Francis, *Financial Accounting: An Introduction to Concepts, Methods and Uses* (most recent edition) and a CoursePack of course materials that supplements the text.

Grades:

Based on homework, class participation, mid-term and final exam. Cannot be taken pass/fail.

Prerequisites:

None.

Description and/or course criteria last updated: 07/28/11

Course Conditions and Course Related Items:



Course Schedule

Section	Note	Quarter	Meeting Day / Time	Building	Room
30000-07	Undergraduate Only	Autumn 2011	M 3:00PM-6:00PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08

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

Key:

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)	= Chalk Site
= Sample Exam Questions/Problem Sets				

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	Note	Quarter	Meeting Day / Time	Building	Room
30000-01	Undergraduate Only	Spring 2012	W 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
30000-81		Spring 2012	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408
30000-82		Spring 2012	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408

30000 Financial Accounting - Engel, Ellen

[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. Students will learn how the economic transactions of a firm are reported in the financial statements and related disclosures. The goals of the course are to provide students with a basic set of skills that can be used to read and analyze financial statements and to prepare students for more advanced financial statement analysis courses.

Classes consist of a combination of interactive lectures and discussions about financial accounting concepts and practice. Short cases involving corporate financial statements will be used and are designed to emphasize accounting concepts and methods and to explore disclosure strategies as part of the financial reporting process. Students are expected to complete assigned problems, readings and cases in preparation for each class.

Materials:

The texts are Stickney, Weil, Schipper and Francis, *Financial Accounting: An Introduction to Concepts, Methods and Uses* (13 edition) and Engel, Hirst and McAnally, *Cases in Financial Reporting* (7th edition)

Additional course materials, including course notes/outlines and cases, will be posted on the course website.

Grades:

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

Prerequisites:

None.

Description and/or course criteria last updated: 07/29/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30000-06	Autumn 2011	T 1:30PM-4:30PM	Harper Center	Lecture Hall C09
30000-08	Autumn 2011	W 1:30PM-4:30PM	Harper Center	The Goldman, Sachs & Co. Lecture Hall-HCC25
30000-83	Autumn 2011	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206

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 short cases in preparation for each class.

Materials:

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

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Grades:

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

Prerequisites:

None.

Description and/or course criteria last updated: 6/10

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
30000-01	Autumn 2011	W 1:30PM-4:30PM	Harper Center	Lecture Hall C05
30000-81	Autumn 2011	W 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

30000 Financial Accounting - Heltzer, Wendy

[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). There will also be weekly outlines. Course materials are used to supplement the text.

Grades:

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

Prerequisites:

None.

Description and/or course criteria last updated: 6/10

Course Conditions and Course Related Items:**Course Schedule**

Section	Note	Quarter	Meeting Day / Time	Building	Room
30000-02		Autumn 2011	M 8:30AM-11:30AM	Harper Center	Lecture Hall C10
30000-03	Cancelled	Autumn 2011	MW 10:10AM-11:30AM	Harper Center	Lecture Hall C10
30000-82		Autumn 2011	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306
30000-85		Autumn 2011	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 206

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, participation, and individual assignments. Cannot be taken pass/fail. No auditors.

Prerequisites:

None.

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Description and/or course criteria last updated: 03/04/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
30000-04	Autumn 2011	M 8:30AM-11:30AM	Harper Center	The PIMCO Classroom-HCC07
30000-05	Autumn 2011	M 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07

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

Grades:

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

Prerequisites:

None.

Description and/or course criteria last updated: 6/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Note	Quarter	Meeting Day / Time	Building	Room
30000-01	Undergraduate Only	Winter 2012	T 1:30PM-4:30PM	Harper Center	Lecture Hall C05
30000-02		Winter 2012	W 1:30PM-4:30PM	Harper Center	Lecture Hall C05
30000-82		Winter 2012	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404

30000 Financial Accounting - Orpurt, Steven[View course evaluation](#)**Contents:**

This course introduces financial accounting from both preparers' and users' perspectives. The course goals are for students to be able to 1) read and analyze financial statements at an introductory level; 2) record accounting entries and summarize them into financial statements, and; 3) prepare students for more advanced financial statement analysis and valuation courses. Preparing and using financial statements are important managerial skills. Managers are often responsible for contributing to the correct recording of economic events using generally accepted accounting principles. Managers may also prepare financial statements to forecast financial results for potential mergers, acquisitions, new products, etc. As users, managers may analyze financial statements of suppliers and customers for creditworthiness, analyze competitor financial performance, or value potential acquisition targets.

Classes consist of lectures with discussions, textbook style problems and short cases involving public company financial statements supplemented with articles from the financial press.

Materials:

The texts are Stickney, Weil, Schipper and Francis, *Financial Accounting: An Introduction to Concepts, Methods and Uses* (13th edition) and Engel, Hirst and McAnally, *Cases in Financial Reporting* (7th edition).

Additional course materials, including course outlines, will be posted on the course website.

Grades:

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

Prerequisites:

None.

Description and/or course criteria last updated: 04/17/2012

Course Conditions and Course Related Items:**Key:**

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30000-81	Summer 2012	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404
30000-82	Summer 2012	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404

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 in resource allocation and performance evaluation. The objective is to provide students with a framework to understand and use cost 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: 6/10

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
30001-01	Winter 2012	T 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07
30001-81	Winter 2012	T 6:00PM-9:00PM	Gleacher Center	The Everett Kovler Classroom-GC422
30001-82	Winter 2012	W 6:00PM-9:00PM	Gleacher Center	The Everett Kovler Classroom-GC422

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 2012	W 8:30AM-11:30AM	Harper Center	Lehman Brothers Classroom-HCC02
30001-81	Spring 2012	R 6:00PM-9:00PM	Gleacher Center	The John P. Gould Classroom-GC303
30001-85	Spring 2012	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 408

30001 Managerial Accounting - Rogers, Jonathan[View course evaluation](#)**Key:**

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

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, a problem set, and a final project. Cannot be taken pass/fail.

Prerequisites:

Business 30000, 33001, 41000 or equivalent.

Description and/or course criteria last updated: 07/20/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
30001-01	Autumn 2011	M 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
30001-02	Autumn 2011	T 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
30001-81	Autumn 2011	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308

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, 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*, 5th edition (McGraw-Hill/Irwin).

Grades:

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

Prerequisites:

Business 30000 or equivalent.

Description and/or course criteria last updated: 6/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
30116-01	Autumn 2011	T 1:30PM-4:30PM	Harper Center	Lecture Hall C06
30116-02	Autumn 2011	W 1:30PM-4:30PM	Harper Center	Lecture Hall C06
30116-81	Autumn 2011	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408

30116 Accounting and Financial Analysis I - Soffer, Leonard

[View course evaluation](#)

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

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

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
30116-81	Winter 2012	T 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304
30116-01	Spring 2012	T 1:30PM-4:30PM	Harper Center	Lecture Hall C06
30116-81	Spring 2012	W 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304
30116-85	Spring 2012	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 406

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:

Key:

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

**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
30117-01	Spring 2012	T 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
30117-81	Spring 2012	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408
30117-82	Spring 2012	T 6:00PM-9:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200

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 be doing 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 including the first class meeting which is mandatory even if you are not yet officially registered. 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 D, or F. 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 so if you cannot attend most of the review sessions, please do not take the course. 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: 10/12/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
30117-01	Winter 2012	F 8:30AM-11:30AM	Harper Center	The PIMCO Classroom-HCC07
30117-02	Winter 2012	F 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07
30117-85	Winter 2012	S 9:00AM-12:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

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 course also includes periodic focus on the financial accounting ramifications of tax planning. Moreover, the course content has valuation related implications.

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.

Key:

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

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: 06/10

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30118-01	Autumn 2011	T 1:30PM-4:30PM	Harper Center	Lecture Hall C10
30118-02	Autumn 2011	W 1:30PM-4:30PM	Harper Center	Lecture Hall C10
30118-81	Autumn 2011	T 6:00PM-9:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200

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: financial executives, investment advisors, investment bankers, private equity investors 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). 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: 6/10

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30118-01	Winter 2012	T 1:30PM-4:30PM	Harper Center	Lecture Hall C09
30118-81	Winter 2012	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208
30118-01	Spring 2012	F 8:30AM-11:30AM	Harper Center	The Eugene F. Fama Classroom-HCC03
30118-85	Spring 2012	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 206

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

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

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: 6/10

Course Conditions and Course Related Items:



Course Schedule

Section	Note	Quarter	Meeting Day / Time	Building	Room
30130-02 CANCELLED	Cancelled	Autumn 2011	T 1:30PM-4:30PM	Harper Center	Lecture Hall C09
30130-82 CANCELLED	Cancelled	Autumn 2011	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206

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 2012	W 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
30130-02	Winter 2012	R 8:30AM-11:30AM	Harper Center	Lehman Brothers Classroom-HCC02
30130-81	Winter 2012	W 6:00PM-9:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200
30130-81	Summer 2012	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206
30130-82	Summer 2012	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206
30130-85	Summer 2012	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 206

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.

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

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 2011	M 1:30PM-4:30PM	Harper Center	The Goldman, Sachs & Co. Lecture Hall-HCC25
30130-81	Autumn 2011	M 6:00PM-9:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200
30130-85	Autumn 2011	S 9:00AM-12:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

30130 Financial Statement Analysis - Minnis, Michael

[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 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 textbook should be purchased prior to the first week of class. All other materials (including reading assignments for the first class) will be posted to Chalk.

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: 02/15/2012

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
30130-01	Spring 2012	T 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07
30130-02	Spring 2012	W 8:30AM-11:30AM	Harper Center	The PIMCO Classroom-HCC07
30130-81	Spring 2012	W 6:00PM-9:00PM	Gleacher Center	The Everett Kovler Classroom-GC422

30130 Financial Statement Analysis - Wahlen, James

[View course evaluation](#)

Contents:

The primary objective of this course is to provide you with conceptual understanding and practical tools to analyze and exploit information in corporate financial statements. The course will help you develop skills to use financial statement information for a variety of financial decisions, particularly firm valuation. The course will also help you understand and analyze the issues that corporate managers face as they design and implement financial reporting strategies, increasing your ability to assess earnings quality and detect and undo earnings management. The course develops and applies a six-step analytical framework that includes industry analysis, strategic analysis, accounting quality analysis, financial ratios analysis, forecasting, and valuation. The course is applied in nature, so we will work with real company financial statements and cases to apply the techniques and tools.

The course consists of three integrated parts:

I. Financial Statement Information: Upon entering the course, I assume that you have a solid working understanding of the accounting information contained in company annual reports. We will examine the many value relevant pieces of information that financial statements contain, as well as the accounting choices managers make in light of their business strategy, contractual constraints and incentives, and GAAP/IFRS. We will evaluate how faithfully the financial statements represent the underlying company, and recast the financial statements if we detect low accounting quality.

II. Financial Statement Analysis Tools: We will examine and apply a set of tools to analyze financial statement data in order to assess the past profitability, risk, growth, and operating capability of a firm.

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

III. Valuation Techniques: We will develop a set of prospective analysis techniques useful for forecasting future business activities, measured with pro forma financial statements. From these financial statement projections we will derive expectations for future free cash flows, abnormal earnings, and dividends. We will estimate firm value using these expectations, as well as several market-based valuation multiples, and we will test our firm value estimates across various scenarios and sensitivity factors. Ultimately, we will compare our value estimates to market share price for investment decision-making.

Materials:

The textbook and the CoursePack of readings and cases should be purchased prior to the first class session. Materials will also be posted on the course website.

Grades:

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

Prerequisites:

Business 30000 (or 30116) and Business 35000 and 35200 are strongly recommended (may be concurrent). If you take the course without these prerequisites, you will have to work harder and may be at a disadvantage.

Description and/or course criteria last updated: 10/10/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30130-03	Spring 2012	R 8:30AM-11:30AM	Harper Center	The PIMCO Classroom-HCC07
30130-04	Spring 2012	R 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07

30600 Workshop in Accounting Research - Ball, Ryan

[View course evaluation](#)

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30600-01	Autumn 2011	R 1:20PM-2:50PM	Harper Center	Lecture Hall C06
30600-01	Winter 2012	R 1:20PM-2:50PM	Harper Center	Lecture Hall C06
30600-01	Spring 2012	R 1:20PM-2:50PM	Harper Center	Lecture Hall C06

30600 Workshop in Accounting Research - Leuz, Christian

[View course evaluation](#)

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30600-01	Autumn 2011	R 1:20PM-2:50PM	Harper Center	Lecture Hall C06
30600-01	Winter 2012	R 1:20PM-2:50PM	Harper Center	Lecture Hall C06
30600-01	Spring 2012	R 1:20PM-2:50PM	Harper Center	Lecture Hall C06

30901 Economic Modeling of Accounting Issues - Sapra, Hareh

[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 in accounting or who want to conduct empirical research in accounting 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, an in-class presentation, and a final exam.

Prerequisites:

Business 33911. This course is open to PhD students only.

Description and/or course criteria last updated: 1/4/11

Course Conditions and Course Related Items:



Course Schedule

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Section	Quarter	Meeting Day / Time	Building	Room
30901-01	Spring 2012	F 8:30AM-11:30AM	Harper Center	Seminar Room 3A

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: 06/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30902-01	Spring 2012	W 8:30AM-11:30AM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

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. Broadly speaking, its primary objective is to advance your understanding of empirical research on the role of accounting information and disclosure in capital markets, corporate finance and corporate governance. The course covers a wide range of topics, including 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, studies on disclosure regulation, on earnings management and its link to governance, international research in accounting as well as market-to-market accounting and the crisis. 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: 6/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30903-01	Autumn 2011	T 3:00PM-6:00PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

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 (Watts and Zimmerman, 1986) and emphasizes 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:

Key:

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

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: 6/10

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30904-01	Autumn 2011	R 8:30AM-11:30AM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

31701 Leadership Effectiveness & Development (LEAD) Lab I - Kole, Stacey

[View course evaluation](#)

Contents:

With 31702, this two-quarter course develops the self awareness and effectiveness of the student (facilitator) at influencing, motivating and developing people. Experiential in nature, the course contains two distinct components: Development (31701) and Implementation (31702).

Development (31701): LEAD facilitators spend the spring quarter developing self awareness and the influencing, presenting, facilitating, coaching and mentoring skills essential to leadership and to their ability to run the LEAD program effectively in the autumn quarter. Within their designated eight-person squad, facilitators select specialties so that they can devise and master the source material to have the depth of understanding necessary to facilitate classroom discussions on key leadership topics. In addition to time in the spring, students should anticipate three meetings of the LEAD Lab in Winter Quarter 2010 and some additional summer work.

Implementation (31702): The overarching mission of the course is to deliver an outstanding development program (the LEAD program, Business 31001) in autumn quarter for all the incoming first-year full-time MBA students. The LEAD program (as distinct from the two-quarter LEAD Lab) is the only course that all full-time incoming students take at the Chicago Booth and is run by teams of eight LEAD facilitators. Each facilitator team is responsible for the learning experience of two cohorts. The Implementation phase starts during the Core program and lasts throughout the autumn quarter, ending with the successful recruitment of student facilitators to partake in the following year's LEAD program.

Students do not bid for this course. Interested students apply during winter quarter and undergo an extensive application process from which successful applicants are invited to take part.

This course requires a significantly greater time commitment than a non-laboratory course.

Grades:

Cannot be taken pass/fail. No auditors. Two grades are issued, one for Development at the end of the Spring quarter and one for Implementation at the end of the Autumn quarter.

Students are assessed on both their application to develop the requisite knowledge and skills to run the program and their effectiveness at doing so. A substantial component of the grade comes from feedback that facilitators are expected to give to, and receive from other facilitators. Class attendance in both spring and autumn is mandatory.

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

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
31701-01	Spring 2012	F 8:30AM-4:30PM	Harper Center	The PIMCO Classroom-HCC07

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

Key:

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

Section	Quarter	Meeting Day / Time	Building	Room
33001-01	Autumn 2011	M 8:30AM-11:30AM	Harper Center	The Sidney Davidson Classroom-HCC04
33001-02	Autumn 2011	T 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07
33001-81	Autumn 2011	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308

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 2011	F 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
33001-82	Autumn 2011	R 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

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: 04/13/11

Course Conditions and Course Related Items:



Course Schedule

Section	Note	Quarter	Meeting Day / Time	Building	Room
33001-82 CANCELLED	Cancelled	Summer 2012	F 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

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.

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

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	Spring 2012	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404
33001-82	Spring 2012	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404

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
33001-05	Autumn 2011	F 1:30PM-4:30PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
33001-06	Autumn 2011	R 1:30PM-4:30PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
33001-83	Autumn 2011	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306

33001 Microeconomics - Notowidigdo, Matthew

[View course evaluation](#)

Contents:

This course teaches the basic principles of modern microeconomics and their application to business decisions. The course will cover the following topics: the economic determinants of consumer choice; the behavior of firms in competitive and monopolistic settings; the effect of market structure on prices, production, and profit; the strategic aspects of pricing; the effect of incomplete information and uncertainty on the behavior of consumers and firms.

Materials:

Probable text: Jeffrey M. Perloff, *Microeconomics*.

Grades:

Based on problem sets, a midterm exam, and a comprehensive final exam.

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: 06/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33001-03	Autumn 2011	R 1:30PM-4:30PM	Harper Center	Lecture Hall C09
33001-04	Autumn 2011	F 8:30AM-11:30AM	Harper Center	Lecture Hall C09
33001-85	Autumn 2011	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 306

33001 Microeconomics - Shefi, Yoad

[View course evaluation](#)

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Contents:

This course develops the basic tools of economic analysis that are essential for understanding markets and making managerial decisions. The goal of the course is to provide students with a framework useful to analyze a broad range of problems related to business, and stresses both theory and applications. Topics include consumer behavior, the firm's pricing and output decisions, government regulation, market failure, pricing strategies, game theory and uncertainty.

Materials:

Textbook and selected readings.

Grades:

Based on problem sets, a midterm and a final exam.

Prerequisites:

Students should have a good understanding of algebra and basic calculus (derivatives).

Description and/or course criteria last updated: 6/10

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
33001-01	Winter 2012	T 8:30AM-11:30AM	Harper Center	Lecture Hall C09
33001-81	Winter 2012	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208
33001-81	Summer 2012	T 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

33001 Microeconomics - Frankel, Alexander

[View course evaluation](#)

Contents:

This course introduces the principles of modern microeconomics and illustrates their application to business decisions. The course covers the following topics: the determinants of consumer choice; the pricing and output decisions of firms under different market structures; and the effects of incomplete information, uncertainty, and moral hazard on the behavior of firms.

Materials:

Probable text: Jeffrey M. Perloff, *Microeconomics*.

Grades:

Based on problem sets, a midterm exam, and a final exam.

Prerequisites:

Understanding of algebra and basic calculus, including derivatives.

Description and/or course criteria last updated: 6/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
33001-82	Winter 2012	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208
33001-85	Winter 2012	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 208

33002 Accelerated Microeconomics - Stole, Lars

[View course evaluation](#)

Contents:

This course is an advanced alternative to Business 33001 intended for students who have previously studied microeconomics at the University level.

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 game theory and competitive strategy, price discrimination, vertical contractual relations, incentive provision and auctions. The course will emphasize using simple microeconomic models to understand individual behavior and markets.

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 weekly problem sets and online quizzes, a midterm exam and a final exam.

Prerequisites:

Students should have completed at least an intermediate microeconomics course at the university level and should have been exposed to indifference curves, elasticities, and the basic models of perfect competition (i.e., supply and demand) and monopoly. In addition, students should be comfortable using basic mathematical tools such as graphing curves, solving simple systems of equations, and differentiation of quadratic functions.

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Description and/or course criteria last updated: 6/10

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33002-01	Autumn 2011	M 8:30AM-11:30AM	Harper Center	Lehman Brothers Classroom-HCC02
33002-81	Autumn 2011	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404

33032 Managing the Workplace - Gibbs, Michael

[View course evaluation](#)

Contents:

This course examines how a firm can enhance performance through organizational design. Topics covered include hiring, turnover and retention, job design and decision-making, performance evaluation, incentive compensation, employee stock options, and executive pay. Classes will combine case discussions with lectures.

Materials:

The course will use cases plus the textbook, *Personnel Economics for Managers, 2nd edition*, by Edward Lazear and Michael Gibbs.

Grades:

Based on participation in case discussions, problem sets, midterm and final exam.

Prerequisites:

Business 33001 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
33032-01	Winter 2012	W 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
33032-81	Winter 2012	W 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

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: 6/10

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33032-82	Winter 2012	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404

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.

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzess

= Chalk Site

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	Quarter	Meeting Day / Time	Building	Room
33032-01	Spring 2012	T 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
33032-81	Spring 2012	M 6:00PM-9:00PM	Gleacher Center	The Amoco Lecture Hall-GC300
33032-85	Spring 2012	S 9:00AM-12:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200
33032-81	Summer 2012	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308

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, Bernanke, and Croushore *Macroeconomics*.

Grades:

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

Description and/or course criteria last updated: 6/10

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
33040-81	Summer 2012	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308
33040-85	Summer 2012	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 308

33040 Macroeconomics - Guerrieri, Veronica

[View course evaluation](#)

Contents:

This course is designed to introduce students to classic macroeconomic issues such as business cycle fluctuations, growth, inflation, unemployment, interest rates, exchange rates, technological progress, and budget deficits. The course will provide a unified framework to address these issues and to study the impact of different policies, such as monetary and fiscal policies, on the aggregate behavior of individuals. These analytical tools will be used to understand the recent experience of the United States and other countries and to address how current policy initiatives affect their macroeconomic performance.

Materials:

Abel and Bernanke, *Macroeconomics*. There will also be a CoursePack with supplementary readings and occasional handouts from the popular press.

Grades:

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

Prerequisites:

Business 33001 or equivalent.

Description and/or course criteria last updated: 06/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
33040-01	Autumn 2011	F 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
33040-81	Autumn 2011	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

33040-85	Autumn 2011	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 208
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33040 Macroeconomics - Huizinga, John[View course evaluation](#)**Contents:**

This course provides an overview of the interaction of aggregate economic variables such as GDP, inflation, interest rates, budget deficits, trade deficits, the exchange rate, and the money supply. A basic model of the economy is developed and used to analyze issues such as the relationship between government budget deficits and interest rates, the relationship between the money supply and inflation, optimal tax policy, the importance of inflationary expectations for interest rates and optimal economic policy, the ability of economic policy makers to eliminate inflation without causing a recession, and the foundation of supply-side economics. The course is primarily theoretical, though current policy issues will be discussed.

Materials:

The text is *Macroeconomics* by Abel and Bernanke. There will also be a CoursePack of readings, most of which are from the popular press.

Grades:

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

Prerequisites:

Business 33001 or equivalent.

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
33040-03	Spring 2012	T 8:30AM-11:30AM	Harper Center	Lecture Hall C06
33040-81	Spring 2012	T 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

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
33040-03	Winter 2012	T 8:30AM-11:30AM	Harper Center	Lecture Hall C05
33040-82	Winter 2012	T 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

33040 Macroeconomics - Karabarounis, Loukas[View course evaluation](#)**Contents:**

This MBA course in Macroeconomics is designed to provide students with a unified framework that can be used to analyze macroeconomic issues such as growth and productivity, labor markets, business cycles, inflation, money and interest rates, monetary and fiscal policy, banking and financial crises, global imbalances in the allocation of capital and sovereign debt crises. The course is a mixture of macro theory and real-world applications: we will develop analytical models that stress the microeconomic underpinnings of aggregate outcomes and we will apply these models to the recent experience of the US and other countries.

Materials:

1) Slides provided by the instructor; (2) Required Text: Abel, Bernanke and Croushore, *Macroeconomics* (7th Edition); (3) Online Readings provided by the instructor

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Grades:

Grades are assigned based on weekly quizzes, an optional short project using real macro data, an optional midterm and a final exam. The midterm is compulsory for students seeking provisional grades. No pass/fail grades. No auditors.

Prerequisites:

Intermediate microeconomics (e.g. Business 33001 or equivalent) is a STRICT prerequisite. Familiarity with basic analytical tools (e.g. calculus, graphs and equations) is highly recommended.

Description and/or course criteria last updated: 06/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
33040-01	Winter 2012	T 8:30AM-11:30AM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
33040-02	Winter 2012	W 8:30AM-11:30AM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
33040-81	Winter 2012	T 6:00PM-9:00PM	Gleacher Center	The John P. Gould Classroom-GC303

33040 Macroeconomics - La'O, Jennifer

[View course evaluation](#)

Contents:

This course is an introduction to macroeconomics: the aggregate behavior of individuals, households, and firms. 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 and propagation of recessions and expansions; the determination of inflation, unemployment, interest rates and exchange rates; the implementation and effects of monetary and fiscal policy; and the role of technology in economic growth. Finally, we will discuss the recent financial crisis and how it has affected the macroeconomy. This course will be tailored to address how current policy initiatives affect the economy.

Materials:

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

Grades:

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

Prerequisites:

Business 33001 or equivalent.

Description and/or course criteria last updated: 06/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
33040-01	Spring 2012	F 1:30PM-4:30PM	Harper Center	Lecture Hall C06
33040-85	Spring 2012	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 308

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
33101-81	Autumn 2011	T 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

33221 Economics and Policy in the Telecom, Media and Technology Industries - Goolsbee, Austan[View course evaluation](#)**Contents:**

This applied economics and strategy course will analyze the economics of various telecommunications, media, and high-tech industries as well as the role of government interventions on them. The course will analyze subjects such as understanding the mega-mergers of media companies, competition in search, the rise of mobile applications and social media, platform competitions, the impact of new forms of video delivery like TiVo and Hulu on traditional cable and satellite, antitrust policy in high-tech markets, copyright on the Internet, and the local and national efforts to develop technology clusters.

Grades:

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

Prerequisites:

Business 33001.

Description and/or course criteria last updated: 02/20/2012

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
33221-01	Spring 2012	M 1:30PM-4:30PM	Harper Center	Lecture Hall C05
33221-02	Spring 2012	T 8:30AM-11:30AM	Harper Center	Lecture Hall C05
33221-81	Spring 2012	M 6:00PM-9:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200

33301 Management, Unions, and Collective Bargaining - Wildman, Wesley[View course evaluation](#)**Contents:**

Yes, private sector unions in the U.S. are in trouble, but there is much going on and we will deal with all of it: Caterpillar dramatically closes London, Ontario union plant after six months of bargaining and sends the work where? (Muncie, Indiana?); UAW in major effort to organize foreign-owned auto plants in U.S.; National Labor Relations Board alleged radicalism resulting from "recess" appointments by President over the holidays; critical labor relations impact on merger and relocation activity (e.g. Boeing) particularly in the airline industry; macro issues such as Krugman, Obama and others pushing the revival of private sector unionism as a means of stimulating employment and reviving the economy generally (does this make any sense?).

Also, of course, the basics:

1. detailed examination of union organizing efforts, collective contract bargaining, and the exercise of power by unions;
2. analysis of the current debate between "left" and "right" over the nature and effect of our structure of labor laws in the U.S.;
3. in-depth analysis of the implementation and enforcement of the labor contract with emphasis on the all important process of labor arbitration;
4. finally, 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 bargaining in the U.S.

Description and/or course criteria last updated: 02/07/2012

Prerequisites:

None.

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33301-85	Spring 2012	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 406

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. For example, businesses need to cope with laws and regulations, lobby for favorable legislation, ensure access to foreign markets, and deal with media coverage and activist pressures, to name just a few. Successful managers need to formulate strategies for their firms that take into account not only the market but also the regulatory, legal, political and social (e.g. non-market) environments in which they operate.

Markets and the non-market environment have become increasingly interrelated: regulation, laws, media coverage and activist organization pressures 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; recent development in the fast-food industry and financial markets have triggered intense discussions about new information disclosure and consumer protection rules.

The main purpose of this course is to better understand the non-market environment, and discuss firms' strategies in light of regulatory, legal, political and social constraints that they face. We will discuss the rationales for economic regulation and describe the main tools of economic regulation (such as the industry conduct regulation of natural monopolies and industrial structure regulation imposed by antitrust laws). We also discuss firms' strategies in light of environmental, safety, or intellectual property concerns.

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

A common thread throughout this course is that we will recognize that firms can also shape their non-market environment. In particular, we will discuss firms' lobbying strategies and use tools from political science to guide our understanding of the lawmaking and rulemaking process. We will also discuss why and how firms may decide to self-regulate in response to activist or media pressures.

Materials:

There is no textbook for the class. Instead, lecture notes and selected readings (book chapters, research articles, newspaper and magazine articles) will be available for each week of class.

Grades:

Based on class participation in case discussions, weekly write-ups, a group project and a final exam.

Prerequisites:

None.

Description and/or course criteria last updated: 06/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33305-01	Spring 2012	R 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
33305-81	Spring 2012	R 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204
33305-85	Spring 2012	S 9:00AM-12:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

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	Summer 2012	M 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

33401 Money and Banking - Bryan, Michael

[View course evaluation](#)

Contents:

This course examines the role of money and credit in the economy, with an eye toward understanding government regulation of financial markets and Central Bank operations. Every effort will be made to incorporate the recent financial crisis and emerging policy responses into the class content.

The first half of the course considers the economics of the financial system with a special emphasis on the theories and history of payment and credit instruments, and the management of risk by financial intermediaries. The second half of the class builds upon the foundations of money and credit developed in the first half and investigates the macroeconomic consequences of government involvement in financial markets, and the policies of the Federal Reserve in particular-from promoting financial stability to the management of the business cycle.

Materials:

The most recent edition of Cecchetti and Schoenholtz, *Money, Banking, and Financial Markets* and ample supplementary readings.

Grades:

Based on discussion problems, a mid-term, and a final exam.

Prerequisites:

Business 33001 and 33040, or their equivalents.

Description and/or course criteria last updated: 06/11

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
33401-81	Autumn 2011	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406
33401-85	Autumn 2011	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 406

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, with particular emphasis on the financial crisis and the response by the Federal Reserve. The first half of the course focuses on how financial innovation and regulatory reform is dramatically changing the role of banks and other intermediaries in the financial system and how the banking and financial system will likely adapt to these reforms in the future. We analyze whether various regulatory reform proposals are likely to enhance or reduce the stability and soundness of the financial markets and the economy, drawing on examples from the recent and historical crises worldwide.

The second half of the class builds on the understanding of the banking system from the first half to investigate the macroeconomic 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. In particular, we study the response to the crisis by the Fed and central banks around the globe and the exit strategies from extraordinary monetary policy. We also evaluate what the Central Bank should or should not do and the political pressures it faces in its decision-making process.

Please note that there is significant overlap between my course and Axel Weber's 33402 "Central Banking: Theories and Evidence." He uses the same primary text (Mishkin). The second half of my course covers material very similar to the material that Professor Weber covers in the first half of his.

Materials:

The most recent edition of Frederic 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:

Business 33001 and 33040, or their equivalents. NOTE: 33001 is STRICT.

Description and/or course criteria last updated: 11/14/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
33401-01	Winter 2012	T 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
33401-02	Winter 2012	W 1:30PM-4:30PM	Harper Center	The Goldman, Sachs & Co. Lecture Hall-HCC25
33401-81	Winter 2012	T 6:00PM-9:00PM	Gleacher Center	The Robert V. Adams Lecture Hall and Suite-GC100

33401 Money and Banking - Hachem, Kinda

[View course evaluation](#)

Contents:

This course deals with the economics of financial institutions and the role of central banks. The first half covers the microeconomics of banking, examining how banks and other financial intermediaries have evolved over time and formalizing the core features of their operation. The second half then covers the macroeconomic implications of money and credit as they move through the financial system. Emphasis will be placed on the policy tools used by central banks to influence output and inflation as well as the scope for government regulation of financial markets.

Materials:

The most recent edition of Frederic Mishkin's *The Economics of Money, Banking, and Financial Markets* and a CoursePack of articles. A subscription to *The Economist* is also recommended.

Grades:

Based primarily on a midterm, a final exam, and discussion problems.

Prerequisites:

Bus 33001 and 33040, or their equivalents.

Description and/or course criteria last updated: 6/11

Course Conditions and Course Related Items:**Course Schedule****Key:**

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Section	Quarter	Meeting Day / Time	Building	Room
33401-01	Spring 2012	F 1:30PM-4:30PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
33401-85	Spring 2012	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 208

33402 Central Banking: Theories and Facts - Weber, Axel

[View course evaluation](#)

Contents:

This is an advanced course that brings together topics in macroeconomics, international economics, and money and finance. It is designed for students who are interested in understanding central bank's action with a view to existing theoretical policy frameworks and against the background of empirical economic facts. In the first week we go through an overview of the key issues that confront all central banks today. Over the following weeks we then try to understand how the Federal Reserve, the Bank of Japan, and the European Central Bank resolve these issues. We contrast their approaches with those taken by central banks in other industrialized countries and in developing countries, taking into account a continuum of real world exchange rate arrangements such as free floats, dirty floats with foreign exchange intervention, currency pegs, currency boards or full-fledged monetary unions. We will also outline the importance of structural economic features of the economy for the conduct of monetary policy. In this context particular emphasis will be placed on structural rigidities in the labor and product markets and the existence of bank based versus capital market based financial systems. The class will consist of a blend of lectures, cases, and general discussion, with a clear emphasis on current events. There may also be guest speakers from the world's central banking community.

To accommodate guest speakers I may also have to reschedule a class. A detailed week-by-week syllabus and answers to a set of frequently asked questions (including the names of the guest speakers will be and the time of any rescheduled classes) will be posted on the <http://chalk.uchicago.edu> course web page, by September 1.

Pre-assignment: For the first class, bring your name card, along with a completed copy of the student information sheet that is posted in Chalk. In the CoursePack, there will be a first class reading assignment that lays out the basic facts and framework that we will use to analyze central banks. Don't miss the first class since this may seriously impair your class participation grade.

Materials:

Readings will come from a CoursePack of articles. The lecture notes are included in the CoursePack. Students are expected to read specialized economic newspapers like *The Wall Street Journal* or *Financial Times* every day. The course draws heavily from current events.

Grades:

Based on class participation (20%), case write-ups (20%), and a final exam (60%). Cannot be taken pass/fail. No auditors. Non-Chicago 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 33040 and Business 35000. If you have not had 33040 (or an equivalent course recently at another school) you should not take this class. I do not enforce the strict prerequisite only because of the high transactions costs of processing all the petitions by students who majored in economics as undergrads and are looking for a substitute for 33040.

Description and/or course criteria last updated: 6/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33402-01	Autumn 2011	M 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03
33402-81	Autumn 2011	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408

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, cases, 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: 07/06/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
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Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

33450-01	Winter 2012	R 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
33450-81	Winter 2012	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308
33450-85	Winter 2012	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 308

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 is 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, cases, midterm and final exam.

Prerequisites:

Business 33450.

Description and/or course criteria last updated: 07/06/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33451-81	Spring 2012	R 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

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 2011	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:

The business environment creates ethical choices that can be hard to think through clearly. It can also subject companies to negative publicity or political pressure, which affects both how they are regulated and how well they attract employees, customers and partners. So business leaders are often called upon to make credible and persuasive arguments defending their products, their firms, their industries, or the capitalist system in which they operate.

Doing this effectively – in a variety of settings – is an essential aspect of business leadership, given the extensive influence of government rules, pressure groups and the media on modern business. This is especially true now, when so many people are raising questions about the role of capitalism itself.

Students in this course will gain experience forming and articulating coherent arguments about the ethics and role of business, by relating their own views to important ideas about business and capitalism and then working to ground them in clear thinking and informed ethical reasoning. We will use this approach to consider a broad range of tradeoffs and controversies that business leaders often confront.

Arriving at informed views that reflect your beliefs is essential to handling these tradeoffs and controversies effectively, and in ways you can feel good about. It is also only part of the challenge in modern business. Managers must also handle criticism from groups who might gain something by weakening a firm or industry's reputation, or by

Key:

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

questioning the legitimacy of the marketplace in which businesses operate. 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 assertions that a business or its leaders are behaving unethically or lack legitimacy. The ability to respond to these claims, and counter them effectively when the facts and arguments are on your side, is a crucial management skill. This is easier to do when you can think through how your assessments relate to broader ideas about business and capitalism.

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. Note: Students must attend section in which they are enrolled.

Section -01: No Non-Booth students; Section -81: Non-Booth students need instructor consent.

Description and/or course criteria last updated: 02/22/12

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33471-01	Spring 2012	W 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07
33471-81	Spring 2012	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308

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 2012	R 8:30AM-11:30AM	Harper Center	Lecture Hall C05
33501-81	Spring 2012	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404
33501-85	Spring 2012	S 9:00AM-12:00PM	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 investors and 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: 6/10

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
33502-01	Winter 2012	T 8:30AM-11:30AM	Harper Center	Lehman Brothers Classroom-HCC02
33502-81	Winter 2012	T 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204
33502-85	Winter 2012	S 1:30PM-4:30PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

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 (can be taken concurrently).

Description and/or course criteria last updated: 7/20/10

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
33503-01	Spring 2012	W 8:30AM-11:30AM	Harper Center	Lecture Hall C10
33503-02	Spring 2012	T 1:30PM-4:30PM	Harper Center	Lecture Hall C10
33503-81	Spring 2012	W 6:00PM-9:00PM	Gleacher Center	The John P. Gould Classroom-GC303

33503 Managing the Firm in the Global Economy - Cosar, A. Kerem

[View course evaluation](#)

Contents:

This course will study international economics from the perspective of the firm. The objective is to become familiar with organizational, financial and legal issues that firms face in foreign markets. To this end, we will analyze conceptual frameworks that guide firms' decision to expand globally through exporting, investing or forming alliances. We will address questions such as: how do firms decide to export and where to export? What is the rationale behind the common organizational forms (joint ventures with local partners vs. wholly owned foreign subsidiaries) we see in foreign operations? What factors determine the location choice for investing abroad?

We will also investigate in depth some of the key issues multinational firms face: intellectual property rights in foreign markets, financial and operational hedging techniques to manage exchange rate risk, international tax planning, political risk and corruption in international business. Part of the course will be devoted to the analysis of the business environment and management practices in developing countries.

Materials:

There is no CoursePack. All readings and slides will be available for downloading from the Chalk.

Grades:

Based on assignments, an in-class midterm, and final exam. Students may opt for a term paper instead of taking the exams.

Students who require a provisional grade must take the mid-term exam and perform at a level of at least C-. The course may be taken pass/fail.

Prerequisites:

The course has no strict requirement but I assume familiarity with basic concepts taught in Microeconomics (Bus33001).

Description and/or course criteria last updated: 07/07/11

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
33503-01	Winter 2012	R 8:30AM-11:30AM	Harper Center	Lecture Hall C10
33503-81	Winter 2012	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404
33503-85	Winter 2012	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 404

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	Quarter	Meeting Day / Time	Building	Room
33520-01	Autumn 2011	M 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
33520-85	Autumn 2011	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 408
33520-81	Summer 2012	W 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

33521 Asian Economies and Business - Barry, Brian

[View course evaluation](#)

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 paper. Groups will be expected to meet with me once outside class hours, to discuss their proposed paper.

Materials:

CoursePack; Supplementary textbook on China.

Grades:

Cannot be taken Pass/Fail; No Auditors.

Based on class participation (20%); quizzes and written assignments (20%); a midterm exam in class (30%); and a group project to be delivered as a final paper (30%). There may be minor 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. Non-Booth students need instructor consent.

Description and/or course criteria last updated: 01/2012

Course Conditions and Course Related Items:**Key:**

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
33521-81	Winter 2012	R 6:00PM-9:00PM	Gleacher Center	The Amoco Lecture Hall-GC300

33522 Chinese Economy - Song, Zheng

[View course evaluation](#)

Contents:

Why has China been growing so fast in the last three decades? How to do business in China? How does the emergence of China affect the world economy? This course is designed to answer the above questions using a general framework developed for the Chinese economy. We will investigate the key characteristics of the Chinese economy and how they are interacted. These characteristics include structural transformations through decentralization, globalization, industrialization and urbanization, distorted financial, labor and land markets, and the corresponding responses of the corporate, government and household sectors. Micro-level case studies will be provided to examine the applicability of theory.

Materials:

China's Great Economic Transformation, ed. Loren Brandt and Thomas Rawski, Cambridge University Press, 2008.

Prerequisites:

Basic microeconomics and macroeconomics (Bus 33001 and 33040).

Description and/or course criteria last updated: 02/13/2012

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
33522-01	Spring 2012	F 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
33522-81	Spring 2012	M 6:00PM-9:00PM	Gleacher Center	The Accenture Classroom-GC203

33610 Applied Economics Workshop - Bertrand, Marianne

[View course evaluation](#)

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33610-01	Winter 2012	W 1:20PM-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 2011	W 1:20PM-2:50PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

33610 Applied Economics Workshop - Kamenica, Emir

[View course evaluation](#)

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33610-01	Spring 2012	W 1:20PM-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	Autumn 2011	W 1:20PM-2:50PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

33610 Applied Economics Workshop - Notowidigdo, Matthew

[View course evaluation](#)

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33610-01	Spring 2012	W 1:20PM-2:50PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

33650 Workshop in Macro and International Economics - Guerrieri, Veronica**Key:**

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

[View course evaluation](#)**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
33650-01	Autumn 2011	M 11:45AM-1:15PM	Harper Center	Lecture Hall C10

33650 Workshop in Macro and International Economics - Hurst, Erik[View course evaluation](#)**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
33650-01	Autumn 2011	M 11:45AM-1:15PM	Harper Center	Lecture Hall C10

33650 Workshop in Macro and International Economics - Kashyap, Anil[View course evaluation](#)**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
33650-01	Spring 2012	M 11:45AM-1:15PM	Harper Center	Lecture Hall C10

33650 Workshop in Macro and International Economics - Kroszner, Randall[View course evaluation](#)**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
33650-01	Winter 2012	M 11:30AM-1:30PM	Harper Center	Lecture Hall C10

33650 Workshop in Macro and International Economics - Hachem, Kinda[View course evaluation](#)**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
33650-01	Autumn 2011	M 11:45AM-1:15PM	Harper Center	Lecture Hall C10

33650 Workshop in Macro and International Economics - Song, Zheng[View course evaluation](#)**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
33650-01	Spring 2012	M 11:45AM-1:15PM	Harper Center	Lecture Hall C10

33670 Workshop on the Economics and Biodemography of Aging - Bleakley, C.[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 Nathaniel Grotte, nathaniel.grotte@chicagobooth.edu in the Center for Population Economics. The Workshop is pass/fail.

Description and/or course criteria last updated: 03/26/2012

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33670-01	Autumn 2011	F 1:30PM-3:00PM	Harper Center	Seminar Room 3A
33670-01	Winter 2012	F 1:30PM-3:00PM	Harper Center	Seminar Room 3A
33670-01	Spring 2012	F 1:30PM-3:00PM	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

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

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 Nathaniel Grotte, nathaniel.grotte@chicagobooth.edu in the Center for Population Economics. The Workshop is pass/fail.

Description and/or course criteria last updated: 03/26/2012

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33670-01	Autumn 2011	F 1:30PM-3:00PM	Harper Center	Seminar Room 3A
33670-01	Winter 2012	F 1:30PM-3:00PM	Harper Center	Seminar Room 3A
33670-01	Spring 2012	F 1:30PM-3:00PM	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: 07/11/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
33911-01	Autumn 2011	MW 10:30AM-12:00PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

33912 Topics in General Equilibrium, Default, Bankruptcy, and Applications - Staff**Contents:**

This Spring Quarter 2012 course will start by motivating the need of good regulation and laws both to avoid excessive economic fluctuation and to induce the enhancement of economic development. We will present formal models of default and bankruptcy. We will prove some theorems but will give numerical results as well, and will be as intuitive as possible. Concrete examples of laws will be given. Therefore, the course will be accessible to students in Law and Latin American studies with some background in economics. Graduate students in Economics will be required to show understanding of the formal models as well as some mathematical proofs. The main goal of the course is to shed some light of Default and Bankruptcy in many important situations such as: Regulation of collateral and banks; Bankruptcy laws for individuals, corporations (emphasis on the recent Brazilian reform) and banks; Default of countries (Latin America and Europe). (=ECON 43800, LACS 23812, LACS 43812, LAWS 73704, PPHA 37030, ECON 25110) Taught by Aloisio Araujo.

Prerequisites:

=ECON 43800, LACS 23812, LACS 43812, LAWS 73704, PPHA 37030, ECON 25110. Taught by Aloisio Araujo.

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33912-01	Spring 2012	MW 1:30PM-2:50PM	Harper Center	Rosenwald 301

33915 Market Design - Budish, Eric

[View course evaluation](#)

Contents:

This half course explores the theory and practice of market design, drawing on examples from entry-level labor markets, school choice procedures, kidney exchanges, course allocation procedures, internet marketplaces, and financial exchanges. The main assignment is to write a final paper, due at the end of the quarter, that studies either an existing organized market or an environment with a potential role for an organized market.

Prerequisites:

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Students are encouraged (though not required) to take Econ 30900 in the Fall on the theory of auction design, and Econ 40201 in the Winter for treatment of empirical methods for auction and matching markets. Also, Econ 40701 is recommended but not required.

Description and/or course criteria last updated: 1/13/2012

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33915-01	Spring 2012	F 1:30PM-4:30PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

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 recent theoretical and empirical approaches in several topics. This course focuses on productivity and industry evolution, advertising and search, product differentiation, vertical relationships, and strategic behavior.

Materials:

Carlton and Perloff, *Modern Industrial Organization*; Tirole, *The Theory of Industrial Organization*.

Grades:

Students should plan to take all three quarters of this course and hopefully any additional IO topics offered.

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: 6/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33921-01	Autumn 2011	F 9:00AM-12:00PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

33922 Advanced Industrial Organization II - Hortaçsu, Ali

[View course evaluation](#)

Contents:

This two-quarter sequence is part of the Industrial Organization Specialized Field taught jointly at the Ph.D. level in the Department of Economics and the Booth School of Business. Topics include modeling consumer demand, production function estimation, static and dynamic models of imperfect competition, pricing strategies, theory of the firm, auctions and market design. Recent theoretical and empirical approaches are emphasized. PQ: Solid background in first year Ph.D. level microeconomics and econometrics, e.g., ECON 30100, 30200, or 30300 and ECON 31000, 31100, or 31200.

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33922-01	Winter 2012	W 3:00PM-5:50PM	Harper Center	TBA

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 barriers to entry, adjustment costs, mergers, demand estimation, damage estimates, oligopoly theory, price fixing, optimal price discrimination, bundling, tie in sales, 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 a paper).

Prerequisites:

Previous training in advanced economics or antitrust.

Description and/or course criteria last updated: 6/10

Course Conditions and Course Related Items:

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
33923-01	Spring 2012	F 8:30AM-11:30AM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

33926 Advanced Industrial Organization: Topics - Staff**Contents:**

This two-quarter sequence is part of the Industrial Organization Specialized Field taught jointly at the Ph.D. level in the Department of Economics and the Booth School of Business. Topics include modeling consumer demand, production function estimation, static and dynamic models of imperfect competition, pricing strategies, theory of the firm, auctions and market design. Recent theoretical and empirical approaches are emphasized. PQ: Solid background in first year Ph.D. level microeconomics and econometrics, e.g., ECON 30100, 30200, or 30300 and ECON 31000, 31100, or 31200. Taught by Brent Hickman: <http://economics.uchicago.edu/facstaff/hickman.shtml>

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33926-01	Spring 2012	MW 1:30PM-2:50PM	Harper Center	RO 11

33940 Monetary Economics III - Guerrieri, Veronica

[View course evaluation](#)

Contents:

This course will explore a series of macroeconomic models with frictions, such as dispersed information, asymmetric information, and trading frictions. In particular, we will focus on the interaction of financial markets and the real economy. Topics will include: the effects of dispersed information and noise on the business cycle, the effects of a contraction in credit availability for both households and firms, and sources and effects of illiquidity and fire sales in financial markets.

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33940-01	Spring 2012	TR 5:10PM-6:30PM	Harper Center	Lehman Brothers Classroom-HCC02

33940 Monetary Economics III - La'O, Jennifer

[View course evaluation](#)

Contents:

This course will explore a series of macroeconomic models with frictions, such as dispersed information, asymmetric information, and trading frictions. In particular, we will focus on the interaction of financial markets and the real economy. Topics will include: the effects of dispersed information and noise on the business cycle, the effects of a contraction in credit availability for both households and firms, and sources and effects of illiquidity and fire sales in financial markets.

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33940-01	Spring 2012	TR 5:10PM-6:30PM	Harper Center	Lehman Brothers Classroom-HCC02

33942 Applied Macroeconomics: Micro Data for Macro Models - Davis, Steven

[View course evaluation](#)

Contents:

This course considers the use of data on households, workers and producers in research on consumption behavior, labor market fluctuations, business dynamics and other areas of macroeconomics. A key goal is to help students develop the ability to identify interesting research questions and devise promising research strategies. Topics include life cycle consumption behavior, home production and time use, housing market dynamics, wage rigidities and their consequences, unemployment fluctuations, employer behavior on the hiring margin, entrepreneurship, and business productivity dynamics. Lectures treat a mix of important, well-established research contributions and new, often rough, papers that seek to advance the frontier. Homework assignments aim to build proficiency in the use of micro data to address macroeconomic issues, expose students to a variety of useful data sources, and give them first-hand experience in identifying and evaluating research questions and strategies.

Materials:

See syllabus posted to the instructors' websites by September 2.

Grades:

No pass/fail.

Prerequisites:

Ph.D. Students only. Class will also extend over 1st 5-weeks of winter quarter under BUS 33943.

Description and/or course criteria last updated: 07/06/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
33942-01	Autumn 2011	T 5:15PM-8:15PM	Harper Center	Lecture Hall C10

Key:

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

33942 Applied Macroeconomics: Micro Data for Macro Models - Hurst, Erik[View course evaluation](#)**Contents:**

This course considers the use of data on households, workers and producers in research on consumption behavior, labor market fluctuations, business dynamics and other areas of macroeconomics. A key goal is to help students develop the ability to identify interesting research questions and devise promising research strategies. Topics include life cycle consumption behavior, home production and time use, housing market dynamics, wage rigidities and their consequences, unemployment fluctuations, employer behavior on the hiring margin, entrepreneurship, and business productivity dynamics. Lectures treat a mix of important, well-established research contributions and new, often rough, papers that seek to advance the frontier. Homework assignments aim to build proficiency in the use of micro data to address macroeconomic issues, expose students to a variety of useful data sources, and give them first-hand experience in identifying and evaluating research questions and strategies.

Materials:

See syllabus posted to the instructors' websites by September 2.

Grades:

No pass/fail.

Prerequisites:

Ph.D. Students only. Class will also extend over 1st 5-weeks of winter quarter under BUS 33943.

Description and/or course criteria last updated: 07/06/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
33942-01	Autumn 2011	T 5:15PM-8:15PM	Harper Center	Lecture Hall C10

33943 Applied Macroeconomics: Methods and Applications - Davis, Steven[View course evaluation](#)**Contents:**

First 5-weeks (Davis/Hurst): This course considers the use of data on households, workers and producers in research on consumption behavior, labor market fluctuations, business dynamics and other areas of macroeconomics. A key goal is to help students develop the ability to identify interesting research questions and devise promising research strategies. Topics include life cycle consumption behavior, home production and time use, housing market dynamics, wage rigidities and their consequences, unemployment fluctuations, employer behavior on the hiring margin, entrepreneurship, and business productivity dynamics. Lectures treat a mix of important, well-established research contributions and new, often rough, papers that seek to advance the frontier. Homework assignments aim to build proficiency in the use of micro data to address macroeconomic issues, expose students to a variety of useful data sources, and give them first-hand experience in identifying and evaluating research questions and strategies.

Second 5-weeks (Uhlig): This part of the course investigates the interrelationship between financial markets and macroeconomics, presenting some recent developments in that literature. We start from a log-linearized perspective on asset pricing and macroeconomic dynamics. We extend these tools to long-run risk and Epstein-Zin preferences. We discuss higher moments and large disasters. Next we turn to models of systemic risk as well as DSGE models incorporating a financial sector and house price booms and busts. Finally, we turn to sovereign debt crises.

Materials:

See syllabus posted to the instructors' websites by September 2.

Grades:

No pass/fail.

Prerequisites:

Ph.D. Students only. =ECON 38101; Course is an extension of BUS 33942 (autumn). First 5-weeks will cover material by Davis and Hurst. Second 5-weeks will cover material by Uhlig.

Description and/or course criteria last updated: 10/14/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
33943-01	Winter 2012	W 5:15PM-8:15PM	Harper Center	Lecture Hall C10

33943 Applied Macroeconomics: Methods and Applications - Hurst, Erik[View course evaluation](#)**Contents:**

First 5-weeks (Davis/Hurst): This course considers the use of data on households, workers and producers in research on consumption behavior, labor market fluctuations, business dynamics and other areas of macroeconomics. A key goal is to help students develop the ability to identify interesting research questions and devise promising research strategies. Topics include life cycle consumption behavior, home production and time use, housing market dynamics, wage rigidities and their consequences, unemployment fluctuations, employer behavior on the hiring margin, entrepreneurship, and business productivity dynamics. Lectures treat a mix of important, well-established research contributions and new, often rough, papers that seek to advance the frontier. Homework assignments aim to build proficiency in the use of micro data to address macroeconomic issues, expose students to a variety of useful data sources, and give them first-hand experience in identifying and evaluating research questions and strategies.

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Second 5-weeks (Uhlig): This part of the course investigates the interrelationship between financial markets and macroeconomics, presenting some recent developments in that literature. We start from a log-linearized perspective on asset pricing and macroeconomic dynamics. We extend these tools to long-run risk and Epstein-Zin preferences. We discuss higher moments and large disasters. Next we turn to models of systemic risk as well as DSGE models incorporating a financial sector and house price booms and busts. Finally, we turn to sovereign debt crises.

Materials:

See syllabus posted to the instructors' websites by September 2.

Grades:

No pass/fail.

Prerequisites:

Ph.D. Students only. =ECON 38101; Course is an extension of BUS 33942 (autumn). First 5-weeks will cover material by Davis and Hurst. Second 5-weeks will cover material by Uhlig.

Description and/or course criteria last updated: 10/14/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33943-01	Winter 2012	W 5:15PM-8: 15PM	Harper Center	Lecture Hall C10

33943 Applied Macroeconomics: Methods and Applications - Uhlig, Harald

[View course evaluation](#)

Contents:

First 5-weeks (Davis/Hurst): This course considers the use of data on households, workers and producers in research on consumption behavior, labor market fluctuations, business dynamics and other areas of macroeconomics. A key goal is to help students develop the ability to identify interesting research questions and devise promising research strategies. Topics include life cycle consumption behavior, home production and time use, housing market dynamics, wage rigidities and their consequences, unemployment fluctuations, employer behavior on the hiring margin, entrepreneurship, and business productivity dynamics. Lectures treat a mix of important, well-established research contributions and new, often rough, papers that seek to advance the frontier. Homework assignments aim to build proficiency in the use of micro data to address macroeconomic issues, expose students to a variety of useful data sources, and give them first-hand experience in identifying and evaluating research questions and strategies.

Second 5-weeks (Uhlig): This part of the course investigates the interrelationship between financial markets and macroeconomics, presenting some recent developments in that literature. We start from a log-linearized perspective on asset pricing and macroeconomic dynamics. We extend these tools to long-run risk and Epstein-Zin preferences. We discuss higher moments and large disasters. Next we turn to models of systemic risk as well as DSGE models incorporating a financial sector and house price booms and busts. Finally, we turn to sovereign debt crises.

Materials:

See syllabus posted to the instructors' websites by September 2.

Grades:

No pass/fail.

Prerequisites:

Ph.D. Students only. =ECON 38101; Course is an extension of BUS 33942 (autumn). First 5-weeks will cover material by Davis and Hurst. Second 5-weeks will cover material by Uhlig.

Description and/or course criteria last updated: 10/14/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33943-01	Winter 2012	W 5:15PM-8: 15PM	Harper Center	Lecture Hall C10

33944 Applied Macroeconomics: Inflation - Cochrane, John

[View course evaluation](#)

Contents:

This course will cover the basic issues of how monetary and fiscal policy determine the price level and inflation rate. We will consider a spectrum of theories, including the quantity theory, interest rate targets in new-Keynesian models, and the fiscal theory of the price level. We will also study empirical and historical evidence, and consider various doctrines for the conduct of central banks. Reading list and course outline will be available on the class website: <http://faculty.chicagobooth.edu/john.cochrane/teaching/Monetary%20Economics%20PhD%20course/>

As of this writing, Cochrane will teach at least 5 weeks of this course. Another faculty member or visitor may teach the second half of the course. The economics department office and Cochrane's class website will have up to date information

Description and/or course criteria last updated: 9/7/10

Course Schedule

Key:

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

Section	Quarter	Meeting Day / Time	Building	Room
33944-01	Spring 2012	TR 10:30AM-11:50AM	Harper Center	Rosenwald 301

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 two decades. 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 and prepare 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: 6/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34101-01	Autumn 2011	MW 10:10AM-11:30AM	Harper Center	Lecture Hall C09
34101-02	Autumn 2011	MW 1:30PM-2:50PM	Harper Center	Lecture Hall C09
34101-81	Autumn 2011	M 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

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.

Also, please note that attendance for all ten weeks of the course is very important for your success and for other students' success in this team-based course. If you are hoping to register for this course but have not yet secured a seat, you must attend class sessions as it is impossible to catch up. If you have not attended and register after the start of the quarter, you will be asked to drop the course.

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: 03/16/2012

Key:

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

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
34101-01	Spring 2012	T 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
34101-81	Spring 2012	M 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204
34101-85	Summer 2012	S 9:00AM-12:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

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 (or 33002), 35000 (or 35901), and 35200: strict. Business 30130 would be helpful.

Description and/or course criteria last updated: 11/16/10

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
34101-01	Winter 2012	M 8:30AM-11:30AM	Harper Center	The PIMCO Classroom-HCC07
34101-02	Winter 2012	T 8:30AM-11:30AM	Harper Center	The PIMCO Classroom-HCC07
34101-81	Winter 2012	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.

Key:

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

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 2011	R 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
34102-01	Winter 2012	R 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
34102-85	Winter 2012	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 404
34102-01	Spring 2012	R 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03
34102-81	Summer 2012	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404

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 2011	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208
34102-81	Spring 2012	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206

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 the YourCo. "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 entrepreneurial 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.

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Description and/or course criteria last updated: 6/10

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
34103-81	Autumn 2011	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206
34103-85	Autumn 2011	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 206
34103-01	Winter 2012	T 1:30PM-4:30PM	Harper Center	Lecture Hall C06
34103-81	Winter 2012	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308
34103-01	Spring 2012	W 1:30PM-4:30PM	Harper Center	Lecture Hall C05

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 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, seasoned 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.

Please note: There are no prerequisites for this course. It is open to all undergraduates.

Prerequisites:

Open to all undergraduates.

Description and/or course criteria last updated: 6/10

Course Conditions and Course Related Items:**Course Schedule**

Section	Note	Quarter	Meeting Day / Time	Building	Room
34103-03	Undergraduate Only	Winter 2012	M 1:30PM-4:30PM	Harper Center	Lecture Hall C09

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 entrepreneurial 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:**Key:**

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

**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
34103-01	Autumn 2011	M 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
34103-02	Winter 2012	M 8:30AM-11:30AM	Harper Center	The Sidney Davidson Classroom-HCC04
34103-82	Winter 2012	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206

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 2012	M 1:30PM-5:30PM	Harper Center	Lehman Brothers Classroom-HCC02

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 an elevator pitch of their ideas. 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: 07/14/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
34104-81	Spring 2012	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306

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

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

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: 6/10

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34105-01	Autumn 2011	M 1:30PM-4:30PM	Harper Center	Seminar Room 3A

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 2011	M 1:30PM-4:30PM	Harper Center	Lecture Hall C06

34106 Commercializing Innovation: Tools to Research and Analyze Private Enterprises - Meadow, Scott

[View course evaluation](#)

Contents:

Commercializing Innovation delivers useful "cross-training" to students interested in starting, leading or investing in entrepreneurial enterprises. Throughout the quarter, students learn how to effectively evaluate and communicate the fundamentals of novel business opportunities. More than a collection of tools and frameworks, this course teaches a comprehensive approach that can be efficiently applied across a broad range of businesses. This approach is built (and tested) incrementally over time using a mixture of case discussions, guest lectures, and hands-on assignments.

This course requires a high level of individual investment, group coordination, and professionalism. Students form teams at the beginning of the course and, each week, these teams evaluate new venture opportunities. These weekly group assignments require students to look beyond the modest case materials provided. Students are expected to use primary research (i.e. expert interviews) and secondary research (i.e. published sources) to study the industry and enterprise-level characteristics of the business. Early in the course, students will learn how to distill a new business concept down to its economic drivers, and how to model those economics effectively. In addition, each week two teams are assigned to deliver a presentation on the new ventures under evaluation, and to respond to class questions. Through their presentations, teams solidify their mastery of the topic and strengthen their communication skills, while the rest of the class hones critical listening skills and diplomacy.

The case studies used in this course are real investment opportunities, many of which the professor has been involved with as an investor or advisor. The cases cover a broad range of industries including retail, healthcare, energy, hospitality, consumer products, and consumer services. New cases and regular guest speakers from the venture community keep the course material relevant.

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 further information on the course outline, course expectations, and other useful information, please refer to the course syllabus.

Also, please note that attendance for all ten weeks of the course is very important for your success and for other students' success in this team-based course. If you are hoping to register for this course but have not yet secured a seat, you must attend class sessions as it is impossible to catch up. If you have not attended and register after the start of the quarter, you will be asked to drop the course.

Key:

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

Materials:

Two course packets and supplementary materials distributed on the course site (on Chalk).

Grades:

Based on class participation, including a team presentation (20%), weekly assignments/memorandum (20%), class participation (20%) and final exam (40%). The final exam is a take-home case analysis, also done in teams. 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: 11/14/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
34106-01	Autumn 2011	T 1:30PM-4:30PM	Harper Center	The Goldman, Sachs & Co. Lecture Hall-HCC25
34106-81	Autumn 2011	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206
34106-01	Winter 2012	W 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
34106-85	Winter 2012	S 9:00AM-12:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

34107 Global Entrepreneurial Finance - Morse, Adair

[View course evaluation](#)

Contents:

I define the word "entrepreneurial" to mean pursuing opportunities. The course covers how to think about opportunities (and frictions) for starting a business or raising expansion finance anywhere in the world, as well as how to identify and understand global investment opportunities in entrepreneurial activities. We cover a module on social impact investing and direct investment strategies in emerging markets. Topics include global venture and growth capital, public-private partnerships, emerging market strategies created by regulation openings, privatizations, or sovereign wealth, and, finally, foundations for being successful global entrepreneurs including business plan development and tapping finance sources at a local level. It is a finance course, but global entrepreneurial finance is a subject about understanding economic and strategic opportunities and using finance to pursue them.

Prerequisites:

Bus 35000 and 35200

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

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
34107-01	Winter 2012	R 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03
34107-81	Winter 2012	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306
34107-85	Winter 2012	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 306

34110 Social Entrepreneurship Lab - Darragh, Linda

[View course evaluation](#)

Contents:

Social ventures take the form of both non-profits and for-profits and seek to better the world in such industries as education, food systems, microfinance, workforce development, public health and community development. This class will incorporate different social venture business models and industries through lab projects and theoretical discussions in class. The lab projects are intended to enhance the understanding of the challenges of operating and growing social ventures where 'profits' are often sacrificed for mission.

A large component of the course will be a group project to assist a local social enterprise on a specific challenge such as developing or expanding income-earning programs, pricing strategies, organizational development, marketing and branding strategies, etc. Five students in a group will conduct research and make actionable recommendations for their client. These projects will be set up in advance. The anticipated time commitment from students is approximately 6-8 hours per week on the lab project. In addition, there are regular meetings with the professor for updates and guidance.

Classroom topics will be divided into two categories – project management and industry analysis. To insure that projects are rewarding for both the student and the client, project management skills and research techniques will be presented on an on-going basis. In addition, cases and classroom discussions will focus on trends and challenges in the social impact industries of education, workforce development, microfinance, community development and fair trade. Class sessions will be a mix of short lectures, discussions, guest speakers, and student presentations.

Grades:

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

Description and/or course criteria last updated: 6/10

Course Conditions and Course Related Items:**Key:**

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34110-01	Winter 2012	W 8:30AM-11:30AM	Harper Center	Lecture Hall C06

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, use selling skills in different contexts, tell powerful stories, manage the entrepreneurial sales process, 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:

- Models: Conceptual description of critical sales concepts.
- Toolkit: A list of key tactical sales tools, which we will build tool-by-tool throughout the course.
- Guest Speakers: Real life examples of key class concepts
- Role Plays: Experiential exhibitions to emphasize class concepts. These include cold-calling, a sales presentation, questioning, and handling objections
- Discussion: Based on reading, cases, and your experience, the class will dialogue through issues and concepts.
- Assignments: As described in the "Grading" section of the syllabus, these include case write-ups, a Story Matrix, a Sales Trailer and Sales Toolkit for a start-up or early-stage company, and 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 several factors:

- 50% - Final project assignment (25% Sales Trailer, 25% Written Sales Toolkit, 50% Sales Presentation)
- 25% - Case write-up assignment, cold-calling assignment, Story Matrix and sales meeting report
- 15% - Class participation
- 10% - Sales person interview

Provisional grades are given for graduating students.

Prerequisites:

None.

Description and/or course criteria last updated: 03/29/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
34111-81	Autumn 2011	M 6:00PM-9:00PM	Gleacher Center	The Amoco Lecture Hall-GC300
34111-85	Winter 2012	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 206
34111-01	Spring 2012	M 8:30AM-11:30AM	Harper Center	The Goldman, Sachs & Co. Lecture Hall-HCC25
34111-81	Summer 2012	M 6:00PM-9:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200
34111-82	Summer 2012	T 6:00PM-9:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200

34115 New Social Ventures - Gertner, Robert

[View course evaluation](#)

Contents:

In this course, groups of students will develop an idea for an innovative, startup social organization. They will conduct research to create a detailed plan for its creation and

Key:

= No auditors	= No provisional grades	= No pass/fail grades	= No non-Booth Students
= PhD - students only	= Lectures	= Discussion	= Case Studies
= Group Presentations	= Ethics discussion/component	= Graded homework assignments	= Group Projects
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= Sample Exam Questions/Problem Sets		= Final exam (take home)	= Chalk Site

growth and pitch the plan to faculty, social entrepreneurs, domain experts, foundation officers, and philanthropists.

The definition that we will use to determine if an idea belongs in the course is that social organizations are designed, managed and governed to sacrifice profit for mission in a substantial way or to seek funding from investors who are willing to sacrifice returns for mission. Compared to traditional for-profit organizations, such organizations rely in varying degrees on different funding institutions, different governance mechanisms, different ways to measure performance, different marketing, and different HR practices. These organizations may be structured as for-profit or non-profits. Because of these differences in management and the institutional structure supporting them, a distinct curriculum is appropriate, even if the definition excludes many organizations that create substantial social value.

The class will include multiple rounds of pitch presentations with detailed feedback, much like the New Venture Challenge. It will also include case studies, lectures, and readings about social organizations and related institutions. Topics will include: evaluating a new social enterprise, financing a social startup, managing a social organization, managing and financing growth, measuring performance and social impact, and governance.

We anticipate incorporating substantial prize money for the best plans. In 2011, we rewarded a total of \$25,000 to the top three ventures.

Enrollment will be by application and permission of the instructor with preferences given to teams of students who submit a preliminary plan for their project. A limited number of places will be available for non-Booth students.

Grades:

Based largely on new social venture plan and presentations. Class participation and constructive input into other groups' projects will also be incorporated.

Prerequisites:

Application and permission of instructor.

Description and/or course criteria last updated: 07/06/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34115-01	Spring 2012	W 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
34115-81	Spring 2012	W 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

34201 Building Internet Startups: Risk, Reward, & Failure - Lefkofsky, Eric

[View course evaluation](#)

Contents:

This course provides an overall understanding of entrepreneurship in the technology space and focuses on several concepts that are critical to expedite the pathway to identify viable business opportunities, grow an enterprise, and find a niche worthy of new business creation. The value of the course will be to present students with essential elements of entrepreneurship that they likely have not dwelled on in other forums. By studying these issues from several perspectives – case studies, popular newspapers and magazines, behavioral economics, psychology, law, and finance – the students will be able to conceptualize a framework for evaluating risk and reward as entrepreneurial endeavors are conceived. The discussion of failure and its value will be central to this class, as great entrepreneurs are often defined by how they react to, and deal with, failure. Particular focus will be paid to the concept of "intelligent fast failure," a process in which failure is probed and often sought, in order to provide experience for reaction and reflection. Concepts that will be focused on include: Understanding Failure, Risk & Reward, Internet Business Models, Disruption, Entrepreneurial Creativity, Structuring for Growth, Business Development, Technology Development, Taking Capital, and Wealth Creation.

There will be two major deliverables, a mid-term 'experience', and a final paper that will be discussed in the time allotted for an in-class final. The 'experience' will take place between lectures 3 and 4. This experience is designed to force each team to think creatively about risk/reward, to push you out of your comfort zone, and will take place entirely outside of the classroom. The exam will be an in-depth analysis of a business scenario chosen by the professor that will touch on many of the concepts discussed in class. Students will be chosen at random to defend their papers in front of the class during the time allotted for the final.

Materials:

Chicago Booth CoursePack along with current articles from the *Wall Street Journal* and other sources.

Grades:

Based on class participation (50%), the mid-term experience (20%), and take-home final exam (30%). Cannot be taken pass/fail. No auditors without instructor's permission.

Prerequisites:

None.

Description and/or course criteria last updated: 1/11/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34201-81	Winter 2012	M 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

34201 Building Internet Startups: Risk, Reward, & Failure - Keywell, Bradley

[View course evaluation](#)

Contents:

This course provides an overall understanding of entrepreneurship in the technology space and focuses on several concepts that are critical to expedite the pathway to identify viable business opportunities, grow an enterprise, and find a niche worthy of new business creation. The value of the course will be to present students with essential elements of entrepreneurship that they likely have not dwelled on in other forums. By studying these issues from several perspectives – case studies, popular newspapers and magazines, behavioral economics, psychology, law, and finance – the students will be able to conceptualize a framework for evaluating risk and reward as

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

entrepreneurial endeavors are conceived. The discussion of failure and its value will be central to this class, as great entrepreneurs are often defined by how they react to, and deal with, failure. Particular focus will be paid to the concept of "intelligent fast failure," a process in which failure is probed and often sought, in order to provide experience for reaction and reflection. Concepts that will be focused on include: Understanding Failure, Risk & Reward, Internet Business Models, Disruption, Entrepreneurial Creativity, Structuring for Growth, Business Development, Technology Development, Taking Capital, and Wealth Creation.

There will be two major deliverables, a mid-term 'experience', and a final paper that will be discussed in the time allotted for an in-class final. The 'experience' will take place between lectures 3 and 4. This experience is designed to force each team to think creatively about risk/reward, to push you out of your comfort zone, and will take place entirely outside of the classroom. The exam will be an in-depth analysis of a business scenario chosen by the professor that will touch on many of the concepts discussed in class. Students will be chosen at random to defend their papers in front of the class during the time allotted for the final.

Materials:

Chicago Booth CoursePack along with current articles from the *Wall Street Journal* and other sources.

Grades:

Based on class participation (50%), the mid-term experience (20%), and take-home final exam (30%). Cannot be taken pass/fail. No auditors without instructor's permission.

Prerequisites:

None.

Description and/or course criteria last updated: 1/11/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34201-81	Winter 2012	M 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

34301 Buyouts - Davis, Scott

[View course evaluation](#)

Contents:

In this course we will examine going private transactions in which publicly held companies are acquired by affiliates of private equity firms with the participation of the company's management or by controlling shareholders. This is an especially timely topic because management buyouts have become prevalent and controlling shareholder buyouts continue to be controversial. Both types of transactions raise conflict of interest issues because some of the company's directors or officers, who are ordinarily charged with obtaining as much as possible for public shareholders in a sale transaction, are instead attempting to buy the company for as little as possible. We will examine the methods that Delaware law has provided for dealing with these conflicts of interest and whether those methods are likely to be effective. We will also look at a variety of other issues raised by going private transactions, including why they occur, whether they are likely to be beneficial to shareholders in spite of the existence of conflicts of interest, the consequences to society of these transactions and certain conflict and other issues that can arise in these transactions even if they are neither management or controlling shareholder buyouts. Finally, we will examine the role of the lawyers and financial advisors who are involved in these transactions.

The class size will be limited to 70.

There will be one take-home final exam. Grades will be based on the exam and class participation.

Description and/or course criteria last updated: 03/26/2012

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34301-81	Summer 2012	T 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

34701 New Venture and Small Enterprise Lab - Darragh, Linda

[View course evaluation](#)

Contents:

This 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 will 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 speakers 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.

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Materials:

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

Description and/or course criteria last updated: 6/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
34701-01	Autumn 2011	W 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07
34701-01	Spring 2012	T 1:30PM-4:30PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

34702 Private Equity/Venture Capital Lab - Weiss, Ira

[View course evaluation](#)

Contents:

The private equity lab is an experiential program intended for students who want to learn more about what it is like to work in the private equity industry. The program is comprised of (a) an internship and (b) an academic course. Internships are hosted by private equity funds (broadly defined to include angel groups, venture capital firms, mezzanine lenders, buyout firms and many other variations). The academic course is designed to equip students with timely practical tools and impart experience from industry veterans with the goal to accelerate the apprenticeship process of those aspiring to work in the private equity industry.

Internship assignments can range from evaluating new markets or business opportunities for investment to working on specific issues/opportunities for portfolio companies. The students will be expected to work a minimum of 15-20 hours for their host firm during their internship and consequently should only be registered for a total of three courses during the spring quarter. While the course is scheduled for the spring quarter, the internships may begin earlier and possibly continue beyond the spring quarter.

The course is a mix of case discussions, simulated board meetings, simulated investment committee meetings (similar to VCIC), guest speakers, workshops and lectures. Course material is designed to be topical and immediately useful to the student's internship. Preparation for classes will be more moderate than other classes to accommodate a student's workload at their host firm, but may involve group work and case preparation. Some class sessions will also include "peer guidance" where the professors and students will assist one another on pressing challenges they face in their internships.

Students will be selected for the course through a competitive screening/interviewing process, which begins by submitting a resume and a questionnaire in December. More information on the selection process can be found on the Private Equity Lab website at <http://polskycenter.com/pelab/>.

Students may request to opt-out of the academic course by sending a written request to the professors. Students who opt-out of the course will not receive course credit or be allowed to audit the class.

Grades:

Based primarily on host firm evaluations, with classroom participation and final project also playing a factor. Cannot be taken pass/fail.

Prerequisites:

Completion of 6 or more Chicago Booth courses by the spring quarter is recommended, including corporate finance (35200), commercializing innovation (34106) and/or entrepreneurial finance (34101). Must be selected by a host firm.

Description and/or course criteria last updated: 08/09/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
34702-81	Spring 2012	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206

34702 Private Equity/Venture Capital Lab - Heltzer, Jason

[View course evaluation](#)

Contents:

The private equity lab is an experiential program intended for students who want to learn more about what it is like to work in the private equity industry. The program is comprised of (a) an internship and (b) an academic course. Internships are hosted by private equity funds (broadly defined to include angel groups, venture capital firms, mezzanine lenders, buyout firms and many other variations). The academic course is designed to equip students with timely practical tools and impart experience from industry veterans with the goal to accelerate the apprenticeship process of those aspiring to work in the private equity industry.

Internship assignments can range from evaluating new markets or business opportunities for investment to working on specific issues/opportunities for portfolio companies. The students will be expected to work a minimum of 15-20 hours for their host firm during their internship and consequently should only be registered for a total of three courses during the spring quarter. While the course is scheduled for the spring quarter, the internships may begin earlier and possibly continue beyond the spring quarter.

The course is a mix of case discussions, simulated board meetings, simulated investment committee meetings (similar to VCIC), guest speakers, workshops and lectures. Course material is designed to be topical and immediately useful to the student's internship. Preparation for classes will be more moderate than other classes to accommodate a student's workload at their host firm, but may involve group work and case preparation. Some class sessions will also include "peer guidance" where the professors and students will assist one another on pressing challenges they face in their internships.

Students will be selected for the course through a competitive screening/interviewing process, which begins by submitting a resume and a questionnaire in December. More information on the selection process can be found on the Private Equity Lab website at <http://polskycenter.com/pelab/>.

Students may request to opt-out of the academic course by sending a written request to the professors. Students who opt-out of the course will not receive course credit or be allowed to audit the class.

Key:

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

Grades:

Based primarily on host firm evaluations, with classroom participation and final project also playing a factor. Cannot be taken pass/fail.

Prerequisites:

Completion of 6 or more Chicago Booth courses by the spring quarter is recommended, including corporate finance (35200), commercializing innovation (34106) and/or entrepreneurial finance (34101). Must be selected by a host firm.

Description and/or course criteria last updated: 08/09/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
34702-81	Spring 2012	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206

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 2012	T 6:00PM-9:00PM	Harper Center	TBA

34706 CleanTech Lab - Blumberg, Jason

[View course evaluation](#)

Contents:

This class has been revamped from last year (2010-11).

The ultimate objective of the class is to provide a strong foundation in clean technology by offering hands-on experience (consulting to a leading firm or research partner), complemented by in-class lectures and discussion. This course offers a unique blend of theoretical constructs and practical experience as they relate to emerging clean-tech businesses. The clean-tech industry is dynamic and changing, with new companies appearing every day, but like most entrepreneurial organizations clean-tech companies are often small, dynamic and quickly growing. Therefore, the toolset required to be successful in this space can be different than traditional corporate management. Teams composed of 3-5 students will work on a specific project with a company or a new technology during the 10-week course. There are two different types of projects offered in this class:

- 1. Working directly with a clean-tech company in a consulting capacity to solve a major issue they are facing (i.e. operations, marketing, strategy, etc.)
- 2. Working with developed technologies to analyze the market viability or develop a base commercialization plan for a clean-technology.

Actual experience with an emerging clean-tech firm will be augmented with classroom instruction. Classroom lectures and discussions will focus on:

- 1. Issues faced by entrepreneurial organizations such as, growth strategies, marketing, management, financing and managing with a limited budget.
- 2. Core principals and technologies that are shaping the clean-tech industry, including the structure of the energy markets and overviews of many major and minor technologies.
- 3. Building a toolset to be able to effectively and efficiently provide high impact advice and recommendations.
- 4. Guest lecturers from industry experts.

Projects may include researching new markets, new channels and customer acquisition tactics; developing marketing and/or pricing strategies; and analyzing operations to increase efficiencies; analyzing the market need and potential for a new technology.

To view projects from 2010 [Click Here](#). Projects for 2011 will lean towards more developed technologies and companies (similar to last years GTI, Invenergy, Confidential and

Key:

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

SolXorce projects)

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.

Please note: 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 7 - 10 hours per week on the projects and must be able to schedule frequent meetings with the client, often during business hours.

Materials:

CoursePack.

Grades:

Based upon class participation (15%), team evaluations (20%), final project (25%), client evaluation (20%) and individual assignments (20%). Cannot be taken pass/fail.

Prerequisites:

First year students who don't have prior business or energy experience should speak with the professor before signing up for the class.

Description and/or course criteria last updated: 07/21/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
34706-01	Autumn 2011	M 1:30PM-4:30PM	Harper Center	Lecture Hall C10

34720 Social Enterprise Lab - Gertner, Robert

[View course evaluation](#)

Contents:

This unique, social enterprise project-based course is being offered at Booth for the first time in Summer 2012. It is part of a larger course that will have three different project areas (operations, managerial strategy and social enterprise). Students register for their project preference area and will work with faculty who have specific expertise in this area.

The Social Enterprise Lab projects will be led by Christina Hachikian, Director of Social Enterprise Initiative with Professor Gertner's assistance. Projects will cover a diverse range of company issues (examples of potential projects include but are not limited to): disabled company's expansion; electronic vehicles strategy in the U.S.; and manufacturer of products to conserve water and power strategy to increase usage. The course will teach students how to bring theory to practice by working closely with real-world firms.

Utilizing frameworks for maximizing team performance, the course curriculum will also include in-class subject matter expert presentations on: oral, visual and written presentation skills; client relationship management; project management; and communication.

The course is for students interested in social enterprise strategies. Because of the comprehensive nature of the course curriculum, it is also an excellent course for those interested in consulting.

The course will meet on Wednesday from 6:00 p.m. to 9:00 p.m. Final presentations will be on August 22, 2012 (regular class time).

Grades:

Evaluation Criteria: project deliverables (paper and presentation), individual reflections paper, participation in project teams and engagement in the Wednesday class sessions.

No pass/fail grades and no auditors.

Description and/or course criteria last updated: 05/14/2012

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
34720-81	Summer 2012	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306

35000 Investments - Buraschi, Andrea

[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:**Key:**

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

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

Also 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. Class participation will also play a role. 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: 07/05/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35000-01	Autumn 2011	F 8:30AM-11:30AM	Harper Center	Lecture Hall C06
35000-04	Autumn 2011	F 1:30PM-4:30PM	Harper Center	Lecture Hall C06
35000-85	Autumn 2011	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 308
35000-85	Summer 2012	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 408
35000-86	Summer 2012	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 408

35000 Investments - Heaton, John

[View course evaluation](#)

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 (or 33002), 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: 11/16/10

Course Conditions and Course Related Items:



Course Schedule

Section	Note	Quarter	Meeting Day / Time	Building	Room
35000-03	Undergraduate Only	Spring 2012	R 8:30AM-11:30AM	Harper Center	The Eugene F. Fama Classroom-HCC03

35000 Investments - Linnainmaa, Juhani

[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 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, asset pricing anomalies, and behavioral finance; and derivative security pricing (including options, futures, forwards, and swaps).

Materials:

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

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 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: 6/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35000-01	Spring 2012	M 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03
35000-81	Spring 2012	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404

Key:

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

35000-85	Spring 2012	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 308
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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
35000-02	Autumn 2011	W 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
35000-03	Autumn 2011	W 8:30AM-11:30AM	Harper Center	Lehman Brothers Classroom-HCC02
35000-81	Autumn 2011	W 6:00PM-9:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200

35000 Investments - Panageas, Stavros

[View course evaluation](#)

Contents:

This course offers the financial theory and quantitative tools necessary for understanding the pricing of stocks, bonds, and options. The emphasis is on developing an analytical framework with an applied focus. Topics covered include the following: 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); the term structure of interest rates; macroeconomic news and asset markets.

Materials:

Required: Bodie, Kane, and Marcus, *Investments*, and a CoursePack.

Grades:

Based on 5-6 homework assignments, two mid-terms, and a final.

Prerequisites:

Business 30000, 33001, and 41000 or 41100. This is a highly quantitative course. It presupposes a good working knowledge of basic statistics, regression, elementary calculus, and the ability to use a spreadsheet package like Excel.

Description and/or course criteria last updated: 06/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35000-02	Spring 2012	T 8:30AM-11:30AM	Harper Center	The Eugene F. Fama Classroom-HCC03
35000-82	Spring 2012	T 6:00PM-9:00PM	Gleacher Center	The Everett Kovler Classroom-GC422

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.

Key:

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

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 lecture notes, 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 or 41100 (strict). 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: 6/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
35000-01	Winter 2012	T 8:30AM-11:30AM	Harper Center	Lecture Hall C06
35000-02	Winter 2012	W 1:30PM-4:30PM	Harper Center	Lecture Hall C06
35000-81	Winter 2012	T 6:00PM-9:00PM	Gleacher Center	The Amoco Lecture Hall-GC300

35000 Investments - Kelly, Bryan

[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: 6/10

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
35000-03	Winter 2012	F 8:30AM-11:30AM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
35000-04	Winter 2012	F 1:30PM-4:30PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
35000-82	Winter 2012	R 6:00PM-9:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200

35000 Investments - Giglio, Stefano

[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. The course combines a theoretical framework with applied analysis. Topics covered include: 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 and the random walk hypothesis, asset pricing anomalies and behavioral finance, derivative security pricing (including options, futures, forwards, and swaps), and the term structure of interest rates.

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, a case write-up and discussion, a mid-term, and a final. Class participation will also play a role. No pass/fail grades. 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.

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Description and/or course criteria last updated: 10/20/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
35000-05	Winter 2012	M 8:30AM-11:30AM	Harper Center	Lehman Brothers Classroom-HCC02
35000-83	Winter 2012	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408

35001 Introductory Finance - Harris, Milton[View course evaluation](#)**Contents:**

This course, as the name suggests, provides an introduction to the field of finance. It is intended for 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.

Since most of what one needs to know to understand finance issues in a non-finance position 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 and the environment in which these decisions are made. 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 several case write-ups will be assigned. 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*, including the web-based learning system, MyFinanceLab that is packaged with the book, and a CoursePack.

Grades:

Grades are based on an optional mid-term exam, a final exam, several case write-ups, and class participation. Students are also expected to complete weekly problem sets from MyFinanceLab. These are not graded, but credit will be given for completing them.

Cannot be taken pass/fail. No auditors.

Prerequisites:

It is *strongly* recommended that students take Business 30000 prior to taking Business 35001, although this is not a strict requirement.

Description and/or course criteria last updated: 6/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
35001-81	Spring 2012	M 6:00PM-9:00PM	Gleacher Center	The Everett Kovler Classroom-GC422
35001-85	Spring 2012	S 9:00AM-12:00PM	Gleacher Center	The Everett Kovler Classroom-GC422

35100 Financial Instruments - Constantinides, George[View course evaluation](#)**Contents:**

I develop, critically assess, and apply theories of pricing derivatives. Topics: introduction to forward contracts, futures, and swaps; pricing forwards and futures; interest rate and currency swaps; introduction to options and no-arbitrage restrictions; trading strategies and slope and convexity restrictions; optimal early exercise of American options; binomial option pricing; using the binomial model; the Black-Scholes-Merton option pricing formula; extensions of the BSM model; risk management with options; empirical evidence and time-varying volatility; corporate securities (common stock, senior and junior bonds, callable bonds, warrants, and convertible bonds) and credit risk.

I emphasize the application of the theory to the management of risk and provide the foundations for the courses Business 35101, 35130, 35131, 35132 and 35152. 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 demanding in effort and time and is appropriate for students who have the time and the needed background and motivation. I make every effort 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, a final examination, and class participation.

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.

Key:

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

Description and/or course criteria last updated: 6/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
35100-01	Winter 2012	F 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
35100-81	Winter 2012	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406
35100-85	Winter 2012	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 406

35100 Financial Instruments - Heaton, John[View course evaluation](#)**Contents:**

The 2007 – 2009 financial crisis highlighted the key role that financial derivatives play in modern financial markets. 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 30% increase over its value in December 2006 – it is as important as ever to understand both the strategic opportunities offered by derivative instruments, as well as the risks they imply.

This course develops the basics of derivative security pricing. We cover both simple derivative contracts, such as forward, futures, and swaps, as well as more complex derivatives, such as put and call options and credit derivatives. The focus of the course is on the pricing and hedging of derivative securities through the principles of no-arbitrage and the law of one price. We apply these concepts to dynamic trading models, through the development of the binomial tree model, the Black-Scholes option-pricing model, and the risk neutral pricing methodology. We discuss several important applications of the pricing methodology, such as its implications for risk management, exotic options, the pricing of corporate securities (corporate bonds, callable bonds, equity, etc.), credit derivatives, and real options for investment decisions. We also discuss the role of arbitrageurs in ensuring no arbitrage, and use the 2007 – 2009 crisis also to highlight what happens to the law of one price if arbitrageurs are short in capital.

The course is analytical in nature, requiring some prior exposure to calculus, statistics, and probability theory. Homework 0, assigned before class and due on the first day of classes, should be used to gauge your proficiency in these skills.

Class materials such as problem sets, lecture slides, and other information will be posted on Chalk.

Materials:

Robert L. McDonald, 2006, *Derivatives Markets*, Pearson Education.

Grades:

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

Prerequisites:

Bus 35000: strict

Description and/or course criteria last updated: 03/17/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
35100-01	Spring 2012	M 8:30AM-11:30AM	Harper Center	The Eugene F. Fama Classroom-HCC03
35100-81	Spring 2012	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206

35100 Financial Instruments - Veronesi, Pietro[View course evaluation](#)**Contents:**

The 2007 – 2009 financial crisis highlighted once again the key role that financial derivatives play in modern financial markets. 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 \$600 trillion (notional) in December 2010, a 40% increase over its value in December 2006 – it is as important as ever to understand both the strategic opportunities offered by derivative instruments, as well as the risks they imply.

This course develops the theory of derivative security pricing and their applications. We cover both simple linear derivative contracts, such as forward, futures, and swaps, as well as more complex non-linear derivatives, such as put and call options. The focus of the course is on the pricing and hedging of derivative securities through the principles of no-arbitrage. These concepts are then applied to dynamic trading models, through the development of the binomial tree model, and the Black-Scholes model. We discuss several important applications of the pricing methodology, such as its implications for risk management, exotic options, the pricing of corporate securities (corporate bonds, callable bonds, equity, etc.), and real options for investment decisions.

Materials:

Lecture notes. Robert L. McDonald, *Derivative Markets*, Addison Wesley, 2005, 2nd edition, ISBN 032128030X.

Grades:

Based on weekly homework, midterm, and final.

Prerequisites:

Business 35000.

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Description and/or course criteria last updated: 06/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
35100-85	Autumn 2011	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 404

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 2012	M 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

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 well suited for second-year MBA students, as well as for first-year 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: 6/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
35120-01	Spring 2012	F 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03
35120-81	Spring 2012	F 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400
35120-85	Spring 2012	S 9:00AM-12:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

35122 Hedge Fund Investing - Small, David[View course evaluation](#)**Contents:**

This course will provide a comprehensive overview of hedge fund investing: structural industry overview; analysis of historical industry performance and benchmarks; fund structure; investor eligibility criteria; terms and conditions of investing including fees and liquidity; major hedge fund strategies such as long/short equities and credit, activist investing, distressed corporate debt, equity derivative and fixed income arbitrage, event driven investing, asset based lending, and macro; portfolio construction and risk management; counterparty risk management; structure of leverage and margin; hedge fund operations and internal controls – valuation methodology, compliance,

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

background investigations; government regulation; sources of information about the industry; strategic industry developments including monetization of alternative investment firms.

The course is designed for highly motivated MBAs (expected work load 5 - 10 hours per week) with primary interest in pursuing an investment related career. The format of the class will typically include: 1 hour interactive discussion of readings and group presentation; 1 hour lecture; plus 1 hour presentation by invited guest speaker, an industry expert on the topic of the week.

The class will be treated as a virtual Investment Committee. Each student will be expected to perform as they were in the real world in terms of research and preparation and quality/sophistication of questions and insights, as well as challenges to the conclusions or approaches suggested by other members of the Committee. There will be extensive readings for the course, in much the same way as there is information overload in the investment world. The challenge for the student will be to digest/skim all of the materials, develop an understanding of the larger context of the relevant issues, and then identify the critical information. This is a concept based course; there will be no tests based on memorization or derivation of formulae.

During the Winter 2012 cycle of the course, I have developed a new, limited "ACCESS" program that will be offered to approximately 30-35 students in the class. During early 2012, senior investment professionals from 20 leading hedge funds have agreed to participate in a 45-60 minute telephone call with an individual student from the class. Participating firms preliminarily include: Citadel Investment group, Fir Tree, Blue Harbor, Perry Capital, Seneca, Canyon, Anchorage Capital, Elliott Associates, Magnetar Capital, Blackstone Real Estate, GSO Capital, Silver Point, Ore Hill, Pine River, Cyrus Capital, Eton Park, Marathon, Blue Mountain, King Street, and Redwood Capital. Student selected for participation in the ACCESS program will be based on the quality of class participation, weekly mini-papers and group projects.

Materials:

CoursePack, specific required set of articles/readings, and books, plus broader bibliography of suggested readings that are interesting and provide perspective. Overall, eclectic set of readings including academic empirical articles related to hedge fund performance, measurement bias, and return attribution; memorandums by industry experts, Wall Street firms, regulators, and corporations relating to: effectiveness of government regulation, case for hedge funds, standards for investment and non-investment due diligence; specific hedge fund Offering Memorandum; books on hedge fund strategies/investing, profiles and philosophies of famous and successful alternative investors, risk management and Black Swan events.

Required Text Books:

- **Hedge Funds – Quantitative Insights.** Lhabitant, Francois-Serge. John Wiley & Sons Ltd., 2004, ISBN 13: 978-0-470-85667-3 (H/B)
- **Handbook of Hedge Funds.** Lhabitant, Francois-Serge. John Wiley & Sons, Ltd., 2006, ISBN 13 978-0-470-85667-3 (HB)
- **The Black Swan – The Impact of the Highly Improbable.** Taleb, Nassim Nicholas. Random House, Second Edition, 2010, ISBN 978-0-8129-7381-5
- **Hedge Fund Operational Due Diligence – Understanding the Risks.** Scharfman, Jason A. John Wiley & Sons, Ltd., 2009, ISBN 978-0-470-37234-0 (cloth)

Grades:

Weekly ½ - 1 page mini-paper discussing single topic of interest or insight from readings: 25 %; Four group projects on specific topic such as analyzing a specific investment opportunity, designing a counterparty risk management program, evaluating an offering memorandum, analyzing a specific hedge fund blow-up, constructing an optimal portfolio of hedge funds, maximum of 5 pages plus class presentation of one project: 50 %; Final paper on (approved) topic of choice such as evaluation of specific hedge fund investment, risk management of complex portfolio, evaluation of financing/leverage structure, maximum of 10 pages: 25 %. Course cannot be taken pass/fail.

During the Winter 2012 cycle of the course, I have made arrangements for students to have access to one of the hedge fund industry's leading analytics package, PERTRAC Analytics (www.pertrac.com) as well as to the HFR Academic database comprised of thousands of hedge funds to be used in at least one of the group projects and, optionally, in the final paper. There are four computers with the PERTRAC software/HFR database loaded: two in the Gleacher 110 Computer Lab and two in the Harper C50 Computer Lab.

Prerequisites:

REQUIRED (Strict): Bus 35000, 35100, and 41000 (or 41100). Recommended: Bus 35120, 35130, 35150, 35152, 35200.

Note: Class will meet in Gleacher 100 on 1/4, 1/11, 1/18, 2/1, and 2/8, in Gleacher 600 on 1/25, and in Gleacher 206 for all remaining dates.

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

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35122-81	Winter 2012	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206

35130 Fixed Income Asset Pricing - Veronesi, Pietro

[View course evaluation](#)

Contents:

The market value of fixed income products is large and rising, and their complexity is ever increasing. For instance, as of the end of 2010, the U.S. government debt stood at around \$8.8 trillion, that is, 53% increase over its value in 2008. Moreover, in the aftermath of the 2007 - 2009 financial crisis, we can expect a further increase in U.S. government debt, projected to possibly reach 85% of GDP by 2020, a big increase compared the 40% in 2008 and 62% in 2010. Other interest rate markets are also large: As of December 2010, the mortgage backed securities market stood at \$8.5 trillion, the interest rate swap market at \$364 trillion (notional), and the OTC forward and options market at over 100 trillion (notional). 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

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= Group Presentations	= Ethics discussion/component	= Graded homework assignments	= Group Projects
= Midterm	= Optional midterm	= Final exam (in class)	= Quizzes
= Sample Exam Questions/Problem Sets		= Final exam (take home)	= Chalk Site

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: 6/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35130-01	Autumn 2011	F 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03
35130-85	Autumn 2011	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 404

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. Indeed, as the global derivatives market keeps increasing -- it reached \$600 trillion (notional) in 2010, a 40% increase over its value in 2006 - an increasingly number of companies turn to derivatives for financial risk management purposes. A 2009 ISDA survey, for instance, finds that 95% of Fortune 500 companies actively use derivatives for risk management. Thus, 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/BUS438/35131_syllabus.pdf.

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: 06/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35131-01	Winter 2012	W 8:30AM-11:30AM	Harper Center	The Sidney Davidson Classroom-HCC04
35131-81	Winter 2012	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306

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 2010, the total notional of over-the-counter derivatives was \$600 trillion, a 40% increase over its value in December 2006. A similar expansion was registered by the credit derivatives market, which stood at \$30 trillion (notional) at the end of 2010. Although both the global derivatives market and the credit derivatives market experienced 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.

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

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/BUS439/35132_syllabus.pdf.

Prerequisites:

Business 35000 and 35100 OR 35130: strict.

Description and/or course criteria last updated: 6/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35132-81	Winter 2012	T 6:00PM-9:00PM	Gleacher Center	The Accenture Classroom-GC203

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) Empirical work on the performance of mutual funds and hedge funds 6) liquidity and short sales constraints in asset markets 7) the financial crisis 8) the term structure of interest rates and 9) optimal portfolios that reflect multifactor models, return predictability and hedging motives.

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 reading, weekly problem sets that encompass both conceptual problems and extensive computer problems, and preparation for class discussion.

The class website is the definitive source for information about this class including content, policies, prerequisites, etc. Information here and other places on the Booth website is not guaranteed and may be out of date. 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:

You need some exposure to finance (CAPM, expectations hypothesis, etc.), such as that provided by Business 35000 or more advanced courses such as Business 35151, 35901, 35904 or their equivalents from other institutions. You need to be comfortable running regressions and with simple time series such as the AR(1), background available in Business 41100, 41202 or more advanced statistics and regression classes. The prerequisites are not strict -- you do not have to ask for a waiver, and you can register without them -- but you'll have to work harder if you're missing background material. There is a mandatory first class assignment. See the class website for more information.

Description and/or course criteria last updated: 6/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35150-01	Winter 2012	F 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03
35150-85	Winter 2012	S 9:00AM-12:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

35152 Structured Finance and Insurance - Culp, Christopher

[View course evaluation](#)

Contents:

"Structured finance" refers to the issuance of securities that are specifically designed and structured to meet the needs of end investors and/or securities issuers. "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 refer to the part of the global financial market in which securities, derivatives, and insurance converge.

The course begins with a review of basic corporate finance theory and how structured finance and insurance fit into that theory. We will also discuss the fundamentals of insurance, reinsurance, financial guaranty, and credit derivatives markets - all of which are essential for understanding the rest of the course.

The remainder of the class will explore the main products and processes in the structured finance and insurance worlds. Our discussions will include:

asset-backed and residential mortgage-backed securities; cash and synthetic collateralized debt obligations (CDOs); leveraged syndicated loan markets and collateralized loan obligations; project and principal finance; insurance-linked notes (including Reg XXX securitizations and natural catastrophe bonds); captives, protected cell companies,

Key:

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

and mutuals; multi-line/ multi-trigger programs; contingent capital facilities; and auction-rate securities.

We will 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 functions, benefits, and risks of structured finance and insurance against a framing and unifying backdrop of the theory of corporate finance. You will also learn how to read and digest documents like offering circulars, prospectuses, and rating agency guidance for the relevant products and structures.

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). Although a lot of insights can be gained from the class for prospective investors in these products and structures, we will not delve deeply into how these financial instruments fit into broad portfolio management strategies. Auditors, consultants, and other external parties that evaluate structured finance and insurance products will also be interested in the course materials.

Materials:

Culp, C. L. *Structured Finance and Insurance* (Wiley, December 2006) and a thick CoursePack of readings. (Although most readings in this class are optional, if you want to gain the most knowledge you will be doing quite a lot of reading.)

Grades:

Based primarily on a take-home final exam and three or four group problem sets.

Prerequisites:

Business 35000 or equiv.: strict. I also recommend students to have taken Business 35100 or 35101. Although this is not a strict prerequisite, students who are not relatively facile with derivatives (e.g., how interest rate swaps work and what the ISDA master agreement is) will likely experience difficulties in the course.

Description and/or course criteria last updated: 6/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35152-81	Autumn 2011	F 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

35200 Corporation Finance - Born, Laura

[View course evaluation](#)

Contents:

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 most of these methods of creating shareholder value. Time permitting, we will also touch on private equity, hedge funds and leveraged buy outs.

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. Then, we'll evaluate how companies elect to return cash to shareholders via share repurchases and dividends. 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. Finally, we will study acquisitions and divestitures and as time permits, private equity, hedge funds and leveraged buy outs.

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*, 2nd edition (2010) 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 do the assigned readings before the first class. A calculator with financial functions is recommended.

Grades:

The course grade will be based on: case write ups, homework assignments, a midterm and a final exam, all of which are required.

Group work is required. No auditors permitted. Cannot be taken pass/fail.

Prerequisites:

Undergraduate only. Coursework in economics and/or math is helpful; Bus 30000 (accounting) is required (strict). First day of class will be Tues., Sept. 27.

Description and/or course criteria last updated: 07/19/11

Course Conditions and Course Related Items:



Course Schedule

Section	Note	Quarter	Meeting Day / Time	Building	Room
35200-04	Undergraduate Only	Autumn 2011	TR 12:00PM-1:20PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

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, real options, IPOs will be covered.

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: 7/7/10

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
35200-03	Autumn 2011	R 1:30PM-4:30PM	Harper Center	General Conference Room 50B
35200-82	Autumn 2011	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308
35200-85	Autumn 2011	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 306

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* (only textbook, do not need the kit); CoursePack. The course description and class schedule will be posted on Chalk.

Grades:

Based on cases, an optional midterm exam, final exam and class participation. No auditors. Cannot be taken pass/fail.

Prerequisites:

Bus 30000, 33001, 35000, & 41000 or 41100: strict, cannot be taken concurrently. Waivers potentially granted only to students with substantial previous course work in investments (not corporate finance), substantial work experience in investments or CFA level 2.

Description and/or course criteria last updated: 6/10

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
35200-01	Autumn 2011	W 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
35200-02	Autumn 2011	W 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
35200-81	Autumn 2011	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404

35200 Corporation Finance - Seru, Amit[View course evaluation](#)**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*. There is a CoursePack with additional materials. The syllabus will be posted on Chalk. Please read the syllabus before the first class.

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

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: 6/10

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
35200-01	Winter 2012	F 8:30AM-11:30AM	Harper Center	Lecture Hall C06
35200-02	Winter 2012	F 1:30PM-4:30PM	Harper Center	Lecture Hall C06
35200-82	Winter 2012	F 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

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 or 2nd 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: 6/10

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
35200-02	Spring 2012	M 1:30PM-4:30PM	Harper Center	Lecture Hall C09
35200-03	Spring 2012	W 1:30PM-4:30PM	Harper Center	Lecture Hall C09
35200-82	Spring 2012	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308

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:**Key:**

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

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35200-81	Summer 2012	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208
35200-85	Summer 2012	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 208

35200 Corporation Finance - Tsoutsoura, Margarita[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.

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 quizzes, cases, 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: 06/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
35200-01	Spring 2012	F 1:30PM-4:30PM	Harper Center	Lecture Hall C10
35200-81	Spring 2012	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306
35200-85	Spring 2012	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 306

35200 Corporation Finance - Shue, Kelly[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 securities and on payout policies through dividends.

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, a mid-term examination, a final examination, and class participation. Cannot be taken pass/fail. This course is not open to Non-Booth students. 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: 06/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
35200-03	Winter 2012	R 8:30AM-11:30AM	Harper Center	Lecture Hall C06
35200-81	Winter 2012	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; securities such as tracking stock, warrants, convertible debt and other hybrids; financial engineering with special purpose vehicles; 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.

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

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: 6/10

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
35201-01	Autumn 2011	W 8:30AM-11:30AM	Harper Center	The PIMCO Classroom-HCC07
35201-01	Winter 2012	T 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
35201-82	Winter 2012	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308
35201-01	Spring 2012	T 8:30AM-11:30AM	Harper Center	Lehman Brothers Classroom-HCC02
35201-81	Spring 2012	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308

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
35201-81	Autumn 2011	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404

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 (20%), case summaries (10%), and one team 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: 06/11

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 Presentations	= Ethics discussion/component	= Graded homework assignments	= Graded attendance/participation
= Midterm	= Optional midterm	= Final exam (in class)	= Final exam (take home)
= Sample Exam Questions/Problem Sets			= Group Projects
			= Quizzes
			= Chalk Site

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35201-81	Summer 2012	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306
35201-85	Summer 2012	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 2012	M 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
35201-81	Winter 2012	M 6:00PM-9:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200
35201-02	Spring 2012	M 8:30AM-11:30AM	Harper Center	The Sidney Davidson Classroom-HCC04
35201-85	Spring 2012	S 1:30PM-4:30PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

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:****Key:**

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35202-01	Spring 2012	W 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03
35202-81	Spring 2012	T 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 exercise some control over the strategy and capital structure of public corporations in which they have an 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.

Although this course covers a range of topics in corporate governance, the emphasis is on fights for control, and there is very little focus on internal governance procedures, disclosure issues, CEO compensation policies and succession, or board composition and best practices, all of which are better covered in Business 42108. The material is suitable for any student with a general interest in financial strategy and business policy; but it is designed to be especially useful for students with a specific interest in investment banking and deal-making. 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: 6/10

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
35205-81	Spring 2012	W 6:00PM-9:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200

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
35206-01	Spring 2012	M 1:30PM-4:30PM	Harper Center	The Goldman, Sachs & Co. Lecture Hall-HCC25
35206-81	Summer 2012	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206

35210 International Corporate Finance - Rajan, Raghuram

[View course evaluation](#)

Contents:

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:**Key:**

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Grades will be based on class participation, case-write-ups, and an exam. No auditors.

Prerequisites:

Business 35200: strict (can be substituted by 35201).

Description and/or course criteria last updated: 09/30/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35210-01	Winter 2012	M 8:30AM-11:30AM	Harper Center	The Eugene F. Fama Classroom-HCC03
35210-02	Winter 2012	M 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03
35210-81	Winter 2012	M 6:00PM-9:00PM	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 last 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. The first class assignment will also be posted on my personal web site under the teaching page if you cannot access Chalk.

Materials:

Readings will come from a CoursePack of articles. The 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: highly recommended, and if you have not completed that course (or a more advanced substitute), you will be limited in your study groups. I insist that people who are not fully prepared will not be able to free-ride off people who have taken the prerequisite. Your class participation grade is also at risk if your comments in class reveal that you have not mastered the material in Business 35200. Business 33040 or 33401 is also highly, highly recommended.

Description and/or course criteria last updated: 06/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35211-01	Spring 2012	T 8:30AM-11:30AM	Harper Center	The Sidney Davidson Classroom-HCC04
35211-02	Spring 2012	W 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
35211-81	Spring 2012	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306

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.

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
35215-01	Spring 2012	W 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
35215-81	Spring 2012	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306

35600 Seminar: Finance - Diamond, Douglas

[View course evaluation](#)

Prerequisites:

One year in PhD Program & consent of instructor; =ECON 55600

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35600-01	Autumn 2011	T 1:20PM-2:50PM	Harper Center	The Eugene F. Fama Classroom-HCC03

35600 Seminar: Finance - Panageas, Stavros

[View course evaluation](#)

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35600-01	Spring 2012	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 2012	T 1:20PM-2:50PM	Harper Center	The Eugene F. Fama Classroom-HCC03

35600 Seminar: Finance - Kelly, Bryan

[View course evaluation](#)

Prerequisites:

One year in PhD Program & consent of instructor; =ECON 55600

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35600-01	Autumn 2011	T 1:20PM-2:50PM	Harper Center	The Eugene F. Fama Classroom-HCC03

35600 Seminar: Finance - Tsoutsoura, Margarita

[View course evaluation](#)

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35600-01	Spring 2012	T 1:20PM-2:50PM	Harper Center	The Eugene F. Fama Classroom-HCC03

35601 Applied Theory Workshop - Staff**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
35601-01	Autumn 2011	M 1:30PM-3:00PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B
35601-01	Spring 2012	M 1:30PM-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.

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

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 2011	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 2012	TR 10:10AM-11:30AM	Harper Center	The Eugene F. Fama Classroom-HCC03

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 2012	TR 10:10AM-11:30AM	Harper Center	The Eugene F. Fama Classroom-HCC03

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.

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

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 2012	TR 10:10AM-11:30AM	Harper Center	The Eugene F. Fama Classroom-HCC03

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 2012	M 3:00PM-6:00PM	Harper Center	Lecture Hall C10

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 2012	M 3:00PM-6:00PM	Harper Center	Lecture Hall C10

35904 Asset Pricing - Cochrane, John

[View course evaluation](#)

Contents:**Key:**

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

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.

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35904-01	Autumn 2011	TR 10:30AM-12:00PM	Harper Center	Lehman Brothers Classroom-HCC02

35905 Topics in Empirical Finance - Heaton, John

[View course evaluation](#)

Contents:

The central question of empirical finance is "what are the real sources of aggregate risk that determine asset prices?" This course focuses on current topics in empirical finance that address this question.

This course begins with a review and synthesis of asset pricing and macroeconomic theory. The emphasis is on the stochastic discount factor framework for thinking about asset pricing, and the course spends some time exploring this framework and relating it to traditional expected return-beta statements of asset pricing models. The class discusses some econometric issues in assessing asset pricing models, including the relationship between GMM and traditional tests. Finally, the course surveys current empirical work in consumption-based models, investment or production based models, volatility tests and predictability, and the effects of individual heterogeneity and frictions in asset markets.

Prerequisites:

Students should have some Ph.D. level background in macroeconomics, finance, and time-series econometrics.

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35905-01	Winter 2012	MW 1:30PM-2:50PM	Harper Center	STU 105

35907 Topics in Asset Pricing - Panageas, Stavros

[View course evaluation](#)

Contents:

This course covers topics in the area of dynamic asset pricing, with a focus on the development of useful tools. Indicative topics include: Complete markets in discrete and continuous time, portfolio choice with dynamic programming and martingale methods, incomplete markets and portfolio constraints in partial and general equilibrium, limited participation, overlapping generations models, heterogeneous-agents models, investment-based and real-options models in partial and general equilibrium, asymmetric information, non-expected utility theory and asset pricing implications, behavioral models (optimal and rational inattention, hyperbolic discounting, commitment), dynamic global games and coordination.

Description and/or course criteria last updated: 8/26/10

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35907-01	Spring 2012	W 8:30AM-11:30AM	Harper Center	Lecture Hall C06

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. Cannot be taken pass/fail. No auditors.

Prerequisites:

Consent of instructor.

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

Course Conditions and Course Related Items:

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
35908-01	Spring 2012	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. This course will focus on how to do this system integration using Excel and Matlab. The course will also cover building optimization models, constructing simulation models, and coding in the VBA and MATLAB scripting languages. Students will learn how to use Excel and Matlab as an aid in analyzing cases and completing homework and projects in other Booth courses. Students will also learn to use the GAMS modeling language developed at the World Bank. This course has the following objectives.

- Learn to use MATLAB. This is an important program used in a number of other Booth courses. In the business world it is used extensively on Wall Street.
- Learn VBA (Visual Basic for Applications), a key tool that adds tremendous functionality to Microsoft Excel. This tool is also widely used in business.
- Develop skill in building analytical models to support decision making. This includes optimization and simulation models.
- Learn how to access and integrate data that reside in different locations and use these data as input to models.
- Learn to use the General Algebraic Modeling System (GAMS) developed at the World Bank. This modeling system will allow students to formulate and solve realistic models using the input from Excel and MATLAB.

Grades:

Based on homework, quizzes or a mid-term, and a final exam. Cannot be taken pass/fail. No auditors.

Prerequisites:

Basic knowledge of spreadsheets.

Description and/or course criteria last updated: 6/10

Course Conditions and Course Related Items:**Course Schedule**

Section	Note	Quarter	Meeting Day / Time	Building	Room
36104-01	Undergraduate Only	Winter 2012	R 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
36104-81		Winter 2012	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206

36106 Managerial Decision Modeling - Sandikçi, 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: 6/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
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Key:

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

36106-01	Winter 2012	T 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
36106-02	Winter 2012	W 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
36106-81	Winter 2012	W 6:00PM-9:00PM	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 2010. 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: 06/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
36106-01	Spring 2012	F 8:30AM-11:30AM	Harper Center	Lecture Hall C05
36106-02	Spring 2012	F 1:30PM-4:30PM	Harper Center	Lecture Hall C05
36106-85	Spring 2012	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 306

36600 Workshop in Operations/Management Science - Sandikçi, Burhaneddin

[View course evaluation](#)

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
36600-01	Autumn 2011	T 12:10PM-1:20PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B
36600-01	Spring 2012	T 12:10PM-1:20PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

36600 Workshop in Operations/Management Science - Ryan, Christopher

[View course evaluation](#)

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
36600-01	Autumn 2011	T 12:10PM-1:20PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B
36600-01	Spring 2012	T 12:10PM-1:20PM	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:

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

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.

Note: Class will meet in 3B on Mondays and 3A on Wednesdays (except 11/9 will meet in 3SW).

Description and/or course criteria last updated: 09/22/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
36903-01	Autumn 2011	MW 3:00PM-4:30PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

36904 Special Topics in Management Science - Martin, R.

[View course evaluation](#)

Contents:

Course Title: Special Topics in Management Science - Optimization Over Vector Spaces with Applications to Semidefinite and Integer Programming

The focus of this course is optimization over vector spaces. Key results about separating hyperplanes, optimality conditions, and duality are developed in the general context of Banach spaces. Our focus is to apply these results to develop a deep understanding of semidefinite programming. We then show how to use semidefinite programming to solve 0-1 integer programming problems and combinatorial optimization problems. Given sufficient time, we will also look at infinite-dimensional linear programs.

Materials:

1) "Optimization by Vector Space Methods" (book) by David Luenberger. Emphasis on Chapters 2, 3, 5, and 8.

2) "Semidefinite Programming" (journal survey article) by Lieven Vandenbergh and Stephen Boyd.

3) "Semidefinite and Integer Programming" (journal survey article) by Monique Laurent and Franz Rendl.

Grades:

Grades are based on problem sets and a take home final. No pass/fail grades.

Prerequisites:

Students should have taken courses in Linear Algebra, Real Analysis, and Linear Programming.

Description and/or course criteria last updated: 06/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
36904-01	Winter 2012	T 3:15PM-6:15PM	Harper Center	The Eugene F. Fama Classroom-HCC03

36904 Special Topics in Management Science - Ryan, Christopher

[View course evaluation](#)

Contents:

Course Title: Special Topics in Management Science - Optimization Over Vector Spaces with Applications to Semidefinite and Integer Programming

The focus of this course is optimization over vector spaces. Key results about separating hyperplanes, optimality conditions, and duality are developed in the general context of Banach spaces. Our focus is to apply these results to develop a deep understanding of semidefinite programming. We then show how to use semidefinite programming to solve 0-1 integer programming problems and combinatorial optimization problems. Given sufficient time, we will also look at infinite-dimensional linear programs.

Materials:

1) "Optimization by Vector Space Methods" (book) by David Luenberger. Emphasis on Chapters 2, 3, 5, and 8.

2) "Semidefinite Programming" (journal survey article) by Lieven Vandenbergh and Stephen Boyd.

3) "Semidefinite and Integer Programming" (journal survey article) by Monique Laurent and Franz Rendl.

Grades:

Grades are based on problem sets and a take home final. No pass/fail grades.

Prerequisites:

Students should have taken courses in Linear Algebra, Real Analysis, and Linear Programming.

Description and/or course criteria last updated: 06/11

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
36904-01	Winter 2012	T 3:15PM-6:15PM	Harper Center	The Eugene F. Fama Classroom-HCC03

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 industry-based examples and research on current marketing practices. The case studies provide an opportunity to apply the theories, concepts, and analytical devices developed in the lectures. Finally, students get a chance to further hone their skills and obtain learning and feedback by playing a simulation.

Grades:

Grading is based on an individual final case exam, two group case write-ups and class participation. In class discussions, students are expected to be able to support their point of view and therefore it is very important to prepare the case thoroughly with your group before class. It is best to form groups with 4-5 students (from the same section) with diverse backgrounds but compatible work schedules and similar learning objectives from the course. Your learning from this class will be commensurate with the amount you put into the class. In order to realize the benefits of the discussion format for the cases, class attendance is mandatory and switching across sections will only be allowed in exceptional circumstances and only with prior permission. Cannot be taken pass/fail. No auditors.

Prerequisites:

None.

Description and/or course criteria last updated: 6/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
37000-01	Winter 2012	W 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03
37000-81	Winter 2012	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406
37000-82	Winter 2012	W 6:00PM-9:00PM	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 develop 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. 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	Spring 2012	R 1:30PM-4:30PM	Harper Center	Lecture Hall C09
37000-02	Spring 2012	F 1:30PM-4:30PM	Harper Center	Lecture Hall C09
37000-81	Spring 2012	R 6:00PM-9:00PM	Gleacher Center	The Amoco Lecture Hall-GC300

37000 Marketing Strategy - Jeuland, Abel**Key:**

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

[View course evaluation](#)

Contents:

The essence of marketing is consumer focus: Understanding of consumers guides marketing strategy. However, this external focus on the consumer must be balanced with the internal focus on the core capabilities of the firm. Product strategy, pricing strategy, communication strategy and distribution strategy are integrated into a coherent marketing plan that the firm can implement and that results in an improved consumer experience. 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. The teams not presenting submit a short note summarizing their analyses. 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 (a case note is distributed). The motivations for 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 having worked on the case with his/her teammates can count on their support 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 theories, concepts, frameworks and analytical tools necessary to develop valid marketing plans. Some of the key frameworks include consumer orientation, market segmentation, core competency of the corporation, product differentiation, diffusion of innovation, new product development process, 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.

Prerequisites:

None.

Description and/or course criteria last updated: 06/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37000-02	Winter 2012	R 1:30PM-4:30PM	Harper Center	Lecture Hall C05
37000-85	Winter 2012	S 1:30PM-4:30PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304
37000-81	Summer 2012	R 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304
37000-85	Summer 2012	S 1:30PM-4:30PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

37000 Marketing Strategy - Labroo, Aparna

[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, group case write-ups, and class participation. Cannot be taken pass/fail.

Description and/or course criteria last updated: 06/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37000-03	Autumn 2011	M 8:30AM-11:30AM	Harper Center	Lecture Hall C05
37000-04	Autumn 2011	M 1:30PM-4:30PM	Harper Center	Lecture Hall C05
37000-81	Autumn 2011	M 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

37000 Marketing Strategy - McGill, Ann

[View course evaluation](#)

Contents:

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

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: 7/12/10

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37000-01	Autumn 2011	T 1:30PM-4:30PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
37000-02	Autumn 2011	W 8:30AM-11:30AM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
37000-82	Autumn 2011	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306

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 work on exercises and brief in-class presentations using tools from the lectures. Students will also write-up several cases individually using a format provided in class (write-ups are typically 1 to 2 pages long). 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 available on Chalk. A textbook will provide supplemental reading.

Grades:

Each student's grade will be based on a combination of case write-ups, class participation, group presentations, and 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. Undergraduate only section.

Description and/or course criteria last updated: 07/25/11)

Course Conditions and Course Related Items:



Course Schedule

Section	Note	Quarter	Meeting Day / Time	Building	Room
37000-03	Undergraduate Only	Winter 2012	TR 8:30AM-9:50AM	Harper Center	The Eugene F. Fama Classroom-HCC03

37000 Marketing Strategy - Khan, Romana

[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

Key:

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

(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 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: 06/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37000-85	Autumn 2011	S 9:00AM-12:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

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
37101-81	Winter 2012	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306
37101-85	Winter 2012	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 306

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 impact of an online display advertising campaign on consumer purchasing behavior 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.

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

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: 06/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
37103-01	Spring 2012	F 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
37103-81	Spring 2012	F 6:00PM-9:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200
37103-85	Spring 2012	S 1:30PM-4:30PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200

37104 Economics and Demographics of Marketing - Fogel, Robert

[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 online 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 five 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: 1/20/2011

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
37104-01	Spring 2012	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 that extends beyond marketing to any decisions situation which is lacking in relevant data. 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 your recommendations. The course employs a mix of lectures, individual exercises, and cases as well as the team project.

We will cover the full 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 Chicago Public Radio, Groupon, Proctor & Gamble, Redbox, Sears 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. Extensive CoursePack is required, as well as the textbook, *Marketing Research* (1998), by Donald Lehmann, Sunil Gupta, and Joel Steckel.

Key:

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

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: 06/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
37106-01	Winter 2012	R 8:30AM-11:30AM	Harper Center	Lecture Hall C05
37106-81	Winter 2012	R 6:00PM-9:00PM	Gleacher Center	The Everett Kovler Classroom-GC422
37106-81	Summer 2012	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308

37201 Developing New Products and Services - Middlebrooks, Arthur

[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 and concept testing, 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 of their choice.

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:

80% of grades are based on a series of group projects that take a new product from opportunity identification through concept development and optimization. 20% of grades are based on individual case write-ups. Group work is extensive in this course. Students should expect to meet with their groups multiple times each week. Cannot be taken pass/fail. Provisional grades are given subject to timely completion of assignments.

Prerequisites:

Business 37000: strict (can be taken concurrently).

Description and/or course criteria last updated: 07/13/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
37201-01	Autumn 2011	F 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
37201-81	Autumn 2011	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306

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.

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Prerequisites:

Business 37000 recommended (can be taken concurrently).

Description and/or course criteria last updated: 6/10

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
37201-85	Spring 2012	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 404

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: 6/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
37202-01	Spring 2012	R 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
37202-81	Spring 2012	W 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400
37202-82	Spring 2012	R 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

37205 Going to Market: Managing Channel Strategy - Frenzen, Jonathan

[View course evaluation](#)

Contents:

In terms of profit impact there are few business decisions more important than the choice of a company's channel strategy and how to manage those channels to achieve efficient and effective distribution of its products and services. Making this decision even more challenging is the wide array of possible channel choices that a company has available today. Properly designing and implementing a go-to-market strategy can reward a company with a sustainable competitive advantage as well as large sales and profit dollars previously overlooked. A go-to-market strategy is a marketing problem, a sales problem, and a "C suite" problem (a problem best handled by the CEO) since it is a problem that is owned in various degrees by all functional areas of a firm, though often inadequately so.

Students will learn what types of channels are available, the value they can deliver and the managerial challenges each can present. Students will understand the roles of senior management, marketing, and sales when making channel choices; how those choices influence the supply and demand for a company's products and services; and how channel strengths must be traded-off against their real limitations. We will then examine the most important types of channels in turn, starting with direct sales forces, turning then to a look at various forms of 'indirect' channel partners that are not under the direct control of a firm, and conclude with a look at 'remote' channels such as phone and internet. We will examine the strengths and weaknesses of each type in isolation and again as part of a "multi-channel" strategy. Cases will be used to illustrate each channel type at work. The cases have been selected from a wide variety of industries and business settings with a preference for those that portray rich strategic environments and managers grappling with critical channel evaluation and design decisions.

The course is intended for those interested in marketing, strategy, sales, operations, general management, and careers in consulting.

Materials:

This course will rely on two texts, numerous case studies, and readings from practitioners and academics.

Grades:

Based on a midterm, a group final paper and presentation, and class participation. 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: 09/01/11

Course Conditions and Course Related Items:**Key:**

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37205-01	Autumn 2011	R 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03
37205-85	Autumn 2011	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 208

37301 Digital Marketing Strategy - Albert, Terri

[View course evaluation](#)

Contents:

Digital technology developments over the last decade have significantly changed the practice of marketing. Digital media (particularly social media), digital distribution, and mobile platforms have created both competitive advantages and challenges regardless of industry and firm size. Some believe that competition has been equalized between new players and existing firms or at least noticeably reduced the advantage of the incumbents.

The course's objective is to provide a conceptual foundation and the tools for how to reduce the challenges posed by the evolving digital environment to create opportunities and competitive advantages. Key questions must be answered. For example, how does the marketing strategy change as the digital environment evolves? How do I anticipate trends and determine if they will be sustainable and/or successful for an organization?

This course is meant for marketing managers from any sized firm, entrepreneurs exploring a new venture and those interested in management consulting.

The course is divided into four modules to answer these key questions: conceptual foundations; acquiring digital tools, essential skills and allocating resources; user-generated content; and how marketing has been redefined. The centerpiece of the learning experience is a company sponsored project in which you and your team members will address their digital marketing challenge(s). A competition will be held at the end of the quarter. Teams will present their final project report to a panel of experts and winners will be recognized per section.

A wide variety of company sponsors will provide digital marketing projects (Fortune 500 companies, 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 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 submit their project preferences in the first week of the course. Students will conduct relevant research and use tools for developing digital marketing strategies and campaigns. Guidance from the instructor and project mentors (who have significant, related industry experience) will be provided.

The course employs a mix of lectures, guest speakers, and cases as well as the team project.

Materials:

An extensive CoursePack is required for the course. Students will use the business library as a resource for in-depth secondary analysis, as well as Excel spreadsheet utilities. Software to develop inbound marketing strategies and campaigns will be available for all projects.

Grades:

Based on individual assignments, class participation and the team project. There are no exams. Cannot be taken pass/fail.

Prerequisites:

Bus 37000: strict (can be concurrent).

Description and/or course criteria last updated: 08/08/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
37301-01	Autumn 2011	W 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03
37301-81	Autumn 2011	T 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

37303 Marketing of Services - Middlebrooks, Arthur

[View course evaluation](#)

Contents:

Services now account for over 70% of global 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, employee strategies for service delivery, 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. management consulting services, investment management, etc.). Throughout this course, students are exposed to the critical need for service marketers to influence their company's quality, delivery, sales, employee selection and development, and customer satisfaction efforts in order to develop effective marketing strategies for their organizations.

This course includes a 6-week Services Marketing online simulation performed in teams, requiring weekly decision inputs. During this simulation, students manage multiple facets of a service company to improve its performance in a competitive context. This simulation reinforces the linkages between marketing, operations, human resource management, and service quality that are critical for successful service businesses.

Materials:

This course includes a text, 6-7 case studies, readings from practitioners and academics, and a user manual for the LINKS Services Marketing simulation. I make every effort

Key:

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

to invite one or more practicing service marketers as guest lecturers. This course emphasizes the practical application of services marketing theory.

Grades:

40% of the grade is based on individual assignments, 20% on individual class participation, and 40% on the team simulation (including a team paper). There is not a final exam in this class. Cannot be taken pass/fail. Provisional grades will be given subject to timely completion of assignments.

Prerequisites:

Business 37000: strict (can be taken concurrently).

Description and/or course criteria last updated: 02/23/2012

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37303-01	Spring 2012	M 1:30PM-4:30PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
37303-81	Spring 2012	M 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

37601 Marketing Workshop - Goettler, Ronald

[View course evaluation](#)

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37601-01	Winter 2012	T 10:40AM-12:00PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

37601 Marketing Workshop - Jeuland, Abel

[View course evaluation](#)

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37601-01	Spring 2012	T 10:40AM-12:00PM	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	Winter 2012	T 10:40AM-12:00PM	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	Spring 2012	T 10:40AM-12:00PM	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.

Key:

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

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	Note	Quarter	Meeting Day / Time	Building	Room
37701-01	Cancelled	Autumn 2011	TBA	Harper Center	TBA
37701-01		Winter 2012	TR 8:00AM-9:30AM	Harper Center	TBA
37701-02		Winter 2012	TR 10:10AM-11:30AM	Harper Center	TBA
37701-01		Spring 2012	TBA	Harper Center	TBA
37701-02		Spring 2012	TBA	Harper Center	TBA

37902 Advanced Marketing Theory: Quantitative Perspective - Zhu, Ting

[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 empirical methods currently available for analyzing consumer choices (household purchases, physician prescriptions, etc.) and firm decisions (entry, pricing, 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: 6/10

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37902-01	Spring 2012	R 9:00AM-12:00PM	Harper Center	Seminar Room 3A

37903 Adv Mktg Theory: Behavioral Science Approach - Urminsky, Oleg

[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:

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Ph.D. students only.

*Description and/or course criteria last updated: 8/3/10***Course Conditions and Course Related Items:****Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
37903-01	Autumn 2011	F 8:30AM-11:30AM	Harper Center	General Conference Room HC4 SE

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
38001-01	Winter 2012	T 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
38001-02	Winter 2012	W 8:30AM-11:30AM	Harper Center	Lehman Brothers Classroom-HCC02
38001-81	Winter 2012	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404

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 an exam, several short written assignments, and class participation. Cannot be taken pass/fail.

Prerequisites:

None.

*Description and/or course criteria last updated: 7/7/10***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 Presentations	= Ethics discussion/component	= Graded homework assignments	= Graded attendance/participation
= Midterm	= Optional midterm	= Final exam (in class)	= Final exam (take home)
= Sample Exam Questions/Problem Sets			= Group Projects
			= Quizzes
			= Chalk Site

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38001-01	Autumn 2011	T 1:30PM-4:30PM	Harper Center	Lecture Hall C05
38001-02	Autumn 2011	W 8:30AM-11:30AM	Harper Center	Lecture Hall C05
38001-81	Autumn 2011	W 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

38001 Managing in Organizations - Hofmann, Wilhelm[View course evaluation](#)**Contents:**

Successfully managing other people—be they competitors, customers, or co-workers—requires an understanding of their thoughts, feelings, attitudes, and motivations. An accurate understanding of these factors, however, can be difficult to come by, and intuitions are often misguided. This course is intended to provide the scientific knowledge of human thought, motivation, and behavior that is critical for successfully managing others, and also for successfully managing yourself.

The 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 gain conceptual knowledge that will help you understand and manage your own unique and complicated work settings, and to help you think like a psychological scientist in those settings.

Materials:

I will post my syllabus, lecture notes and other relevant course information on the course website: <https://chalk.uchicago.edu/>.

Grades:

Grading will be based on exams, short written assignments, and class participation. This course cannot be taken pass/fail. No auditors without advance permission from the instructor.

Prerequisites:

None.

Description and/or course criteria last updated: 6/10

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
38001-01	Spring 2012	R 8:30AM-11:30AM	Harper Center	The Sidney Davidson Classroom-HCC04
38001-81	Spring 2012	W 6:00PM-9:00PM	Gleacher Center	The Amoco Lecture Hall-GC300
38001-85	Spring 2012	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 208

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 2012	F 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
38002-82	Spring 2012	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206
38002-85	Spring 2012	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 206

38002 Managerial Decision Making - Hsee, Christopher**Key:**

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

[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 2011	M 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
38002-02	Autumn 2011	T 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
38002-81	Autumn 2011	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406

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:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
38002-01	Spring 2012	T 1:30PM-4:30PM	Harper Center	Lecture Hall C09
38002-81	Spring 2012	T 6:00PM-9:00PM	Gleacher Center	The Amoco Lecture Hall-GC300

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. 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.

Key:

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

Prerequisites:

None.

*Description and/or course criteria last updated: 6/10***Course Conditions and Course Related Items:****Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
38002-01	Winter 2012	W 1:30PM-4:30PM	Harper Center	Lecture Hall C09
38002-02	Winter 2012	R 1:30PM-4:30PM	Harper Center	Lecture Hall C09
38002-81	Winter 2012	W 6:00PM-9:00PM	Gleacher Center	The Amoco Lecture Hall-GC300

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: 07/25/11***Course Conditions and Course Related Items:****Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
38003-85	Autumn 2011	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 408

38003 Power and Influence in Organizations - Nussbaum, A.[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.

Prerequisites:

None.

*Description and/or course criteria last updated: 06/11***Course Conditions and Course Related Items:****Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
38003-01	Winter 2012	R 1:30PM-4:30PM	Harper Center	The Goldman, Sachs & Co. Lecture Hall-HCC25
38003-81	Winter 2012	R 6:00PM-9:00PM	Gleacher Center	The Accenture Classroom-GC203

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

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
38103-81	Winter 2012	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408
38103-85	Winter 2012	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 408

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 attendance (at your enrolled section), 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. Provisional grades provided.

Prerequisites:

Business 38001, 38002, or 38003.

Description and/or course criteria last updated: 6/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
38103-01	Spring 2012	F 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
38103-02	Spring 2012	R 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
38103-81	Spring 2012	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406

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>.

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

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
38103-02	Winter 2012	R 1:30PM-4:30PM	Harper Center	Lecture Hall C10
38103-03	Winter 2012	F 1:30PM-4:30PM	Harper Center	Lecture Hall C10
38103-82	Winter 2012	R 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

38103 Strategies and Processes of Negotiation - Pope, Devin

[View course evaluation](#)

Contents:

Negotiation is the art and science of creating agreements between two or more parties. This course will help you understand and develop negotiation skills using various methods. First, you will learn about the theories of negotiation by attending class lectures and reading articles and book chapters provided in the bulk pack (the science). Second, you will learn how to apply these theories by actually negotiating both inside and outside of class (the art).

Materials:

Articles, cases, and handouts will be available through the CoursePack and Course Reserves in Chalk. Purchase of CoursePack is required. The digital CoursePack code will allow access to required digital copyrighted materials not in Course Reserves. Additionally, required copyrighted handouts/cases will be passed out in class which are a portion of the CoursePack fee.

Grades:

Based on weekly attendance and class participation; take-home assignments; 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: 08/04/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
38103-01	Autumn 2011	R 1:30PM-4:30PM	Harper Center	Lecture Hall C05
38103-02	Autumn 2011	F 8:30AM-11:30AM	Harper Center	Lecture Hall C05
38103-81	Autumn 2011	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206

38103 Strategies and Processes of Negotiation - Zinchenko, Elena

[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.

Course Conditions and Course Related Items:**Course Schedule**

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Section	Quarter	Meeting Day / Time	Building	Room
38103-03	Spring 2012	F 8:30AM-11:30AM	Harper Center	The Sidney Davidson Classroom-HCC04
38103-85	Spring 2012	S 1:30PM-4:30PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

38103 Strategies and Processes of Negotiation - Converse, Benjamin

[View course evaluation](#)

Contents:

This course examines the art and science of negotiation. The science involves learning to recognize the structure of a conflict situation and applying the techniques that tend to be most effective given that structure. The art involves implementing those techniques in dynamic, often sensitive, interactions with relevant parties. Because there is no substitute for negotiating experience, this class will rely heavily on role-playing exercises and analyses designed to help students develop their own styles and learn the art of negotiation.

Course objectives: (1) Acquire conceptual skills to become a skilled analyst of negotiation situations, (2) Gain valuable experience and learn about yourself as a negotiator through repeated exposure to negotiation situations, (3) Gain an understanding of the psychological processes underlying the judgment of negotiators.

Materials:

Purchase of the Course Pack is required; includes licensing of negotiation exercises.

Grades:

Based on weekly attendance, preparation, and 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. Provisional grades provided. Weekly attendance (at your enrolled section) and thorough preparation is critical because of the emphasis on negotiation exercises.

Prerequisites:

Bus 38001, 38002, or 38003.

Description and/or course criteria last updated: 05/29/2012

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38103-81	Summer 2012	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404
38103-85	Summer 2012	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 404

38105 Advanced Negotiations - Wu, George

[View course evaluation](#)

Contents:

This course builds on 38103, Strategies and Processes of Negotiation, and is designed to increase your understanding of the theory and process of negotiation.

The course will include advanced topics that expand upon or were not covered in 38103. In particular, the course will improve your ability to deal with difficult negotiators and difficult negotiations. These situations involve some combination of: hardball tactics, adversarial relationships, lack of vital information, cross-cultural friction, unsatisfactory deal structures, poorly designed negotiating setups, etc. To deal effectively in these situations, negotiators must be able to design and execute effective strategies for creating and claiming value. Thus, this course will provide detailed attention to (i) the preparation stage and other activities "away from the table"; (ii) the interactive stage "at the table"; and, of course, (iii) the synchronization of these two activities.

The more advanced deal making and deal design skills developed in this course should be especially useful to students whose careers will involve the advisory and principal sides of investment banking; business development; venture capital, private equity investment, and entrepreneurial firms; foreign direct investment; alliances and joint ventures; as well as companies involved in a range of cross-border transactions and relationships.

The course will use a combination of role-playing simulations and case discussions that include topics such as mergers and acquisitions; securing venture capital financing; and negotiating with Wal-mart.

Grades:

Based on class participation; exercises and short written assignments; and a final group project. Cannot be taken pass/fail. No auditors.

Prerequisites:

BUS 38103-Strategies and Processes of Negotiation: strict (cannot be taken concurrently)

Description and/or course criteria last updated: 02.28.2012

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38105-01	Spring 2012	W 1:30PM-4:30PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
38105-81	Spring 2012	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208

38110 The Practice of Leadership in Business - Ginzel, Linda

[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 Presentations	= Ethics discussion/component	= Graded homework assignments	= Graded attendance/participation
= Midterm	= Optional midterm	= Final exam (in class)	= Final exam (take home)
= Sample Exam Questions/Problem Sets			= Group Projects
			= Quizzes
			= Chalk Site

Contents:

PLEASE NOTE THAT THIS IS AN ADVANCED COURSE

Content: What makes a good leader? How can I improve my leadership skills? What does a leader actually do? How does a leader create and add value? What is the basis of leadership? This course addresses these questions and others including those that each student brings into the classroom. With your experiences as input, together with a variety of learning resources such as classical readings, contemporary films and important speeches, we will explore the practical side of leadership development and work to build a bridge to the workplace.

Building on the foundation of previous Managerial and Organizational Behavior courses, this advanced course will challenge students to go deeper and extend the boundaries of their own knowledge. While we will explore traditional topics in leadership and examine the roles and responsibilities of leaders, followers, and managers, your primary task as a student of leadership is to develop a point of view on the few themes that matter most to you.

As part of this course, students will participate in a team research project. This team project provides the opportunity for one on one contact with senior officers of major organizations with the goal of 'field testing' selected course concepts and drawing action implications from their analysis. Each team will present its results in an interactive forum with their classmates.

Upon completion of this course, students will have had the opportunity to consider both their classmates' and their own beliefs about the roles of leader, follower, and manager and assess how they want to apply these lessons to their own practice of leadership in the business world.

Grades:

Grades are based on short weekly written assignments and an individual grade on a team research project, including an interim report due at midterm. Due to the nature of this course, all students considering and/or enrolled must attend the first week of class as well as the final team research presentations. Cannot be taken pass/fail. No auditors.

Prerequisites:

Bus 38001: strict

Description and/or course criteria last updated: 10/11/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Note	Quarter	Meeting Day / Time	Building	Room
38110-01		Spring 2012	W 1:30PM-4:30PM	Harper Center	Lecture Hall C06
38110-81		Spring 2012	W 6:00PM-9:00PM	Gleacher Center	The Accenture Classroom-GC203
38110-85	Cancelled	Spring 2012	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 406

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 2011	F 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400
38111-85	Autumn 2011	S 1:30PM-4:30PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

38113 Cultural Currency - Davis, Harry

[View course evaluation](#)

Contents:

A 2011 survey of first and second-year Chicago MBA students indicated that almost two-thirds anticipate working and living outside of the U.S. for some of their careers. Well over 80% of the international students in the same survey reported that they anticipate working and living outside the U.S. for more than half of their careers. Moreover, it is probable that virtually all of today's graduates will, at some time in their careers, have responsibilities that involve a firm's operations in multiple countries. A relevant question becomes how prepared are you for productive work in multiple countries given their distinctive cultures, norms and histories?

This course addresses this question, not as a technical challenge, but rather as one involving humanistic engagements based upon considerable depth and understanding of different cultures. Specifically you will:

- Understand the critical role of context in pursuing opportunities in other countries
- Become more aware of the importance of the contours of a country's or region's history prior to taking meaningful actions

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

- Explore the crucial interdependencies between culture, and the legal system, religious beliefs, and interpersonal communication

- Appreciate the importance of “not knowing,” humility and curiosity as useful qualities for “getting into others’ shoes.”

- Develop in-depth knowledge about specific cultures including China, India and Brazil

This course will be co-taught and facilitated by Chicago Booth’s Harry Davis and Shadi Bartsch, Professor of Classics in the Department of Classics, University of Chicago. The course will bring other faculty from Chicago’s distinguished Humanities Division to the class as well as business leaders who themselves have faced the challenges of leading successfully in foreign markets.

Materials:

Readings will come from a book and a CoursePack of articles.

Grades:

The work in this course will be based upon active participation in class discussions, four short, written assignments and a final paper related to one of the topics explored in the course. Cannot be taken pass/fail. No auditors. No non-Booth students.

Prerequisites:

There are no pre-requisites. Given that this course will be implemented as a seminar in the tradition of the University of Chicago, registration is limited to 25 students.

Description and/or course criteria last updated: 07/13/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38113-01	Autumn 2011	R 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01

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 2012	TR 1:30PM-2:50PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08

38115 Ethics of Business - Rollert, John

[View course evaluation](#)

Contents:

The primary aim of this course is to help students define for themselves their own canon of business ethics, one that reflects their experience and is tailored to their professional goals. We will build a vocabulary for talking about business ethics by examining the work of a wide variety of authors – from economists and entrepreneurs to philosophers, journalists, and revolutionaries – all of whom have written about the place of business and the business professional in the modern world. These authors include Benjamin Franklin, Andrew Carnegie, Karl Marx, George Orwell, Ayn Rand, John Maynard Keynes, Milton Friedman, and, most importantly, Adam Smith, whose *Wealth of Nations* and *Theory of Moral Sentiments* we will return to throughout the course. The topics we will cover include:

- Self-Interest vs. Selfish-Interest • The Role of Empathy in Commercial Relationships • Philanthropy and the Responsibilities of Wealth • The Free-Market as an Engine for Virtue and Vice • The Ideals of Capitalism vs. Lived Experience • Capitalism and the Case for Limited (and Not-So-Limited) Government

As an ethics course, the questions we will take up are large, contentious, and, most importantly, open-ended. Through in-class and online discussion, the course will help students determine their own answers, defend them intelligently, and recognize the merits of answers that other students give.

Materials:

Most of the readings will be posted on the course website. However, students will be expected to purchase the following works: Benjamin Franklin's *The Autobiography and Other Writings* (Penguin), Andrew Carnegie's *The 'Gospel of Wealth' Essays and Other Writings* (Penguin), George Orwell's *The Road to Wigan Pier* (Harcourt Brace & Company), and Adam Smith's *The Wealth of Nations* and *The Theory of Moral Sentiments* (Liberty Fund Edition). All editions are mass-market publications and very reasonably priced.

Grades:

50% of the grade will be determined by weekly written contributions to the class blog; 30% will be determined by in-class participation; 20% will be determined by a take-

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

home final exam. The course may not be taken pass/fail. No auditors allowed.

Prerequisites:

None.

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38115-01	Spring 2012	M 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07

38601 Workshop in Behavioral Science - Caruso, Eugene

[View course evaluation](#)

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38601-01	Autumn 2011	M 10:10AM-11:30AM	Harper Center	Lecture Hall C06

38601 Workshop in Behavioral Science - Hastie, Reid

[View course evaluation](#)

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38601-01	Spring 2012	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 2012	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 2011	M 10:10AM-11:30AM	Harper Center	Lecture Hall C06

38601 Workshop in Behavioral Science - Pope, Devin

[View course evaluation](#)

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38601-01	Spring 2012	M 10:10AM-11:30AM	Harper Center	Lecture Hall C06

38901 Current Topics in Behavioral Science I - Caruso, Eugene

[View course evaluation](#)

Contents:

This is a graduate seminar for Ph.D. students interested in behavioral science. This seminar will cover current topics in the psychology of belief and judgment. We will explore the processes and consequences of numerous types of human judgments and decisions. Among the topics we will cover are the embodiment, time, morality, magical thinking, resources, and dissonance. This seminar is intended to help you advance your own research interests, so we will work together to further our understanding of how to conduct good research in psychology, how to raise interesting questions about what we read, how to present and explain that information to others, and how to develop an original research idea that adds to our knowledge of psychology.

Grades:

Grades will be based on class participation, weekly thought papers, and a research proposal.

Prerequisites:

Non-PhD students need instructor permission: strict.

Description and/or course criteria last updated: 10/11/11

Course Conditions and Course Related Items:



Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38901-01	Winter 2012	M 1:30PM-4:30PM	Harper Center	General Conference Room 50A

38901 Current Topics in Behavioral Science I - Risen, Jane

[View course evaluation](#)

Contents:

This is a graduate seminar for Ph.D. students interested in behavioral science. This seminar will cover current topics in the psychology of belief and judgment. We will explore the processes and consequences of numerous types of human judgments and decisions. Among the topics we will cover are the embodiment, time, morality, magical thinking, resources, and dissonance. This seminar is intended to help you advance your own research interests, so we will work together to further our understanding of how to conduct good research in psychology, how to raise interesting questions about what we read, how to present and explain that information to others, and how to develop an original research idea that adds to our knowledge of psychology.

Grades:

Grades will be based on class participation, weekly thought papers, and a research proposal.

Prerequisites:

Non-PhD students need instructor permission: strict.

Description and/or course criteria last updated: 10/11/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
38901-01	Winter 2012	M 1:30PM-4:30PM	Harper Center	General Conference Room 50A

38902 Current Topics in Behavioral Science II - Hsee, Christopher

[View course evaluation](#)

Contents:

This seminar presents recent psychological research on decision making and goal, broadly defined. The first half of the course (led by Chris) will focus on judgment, decision and affect. The second half of the course (led by Wilhelm) will focus on self-regulation and self-control, and will critically assess diverse psychological theories of self-regulation and self-control and related topics.

The purpose of this seminar is to stimulate future research, by you, on the course topics. In each class, we will discuss both work conducted by the faculty instructor for the week (i.e., Chris or Wilhelm) and related work by others.

Grades:

Grades for the course will be based on three factors: 30% on class participation and 70% on presentation and paper.

Prerequisites:

PhD Student or consent of instructor.

Description and/or course criteria last updated: 07/21/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
38902-01	Autumn 2011	R 1:30PM-4:30PM	Harper Center	Seminar Room 3A

38902 Current Topics in Behavioral Science II - Hofmann, Wilhelm

[View course evaluation](#)

Contents:

This seminar presents recent psychological research on decision making and goal, broadly defined. The first half of the course (led by Chris) will focus on judgment, decision and affect. The second half of the course (led by Wilhelm) will focus on self-regulation and self-control, and will critically assess diverse psychological theories of self-regulation and self-control and related topics.

The purpose of this seminar is to stimulate future research, by you, on the course topics. In each class, we will discuss both work conducted by the faculty instructor for the week (i.e., Chris or Wilhelm) and related work by others.

Grades:

Grades for the course will be based on three factors: 30% on class participation and 70% on presentation and paper.

Prerequisites:

PhD Student or consent of instructor.

Description and/or course criteria last updated: 07/21/11

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
38902-01	Autumn 2011	R 1:30PM-4:30PM	Harper Center	Seminar Room 3A

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, 2012 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: 6/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
38912-01	Autumn 2011	W 3:30PM-6:30PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08

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, 2012 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: 6/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
38912-01	Autumn 2011	W 3:30PM-6:30PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08

38912 Behavioral Economics - Pope, Devin

[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, 2012 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.

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Prerequisites:

Ph.D. student: strict.

*Description and/or course criteria last updated: 6/11***Course Conditions and Course Related Items:****Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
38912-01	Autumn 2011	W 3:30PM-6:30PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08

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 2012	R 1:30PM-4:30PM	Harper Center	Lecture Hall C10
39001-81	Spring 2012	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208
39001-85	Spring 2012	S 1:30PM-4:30PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

39001 Strategy and Structure: Markets and Organizations - Sharkey, Amanda[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: 06/11***Course Conditions and Course Related Items:****Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
39001-01	Winter 2012	F 1:30PM-4:30PM	Harper Center	Lecture Hall C09
39001-81	Winter 2012	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

39002 Strategic Leadership - Burt, Ronald[View course evaluation](#)**Contents:**

This course is an introduction to the competitive advantage provided by social capital. You'll see evidence and applications of basic principles in how social networks create advantage for some and erode performance for others.

More than ever before, the central role of a business leader is to formulate organization objectives, mobilize colleagues to achieve the objectives, and convey the objectives in a form attractive to employees, investors, and customers. The CEO and his or her leadership team have point responsibility, but managers too are expected to play a role, and most certainly expected to shape their personal business responsibilities to broad corporate strategy. However, people are less often trained for these responsibilities than they are simply expected to meet them. This course is about bringing people together to create and deliver value. It is about identifying opportunities in the hurly-burly of everyday life around you, mobilizing resources around opportunities, and organizing to deliver on opportunities. In any situation, there is a social organization to the divergent interests of significant players. Principles of social capital describe how to coordinate those interests to create value: coordinating personal contacts to diverse groups in an organization, coordinating employees within and between functional groups, and coordinating business activities across markets. A strategic leader understands the alternative forms of social capital and when to optimize for one or another. The key question: How do I work with the other people to make it happen?

In other words, this is a course about the transition from smart to wise. Smart knows how to compute. Wise knows when and where computation adds value. Wise poses the intuitive questions to which smart provides answers. Smart is an able technician. Wise is a leader.

Prerequisites:

None. This course is recommended for mature audiences and a working familiarity with regression analysis is strongly recommended to understand and reason from the evidence presented in class.

Description and/or course criteria last updated: 6/10

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
39002-85	Winter 2012	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 308
39002-85	Summer 2012	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 404

39002 Strategic Leadership - Yenkey, Christopher[View course evaluation](#)**Contents:**

More than ever before, the central role of a business leader is to formulate company objectives, organize to achieve the objectives, and convey the objectives in a form attractive to employees, investors, and customers. The CEO and his or her leadership team have point responsibility, but middle managers too are expected to play a role, and most certainly expected to shape their personal business responsibilities to broad corporate strategy.

Leaders are less often trained to perform these responsibilities than they are simply expected to meet them. This course is about bringing people together to create and deliver value. It is about identifying opportunities in the hurly-burly of everyday life around you, mobilizing resources around opportunities, and organizing to deliver on opportunities.

In any situation, there is a social organization to the divergent interests of significant players. Principles of social organization indicate how best to coordinate those interests to create value. This course is an introduction to the principles and their application: coordinating your personal contacts to diverse groups in an organization, coordinating employees within and between functional groups, and coordinating business activities across markets. A strategic leader knows alternative principles of organizing and when to optimize for one or another. The key question: How do I work with the other people to make it happen?

In other words, this is a course about the transition from smart to wise. Smart is knowing how to compute. Wise is knowing when and where computation adds value. Wise poses the intuitive questions to which smart provides answers. Smart is an able technician. Wise is a leader.

Description and/or course criteria last updated: 04/03/2012

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
39002-01	Spring 2012	T 8:30AM-11:30AM	Harper Center	The PIMCO Classroom-HCC07
39002-81	Spring 2012	T 6:00PM-9:00PM	Gleacher Center	The John P. Gould Classroom-GC303

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

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

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	Spring 2012	M 1:30PM-4:30PM	Harper Center	Lecture Hall C06
39101-81	Spring 2012	M 6:00PM-9:00PM	Gleacher Center	Gleacher 40
39101-82	Spring 2012	T 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

39102 Social Network Analysis - Burt, Ronald

[View course evaluation](#)

Contents:

As technology has improved our ability to reach beyond the immediate office, social networks in markets and organizations have become increasingly important to getting things done. The University of Chicago has long been a stronghold for advances in social network analysis. This course is an introduction to doing network analyses. You should come into the course already familiar with basic social network metaphors. The course goal is to give you skills sufficient to produce the network evidence so often seen today in consulting reports and journals.

Class sessions will involve a script for answering a kind of question, with background on the question, and exercises to let you make sure you know how to answer the kind of question being addressed. Here are some example questions: What does the informal organization of this company look like? Where do I need to strengthen or weaken connections to grow the organization? Where is the informal organization blocking efficiency? Who are the people most responsible for holding the company together? How does interpersonal influence operate here? Who are the opinion leaders?

We will move through three broad segments: First up is the visualization task of drawing network data as a sociogram so you can better communicate your network intuitions or findings. We then move to measuring network effects within groups. The models are known under various names including contagion, interpersonal influence, diffusion, popularity, power, prestige, resources, and status. We close measuring network effects across groups, as is typically done today in predicting creativity and achievement. Again the models are known under various names including betweenness, constraint, degree, and density.

Materials:

To participate in the course, you will need a laptop in class and software (to be determined).

Grades:

Grades will be based on a final examination. Auditors are expected to complete the workshop exercises so they can participate in class discussion.

Prerequisites:

This course is limited to doctoral students past their first year at Chicago or elsewhere, and University of Chicago MBA students who have completed either 39002 or 39802. There are no substitutes. You need the substantive foundations in 39002/39802 before you can understand the practical applications in this course. Also, you will need to know the basics of correlation/regression and be able to use a statistical software package to complete the exercises.

Description and/or course criteria last updated: 06/11

Course Conditions and Course Related Items:



Course Schedule

Section	Note	Quarter	Meeting Day / Time	Building	Room
39102-01	Cancelled	Spring 2012	T 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01

39600 Workshop in Organizations and Markets - Burt, Ronald

[View course evaluation](#)

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
39600-01	Winter 2012	W 3:00PM-4:30PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

39600 Workshop in Organizations and Markets - Kahl, Steven

[View course evaluation](#)

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
39600-01	Autumn 2011	W 3:00PM-4:30PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

39601 Argument and Evidence Workshop - Burt, Ronald[View course evaluation](#)**Prerequisites:**

INSTRUCTOR PERMISSION REQUIRED FOR REGISTRATION. PhD students only. Will meet on 10/5, 11/2, and 12/7 in autumn; on 1/4, 2/1, and 3/7 in winter; and 4/4, 5/9, and 5/30 in spring.

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
39601-01	Autumn 2011	W 10:30AM-11:45AM	Harper Center	Seminar Room 3A
39601-01	Winter 2012	W 10:30AM-11:45AM	Harper Center	Seminar Room 3A
39601-01	Spring 2012	W 10:30AM-11:45AM	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, group work, 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: 02/22/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
40000-01	Spring 2012	M 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
40000-81	Spring 2012	M 6:00PM-9:00PM	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:**Key:**

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

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: 4/16/12

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
40000-85	Winter 2012	S 1:30PM-4:30PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400
40000-81	Summer 2012	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406
40000-85	Summer 2012	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 406

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 2011	R 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07
40000-02	Autumn 2011	F 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07
40000-81	Autumn 2011	F 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

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.

Key:

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

Grades:

Based on exam(s), case analyses, homework, and class participation. Cannot be taken pass/fail. No auditors. No GSAL students. (Note: Students adding the course late will be expected to complete all homeworks, including those due in week 2.)

Prerequisites:

Any previous or concurrent exposure to basic statistics is helpful.

Description and/or course criteria last updated: 01/12

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
40000-01	Winter 2012	R 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
40000-02	Winter 2012	F 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
40000-81	Winter 2012	R 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

40000 Operations Management: Business Process Fundamentals - Ryan, Christopher

[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, 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: 6/10

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
40000-02	Spring 2012	T 8:30AM-11:30AM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
40000-82	Spring 2012	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408

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.

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Description and/or course criteria last updated: 6/10

Course Conditions and Course Related Items:**Course Schedule**

Section	Note	Quarter	Meeting Day / Time	Building	Room
40101-81 CANCELLED	Cancelled	Winter 2012	TBA	Gleacher Center	TBA

40103 Operations Management and Strategy - Zangwill, Willard[View course evaluation](#)**Contents:****CONCEPT: TRANSFORM YOUR BUSINESS AND THE WORLD THROUGH INCREDIBLE ADVANCEMENTS IN OPERATIONS**

Operations has launched a revolution that is now permeating all aspects of business and decision making and this course will present that revolution, what it is, and how to take advantage of it. Considering all aspects of the firm, it is difficult to find anything other than operations that is changing so rapidly and so strongly influencing success. Two overarching concepts propel this revolution and they are improvement and innovation. The firm that improves and innovates fastest wins, and these two themes inspire this course.

Specific techniques that propel this revolution include total quality control, six sigma, innovation, process optimization, information systems and technological advancement, lean production, et.al. Driven by these operations concepts, these new success factors are creating better decisions because they are based upon achieving growth and success. This course will delve into and cover these far reaching transformations in operations and their implications for strategy and throughout the firm and the world.

SPEAKERS AND CONTENT

The course will have several outstanding speakers designed to cover not just the latest in best practices but approaches that are now emerging, beginning to become widespread and will be keys to success in the future. For example, innovation is a theme that has not just captured the imagination but is increasing considered the critical issue in the survival of firms and the success of nations. Similarly, business intelligence is essential because winning will depend upon obtaining information about the future faster than your competitors such as what will the customers likely do and what are the technological and market trends. Decision making to avoid surprise and missed issues is another critical area. Speakers will also present the latest in six sigma and quality concepts and how those concepts are now being used throughout the firm, in marketing, financial, mergers, etc.

All of these will be underpinned by the theme that operations often creates the strategy and provides critical principles that propel success in all aspects of the firm. The students will be expected to question the speakers in detail and to be able to summarize the contributions of the speakers.

PHILOSOPHY

We normally consider the firm's product or service as being manufactured or produced. A goal is created, steps are determined and the product or service is "manufactured" by implementing the various steps in this process. By astutely considering the goal and by revising and improving the steps, the entire process can be made increasingly efficient and effective. Indeed, the remarkable improvements in operations in the recent past can be traced to this systematic improvement in the process for "manufacturing" the product or service. Some of the specific techniques employed have including total quality, information technology, innovation and so on, and it is important to understand these fundamental and far reaching concepts. Even further, the remarkable improvement has not gone unnoticed, but has caused these same concepts to be employed in virtually all aspects of the firm and strategically as the entire firm seeks to improve and gain in efficiency and effectiveness and be highly successful.

FEATURES

In addition to the several speakers one unique feature is special decision software that is conceived from operational principles and therefore build on concepts that have produced such significant improvement in the last few years. Overall, the emphasis will be on achieving breakthroughs and best practices throughout the firm. The students will form teams and teams will be the basic format for presentation of cases and conducting projects.

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. Although the more experience the student has in the complexities and challenges of the real world, the more they generally perceive the applicability of the insights and concepts learned in the course.

Description and/or course criteria last updated: 07/25/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Note	Quarter	Meeting Day / Time	Building	Room
40103-01	Cancelled	Autumn 2011	F 8:30AM-11:30AM	Harper Center	Seminar Room 3A
40103-81	Cancelled	Autumn 2011	R 6:00PM-9:00PM	Gleacher Center	The Accenture Classroom-GC203

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.

Key:

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

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	Spring 2012	R 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
40108-81	Spring 2012	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206

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. While mathematical modeling is not the focus of the course, it plays an important role.

We develop a Service Framework with two main components: A Service Model, and the Process Control Networks.

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).

Process Control Networks are a way to explore the interactions between service entities, such as between a firm and its customers. While the Process Flow Analysis that is the emphasis of Bus 40000 is useful at analyzing flows of customers in aggregate through a capacitated service, they fail to capture the interactions between a firm and an individual customer. Process Control Networks capture this interaction and provide a useful tool for analyzing service innovations.

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 midterm exam, written case analyses and assignments, class participation, and a final exam.

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: 09/14/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
40110-01	Winter 2012	F 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
40110-81	Winter 2012	R 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204
40110-82	Winter 2012	F 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

40111 Project Management - Chayet, Sergio

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

[View course evaluation](#)
Contents:

Change management has become synonymous with project management, since organizations who want to change their focus or direction increasingly recognize that introducing new products, processes, or programs in a timely and cost effective manner requires professional project management. This course analyzes complex projects and discusses available tools for managing them, covering both the fundamental aspects of modern project management, as well as state-of-the-art knowledge and methodologies for managing real-world projects.

Some of the topics covered include critical project success and failure factors, effective project planning for cost and time, the critical path method, earned value analysis for project management and control, project planning with uncertainty (PERT, Monte Carlo simulation, and cycling in precedence networks), critical chain, project risk management, managing multiple stakeholders, project portfolio management, managing multiple projects, project contracts, and agile/scrum project management. The course provides exposure to commercial project management software and to how to overcome its limited functionality to address the needs of risky complex projects in practice. Students learn project management skills that will be useful throughout their careers. Therefore, this course is essential for any current or future managers (unless they are already highly experienced project managers), regardless of their career concentration.

Most sessions consist of in-depth case discussion, integrated with theory; making the course ideal preparation for many cases encountered during job interviews.

Materials:

Critical Chain 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: 05/09/12

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
40111-85	Summer 2012	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 406

40720 Operations Strategy Lab - Adelman, Dan
[View course evaluation](#)
Contents:

This unique, operations project-based course is being offered at Booth for the first time in Summer 2012. It is part of a larger course that will have three different project areas (operations, managerial strategy and social enterprise). Students register for their project preference area and will work with faculty who have specific expertise in this area.

The Operations Strategy Lab will be taught by Professor Dan Adelman. Projects will cover a diverse range of company issues (four will be selected): strategic turnaround; evaluating and recommending new global product sourcing; modeling health care delivery efficiencies; analysis of the smart grid; and modeling non-profit organizational demand. The course will teach students how to bring theory to practice by working closely with real-world firms.

Utilizing frameworks for maximizing team performance, the course curriculum will also include in-class subject matter expert presentations on: oral, visual and written presentation skills; client relationship management; project management; and communication.

The course is for students interested in operations strategy and decision making. Because of the comprehensive nature of the course curriculum, it is also an excellent course for those interested in consulting.

The course will meet on Wednesday from 6:00 p.m. to 9:00 p.m. Final presentations will be on August 22, 2012 (regular class time).

Grades:

Evaluation Criteria: project deliverables (paper and presentation), individual reflections paper, participation in project teams and engagement in the Wednesday class sessions.

No pass/fail grades and no auditors.

Prerequisites:

Bus 40000 or equivalent.

It is recommended that teams have at least one group member who has taken Bus 36106 (Managerial Decision Modeling) and Bus 41100 (Applied Regression Analysis).

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
40720-81	Summer 2012	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306

41000 Business Statistics - Bester, C.
[View course evaluation](#)
Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

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 2011	M 8:30AM-11:30AM	Harper Center	The Goldman, Sachs & Co. Lecture Hall-HCC25
41000-02	Autumn 2011	W 8:30AM-11:30AM	Harper Center	The Goldman, Sachs & Co. Lecture Hall-HCC25

41000 Business Statistics - Gilula, Zvi

[View course evaluation](#)

Contents:

Teach me something I don't already know !

Scenario A: You attend a conference on financial performance of the hedge funds industry. The CEO of a fund of funds reports that the annual mean return of his funds is 5.4%, and the median return was 6.1%. The CEO adds that: "We are especially proud to report that all funds did not differ much in their performance as it is expressed in a historical low standard deviation of return of 0.6%".

Scenario B: In his annual address, the Chairman of the Board of a large trading company introduced his philosophy on reward and penalty. He said: "Unlike what classical theories suggest, I found reward and penalty not equally efficient. Penalty is indeed efficient while rewarding acts almost the opposite way". To support his claim, the chairman brought some data on top-level traders and on failing traders within his company. A majority of the top-traders from last year who were praised for their performance showed a lower performance this year. On the other hand most of the failing traders of last year who were reprimanded showed a better performance this year.

Chances are (statistically speaking) that if you only had "college statistics," you would not know WHY at least one of the two above-mentioned scenarios are statistically problematic.

While basic and familiar issues in statistical theory regarding description and inference will still be covered, we will use this graduate-level course to deepen the understanding of statistics so as to make you a much better consumer (and manufacturer) of statistics. Challenging statistical issues, not covered by most text books, will be addressed using real-life quantitative examples from the business world.

The mode of teaching emphasizes understanding over memorizing.

Materials:

Statistical software (such as Excel or MINITAB) will be used.

Basic Business Statistics: Concepts and Applications by Berenson, Levine and Krehbiel, 12th edition, Publisher: Pearson-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: 6/12

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
41000-81	Summer 2012	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208

41000 Business Statistics - Lopes, Hedibert

[View course evaluation](#)

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

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
41000-81	Spring 2012	M 6:00PM-9:00PM	Gleacher Center	The John P. Gould Classroom-GC303
41000-82	Spring 2012	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406

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

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
41000-04	Autumn 2011	M 8:30AM-11:30AM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
41000-82	Autumn 2011	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208

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:

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

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
41000-03	Autumn 2011	W 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
41000-81	Autumn 2011	T 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304
41000-85	Autumn 2011	S 1:30PM-4:30PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

41000 Business Statistics - Hahn, P.

[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: 6/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41000-81	Winter 2012	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408
41000-85	Winter 2012	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 208

41100 Applied Regression Analysis - Carvalho, Carlos

[View course evaluation](#)

Contents:

This course is about 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 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 (understanding the model, model specification and casual inference, interpreting the coefficients, R-squared, t and F tests, model diagnostics, model building, model selection); (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 are available on the course website.

Grades:

Based on homework assignments, class participation, two exams and course project. 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.

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41100-01	Winter 2012	F 8:30AM-11:30AM	Harper Center	Lehman Brothers Classroom-HCC02
41100-81	Winter 2012	R 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 Presentations	= Ethics discussion/component	= Graded homework assignments	= Graded attendance/participation
= Midterm	= Optional midterm	= Final exam (in class)	= Final exam (take home)
= Sample Exam Questions/Problem Sets			= Group Projects
			= Quizzes
			= Chalk Site

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
41100-81	Spring 2012	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208
41100-82	Spring 2012	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208

41100 Applied Regression Analysis - Stoffer, David[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: 6/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
41100-04	Autumn 2011	R 1:30PM-4:30PM	Harper Center	Lecture Hall C10
41100-05	Autumn 2011	F 1:30PM-4:30PM	Harper Center	Lecture Hall C10
41100-82	Autumn 2011	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404

41100 Applied Regression Analysis - Gramacy, Robert[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, development of the skills necessary for robust application of regression techniques, and their implementation in the R statistical programming language. 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 group homework assignments and, a midterm exam, and a take-home final project. Cannot be taken pass/fail.

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

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: 6/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
41100-01	Autumn 2011	T 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
41100-02	Autumn 2011	W 8:30AM-11:30AM	Harper Center	The Sidney Davidson Classroom-HCC04
41100-81	Autumn 2011	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208

41100 Applied Regression Analysis - Wu, Jing

[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: 06/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Note	Quarter	Meeting Day / Time	Building	Room
41100-03	Cancelled	Autumn 2011	F 1:30PM-4:30PM	Harper Center	Lecture Hall C09
41100-85		Autumn 2011	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 308

41100 Applied Regression Analysis - Xiu, Dacheng

[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.

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
41100-82	Winter 2012	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308
41100-85	Winter 2012	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 408

41201 Data Mining - Taddy, Matt

[View course evaluation](#)

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Contents:

BUS 41201 is a course about data mining: the analysis, exploration, and simplification of large high-dimensional datasets. Students will learn how to model and interpret complicated data and become adept at building powerful models for prediction and classification.

Techniques covered include an advanced overview of linear regression, model choice and false discovery rates, binary and multinomial regression, classification, decision trees, partial-least squares and principle components, factor analysis, clustering and K-means. We learn both basic underlying concepts and practical computational skills.

Heavy emphasis is placed on analysis of actual datasets, and on development of application specific methodology. Among other examples, we will consider consumer database analysis, on-line behavior tracking, network analysis, and text mining.

Grades:

Individual: 30% take-home Midterm exam

Group: 30% weekly homework, 40% final project

Prerequisites:

Bus 41000 or 41100

Description and/or course criteria last updated: 07/13/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Note	Quarter	Meeting Day / Time	Building	Room
41201-01		Spring 2012	M 8:30AM-11:30AM	Harper Center	The PIMCO Classroom-HCC07
41201-81		Spring 2012	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406
41201-85 CANCELLED	Cancelled	Spring 2012	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 408

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 financial and macroeconomic 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 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) Forecasting evaluation: out-of-sample prediction and backtesting. (4) High-frequency data analysis (market microstructure): transactions data, non-synchronous trading, bid-ask bounce, duration models, bivariate models for price changes and duration, and realized volatility. (5) Nonlinearities in financial data: simple nonlinear models, 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 and expected shortfall: Riskmetrics, extreme value analysis, peaks over threshold, and CreditMetrics. The course also discusses credit risk and basic operational risk. (8) Multivariate series: cross correlation matrices, simple vector AR models, 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*, 3rd edition (Wiley, 2010).

Grades:

Homework assignments (30%), mid-term (35%), and final exam (35%).

Prerequisites:

Business 41000 or 41100.

Description and/or course criteria last updated: 7/12/10

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
41202-01	Spring 2012	F 8:30AM-11:30AM	Harper Center	Lehman Brothers Classroom-HCC02
41202-85	Spring 2012	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 408

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:

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

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 2012	W 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07
41203-81	Winter 2012	W 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

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, and occasionally during the fall on both campuses. The course is designed for students that have completed **at least** one quarter in the MBA program. More prerequisites ahead.

- **There is no mandatory textbook in this course. Course class slides will be available on the course site.**

Course description

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 determine 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. . Although this course uses statistical reasoning, it is NOT too mathematical in nature. 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:

Class slides.

Grades:

The final grade is a weighted mean between weekly homework (15%), a mid-term (35%) and a final exam (50%).

Prerequisites:

41000 OR 41100 **are mandatory**: strict. Students that did not take any of these courses but believe they have a strong background in statistics can still bid for the course given the explicit written permission of the instructor.

Description and/or course criteria last updated: 06/2012

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
41301-81	Summer 2012	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

41600 Econometrics and Statistics Colloquium - Hansen, Christian[View course evaluation](#)**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
41600-01	Spring 2012	R 1:20PM-2:50PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

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 2011	T 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 Hayashi *Econometrics*, 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: 6/10

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
41902-01	Winter 2012	TR 4:40PM-6:00PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

41903 Applied Econometrics - Hansen, Christian[View course evaluation](#)**Contents:**

This Ph.D.-level course covers a number of modeling environments and techniques that are used in applied econometric analysis.

Some topics that will be covered are (i) treatment effects models, (ii) panel data models and incidental parameters, (iii) basic nonparametric estimation, (iv) common models for discrete and mixed discrete-continuous outcomes (probit, logit, tobit), (v) HAC covariance matrix estimation and the bootstrap.

Materials:

Journal articles and book chapters will be used in this course. A few references that may be useful are Greene *Econometric Analysis*, Hayashi *Econometrics*, Lancaster *An*

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Grades:

Based on a project, final, and problem sets.

Prerequisites:

Business 41901 and 41902.

Description and/or course criteria last updated: 06/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
41903-01	Spring 2012	MT 10:30AM-12:00PM	Harper Center	General Conference Room 50B

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 2012	F 1:30PM-4:30PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

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 and Student-t, multivariate linear regression, principal components analysis for dimension reduction, factor analysis and dynamic factor models, canonical correlation analysis, discrimination and classification, independent component models, dimension reduction, 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 book: T. Hastie, R. Tibshirani, and J. Friedman, *The Elements of Statistical Learning* 2nd Edition, (Springer 2009).

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: 06/11

Course Conditions and Course Related Items:**Key:**

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41912-01	Spring 2012	R 8:30AM-11:30AM	Harper Center	Lehman Brothers Classroom-HCC02

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 exam or final project.

Prerequisites:

Business 41901, 41902 and 41903 or equivalent.

Description and/or course criteria last updated: 6/10

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
41913-01	Spring 2012	M 8:30AM-11:30AM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

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: 6/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
42001-01	Winter 2012	R 8:30AM-11:30AM	Harper Center	The PIMCO Classroom-HCC07
42001-02	Winter 2012	R 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07
42001-81	Winter 2012	W 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

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:**Key:**

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

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: 6/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42001-02	Autumn 2011	R 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
42001-03	Autumn 2011	F 8:30AM-11:30AM	Harper Center	The Sidney Davidson Classroom-HCC04
42001-82	Autumn 2011	R 6:00PM-9:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200

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
42001-05	Winter 2012	F 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
42001-83	Winter 2012	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406
42001-85	Winter 2012	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 406

42001 Competitive Strategy - Shivakumar, Ram

[View course evaluation](#)

Contents:

This course introduces the fundamental concepts, models, tools and frameworks used to formulate, assess and refine any firm's business strategy. The goal is to enable you to *think strategically*: (a) to *identify* the *central questions* that a firm must answer (b) to *apply* the *appropriate concepts, models and frameworks* that address these questions (c) to *assess* the influence of the *economic, social, political & technological* forces buffeting the firm (d) to *develop a roadmap* on how the firm can build vital *capabilities* and finally (e) to *formulate a strategy*, given the firm's external environment and its capabilities.

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: 05/09/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42001-01	Spring 2012	T 1:30PM-4:30PM	Harper Center	Lecture Hall C05
42001-02	Spring 2012	R 1:30PM-4:30PM	Harper Center	Lecture Hall C05

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

42001-81	Spring 2012	R 6:00PM-9:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200
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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 lectures and case discussions. Topics covered include sources of competitive advantage, scope of the firm, efficient performance, pricing, entry and exit, vertical structure, and network externalities.

Materials:

A CoursePack of readings is required.

Grades:

Based on class participation, assignments, a final, and possibly a midterm.

Prerequisites:

Business 33001.

Description and/or course criteria last updated: 6/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42001-01	Autumn 2011	W 8:30AM-11:30AM	Harper Center	Lecture Hall C06
42001-81	Autumn 2011	W 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

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
42001-03	Winter 2012	T 1:30PM-4:30PM	Harper Center	Lecture Hall C10
42001-04	Winter 2012	W 1:30PM-4:30PM	Harper Center	Lecture Hall C10
42001-82	Winter 2012	T 6:00PM-9:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200

42001 Competitive Strategy - Shefi, Yoad

[View course evaluation](#)

Contents:

The course applies microeconomics tools (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, the factors that influence firms' competitive advantages and the sources of industry and firm profitability. We will explore the application of the theory to real-world problems (pricing, positioning, entry, regulation, antitrust etc.) through case analysis, readings, and in-class discussion.

Materials:

A CoursePack of readings and a textbook are required.

Grades:

Based on class participation, weekly assignments and a final.

Key:

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

Prerequisites:

Business 33001.

Description and/or course criteria last updated: 05/15/2012

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
42001-81	Summer 2012	F 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

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

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
42002-01	Winter 2012	W 1:30PM-4:30PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
42002-81	Winter 2012	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206

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:**Key:**

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42002-01	Autumn 2011	R 1:30PM-4: 30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
42002-85	Autumn 2011	S 1:30PM-4: 30PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

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 2012	F 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204
42102-85	Spring 2012	S 9:00AM-12:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

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 2012	F 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204
42102-85	Spring 2012	S 9:00AM-12:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

42103 Applied Strategic Management/INTOPIA - Kleinman, David[View course evaluation](#)**Contents:**

Applied Strategic Management (INTOPIA) is an intensely experiential course whose mission is to help students develop themselves as general managers. The course uses a business simulation called INTOPIA. Course alumni accounts in their own words are the best data on what opportunities exists for learning. For instance,

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

"INTOPIA combined everything I had learned in my prior classes and taught me how to apply it in a 'real life' business situation."

"Having started interviewing for jobs in the middle of the quarter, I find it interesting to note that I often end up discussing my INTOPIA experience to answer technical questions. I think I have learned a lot of concepts at Chicago Booth, but the INTOPIA framework gives me a way to understand a problem and use my tools to solve it. "

"I have constantly heard from other members in INTOPIA that 'it is as close to real as a simulation can get.'"

There are many more student accounts of the learning at https://www.intopia.biz/intopia_alumni_comments.pdf. They are very informative and helpful.

INTOPIA is an elaborate simulation of the chip and personal computer industry in an international business environment. Student teams of four people form companies that interact competitively and cooperatively in the industry. Strategy, marketing, production, finance, research and development, and more must be managed; decisions must be made and executed. Financial statements are provided at the end of each decision period.

Almost everyone who takes the course is caught up by and learns from the excitement and exhilaration of dealing with a stream of complex business challenges and managing the trade-offs among them. This process is what galvanizes the learning process. The course discusses a few related cases that strengthen learning about being a CEO.

The final activity of the course requires each company's management makes a comprehensive presentation of its strategy, actions and outcomes to the rest of the class as if the class were a keenly involved and sophisticated board of directors. The goal is for all participants to get maximum benefit of everybody's learning.

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: 05/07/2012

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42103-85	Autumn 2011	S 9:00AM-12:00PM	Gleacher Center	The Accenture Classroom-GC203
42103-85	Summer 2012	S 1:30PM-4:30PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

42107 Taking Charge - Batts, Warren

[View course evaluation](#)

Contents:

This course will focus on the practical, key issues with which general managers often deal when they take over a new assignment. Here the term "general manager" is anyone with profit and loss responsibility, no matter at what level in the organization, and is the person who must not only analyze the situation but must develop a game plan to effect the correct changes and, more importantly, implement it through the efforts of others. 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) Integrating your business strategy with your financial and human resources and your compensation policies; (6) Understanding the importance of self-awareness and communications in managing others effectively; (7) Managing human capital in a dynamically changing environment; (8) Implementing your strategy; (9) Dealing with Surprises in an LBO; (10) Dealing with a bad boss; (11) Managing a top performer who does not fit the culture; (12) Outsourcing effectively; (13) Downsizing successfully; (14) Being promoted from within to turn around a crisis situation; (15) Transitioning a very successful startup to a large corporation -- without losing its distinctive culture; (16) Restarting after losing your job; (17) Managing a merger to assure its success; (18) Developing and implementing a vision for your company.

Materials:

A CoursePack of readings and cases which has been updated from past quarters.

Grades:

The success of the course depends on thorough preparation and active participation of each student; therefore, class participation and contribution will count 50 %. It is the student's responsibility to contribute to the 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 homework papers. Cannot be taken pass/fail. No auditors.

Description and/or course criteria last updated: 04/13/2012

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42107-85	Summer 2012	S 9:00AM-12:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

42107 Taking Charge - Strubel, Richard

[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 Presentations	= Ethics discussion/component	= Graded homework assignments	= Group Projects
= Midterm	= Optional midterm	= Final exam (in class)	= Quizzes
= Sample Exam Questions/Problem Sets		= Final exam (take home)	= Chalk Site

Contents:

This course will focus on the practical, key issues with which general managers often deal when they take over a new assignment. Here the term "general manager" is anyone with profit and loss responsibility, no matter at what level in the organization, and is the person who must not only analyze the situation but must develop a game plan to effect the correct changes and, more importantly, implement it through the efforts of others. 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) Integrating your business strategy with your financial and human resources and your compensation policies; (6) Understanding the importance of self-awareness and communications in managing others effectively; (7) Managing human capital in a dynamically changing environment; (8) Implementing your strategy; (9) Dealing with Surprises in an LBO; (10) Dealing with a bad boss; (11) Managing a top performer who does not fit the culture; (12) Outsourcing effectively; (13) Downsizing successfully; (14) Being promoted from within to turn around a crisis situation; (15) Transitioning a very successful startup to a large corporation -- without losing its distinctive culture; (16) Restarting after losing your job; (17) Managing a merger to assure its success; (18) Developing and implementing a vision for your company.

Materials:

A CoursePack of readings and cases which has been updated from past quarters.

Grades:

The success of the course depends on thorough preparation and active participation of each student; therefore, class participation and contribution will count 50 %. It is the student's responsibility to contribute to the 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 homework papers. Cannot be taken pass/fail. No auditors.

Description and/or course criteria last updated: 04/13/2012

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
42107-85	Summer 2012	S 9:00AM-12:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

42108 Corporate Governance - Chookaszian, Dennis

[View course evaluation](#)

Contents:

The course will introduce students to the functions and duties of directors and boards, and to the topics boards in the United States most commonly face.

The content will be applicable to both public and private corporations and not for profit organizations. The differences in corporate governance in other countries, as well as current trends in corporate governance, will be discussed.

The topics covered include the role of Directors and the Board in:

Board Development Board Member Selection & Evaluation Board Responsibilities & Legal and Compliance Duties Sarbanes Oxley Fiduciary Integrity CEO Selection, Evaluation, and Succession Planning Compensation Practices Corporate Strategy Shareholder Communications Crisis, Bankruptcy, and Dissidents Private Firms and Not For Profit Organizations International Governance Global Trends

Format The course utilizes the case method and practical examples of real situations are discussed each week. For students to benefit from the course, they must prepare thoroughly for, and actively participate in each class. Students will be part of a 5 person group in the course. Each group will prepare a 2 page weekly paper on the case being discussed starting in week 2. Each group will also research and prepare one paper on international governance in a specific country. Each group will present their paper to the class. There will be no exams.

Materials:

A CoursePack of readings and cases.

Grades:

Class participation and contribution will be an important part of the grade and each student has the responsibility of making a contribution in each class. Students will organize study groups of five and their grade will be a group grade for the weekly papers and the international project. The group grades will be adjusted to reflect individual contribution of the team members at the end of the course.

The weighting of the three factors is as follows.

Individual Class Participation 30% Group Weekly Papers 40% Group International Project 30%

The course cannot be taken pass/fail.

Auditors will not be admitted to class.

Description and/or course criteria last updated: 11/22/11

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
42108-01	Winter 2012	F 1:30PM-4:30PM	Harper Center	Lecture Hall C05
42108-81	Winter 2012	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

42114 Strategy Development - Knez, Marc[View course evaluation](#)**Contents:**

This course, previously titled *Strategic Planning*, focuses on fundamental concepts and frameworks for developing and assessing business strategies. Building on concepts from competitive strategy (and marketing strategy), students will learn the basic steps to developing business strategies in alternative company/markets contexts. The three primary strategy development contexts will be covered in the course:

- Assessment and refinement of an existing strategy, and the 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 comprehensive framework for doing strategy development will be covered in the course, no single strategy framework will apply to all situations. Hence, students will also learn how to develop customized approaches to developing strategies.

The course will entail a mix of cases and lectures. Most cases will not be traditional Harvard cases. Instead, students will engage in strategy development and assessment exercises for particular companies, where we will focus on a company's current situation at the time of the class. The objective is to partially replicate multiple, real world strategy development contexts. This course is designed to appeal to students interested in pursuing positions in strategy consulting, strategic planning, or any leadership role responsible for development 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 business strategy for a real company. Cannot be taken pass/fail.

Prerequisites:

Business 42001 or 39001.

Description and/or course criteria last updated: 6/10

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
42114-01	Autumn 2011	F 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
42114-81	Autumn 2011	R 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304
42114-85	Autumn 2011	S 9:00AM-12:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

42120 Energy: Markets and Innovation - 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 2012	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308

42121 Merger & Acquisition Strategy - Morrisette, Stephen[View course evaluation](#)**Contents:**

This course provides an overview of mergers and acquisitions with a focus on the role M&A plays in the development and implementation of a firm's strategy. Students will develop an analytical and theoretical framework to understand the M&A process and will also use cases and real-world applications to develop skills necessary to prepare and evaluate the strategic rationale for a proposed transaction. This course uses a strategic corporate development perspective rather than an investment banking/transaction perspective. Topics include strategic rationale for M&A transactions, value creation and destruction in M&A, the M&A process, interplay between strategy and valuation, and implementation/integration issues. The student will apply course learnings in a cumulative project typically by preparing a preliminary "pitch book" for a proposed transaction.

Key:

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

Winter 2011 was the first offering of this course; the course has been significantly revised based on feedback from the initial offering.

Students should note that this is a strategy course, not a finance course.

Materials:

The course is taught using lectures, case analysis, readings and guest speakers.

Grades:

Student assessment based on class participation, case write-ups, a midterm case and a final group project preparing and presenting a "pitch book" for a proposed transaction.

Prerequisites:

None. Students would benefit from completing 42001 Competitive Strategy and 35201 Cases in Financial Management.

Description and/or course criteria last updated: 10/31/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42121-01	Winter 2012	T 8:30AM-11:30AM	Harper Center	Lecture Hall C10
42121-81	Winter 2012	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306

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 on a course blog and a final examination. Cannot be taken pass/fail.

Prerequisites:

None.

Description and/or course criteria last updated: 08/22/11

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42201-81	Autumn 2011	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406

42202 Law and Management - Sylla, John

[View course evaluation](#)

Contents:

The course emphasis is on frameworks for identifying and understanding legal issues, and management of legal resources, rather than exhaustive knowledge of any one area of business law. Students will gain an understanding of ways the legal regime has affected and shaped organizations, transactions and practices encountered in various fields of business. Knowledge will be applied in decision-making, strategy and negotiation examples. One objective is to familiarize students with modes of legal thinking, which depends not on extensive memorization but ability to determine the issues and questions that require legal research and to evaluate the quality of advice received from legal counsel. The course will also cover practical aspects, including transaction costs, of enforcement of theoretically available rights and remedies. Ethics and ethical problems will be interspersed.

Materials:

Bagley, *Managers and the Legal Environment*. A CoursePack and on-line materials including specimen legal memoranda and other documents, contracts, cases (judicial and business,) and journal and news articles.

Grades:

Based on class participation, written assignments, and a final examination.

Prerequisites:

None.

Description and/or course criteria last updated: 6/10

Course Conditions and Course Related Items:



Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42202-81	Summer 2012	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208

42701 Strategy Lab - Davis, Harry

[View course evaluation](#)

Contents:

This is the second year of a successful, project-based course taught by Professor Harry Davis in partnership with A.T. Kearney. Joe Raudabaugh (MBA'80), a senior partner with A.T. Kearney and founder of the firms' Student Lab program, is the sponsor. Joe's interest in experiential education started at Chicago when he was a student in one of Professor Davis' original New Product Laboratory classes.

Ten team projects will be created from up to 60 students. Projects will center on companies' strategic challenges and are multi-dimensional in nature. A.T. Kearney will coordinate client participation, supplement faculty with consulting resources to coach and support the student teams, and provide collaboration technologies to enable the teams and clients to work virtually. Previous clients have included Nike, Walgreens, Feeding America, Emerson, and IDEX. This year, Avendra, Innerworkings, Virtual Radiologic, Valkre, Accretive Health, Chegg and WalMart are also prospective clients.

Student teams will engage in problem definition/refinement, identifying appropriate analytical tools to address the problem/issue, designing data collection tools (as applicable), collecting and analyzing data, developing actionable, data-driven recommendations to address the challenges and presenting these to the client's senior management.

The first class session is required and will be on Thursday, March 8, 2012 (which is before the start of spring quarter) from 2:00 p.m. - 5:00 p.m. at the Gleacher Center. In this first session, projects are introduced and initial team formation begins. The remaining class sessions will be during the spring quarter on Thursdays from 2:00 p.m. - 5:00 p.m. at Gleacher. Class will also meet on Friday, June 8 from 8 a.m. - 1:00 p.m. for final presentations. Most class sessions will be a presentation by sponsoring business clients, AT Kearney consultants or faculty-led discussion.

This course is open to and welcomes students from all programs (full-time, evening and weekend).

Interested students need to email terri.albert@chicagobooth.edu no later than February 28th to reserve their seat for the March 8th first class session.

Grades:

Evaluation Criteria: project deliverables (paper and presentation), participation in project teams and engagement in the Thursday class sessions.

Description and/or course criteria last updated: 02/14/12

Prerequisites:

Students will be enrolled if they attend the first class session (March 8) and express their commitment. Given the importance of forming stable teams, any drops/withdrawals, following the first session, are only with approval. First class (required) is 3/8, 2-5pm at Gleacher. Class will also meet on Fri. 6/8 from 8am-1pm. Class will regularly meet at Gleacher throughout spring quarter. Email terri.albert@chicagobooth.edu by 2/28 to reserve a seat for the 3/8 session.

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
42701-01	Spring 2012	R 2:00PM-5:00PM	Harper Center	Lecture Hall 404

42702 Analytic Strategy Lab - Gertner, Robert

[View course evaluation](#)

Contents:

Student teams will work on projects with corporate partners focused on developing financial-based decision models for strategic decisions that the companies face. There will be approximately five teams of five students. Each team will work closely with a different partner company.

Each team will develop, analyze, and document a model that explicitly incorporates the uncertainty that affects the outcomes of a strategic investment decision. This contrasts with conventional implementations of DCF analysis where cash flow projections are neither built on an explicit model of uncertainty, nor do they typically incorporate learning over time and the flexibility (real options) thus created. Furthermore, projections may not be based on careful analysis, historical data, and evidence-based 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 confront the challenges of incorporating richer quantitative models into real-life strategic problems and decision-making processes their partners employ.

In class sessions, students will learn how to use the appropriate modeling tools for their projects, including scenario analysis, decision trees, game trees, real options, and simulation models. We will also spend substantial time developing effective quantitative presentations. Teams will have the opportunity to practice their presentations and refine them based on feedback from peers and faculty.

Grades:

No pass/fail grades. No auditors.

Prerequisites:

Business 35200 and 42001.

Description and/or course criteria last updated: 07/06/11

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 Presentations	= Ethics discussion/component	= Graded homework assignments	= Graded attendance/participation
= Midterm	= Optional midterm	= Final exam (in class)	= Final exam (take home)
= Sample Exam Questions/Problem Sets			= Quizzes
			= Chalk Site

**Course Schedule**

Section	Note	Quarter	Meeting Day / Time	Building	Room
42702-01 CANCELLED	Cancelled	Spring 2012	R 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01

42720 Managerial Strategy Lab - Gertner, Robert

[View course evaluation](#)

Contents:

This unique, project-based course is being offered at Booth for the first time in Summer 2012. It is part of a larger course that will have three different project areas (operations, managerial strategy and social enterprise). Students register for their project preference area and will work with faculty who have specific expertise in this area.

The Managerial Strategy Lab will be taught by Professor Rob Gertner. Projects will cover a diverse range of company issues (four will be selected): new market strategy for medical product; digital strategy for a consulting firm (internal new product; external client project); continuous margin improvement for three business units within a large corporation; evaluating new markets for construction company; banking/capital markets operating strategy; and an insurance company's growth strategy. The course will teach students how to bring theory to practice by working closely with real-world firms.

Utilizing frameworks for maximizing team performance, the course curriculum will also include in-class subject matter expert presentations on: oral, visual and written presentation skills; client relationship management; project management; and communication.

The course is for students interested in strategy and decision making. Because of the comprehensive nature of the course curriculum, it is also an excellent course for those interested in consulting.

The course will meet on Wednesday from 6:00 p.m. to 9:00 p.m. Final presentations will be on August 22, 2012 (regular class time).

Grades:

Evaluation Criteria: project deliverables (paper and presentation), individual reflections paper, participation in project teams and engagement in the Wednesday class sessions.

No pass/fail grades and no auditors.

Description and/or course criteria last updated: 05/14/2012

Course Conditions and Course Related Items:**Course Schedule**

Section	Quarter	Meeting Day / Time	Building	Room
42720-81	Summer 2012	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306

Key:

= No auditors

= PhD - students only

= Group Presentations

= Midterm

= Sample Exam Questions/Problem Sets

= No provisional grades

= Lectures

= Ethics discussion/component

= Optional midterm

= No pass/fail grades

= Discussion

= Graded homework assignments

= Final exam (in class)

= No non-Booth Students

= Case Studies

= Graded attendance/participation

= Final exam (take home)

= Group Projects

= Quizzes

= Chalk Site