

SPRING 2012 SUGGESTED ELECTIVES FOR FIRST-TERM STUDENTS

Course descriptions can be found on the MBA Course Schedule on BOSS (http://boss.gsb.columbia.edu)										
Subject	Course Number	Section	Title	Instructor	Day(s) and Term Length	Start Time	End Time	Room	Credits	Pre-/Co-Requisites
FLXO	B5102	1	Power & Influence	Kitts	TR - B Term	9:00 AM	10:30 AM	URI 326	1.5	
FLXO	B5102	2	Power & Influence	Kitts	TR - B Term	10:45 AM	12:15 PM	URI 326	1.5	
FLXO	B5102	3	Power & Influence	Kitts	MW - B Term	4:00 PM	5:30 PM	WJW 310	1.5	
FLXO	B5102	4	Power & Influence	Kitts	MW - B Term	5:45 PM	7:15 PM	WJW 310	1.5	
FLXO	B5103	1	Social Networks & Social Capital	Kuwabara	MW - B Term	10:45 AM	12:15 PM	URI 303	1.5	
FLXO	B5103	2	Social Networks & Social Capital	Kuwabara	MW - B Term	12:30 PM	2:00 PM	URI 303	1.5	
FLXP	B5201	1	Operations Strategy	Chen	MW - B Term	9:00 AM	10:30 AM	URI 141	1.5	Prereq: Operations Mgmt B6801
FLXP	B5201	3	Operations Strategy	Chen	MW - B Term	2:15 PM	3:45 PM	URI 141	1.5	Prereq: Operations Mgmt B6801
FLXP	B5202	1	Financial Planning & Analysis	Ferri	TR - B Term	9:00 AM	10:30 AM	URI 303	1.5	Coreq: Accounting B6013
FLXP	B5202	2	Financial Planning & Analysis	Ferri	TR - B Term	10:45 AM	12:15 PM	URI 303	1.5	Coreq: Accounting B6013
FLXP	B5202	4	Financial Planning & Analysis	Ferri	TR - B Term	4:00 PM	5:30 PM	URI 303	1.5	Coreq: Accounting B6013
FLXM	B5303	1	Incentives & Performance	Guadalupe	TR - B Term	9:00 AM	10:30 AM	WJW 311	1.5	Coreq: Mngrl. Economics B6006
FLXM	B5303	2	Incentives & Performance	Guadalupe	TR - B Term	10:45 AM	12:15 PM	WJW 311	1.5	Coreq: Mngrl. Economics B6006
FINC	B6302	1	Capital Markets & Investments	Daniel	MW - Full Term	12:30 PM	2:00 PM	URI 332	3	
FINC	B6302	2	Capital Markets & Investments	Daniel	MW - Full Term	2:15 PM	3:45 PM	URI 332	3	
FINC	B6302	3	Capital Markets & Investments	Yu	MW - Full Term	4:00 PM	5:30 PM	URI 332	3	
FINC	B6302	4	Capital Markets & Investments	Yu	MW - Full Term	5:45 PM	7:15 PM	URI 332	3	
FINC	B6302	5	Capital Markets & Investments	Tetlock	TR - Full Term	9:00 AM	10:30 AM	URI 332	3	
FINC	B6302	6	Capital Markets & Investments	Tetlock	TR - Full Term	10:45 AM	12:15 PM	URI 332	3	
FINC	B6302	7	Capital Markets & Investments	Tetlock	TR - Full Term	4:00 PM	5:30 PM	URI 332	3	
ACCT	B8100	1	Earnings Quality & Fundamental Analysis	Sadka	TR - Full Term	2:15 PM	3:45 PM	URI 331	3	
ACCT	B8100	1	Earnings Quality & Fundamental Analysis	Sadka	TR - Full Term	4:00 PM	5:30 PM	URI 331	3	
BUEC	B8202	1	Modern Political Economy	Horton	TR - Full Term	9:00 AM	10:30 AM	WJW 208	3	
BUEC	B8210	1	Media & Information Management	Noam	W - Full Term	9:00 AM	12:15 PM	URI 307	3	
FINC	B8308	1	Debt Markets	Giles	TR - Full Term	4:00 PM	5:30 PM	URI 141	3	Prereq: Capital Markets B6302
FINC	B8308	2	Debt Markets	Giles	TR - Full Term	5:45 PM	7:15 PM	URI 141	3	Prereq: Capital Markets B6302
FINC	B8312	1	Advanced Derivatives	Corb	M - Full Term	6:00 PM	9:30 PM	URI 330	3	Prereq: Capital Markets B6302
FINC	B8314	1	Real Estate Finance	Piskorski	TR - Full Term	9:00 AM	10:30 AM	URI 330	3	Coreq: Capital Markets B6302
FINC	B8314	2	Real Estate Finance	Piskorski	TR - Full Term	10:45 AM	12:15 PM	URI 330	3	Coreq: Capital Markets B6302
FINC	B8323	1	Asset Management	Bekaert	W - Full Term	9:00 AM	12:15 PM	URI 331	3	Coreq: Capital Markets B6302

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FINC	B8323	2	Asset Management	Bekaert	W - Full Term	2:15 PM	5:30 PM	URI 331	3	Prereq: Corporate Finance B6301 Coreq: Capital Markets B6302
FINC	B8399	27	Advanced International Corporate Finance	Hodrick	TR - Full Term	10:45 AM	12:15 PM	URI 140	3	Prereq: Capital Markets B6302
SOEN	B8499	3	The Nonprofit Sector & the City	Bauer	T - B Term	4:00 PM	7:15 PM	URI 307	1.5	
INBU	B8599	7	International Media Business	Noam	W - Full Term	2:15 PM	5:30 PM	URI 307	3	
INBU	B8599	8	Developing Strategies for High Tech Firms	Katz	T - Full Term	2:15 PM	5:30 PM	URI 142	3	
MRKT	B8601	1	Strategic Consumer Insights	Pham	T - Full Term	5:45 PM	9:00 PM	WJW 208	3	
MRKT	B8699	9	Marketing Plans Workshop	Greenwald	M - Full Term	2:15 PM	5:30 PM	URI 142	3	
MRKT	B8699	35	Global Marketing	Plummer	T - B Term	9:00 AM	12:15 PM	457 Grace	1.5	
DRAN	B8835	1	Quantitative Finance: Models and Computation	Moallemi	MW - Full Term	2:15 PM	3:45 PM	URI 303	3	
DRAN	B8837	1	Risk Management	Picoult	MW - Full Term	4:00 PM	5:30 PM	URI 303	3	
DRAN	B8840	1	Enterprise Risk Management	Segal	M - Full Term	5:45 PM	9:00 PM	URI 140	3	
BUSI	B8901	1	The Psychology and Economics of Consumer Finance	Johnson, Zeldes	TR - Full Term	10:45 AM	12:15 PM	URI 301	3	
FINC	B9301	31	Equity Derivatives & Related Products	Zurack	MW - Full Term	12:30 PM	2:00 PM	WJW 207	3	Prereq: Capital Markets B6302
FINC	B9301	43	Mergers & Acquisitions	Hitscherich	M - Full Term	9:00 AM	12:15 PM	URI 333	3	Prereq: Capital Markets B6302
FINC	B9301	63	Investment Banking Tax Factors	Willens	T - Full Term	2:15 PM	5:30 PM	URI 333	3	Coreq: Capital Markets B6302
FINC	B9301	111	Private Equity: the asset class, its investments & its markets	Ketterer	W - Full Term	9:00 AM	12:15 PM	URI 332	3	Coreq: Capital Markets B6302
FINC	B9301	113	International Portfolio Management	Perelstein	W - Full Term	5:45 PM	9:00 PM	URI 140	3	Coreq: Capital Markets B6302
FINC	B9301	116	Hedge Funds	Maltby	W - Full Term	4:00 PM	7:15 PM	URI 329	3	Prereq: Capital Markets B6302
FINC	B9301	122	Investment Banking: Finance and Management	Rose	W - Full Term	5:45 PM	9:00 PM	URI 307	3	Prereq: Capital Markets B6302
FINC	B9301	124	Sustainability and Investment Management	Nair	W - B Term	4:00 PM	7:15 PM	URI 141	1.5	Coreq: Capital Markets B6302
FINC	B9301	126	Commodities: Strategic Hedging	Petsch	MW - A Term	9:00 AM	10:30 AM	WJW 208	1.5	Prereq: Capital Markets B6302
FINC	B9301	133	Fixed Income Portfolio Management	Abrahams	M - Full Term	5:45 PM	9:00 PM	WJW 208	3	Prereq: Capital Markets B6302
SOEN	B9455	17	Social Ventures & Impact Investing: Risk Capital for Expanding Innovation	Larson	W - B Term	2:15 PM	5:30 PM	WJW 311	1.5	
MRKT	B9601	74	Emerging Markets	Kohli, Martinez	R - Full Term	9:00 AM	12:15 PM	URI 331	3	
Full Term courses meet from January 24 - April 26										
A Term courses meet from January 24 - March 5										
B Term courses meet from March 19 - April 26										