Mini 1 and 2 2013
Elective Course Offerings - Subject to Change

MINI 1				
Number	**Title**	**Sec.**	**Area**	**Faculty**
45-803	Strategic Cost Analysis	A	Accounting;Operations Management	Jonathan Glover
45-805	Entrepreneurship for High Growth Companies	A	Entrepreneurship	Arthur A. Boni
45-807	Commercialization and Innovation: Strategy	A	Strategy;Entrepreneurship	Arthur A. Boni
45-820	Finance II	A	Finance	Burton Hollifield
45-823	Options	E	Finance	Duane Seppi
45-834	Business to Business Marketing	A	Marketing	John Mather
45-840	Negotiations	A	Organizational Behavior	Taya Cohen
45-840	Negotiations	E	Organizational Behavior	Taya Cohen
45-850	Applications of Operations Research	A	Quantitative Analysis	Fatma Kilinc-Karzan
45-850	Applications of Operations Research	E	Quantitative Analysis	Fatma Kilinc-Karzan
45-860	Demand Management and Price Optimization	A	Operations Management;Quantitative Analysis	Nicola Secomandi
45-863	Risk Management	A	Operations Management	Bahar Biller
45-875	Government and Business	A	Economics	Jerome Apt,W. Michael Griffin
45-880	Strategic IT	A	Strategy;Information Systems	Tridas Mukhopadhyay
45-880	Strategic IT	E	Strategy;Information Systems	Tridas Mukhopadhyay
45-894	Communicating Change	A	Communications	Julia Deems
45-895	Business Acting I	A	General	Geoffrey Hitch
45-895	Business Acting I	B	General	Geoffrey Hitch
45-923	Financial Regulation	E	Finance;Economics;Ethics and Social Responsibility	Chester Spatt
45-933	Marketing Communications & Buyer Behavior	A	Marketing	TBA
45-943	Managing Intellectual Capital & Knowledge..	E	Organizational Behavior	Robert Kelley
MINI 2				
45-801	Financial Statement Analysis	E	Accounting	Jinghong Liang
45-806	Entrepreneurial Alternatives	A	Entrepreneurship	Christopher Cynkar
45-821	Applied Asset Management	A	Finance	Lars-Alexander Kuehn

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Number	Title	Sec.	Area	Faculty
45-821	Applied Asset Management	E	Finance	Lars-Alexander Kuehn
45-822	Applied Corporate Finance	A	Finance	Stefano Sacchetto
45-832	Brand Strategy	E	Marketing	TBA
45-842	Organizational Learning and Knowledge Management	A	Organizational Behavior	Linda Argote
45-871	Trade and Investment Strategy	E	Strategy	Robert Miller
45-881	Modern Data Management	A	Information Systems	Tridas Mukhopadhyay
45-890	Consulting and Conflict Resolution	A	Communications	Richard Young
45-895	Business Acting I	A	General	Geoffrey Hitch
45-896	Business Acting II	A	General	Geoffrey Hitch
45-902	Financial Statements of Banking Industry	A	Accounting	Jinghong Liang
45-907	Commercialization and Innovation: Workshop	A	Entrepreneurship	Arthur A. Boni
45-913	Emerging Markets	A	Economics	Sevin Yeltekin Sleet
45-913	Emerging Markets	E	Economics	Sevin Yeltekin Sleet
45-920	Theory and Policy of Modern Finance	E	Finance	Joel Stern
45-924	Fixed-Income Investments	A	Finance	Anisha Ghosh
45-925	Studies in Financial Engineering	E	Finance	Duane Seppi
45-932	Customer-Driven Strategies and Services	E	Marketing	Robert Kelley
45-941	Evidence-Based Management	E	Organizational Behavior	Denise Rousseau
45-946	Evolving Towards High Impact Leadership	A	Organizational Behavior	Harsh Manglik
45-950	Operations Research Implementations	A	Quantitative Analysis	Willem-Jan Van Hoeve
45-951	Business Networks	A	Information Systems;Quantitative Analysis	Ramamoorthi Ravi
45-951	Business Networks	E	Information Systems;Quantitative Analysis	Ramamoorthi Ravi
45-960	Sustainable Operations	A	Operations Management;Quantitative Analysis;Ethics and Social Responsibility	Alan Scheller-Wolf
45-962	Simulation of Production and Service Systems	E	Operations Management;Quantitative Analysis	Bahar Biller
45-964	Real Options	E	Operations Management	Nicola Secomandi