

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 2014-15 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

MBA Program Outline 2014 - 15

Leadership			= 1 course
LEAD (Leadership Exploration and Development): Full-Time MBA; Evening MBA; Weekend MBA			
Foundations (one from each row)			= 3 courses
	Basic Courses	Approved Substitutes	
Financial Accounting	30000*	30116, 30117, 30130	
Microeconomics	33001, 33002, or 33101	33102, 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, 33520, 33522, 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 2014 -15

Leadership			= 1 course
LEAD (Leadership Exploration and Development): Full-Time MBA; Evening MBA; Weekend MBA			
Foundations (one from each row)			= 3 courses

	Basic Courses	Approved Substitutes
Financial Accounting	30000*	30116, 30117, 30130
Microeconomics	33001, 33002, or 33101	33102, Econ 30100, Econ 30200
Statistics	41000 or 41100	41201, 41202, 41203, 41301, 41901, 41902, 41903, 41910-41914

Functions, Management, and the Business Environment = **6 courses**
(one each from six of the following seven rows)

	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, 33520, 33522, 42201
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International Business = **5 courses**

Choose 5 courses: 33402, 33501, 33502, 33503, 33510, 33520, 33521, 33522, 35210, and 38113. 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.

Course Schedule, Autumn 2014 - Summer 2015

Quarter	Section	Instructor	Day(s)	Time	Program				
					Autumn	Winter	Spring	Summer	
30000 Financial Accounting									
Autumn	01	Christensen, H.	F	1:30 - 4:30	Full-Time				
	02	Maffett, M.	W	8:30 - 11:30	Full-Time				
	03	Maffett, M.	W	1:30 - 4:30	Full-Time				
	04	Zakolyukina, A.	M	8:30 - 11:30	Full-Time				
	05	Zakolyukina, A.	M	1:30 - 4:30	Full-Time				
	06	Zakolyukina, A.	T	1:30 - 4:30	Full-Time				
	07	Zechman, S.	T	1:30 - 4:30	Full-Time				
	09 +	Zechman, S.	M	1:30 - 4:30	Full-Time				
	81	Maffett, M.	T	6:00 - 9:00	Evening				
	82	Zechman, S.	M	6:00 - 9:00	Evening				
	83	Christensen, H.	F	6:00 - 9:00	Evening				
	85	Christensen, H.	S	1:30 - 4:30	Weekend				
	Winter	01	Kleyменова, A.	M	1:30 - 4:30		Full-Time		
		02 +	Engel, E.	TR	10:10 - 11:30		Full-Time		
		03 +	Nikolaev, V.	F	1:30 - 4:30		Full-Time		
81		Nikolaev, V.	F	6:00 - 9:00		Evening			
82		Kleyменова, A.	M	6:00 - 9:00		Evening			
85		Nikolaev, V.	S	1:30 - 4:30		Weekend			
Spring	01 +	Ball, R.	T	8:30 - 11:30			Full-Time		
	02 +	Gao, P.	F	1:30 - 4:30			Full-Time		
	81	Ball, R.	R	6:00 - 9:00			Evening		
	82	Gao, P.	F	6:00 - 9:00			Evening		
	85	Gao, P.	S	9:00 - 12:00			Weekend		
Summer	81	Wittenberg Moerman, R.	R	6:00 - 9:00				Evening	
	85	Wittenberg Moerman, R.	S	9:00 - 12:00				Weekend	
	86	Wittenberg Moerman, R.	S	1:30 - 4:30				Weekend	
30001 Cost Analysis and Internal Controls									
Winter	01	Gerakos, J.	T	8:30 - 11:30		Full-Time			
	02	Gerakos, J.	T	1:30 - 4:30		Full-Time			
	81	Gerakos, J.	T	6:00 - 9:00		Evening			
Spring	01	Gallemore, J.	M	1:30 - 4:30			Full-Time		
	81	Gallemore, J.	M	6:00 - 9:00			Evening		
30116 Accounting and Financial Analysis I									
Autumn	01	Berger, P.	M	1:30 - 4:30	Full-Time				
	02	Berger, P.	T	1:30 - 4:30	Full-Time				
	81	Berger, P.	T	6:00 - 9:00	Evening				
Winter	01	Soffer, L.	R	1:30 - 4:30		Full-Time			
	81	Soffer, L.	W	6:00 - 9:00		Evening			
Spring	01	Soffer, L.	T	1:30 - 4:30			Full-Time		
	81	Soffer, L.	R	6:00 - 9:00			Evening		
	85	Soffer, L.	S	1:30 - 4:30			Weekend		
30117 Accounting and Financial Analysis II									
Spring	01	Sapra, H.	T	8:30 - 11:30			Full-Time		

+ Denotes undergraduate only section

Course Schedule, Autumn 2014 - Summer 2015

Quarter	Section	Instructor	Day(s)	Time	Program			
					Autumn	Winter	Spring	Summer
	02	Sapra, H.	T	1:30 - 4:30			Full-Time	
	85	Sapra, H.	S	9:00 - 12:00			Weekend	
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			
	81	Erickson, M.	W	6:00 - 9:00	Evening			
Winter	01	Weiss, I.	T	8:30 - 11:30		Full-Time		
	02	Weiss, I.	W	1:30 - 4:30		Full-Time		
	81	Weiss, I.	T	6:00 - 9:00		Evening		
Spring	01	Weiss, I.	F	8:30 - 11:30			Full-Time	
	85	Weiss, I.	S	9:00 - 12:00			Weekend	
30130 Financial Statement Analysis								
Autumn	01	Minnis, M.	F	1:30 - 4:30	Full-Time			
	81	Minnis, M.	F	6:00 - 9:00	Evening			
	85	Minnis, M.	S	9:00 - 12:00	Weekend			
Winter	01	Leuz, C.	T	1:30 - 4:30		Full-Time		
	02	Leuz, C.	W	8:30 - 11:30		Full-Time		
	81	Leuz, C.	T	6:00 - 9:00		Evening		
Spring	81	Zmijewski, M.	F	6:00 - 9:00			Evening	
	85	Zmijewski, M.	S	1:30 - 4:30			Weekend	
Summer	81	Staff	TBD					Evening
	82	Staff	TBD					Evening
	85	Staff	S	9:00 - 12:00				Weekend
30901 Economic Modeling of Accounting Issues								
Winter	01	Sapra, H.	T	3:00 - 6:00		Full-Time		
30902 Empirical Research in Accounting								
Spring	01	Ball, R.	M	8:30 - 11:30			Full-Time	
30903 Topics in Empirical Accounting Research								
Winter	01	Berger, P.	W	1:30 - 4:30		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	Frankel, A.	F	8:30 - 11:30	Full-Time			
	02	Frankel, A.	F	1:30 - 4:30	Full-Time			
	03	Stole, L.	R	1:30 - 4:30	Full-Time			
	04	Shivakumar, R.	M	8:30 - 11:30	Full-Time			
	05	Shivakumar, R.	M	1:30 - 4:30	Full-Time			
	06	Topel, R.	T	1:30 - 4:30	Full-Time			
	07	Topel, R.	M	1:30 - 4:30	Full-Time			
	08	Topel, R.	M	8:30 - 11:30	Full-Time			
	81	Stole, L.	R	6:00 - 9:00	Evening			
	82	Shefi, Y.	F	6:00 - 9:00	Evening			
	85	Frankel, A.	S	9:00 - 12:00	Weekend			

+ Denotes undergraduate only section

Course Schedule, Autumn 2014 - Summer 2015

Quarter	Section	Instructor	Day(s)	Time	Program			
					Autumn	Winter	Spring	Summer
Winter	81	Zidar, O.	F	6:00 - 9:00		Evening		
	85	Zidar, O.	S	1:30 - 4:30		Weekend		
Spring	81	Shivakumar, R.	W	6:00 - 9:00			Evening	
	85	Shivakumar, R.	S	1:30 - 4:30			Weekend	
Summer	81	Siebert, R.	TBD					Evening
	85	Siebert, R.	S	9:00 - 12:00				Weekend
33032 Managing the Workplace								
Winter	81	Kole, S.	T	6:00 - 9:00		Evening		
Spring	01	Prendergast, C.	T	1:30 - 4:30			Full-Time	
	81	Prendergast, C.	M	6:00 - 9:00			Evening	
	85	Prendergast, C.	S	9:00 - 12:00			Weekend	
33040 Macroeconomics								
Autumn	01	Hurst, E.	T	8:30 - 11:30	Full-Time			
	02	Hurst, E.	W	8:30 - 11:30	Full-Time			
	81	Hurst, E.	T	6:00 - 9:00	Evening			
Winter	01	Guerrieri, V.	T	1:30 - 4:30		Full-Time		
	02	Guerrieri, V.	W	1:30 - 4:30		Full-Time		
	03	Vavra, J.	W	1:30 - 4:30		Full-Time		
	81	Guerrieri, V.	T	6:00 - 9:00		Evening		
	82	Vavra, J.	W	6:00 - 9:00		Evening		
	83	Huizinga, J.	F	6:00 - 9:00		Evening		
	85	Huizinga, J.	S	9:00 - 12:00		Weekend		
Spring	01	Karabarounis, L.	W	1:30 - 4:30			Full-Time	
	02	Karabarounis, L.	R	8:30 - 11:30			Full-Time	
	81	Karabarounis, L.	W	6:00 - 9:00			Evening	
Summer	81	Staff	TBD				Evening	
33101 Advanced Microeconomic Analysis								
Autumn	01	Murphy, K.	W	8:30 - 11:30	Full-Time			
	81	Murphy, K.	T	6:00 - 9:00	Evening			
33221 Economics and Strategy in the Information Economy								
Winter	01	Goolsbee, A.	M	8:30 - 11:30		Full-Time		
	02	Goolsbee, A.	M	1:30 - 4:30		Full-Time		
	85	Goolsbee, A.	S	9:00 - 12:00		Weekend		
33222 Sports Analytics								
Spring	01	Huizinga, J.; Moskowitz, T.	M	1:30 - 4:30			Full-Time	
33305 The Firm and the Non-Market Environment								
Spring	01	Bertrand, M.	R	1:30 - 4:30			Full-Time	
	02	Bertrand, M.	F	8:30 - 11:30			Full-Time	
	81	Bertrand, M.	R	6:00 - 9:00			Evening	
33311 Govt Reg and the Employment Relationship								
Autumn	85	Bulger, B.	S	1:30 - 4:30	Weekend			
33401 Money and Banking								

+ Denotes undergraduate only section

Course Schedule, Autumn 2014 - Summer 2015

Quarter	Section	Instructor	Day(s)	Time	Program			
					Autumn	Winter	Spring	Summer
Winter	01	Hachem, K.	W	8:30 - 11:30		Full-Time		
	02	Hachem, K.	W	1:30 - 4:30		Full-Time		
	81	Hachem, K.	M	6:00 - 9:00		Evening		
Spring	01	Kroszner, R.	TBD				Full-Time	
	81	Kroszner, R.	TBD				Evening	
	85	Kroszner, R.	S	9:00 - 12:00			Weekend	
33402 Understanding Central Banks								
Spring	01	Kashyap, A.	T	8:30 - 11:30			Full-Time	
33450 Real Estate Investments I								
Winter	01	Pagliari, J.	T	1:30 - 4:30		Full-Time		
	02	Pagliari, J.	R	1:30 - 4:30		Full-Time		
	81	Pagliari, J.	R	6:00 - 9:00		Evening		
33451 Real Estate Investments II								
Spring	81	Pagliari, J.	R	6:00 - 9:00			Evening	
33471 Business, Politics, and Ethics								
Spring	01	Barry, B.	TBD				Full-Time	
33501 International Commercial Policy								
Autumn	01	Ossa, R.	F	1:30 - 4:30	Full-Time			
	81	Ossa, R.	F	6:00 - 9:00	Evening			
	85	Ossa, R.	S	9:00 - 12:00	Weekend			
33502 International Financial Policy								
Spring	01	Neiman, B.	T	1:30 - 4:30			Full-Time	
	81	Neiman, B.	T	6:00 - 9:00			Evening	
	85	Neiman, B.	S	9:00 - 12:00			Weekend	
33503 Managing the Firm in the Global Economy								
Winter	01	Cosar, A.	F	8:30 - 11:30		Full-Time		
	81	Cosar, A.	F	6:00 - 9:00		Evening		
	85	Cosar, A.	S	1:30 - 4:30		Weekend		
Spring	01	Dingel, J.	T	8:30 - 11:30			Full-Time	
	81	Dingel, J.	T	6:00 - 9:00			Evening	
33520 The Wealth of Nations								
Autumn	01	Hsieh, C.	T	1:30 - 4:30	Full-Time			
	85	Hsieh, C.	S	1:30 - 4:30	Weekend			
Summer	81	Hsieh, C.	TBD				Evening	
33521 Asian Economies and Business								
Winter	01	Barry, B.	R	1:30 - 4:30		Full-Time		
	81	Barry, B.	R	6:00 - 9:00		Evening		
33701 Energy Policy Practicum: Alternative Transportation Fuels								
Spring	01	Topel, R.	TBD				Full-Time	
33902 Numerical Methods in Economics								
Winter	01	Su, C.	TBD			Full-Time		

+ Denotes undergraduate only section

Course Schedule, Autumn 2014 - Summer 2015

Quarter	Section	Instructor	Day(s)	Time	Program			
					Autumn	Winter	Spring	Summer
33911 The Economics of Information								
Autumn	01	Harris, M.	W	1:30 - 4:30	Full-Time			
33913 Economics of Communication								
Spring	01	Gentzkow, M.	R	1:30 - 4:30			Full-Time	
33921 Advanced Industrial Organization I								
Autumn	01	Syverson, C.	F	9:00 - 12:00	Full-Time			
33922 Advanced Industrial Organization II								
Winter	01	Staff	TBD				Full-Time	
33923 Advanced Industrial Organization III								
Spring	01	Carlton, D.	F	9:00 - 12:00			Full-Time	
33942 Applied Macroeconomics: Micro Data for Macro Models								
Autumn	01	Davis, S.; Hurst, E.	M	8:30 - 11:30	Full-Time			
33946 International Macroeconomics and Trade								
Winter	01	Cosar, A.; Ossa, R.	TBD				Full-Time	
33948 Financial Markets in the Macroeconomy								
Spring	01	Guerrieri, V.	TBD				Full-Time	
33949 Applied Macroeconomics: Heterogeneity and Macro								
Winter	01	Vavra, J.	T	1:30 - 4:30			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	Zwick, E.	R	8:30 - 11:30			Full-Time	
	81	Zwick, E.	R	6:00 - 9:00			Evening	
Spring	01	Meadow, S.	T	1:30 - 4:30			Full-Time	
	85	Meadow, S.	S	9:00 - 12:00			Weekend	
Summer	81	Meadow, S.	TBD					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.	T	1:30 - 4:30			Full-Time	
	02	Bunch, G.	W	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.	W	6:00 - 9:00			Evening	
Summer	81	Schrager, J.	M	6:00 - 9:00				Evening
34103 Building the New Venture								
Autumn	01	Deutsch, W.	R	1:30 - 4:30	Full-Time			
	81	Deutsch, W.	F	6:00 - 9:00	Evening			
Winter	01	Deutsch, W.	T	1:30 - 4:30			Full-Time	
	02 +	Rosenberg, R.	M	1:30 - 4:30			Full-Time	

+ Denotes undergraduate only section

Course Schedule, Autumn 2014 - Summer 2015

Quarter	Section	Instructor	Day(s)	Time	Program			
					Autumn	Winter	Spring	Summer
Spring	01	Deutsch, W.	W	1:30 - 4:30			Full-Time	
34104 Special Topics in Entrepreneurship: Developing a New Venture (New Venture Challenge)								
Spring	01	Kaplan, S.	M	1:30 - 4:30			Full-Time	
	81	Rudnick, E.	M	6:00 - 9:00			Evening	
34105 Cases in Entrepreneurship Seminar								
Autumn	01	Rudnick, E.; Weiss, I.	M	1:30 - 4:30	Full-Time			
34106 Commercializing Innovation: Tools to Research and Analyze Private Enterprises								
Autumn	01	Meadow, S.	F	1:30 - 4:30	Full-Time			
	81	Meadow, S.	R	6:00 - 9:00	Evening			
Winter	01	Meadow, S.	R	1:30 - 4:30		Full-Time		
	85	Meadow, S.	S	9:00 - 12:00		Weekend		
34110 Social Enterprise Lab								
Winter	01	Hachikian, C.	R	8:30 - 11:30		Full-Time		
34111 Entrepreneurial Selling								
Autumn	81	Wortmann, C.	M	6:00 - 9:00	Evening			
Winter	01	Wortmann, C.	F	1:30 - 4:30		Full-Time		
	85	Wortmann, C.	S	9:00 - 12:00		Weekend		
Spring	01	Wortmann, C.	M	1:30 - 4:30			Full-Time	
	81	Wortmann, C.	M	6:00 - 9:00			Evening	
Summer	81	Wortmann, C.	M	6:00 - 9:00				Evening
34115 New Social Ventures								
Spring	01	Gertner, R.	T	1:30 - 4:30			Full-Time	
	81	Gertner, R.	T	6:00 - 9:00			Evening	
34301 Buyouts								
Autumn	81	Davis, S.	M	6:00 - 9:00	Evening			
34701 New Venture and Small Enterprise Lab								
Autumn	01	Moyer, M.	W	3:15 - 6:15	Full-Time			
Winter	01	Moyer, M.	T	3:15 - 6:15		Full-Time		
34702 Private Equity/Venture Capital Lab								
Spring	81	Heltzer, J.; Weiss, I.	T	6:00 - 9:00			Evening	
34704 Real Estate Lab								
Autumn	81	Pagliari, J.	T	6:00 - 9:00	Evening			
34705 Entrepreneurial Discovery								
Autumn	01	Coe, B.; Tebbe, M.	R	1:30 - 4:30	Full-Time			
34706 Energy and CleanTech Lab								
Spring	01	Blumberg, J.	M	8:30 - 11:30			Full-Time	
34710 User Centered Design for Entrepreneurs								
Winter	01	Deutsch, W.	W	6:00 - 9:00		Full-Time		
35000 Investments								
Autumn	01	Panageas, S.	W	1:30 - 4:30	Full-Time			

+ Denotes undergraduate only section

Course Schedule, Autumn 2014 - Summer 2015

Quarter	Section	Instructor	Day(s)	Time	Program			
					Autumn	Winter	Spring	Summer
Winter	02	Giglio, S.	M	1:30 - 4:30	Full-Time			
	81	Panageas, S.	W	6:00 - 9:00	Evening			
	82	Giglio, S.	M	6:00 - 9:00	Evening			
	85	Giglio, S.	S	9:00 - 12:00	Weekend			
	01	Kelly, B.	R	8:30 - 11:30		Full-Time		
	02	Kelly, B.	R	1:30 - 4:30		Full-Time		
	03	Linnainmaa, J.	T	8:30 - 11:30		Full-Time		
	04	Linnainmaa, J.	W	8:30 - 11:30		Full-Time		
	05	Panageas, K.	TBD			Full-Time		
	06	Weber, M.	W	8:30 - 11:30		Full-Time		
	81	Kelly, B.	R	6:00 - 9:00		Evening		
	82	Linnainmaa, J.	M	6:00 - 9:00		Evening		
	83	Weber, M.	W	6:00 - 9:00		Evening		
	85	Panageas, K.	S	1:30 - 4:30		Weekend		
	Spring	01	Hassan, T.	W	1:30 - 4:30			Full-Time
81		Hassan, T.	W	6:00 - 9:00			Evening	
Summer	85	Staff	S	1:30 - 4:30				Weekend

35001 Introductory Finance

Autumn	01	Leftwich, R.	F	1:30 - 4:30	Full-Time			
	81	Leftwich, R.	R	6:00 - 9:00	Evening			
	85	Leftwich, R.	S	9:00 - 12:00	Weekend			

35100 Financial Instruments

Autumn	01	Heaton, J.	M	8:30 - 11:30	Full-Time			
	81	Heaton, J.	M	6:00 - 9:00	Evening			
Winter	01	Constantinides, G.	F	1:30 - 4:30		Full-Time		
	85	Constantinides, G.	S	1:30 - 4:30		Weekend		

35101 Futures, Forwards, Options & Swaps: Theory and Practice

Winter	81	Belton, T.	M	6:00 - 9:00		Evening		
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35105 History of Financial Thought and Practice

Spring	01	Buser, S.	M	1:30 - 4:30			Full-Time	
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35120 Portfolio Management

Spring	01	Pastor, L.	W	1:30 - 4:30			Full-Time	
	02	Pastor, L.	R	8:30 - 11:30			Full-Time	
	81	Pastor, L.	W	6:00 - 9:00			Evening	

35121 Behavioral Finance

Spring	01	Hartzmark, S.	M	1:30 - 4:30			Full-Time	
	81	Hartzmark, S.	M	6:00 - 9:00			Evening	

35122 Hedge Fund Investing

Winter	81	Small, D.	T	6:00 - 9:00		Evening		
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35125 Quantamental Investment Lab

Spring	01	Cong, L.	R	1:30 - 4:30			Full-Time	
	81	Cong, L.	W	6:00 - 9:00			Evening	

+ Denotes undergraduate only section

Course Schedule, Autumn 2014 - Summer 2015

Quarter	Section	Instructor	Day(s)	Time	Program			
					Autumn	Winter	Spring	Summer
35130 Fixed Income Asset Pricing								
Autumn	01	Veronesi, P.	T	8:30 - 11:30	Full-Time			
	81	Veronesi, P.	T	6:00 - 9:00	Evening			
35131 Cases in Financial Risk Management								
Spring	81	Veronesi, P.	T	6:00 - 9:00			Evening	
35132 Advanced Models of Option Pricing and Credit Risk								
Winter	85	Veronesi, P.	S	9:00 - 12:00		Weekend		
35151 Quantitative Investment								
Spring	01	Moskowitz, T.	F	8:30 - 11:30			Full-Time	
	85	Moskowitz, T.	S	9:00 - 12:00			Weekend	
35200 Corporation Finance								
Autumn	01	He, Z.	R	1:30 - 4:30	Full-Time			
	02	Matvos, G.	W	8:30 - 11:30	Full-Time			
	03 +	Born, L.	TR		Full-Time			
	04	Matvos, G.	W	1:30 - 4:30	Full-Time			
	81	Matvos, G.	T	6:00 - 9:00	Evening			
	82	He, Z.	R	6:00 - 9:00	Evening			
Winter	01	Seru, A.	W	8:30 - 11:30		Full-Time		
	02	Seru, A.	W	1:30 - 4:30		Full-Time		
	03	Ponticelli, J.	F	8:30 - 11:30		Full-Time		
	04	Ponticelli, J.	F	1:30 - 4:30		Full-Time		
	81	Seru, A.	W	6:00 - 9:00		Evening		
	85	Ponticelli, J.	S	1:30 - 4:30		Weekend		
Spring	01	Shue, K.	R	8:30 - 11:30			Full-Time	
	02	Shue, K.	R	1:30 - 4:30			Full-Time	
	03	Tsoutsoura, M.	T	8:30 - 11:30			Full-Time	
	04	Tsoutsoura, M.	M	1:30 - 4:30			Full-Time	
	81	Shue, K.	R	6:00 - 9:00			Evening	
	82	Tsoutsoura, M.	M	6:00 - 9:00			Evening	
Summer	81	Vermaelen, T.	TBD					Evening
	85	Vermaelen, T.	S	9:00 - 12:00				Weekend
35201 Cases in Financial Management								
Autumn	01	Sufi, A.	M	1:30 - 4:30	Full-Time			
	02	Sufi, A.	W	1:30 - 4:30	Full-Time			
	81	Sufi, A.	W	6:00 - 9:00	Evening			
Winter	01	Rock, K.	T	1:30 - 4:30		Full-Time		
	02	Born, L.	W	8:30 - 11:30		Full-Time		
	81	Rock, K.	T	6:00 - 9:00		Evening		
Spring	01	Rock, K.	M	8:30 - 11:30			Full-Time	
	02	Hadlock, C.	F	1:30 - 4:30			Full-Time	
	81	Hadlock, C.	F	6:00 - 9:00			Evening	
	85	Hadlock, C.	S	9:00 - 12:00			Weekend	
Summer	81	Muscarella, C.	TBD					Evening

+ Denotes undergraduate only section

Course Schedule, Autumn 2014 - Summer 2015

Quarter	Section	Instructor	Day(s)	Time	Program			
					Autumn	Winter	Spring	Summer
	85	Muscarella, C.	S	9:00 - 12:00				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	
35206 Advanced Topics in Corporate Finance								
Spring	01	Rock, K.	M	1:30 - 4:30			Full-Time	
Summer	81	Rock, K.	R	6:00 - 9:00				Evening
35211 The Analytics of Financial Crises								
Winter	01	Kashyap, A.	W	8:30 - 11:30			Full-Time	
	81	Kashyap, A.	W	6:00 - 9:00			Evening	
35215 Behavioral and Institutional Finance								
Winter	01	Vishny, R.	R	1:30 - 4:30			Full-Time	
	85	Vishny, R.	S	1:30 - 4:30			Weekend	
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.; Seru, A.	M	1:30 - 4:30			Full-Time	
35903 Theory of Financial Decisions III								
Spring	01	Diamond, D.	M	3:00 - 6:00			Full-Time	
35905 Topics in Empirical Finance								
Winter	01	Hansen, L.; Heaton, J.	TBD				Full-Time	
35907 Topics in Asset Pricing								
Winter	01	Veronesi, P.	TBD				Full-Time	
35908 Research Projects: Finance								
Spring	01	Fama, E.	R	1:30 - 6:00			Full-Time	
35912 Asset Pricing								
Autumn	01	Constantinides, G.	F	8:30 - 12:00	Full-Time			
35913 Advanced Theory of Corporate Finance and Capital Markets								
Spring	01	He, Z.	TR	10:10 - 11:30			Full-Time	
35915 International Macroeconomics and Finance								
Spring	01	Hassan, T.	T	3:15 - 6:15			Full-Time	
36106 Managerial Decision Modeling								
Autumn	01	Sandikçi, B.	F	8:30 - 11:30	Full-Time			
	81	Sandikçi, B.	R	6:00 - 9:00	Evening			
	85	Sandikçi, B.	S	9:00 - 12:00	Weekend			
Winter	01	Su, C.	F	1:30 - 4:30			Full-Time	
	02	Martin, R.	W	1:30 - 4:30			Full-Time	
	81	Martin, R.	W	6:00 - 9:00			Evening	
	85	Su, C.	S	1:30 - 4:30			Weekend	
Spring	01	Ata, B.	T	1:30 - 4:30			Full-Time	

+ Denotes undergraduate only section

Course Schedule, Autumn 2014 - Summer 2015

Quarter	Section	Instructor	Day(s)	Time	Program			
					Autumn	Winter	Spring	Summer
	02	Gupta, V.	W	1:30 - 4:30			Full-Time	
	03	Gupta, V.	R	1:30 - 4:30			Full-Time	
	81	Ata, B.	T	6:00 - 9:00			Evening	
	82	Gupta, V.	R	6:00 - 9:00			Evening	
36107 Analytic Strategy and Practice								
Winter	85	Grossman, R.	S	9:00 - 12:00		Weekend		
36110 Application Development								
Autumn	01	Betina, R.	T	1:30 - 4:30	Full-Time			
36900 Linear Programming								
Autumn	01	Martin, R.	R	1:30 - 4:30	Full-Time			
36901 Stochastic Programming								
Winter	01	Birge, J.	TBD			Full-Time		
36902 Dynamic Programming/Markov Decision Processes								
Spring	01	Kumar, S.	T	8:30 - 11:30			Full-Time	
36906 Stochastic Processes								
Spring	01	Ata, B.	TBD				Full-Time	
37000 Marketing Strategy								
Autumn	01	Dhar, S.	F	8:30 - 11:30	Full-Time			
	02	Dhar, S.	F	1:30 - 4:30	Full-Time			
	03	Sussman, A.	W	8:30 - 11:30	Full-Time			
	04	Sussman, A.	W	1:30 - 4:30	Full-Time			
	81	Sussman, A.	M	6:00 - 9:00	Evening			
	85	Dhar, S.	S	1:30 - 4:30	Weekend			
Winter	01	Rao, A.	R	1:30 - 4:30		Full-Time		
	02	Rao, A.	F	8:30 - 11:30		Full-Time		
	03	Shapiro, B.	R	8:30 - 4:30		Full-Time		
	04 +	McKinney, J.	TR	10:10 - 11:30		Full-Time		
	81	Rao, A.	R	6:00 - 9:00		Evening		
	82	Shapiro, B.	W	6:00 - 9:00		Evening		
	83	Chintagunta, P.	T	6:00 - 9:00		Evening		
Spring	01	Nosko, C.	W	8:30 - 11:30			Full-Time	
	02	Nosko, C.	R	1:30 - 4:30			Full-Time	
	81	Nosko, C.	W	6:00 - 9:00			Evening	
Summer	81	Jeuland, A.	TBD					Evening
	85	Jeuland, A.	S	1:30 - 4:30				Weekend
37101 Consumer Behavior								
Winter	01	Bartels, D.	F	1:30 - 4:30		Full-Time		
	81	Bartels, D.	R	6:00 - 9:00		Evening		
	85	Bartels, D.	S	9:00 - 12:00		Weekend		
37103 Data-Driven Marketing								
Spring	01	Hitsch, G.	W	1:30 - 4:30			Full-Time	
	02	Hitsch, G.	R	1:30 - 4:30			Full-Time	

+ Denotes undergraduate only section

Course Schedule, Autumn 2014 - Summer 2015

Quarter	Section	Instructor	Day(s)	Time	Program			
					Autumn	Winter	Spring	Summer
	81	Hitsch, G.	R	6:00 - 9:00			Evening	
37106 Marketing Research								
Winter	01	Urminsky, O.	R	8:30 - 11:30		Full-Time		
	85	Urminsky, O.	S	9:00 - 12:00		Weekend		
37201 Developing New Products and Services								
Autumn	01	Middlebrooks, A.	F	1:30 - 4:30	Full-Time			
	81	Middlebrooks, A.	R	6:00 - 9:00	Evening			
Spring	01	Middlebrooks, A.	W	8:30 - 11:30			Full-Time	
	81	Middlebrooks, A.	T	6:00 - 9:00			Evening	
37202 Pricing Strategies								
Spring	01	Dubé, J.	W	1:30 - 4:30			Full-Time	
	81	Dubé, J.	W	6:00 - 9:00			Evening	
	82	Dubé, J.	T	6:00 - 9:00			Evening	
37206 Building Effective Go-to-Market Organizations								
Autumn	81	Shea, M.	M	6:00 - 9:00	Evening			
37301 Digital Marketing Strategy								
Winter	01	Mohan, L.	TBD			Full-Time		
	85	Mohan, L.	TBD			Weekend		
37701 Laboratory in New Product and Strategy Development I								
Autumn	01	Frenzen, J.	RF	8:00 - 11:30	Full-Time			
Winter	01	Frenzen, J.	TBD			Full-Time		
Spring	01	Frenzen, J.	TBD				Full-Time	
37902 Foundations of Advanced Quantitative Marketing								
Winter	01	Chintagunta, P.	R	8:30 - 11:30		Full-Time		
37903 Adv Mktg Theory: Behavioral Science Approach								
Autumn	01	Urminsky, O.	W	1:30 - 4:30	Full-Time			
37904 Advanced Quantitative Marketing								
Spring	01	Dubé, J.; Hitsch, G.	M	1:30 - 4:30			Full-Time	
37905 Marketing Literature Seminar								
Autumn	01	Bartels, D.; Sussman, A.	R	1:30 - 4:30	Full-Time			
38001 Managing in Organizations								
Autumn	01	McGill, A.	T	1:30 - 4:30	Full-Time			
	02	McGill, A.	W	8:30 - 11:30	Full-Time			
	81	McGill, A.	T	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		
	82	O'Brien, E.	F	6:00 - 9:00		Evening		
	85	O'Brien, E.	S	1:30 - 4:30		Weekend		
Spring	01	Fishbach, A.	T	8:30 - 11:30			Full-Time	
	02	Fishbach, A.	T	1:30 - 4:30			Full-Time	

+ Denotes undergraduate only section

Course Schedule, Autumn 2014 - Summer 2015

Quarter	Section	Instructor	Day(s)	Time	Program			
					Autumn	Winter	Spring	Summer
	03	Caruso, E.	W	8:30 - 11:30			Full-Time	
	04	Caruso, E.	W	1:30 - 4:30			Full-Time	
	81	Fishbach, A.	M	6:00 - 9:00			Evening	
	82	Caruso, E.	R	6:00 - 9:00			Evening	
38002 Managerial Decision Making								
Autumn	01	Hsee, C.	W	1:30 - 4:30	Full-Time			
	81	Hsee, C.	W	6:00 - 9:00	Evening			
Winter	01	Hastie, R.	F	8:30 - 11:30		Full-Time		
	81	Hastie, R.	W	6:00 - 9:00		Evening		
	85	Hastie, R.	S	9:00 - 12:00		Weekend		
Spring	01	Risen, J.	W	8:30 - 11:30			Full-Time	
	02	Risen, J.	W	1:30 - 4:30			Full-Time	
38003 Power and Influence in Organizations								
Winter	01	Nussbaum, A.	R	8:30 - 11:30		Full-Time		
	81	Nussbaum, A.	R	6:00 - 9:00		Evening		
Spring	01	Caruso, H.	F	1:30 - 4:30			Full-Time	
	85	Caruso, H.	S	1:30 - 4:30			Weekend	
38103 Strategies and Processes of Negotiation								
Autumn	01	Ginzel, L.	W	8:30 - 11:30	Full-Time			
	02	Ginzel, L.	W	1:30 - 4:30	Full-Time			
	81	Ginzel, L.	W	6:00 - 9:00	Evening			
	82	Burrows, J.	R	6:00 - 9:00	Evening			
	85	Burrows, J.	S	1:30 - 4:30	Weekend			
Winter	01	Wittenbrink, B.	W	1:30 - 4:30		Full-Time		
	02	Wittenbrink, B.	R	1:30 - 4:30		Full-Time		
	03	Pope, D.	W	8:30 - 11:30		Full-Time		
	04	Pope, D.	R	8:30 - 11:30		Full-Time		
	81	Wittenbrink, B.	R	6:00 - 9:00		Evening		
	82	Pope, D.	W	6:00 - 9:00		Evening		
Spring	01	Shah, A.	T	8:30 - 11:30			Full-Time	
	02	Shah, A.	W	8:30 - 11:30			Full-Time	
	03	Hastie, R.	R	8:30 - 11:30			Full-Time	
	04	Zinchenko, E.	T	1:30 - 4:30			Full-Time	
	81	Shah, A.	W	6:00 - 9:00			Evening	
	82	Zinchenko, E.	T	6:00 - 9:00			Evening	
38105 Advanced Negotiations								
Spring	01	Wu, G.	T	8:30 - 11:30			Full-Time	
	02	Wu, G.	T	1:30 - 4:30			Full-Time	
	81	Wu, G.	T	6:00 - 9:00			Evening	
38115 Ethics of Business								
Autumn	85	Rollert, J.	S	1:30 - 4:30	Weekend			
Winter	81	Rollert, J.	M	6:00 - 9:00		Evening		
38901 Special Topics in Motivation and Consumer Behavior								

+ Denotes undergraduate only section

Course Schedule, Autumn 2014 - Summer 2015

Quarter	Section	Instructor	Day(s)	Time	Program			
					Autumn	Winter	Spring	Summer
Winter	01	Fishbach, A.; McGill, A.	TBD			Full-Time		
38913 Foundations of Judgment and Decision Making								
Spring	01	Hastie, R.; Wu, G.	TBD				Full-Time	
38914 Foundations of Social Psychology								
Spring	01	Epley, N.	T	8:30 - 11:30			Full-Time	
39001 Strategy and Structure: Markets and Organizations								
Autumn	01	Chu, J.	F	1:30 - 4:30	Full-Time			
	81	Chu, J.	F	6:00 - 9:00	Evening			
Winter	01	Sharkey, A.	R	1:30 - 4:30		Full-Time		
	02	Sharkey, A.	F	8:30 - 11:30		Full-Time		
	81	Sharkey, A.	R	6:00 - 9:00		Evening		
Spring	01	Pontikes, E.	M	1:30 - 4:30			Full-Time	
	81	Pontikes, E.	R	6:00 - 9:00			Evening	
	85	Pontikes, E.	S	9:00 - 12:00			Weekend	
39002 Strategic Leadership								
Autumn	01	Burt, R.	F	8:30 - 11:30	Full-Time			
	81	Burt, R.	R	6:00 - 9:00	Evening			
	85	Burt, R.	S	1:30 - 4:30	Weekend			
Spring	01	Yenkey, C.	M	1:30 - 4:30			Full-Time	
	02	Yenkey, C.	T	8:30 - 11:30			Full-Time	
	81	Yenkey, C.	M	6:00 - 9:00			Evening	
39101 Technology Strategy								
Autumn	81	Knez, M.	R	6:00 - 9:00	Evening			
Winter	01	Knez, M.	F	1:30 - 4:30		Full-Time		
	85	Knez, M.	S	9:00 - 12:00		Weekend		
40000 Operations Management: Business Process Fundamentals								
Autumn	01	Adelman, D.	W	1:30 - 4:30	Full-Time			
	81	Adelman, D.	W	6:00 - 9:00	Evening			
Winter	01	Keskin, N.	R	1:30 - 4:30		Full-Time		
	02	Keskin, N.	F	1:30 - 4:30		Full-Time		
	03	Parker, R.	T	1:30 - 4:30		Full-Time		
	04	Parker, R.	W	1:30 - 4:30		Full-Time		
	81	Keskin, N.	R	6:00 - 9:00		Evening		
	82	Parker, R.	T	6:00 - 9:00		Evening		
Spring	01	Belavina, E.	R	1:30 - 4:30			Full-Time	
	02	Ryan, C.	F	8:30 - 11:30			Full-Time	
	03	Ryan, C.	F	1:30 - 4:30			Full-Time	
	81	Belavina, E.	W	6:00 - 9:00			Evening	
	82	Belavina, E.	R	6:00 - 9:00			Evening	
	85	Ryan, C.	S	1:30 - 4:30			Weekend	
Summer	81	Staff	TBD					Evening
	85	Staff	S	9:00 - 12:00				Weekend
40101 Supply Chain Strategy and Practice								

+ Denotes undergraduate only section

Course Schedule, Autumn 2014 - Summer 2015

Quarter	Section	Instructor	Day(s)	Time	Program			
					Autumn	Winter	Spring	Summer
Winter	01	DeHoratius, N.	R	8:30 - 11:30		Full-Time		
	81	DeHoratius, N.	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								
Autumn	01	Eisenstein, D.	R	1:30 - 4:30	Full-Time			
	81	Eisenstein, D.	R	6:00 - 9:00	Evening			
	85	Eisenstein, D.	S	9:00 - 12:00	Weekend			
40111 Project Management								
Autumn	01	Chayet, S.	M	8:30 - 11:30	Full-Time			
Summer	85	Chayet, S.	S	1:30 - 4:30				Weekend
40721 Healthcare Analytics Lab								
Spring	01	Adelman, D.	W	8:30 - 11:30			Full-Time	
40905 Healthcare Operations								
Spring	01	Sandikçi, B.	TBD				Full-Time	
41000 Business Statistics								
Autumn	01	Creal, D.	M	8:30 - 11:30	Full-Time			
	02	Creal, D.	M	1:30 - 4:30	Full-Time			
	03	Creal, D.	W	8:30 - 11:30	Full-Time			
	04	McCulloch, R.	MW	8:30 - 9:50	Full-Time			
	05	Polson, N.	F	8:30 - 11:30	Full-Time			
	81	McCulloch, R.	W	6:00 - 9:00	Evening			
	85	Polson, N.	S	9:00 - 12:00	Weekend			
	Winter	01	Hahn, P.	W	8:30 - 11:30		Full-Time	
81		Hahn, P.	W	6:00 - 9:00		Evening		
85		Hahn, P.	S	9:00 - 12:00		Weekend		
Spring	81	Kolar, M.	W	6:00 - 9:00			Evening	
	82	Kolar, M.	F	6:00 - 9:00			Evening	
	85	Kolar, M.	S	1:30 - 4:30			Weekend	
Summer	81	Gilula, Z.	M	6:00 - 9:00				Evening
41100 Applied Regression Analysis								
Autumn	01	Wu, J.	M	8:30 - 11:30	Full-Time			
	02	Wu, J.	M	1:30 - 4:30	Full-Time			
	03	Xiu, D.	W	8:30 - 11:30	Full-Time			
	04	Xiu, D.	W	1:30 - 4:30	Full-Time			
	81	Xiu, D.	T	6:00 - 9:00	Evening			
	85	Wu, J.	S	1:30 - 4:30	Weekend			
Winter	01	Hansen, C.	T	8:30 - 11:30		Full-Time		
	81	Hansen, C.	T	6:00 - 9:00		Evening		
Spring	81	Farrell, M.	F	6:00 - 9:00			Evening	
	85	Farrell, M.	S	1:30 - 4:30			Weekend	

+ Denotes undergraduate only section

Course Schedule, Autumn 2014 - Summer 2015

Quarter	Section	Instructor	Day(s)	Time	Program			
					Autumn	Winter	Spring	Summer
41201 Big Data								
Spring	01	Taddy, M.	F	8:30 - 11:30			Full-Time	
	81	Taddy, M.	F	6:00 - 9:00			Evening	
	85	Taddy, M.	S	1:30 - 4:30			Weekend	
41202 Analysis of Financial Time Series								
Spring	01	Tsay, R.	T	1:30 - 4:30			Full-Time	
	81	Tsay, R.	M	6:00 - 9:00			Evening	
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								
Autumn	01	Gilula, Z.	M	1:30 - 4:30	Full-Time			
	81	Gilula, Z.	T	6:00 - 9:00	Evening			
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.	MW	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	
41913 Bayesian Inference								
Spring	01	Gramacy, R.	TR	10:10 - 11:30			Full-Time	
41914 Multivariate Time Series Analysis								
Spring	01	Tsay, R.	M	8:30 - 11:30			Full-Time	
42001 Competitive Strategy								
Autumn	01	Syverson, C.	M	1:30 - 4:30	Full-Time			
	02	Kamenica, E.	T	1:30 - 4:30	Full-Time			
	03	Kamenica, E.	W	8:30 - 11:30	Full-Time			
	81	Syverson, C.	M	6:00 - 9:00	Evening			
	82	Kamenica, E.	T	6:00 - 9:00	Evening			
	85	Shivakumar, R.	S	1:30 - 4:30	Weekend			
Winter	01	Budish, E.	M	1:30 - 4:30			Full-Time	
	02	Budish, E.	T	8:30 - 11:30			Full-Time	
	03	Gentzkow, M.	T	1:30 - 4:30			Full-Time	
	81	Budish, E.	M	6:00 - 9:00			Evening	
	82	Gentzkow, M.	T	6:00 - 9:00			Evening	
	83	Shefi, Y.	F	6:00 - 9:00			Evening	
Spring	01	Mahoney, N.	F	1:30 - 4:30			Full-Time	
	81	Marciano, S.	M	6:00 - 9:00			Evening	

+ Denotes undergraduate only section

Course Schedule, Autumn 2014 - Summer 2015

Quarter	Section	Instructor	Day(s)	Time	Program			
					Autumn	Winter	Spring	Summer
	82	Mahoney, N.	R	6:00 - 9:00			Evening	
	85	Mahoney, N.	S	1:30 - 4:30			Weekend	
Summer	81	Marciano, S.	W	6:00 - 9:00				Evening
	82	Marciano, S.	R	6:00 - 9:00				Evening
42002 Business Policy								
Autumn	01	Gould, J.	R	1:30 - 4:30	Full-Time			
	85	Gould, J.	S	9:00 - 12:00	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	
42108 Corporate Governance								
Winter	01	Chookaszian, D.	F	1:30 - 4:30		Full-Time		
	81	Chookaszian, D.	F	6:00 - 9:00		Evening		
42116 Game Theory								
Spring	01	Kamenica, E.	T	1:30 - 4:30			Full-Time	
	02	Kamenica, E.	W	8:30 - 11:30			Full-Time	
	81	Kamenica, E.	T	6:00 - 9:00			Evening	
42121 Merger & Acquisition Strategy								
Autumn	81	Morrisette, S.	W	6:00 - 9:00	Evening			
42122 Innovation Strategy								
Autumn	01	Alderucci, D.	F	1:30 - 4:30	Full-Time			
	81	Alderucci, D.	F	6:00 - 9:00	Evening			
	85	Alderucci, D.	S	9:00 - 12:00	Weekend			
42201 The Legal Infrastructure of Business								
Autumn	81	Picker, R.	M	6:00 - 9:00	Evening			
42701 Strategy Lab								
Spring	01	Davis, H.	R	2:00 - 5:00			Full-Time	
71900 Advanced Study								
Autumn	01	Veronesi, P.	TBD		Full-Time			
Winter	01	Veronesi, P.	TBD			Full-Time		
Spring	01	Veronesi, P.	TBD				Full-Time	
Summer	01	Veronesi, P.	TBD					Full-Time

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Faculty Schedule, Autumn 2014 - Summer 2015

Professor	Quarter	Program	Course/Section	Title
Adelman, D.	Autumn	Full-Time	40000-01	Operations Management: Business Process Fundamentals
		Evening	40000-81	Operations Management: Business Process Fundamentals
	Spring	Full-Time	40721-01	Healthcare Analytics Lab
Alderucci, D.	Autumn	Full-Time	42122-01	Innovation Strategy
		Evening	42122-81	Innovation Strategy
		Weekend	42122-85	Innovation Strategy
Ata, B.	Spring	Full-Time	36106-01	Managerial Decision Modeling
		Evening	36106-81	Managerial Decision Modeling
		Full-Time	36906-01	Stochastic Processes
Ball, R.	Spring	Full-Time	30000-01 +	Financial Accounting
		Evening	30000-81	Financial Accounting
		Full-Time	30902-01	Empirical Research in Accounting
Barry, B.	Winter	Full-Time	33521-01	Asian Economies and Business
		Evening	33521-81	Asian Economies and Business
	Spring	Full-Time	33471-01	Business, Politics, and Ethics
Bartels, D.	Autumn	Full-Time	37905-01	Marketing Literature Seminar
	Winter	Full-Time	37101-01	Consumer Behavior
		Evening	37101-81	Consumer Behavior
		Weekend	37101-85	Consumer Behavior
Belavina, E.	Spring	Full-Time	40000-01	Operations Management: Business Process Fundamentals
		Evening	40000-81	Operations Management: Business Process Fundamentals
		Evening	40000-82	Operations Management: Business Process Fundamentals
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
	Winter	Full-Time	30903-01	Topics in Empirical Accounting Research
Bertrand, M.	Spring	Full-Time	33305-01	The Firm and the Non-Market Environment
		Full-Time	33305-02	The Firm and the Non-Market Environment
		Evening	33305-81	The Firm and the Non-Market Environment
Betina, R.	Autumn	Full-Time	36110-01	Application Development
Birge, J.	Winter	Full-Time	36901-01	Stochastic Programming
	Spring	Full-Time	40108-01	Revenue Management
		Evening	40108-81	Revenue Management
Blumberg, J.	Spring	Full-Time	34706-01	Energy and CleanTech Lab
Born, L.	Autumn	Full-Time	35200-03 +	Corporation Finance
	Winter	Full-Time	35201-02	Cases in Financial Management
Budish, E.	Winter	Full-Time	42001-01	Competitive Strategy
		Full-Time	42001-02	Competitive Strategy
		Evening	42001-81	Competitive Strategy
Bulger, B.	Autumn	Weekend	33311-85	Govt Reg and the Employment Relationship
Bunch, G.	Autumn	Evening	34102-81	New Venture Strategy
	Winter	Full-Time	34102-02	New Venture Strategy
	Spring	Evening	34102-81	New Venture Strategy
Burrows, J.	Autumn	Evening	38103-82	Strategies and Processes of Negotiation
		Weekend	38103-85	Strategies and Processes of Negotiation
Burt, R.	Autumn	Full-Time	39002-01	Strategic Leadership

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Faculty Schedule, Autumn 2014 - Summer 2015

Professor	Quarter	Program	Course/Section	Title
		Evening	39002-81	Strategic Leadership
		Weekend	39002-85	Strategic Leadership
Buser, S.	Spring	Full-Time	35105-01	History of Financial Thought and Practice
Carlton, D.	Spring	Full-Time	33923-01	Advanced Industrial Organization III
Caruso, E.	Spring	Full-Time	38001-03	Managing in Organizations
		Full-Time	38001-04	Managing in Organizations
		Evening	38001-82	Managing in Organizations
Caruso, H.	Spring	Full-Time	38003-01	Power and Influence in Organizations
		Weekend	38003-85	Power and Influence in Organizations
Chayet, S.	Autumn	Full-Time	40111-01	Project Management
	Summer	Weekend	40111-85	Project Management
Chintagunta, P.	Winter	Evening	37000-83	Marketing Strategy
		Full-Time	37902-01	Foundations of Advanced Quantitative Marketing
Chookaszian, D.	Winter	Full-Time	42108-01	Corporate Governance
		Evening	42108-81	Corporate Governance
Christensen, H.	Autumn	Full-Time	30000-01	Financial Accounting
		Evening	30000-83	Financial Accounting
		Weekend	30000-85	Financial Accounting
Chu, J.	Autumn	Full-Time	39001-01	Strategy and Structure: Markets and Organizations
		Evening	39001-81	Strategy and Structure: Markets and Organizations
Coe, B.	Autumn	Full-Time	34705-01	Entrepreneurial Discovery
Cong, L.	Spring	Full-Time	35125-01	Quantamental Investment Lab
		Evening	35125-81	Quantamental Investment Lab
Constantinides, G.	Autumn	Full-Time	35912-01	Asset Pricing
	Winter	Full-Time	35100-01	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
		Full-Time	33946-01	International Macroeconomics and Trade
Creal, D.	Autumn	Full-Time	41000-01	Business Statistics
		Full-Time	41000-02	Business Statistics
		Full-Time	41000-03	Business Statistics
Davis, H.	Winter	Full-Time	42002-01	Business Policy
		Evening	42002-81	Business Policy
	Spring	Evening	42102-81	The Strategy Symposium
		Weekend	42102-85	The Strategy Symposium
		Full-Time	42701-01	Strategy Lab
Davis, S.	Autumn	Evening	34301-81	Buyouts
Davis, S.	Autumn	Full-Time	33942-01	Applied Macroeconomics: Micro Data for Macro Models
DeHoratius, N.	Winter	Full-Time	40101-01	Supply Chain Strategy and Practice
		Evening	40101-81	Supply Chain Strategy and Practice
Deutsch, W.	Autumn	Full-Time	34103-01	Building the New Venture
		Evening	34103-81	Building the New Venture
	Winter	Full-Time	34103-01	Building the New Venture
		Full-Time	34710 -01	User Centered Design for Entrepreneurs
	Spring	Full-Time	34103-01	Building the New Venture
Dhar, S.	Autumn	Full-Time	37000-01	Marketing Strategy
		Full-Time	37000-02	Marketing Strategy
		Weekend	37000-85	Marketing Strategy

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Faculty Schedule, Autumn 2014 - Summer 2015

Professor	Quarter	Program	Course/Section	Title
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
Dingel, J.	Spring	Full-Time	33503-01	Managing the Firm in the Global Economy
		Evening	33503-81	Managing the Firm in the Global Economy
Dubé, J.	Spring	Full-Time	37202-01	Pricing Strategies
		Evening	37202-81	Pricing Strategies
		Evening	37202-82	Pricing Strategies
		Full-Time	37904-01	Advanced Quantitative Marketing
Eisenstein, D.	Autumn	Full-Time	40110-01	Managing Service Operations
		Evening	40110-81	Managing Service Operations
		Weekend	40110-85	Managing Service Operations
Engel, E.	Winter	Full-Time	30000-02 +	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
	Spring	Full-Time	38914-01	Foundations of Social Psychology
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
Farrell, M.	Spring	Evening	41100-81	Applied Regression Analysis
		Weekend	41100-85	Applied Regression Analysis
Fishbach, A.	Winter	Full-Time	38901-01	Special Topics in Motivation and Consumer Behavior
	Spring	Full-Time	38001-01	Managing in Organizations
		Full-Time	38001-02	Managing in Organizations
		Evening	38001-81	Managing in Organizations
Frankel, A.	Autumn	Full-Time	33001-01	Microeconomics
		Full-Time	33001-02	Microeconomics
		Weekend	33001-85	Microeconomics
Frenzen, J.	Autumn	Full-Time	37701-01	Laboratory in New Product and Strategy Development I
	Winter	Full-Time	37701-01	Laboratory in New Product and Strategy Development I
	Spring	Full-Time	37701-01	Laboratory in New Product and Strategy Development I
Gallemore, J.	Spring	Full-Time	30001-01	Cost Analysis and Internal Controls
		Evening	30001-81	Cost Analysis and Internal Controls
Gao, P.	Spring	Full-Time	30000-02 +	Financial Accounting
		Evening	30000-82	Financial Accounting
		Weekend	30000-85	Financial Accounting
Gentzkow, M.	Winter	Full-Time	42001-03	Competitive Strategy
		Evening	42001-82	Competitive Strategy
	Spring	Full-Time	33913-01	Economics of Communication
Gerakos, J.	Winter	Full-Time	30001-01	Cost Analysis and Internal Controls
		Full-Time	30001-02	Cost Analysis and Internal Controls
		Evening	30001-81	Cost Analysis and Internal Controls
Gertner, R.	Spring	Full-Time	34115-01	New Social Ventures
		Evening	34115-81	New Social Ventures
Giglio, S.	Autumn	Full-Time	35000-02	Investments
		Evening	35000-82	Investments

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Faculty Schedule, Autumn 2014 - Summer 2015

Professor	Quarter	Program	Course/Section	Title
		Weekend	35000-85	Investments
Gilula, Z.	Autumn	Full-Time	41301-01	Statistical Insight into Marketing, Consulting, and Entrepreneurship
		Evening	41301-81	Statistical Insight into Marketing, Consulting, and Entrepreneurship
	Summer	Evening	41000-81	Business Statistics
		Evening	41301-81	Statistical Insight into Marketing, Consulting, and Entrepreneurship
Ginzel, L.	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
Goolsbee, A.	Winter	Full-Time	33221-01	Economics and Strategy in the Information Economy
		Full-Time	33221-02	Economics and Strategy in the Information Economy
		Weekend	33221-85	Economics and Strategy in the Information Economy
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.	Spring	Full-Time	41913-01	Bayesian Inference
Grossman, R.	Winter	Weekend	36107-85	Analytic Strategy and Practice
Guerrieri, V.	Winter	Full-Time	33040-01	Macroeconomics
		Full-Time	33040-02	Macroeconomics
		Evening	33040-81	Macroeconomics
	Spring	Full-Time	33948-01	Financial Markets in the Macroeconomy
Gupta, V.	Spring	Full-Time	36106-02	Managerial Decision Modeling
		Full-Time	36106-03	Managerial Decision Modeling
		Evening	36106-82	Managerial Decision Modeling
Hachem, K.	Winter	Full-Time	33401-01	Money and Banking
		Full-Time	33401-02	Money and Banking
		Evening	33401-81	Money and Banking
Hachikian, C.	Winter	Full-Time	34110-01	Social Enterprise Lab
Hadlock, C.	Spring	Full-Time	35201-02	Cases in Financial Management
		Evening	35201-81	Cases in Financial Management
		Weekend	35201-85	Cases in Financial Management
Hahn, P.	Winter	Full-Time	41000-01	Business Statistics
		Evening	41000-81	Business Statistics
		Weekend	41000-85	Business Statistics
Hansen, C.	Winter	Full-Time	41100-01	Applied Regression Analysis
		Evening	41100-81	Applied Regression Analysis
		Full-Time	41902-01	Statistical Inference
	Spring	Full-Time	41903-01	Applied Econometrics
Hansen, L.	Winter	Full-Time	35905-01	Topics in Empirical Finance
Harris, M.	Autumn	Full-Time	33911-01	The Economics of Information
Hartzmark, S.	Spring	Full-Time	35121-01	Behavioral Finance
		Evening	35121-81	Behavioral Finance
Hassan, T.	Spring	Full-Time	35000-01	Investments
		Evening	35000-81	Investments
		Full-Time	35915-01	International Macroeconomics and Finance
Hastie, R.	Winter	Full-Time	38002-01	Managerial Decision Making
		Evening	38002-81	Managerial Decision Making
		Weekend	38002-85	Managerial Decision Making

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Faculty Schedule, Autumn 2014 - Summer 2015

Professor	Quarter	Program	Course/Section	Title
	Spring	Full-Time	38103-03	Strategies and Processes of Negotiation
		Full-Time	38913-01	Foundations of Judgment and Decision Making
He, Z.	Autumn	Full-Time	35200-01	Corporation Finance
		Evening	35200-82	Corporation Finance
	Spring	Full-Time	35913-01	Advanced Theory of Corporate Finance and Capital Markets
Heaton, J.	Autumn	Full-Time	35100-01	Financial Instruments
		Evening	35100-81	Financial Instruments
	Winter	Full-Time	35905-01	Topics in Empirical Finance
Heltzer, J.	Spring	Evening	34702-81	Private Equity/Venture Capital Lab
Hitsch, G.	Spring	Full-Time	37103-01	Data-Driven Marketing
		Full-Time	37103-02	Data-Driven Marketing
		Evening	37103-81	Data-Driven Marketing
		Full-Time	37904-01	Advanced Quantitative Marketing
Hsee, C.	Autumn	Full-Time	38002-01	Managerial Decision Making
		Evening	38002-81	Managerial Decision Making
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.	Winter	Evening	33040-83	Macroeconomics
		Weekend	33040-85	Macroeconomics
	Spring	Full-Time	33222-01	Sports Analytics
Hurst, E.	Autumn	Full-Time	33040-01	Macroeconomics
		Full-Time	33040-02	Macroeconomics
		Evening	33040-81	Macroeconomics
		Full-Time	33942-01	Applied Macroeconomics: Micro Data for Macro Models
Jeuland, A.	Summer	Evening	37000-81	Marketing Strategy
		Weekend	37000-85	Marketing Strategy
Kamenica, E.	Autumn	Full-Time	42001-02	Competitive Strategy
		Full-Time	42001-03	Competitive Strategy
		Evening	42001-82	Competitive Strategy
	Spring	Full-Time	42116-01	Game Theory
		Full-Time	42116-02	Game Theory
		Evening	42116-81	Game Theory
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.	Spring	Full-Time	33040-01	Macroeconomics
		Full-Time	33040-02	Macroeconomics
		Evening	33040-81	Macroeconomics
Kashyap, A.	Winter	Full-Time	35211-01	The Analytics of Financial Crises
		Evening	35211-81	The Analytics of Financial Crises
	Spring	Full-Time	33402-01	Understanding Central Banks
Kelly, B.	Winter	Full-Time	35000-01	Investments
		Full-Time	35000-02	Investments
		Evening	35000-81	Investments
Keskin, N.	Winter	Full-Time	40000-01	Operations Management: Business Process Fundamentals
		Full-Time	40000-02	Operations Management: Business Process Fundamentals

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Faculty Schedule, Autumn 2014 - Summer 2015

Professor	Quarter	Program	Course/Section	Title
		Evening	40000-81	Operations Management: Business Process Fundamentals
Kleymenova, A.	Winter	Full-Time	30000-01	Financial Accounting
		Evening	30000-82	Financial Accounting
Knez, M.	Autumn	Evening	39101-81	Technology Strategy
	Winter	Full-Time	39101-01	Technology Strategy
		Weekend	39101-85	Technology Strategy
Kolar, M.	Spring	Evening	41000-81	Business Statistics
		Evening	41000-82	Business Statistics
		Weekend	41000-85	Business Statistics
Kole, S.	Autumn	Full-Time	31702-01	Leadership Effectiveness and Development (LEAD) Lab II
		Full-Time	31711-01	Kapnick Initiative Leadership Effectiveness and Development Lab II
	Winter	Evening	33032-81	Managing the Workplace
	Spring	Full-Time	31701-01	Leadership Effectiveness & Development (LEAD) Lab I
		Full-Time	31710-01	Kapnick Initiative Leadership Effectiveness and Development Lab
Kroszner, R.	Spring	Full-Time	33401-01	Money and Banking
		Evening	33401-81	Money and Banking
		Weekend	33401-85	Money and Banking
Kumar, S.	Spring	Full-Time	36902-01	Dynamic Programming/Markov Decision Processes
Leftwich, R.	Autumn	Full-Time	35001-01	Introductory Finance
		Evening	35001-81	Introductory Finance
		Weekend	35001-85	Introductory Finance
Leuz, C.	Winter	Full-Time	30130-01	Financial Statement Analysis
		Full-Time	30130-02	Financial Statement Analysis
		Evening	30130-81	Financial Statement Analysis
Linnainmaa, J.	Winter	Full-Time	35000-03	Investments
		Full-Time	35000-04	Investments
		Evening	35000-82	Investments
Maffett, M.	Autumn	Full-Time	30000-02	Financial Accounting
		Full-Time	30000-03	Financial Accounting
		Evening	30000-81	Financial Accounting
Mahoney, N.	Spring	Full-Time	42001-01	Competitive Strategy
		Evening	42001-82	Competitive Strategy
		Weekend	42001-85	Competitive Strategy
Marciano, S.	Spring	Evening	42001-81	Competitive Strategy
	Summer	Evening	42001-81	Competitive Strategy
		Evening	42001-82	Competitive Strategy
Martin, R.	Autumn	Full-Time	36900-01	Linear Programming
	Winter	Full-Time	36106-02	Managerial Decision Modeling
		Evening	36106-81	Managerial Decision Modeling
Matvos, G.	Autumn	Full-Time	35200-02	Corporation Finance
		Full-Time	35200-04	Corporation Finance
		Evening	35200-81	Corporation Finance
McCulloch, R.	Autumn	Full-Time	41000-04	Business Statistics
		Evening	41000-81	Business Statistics
McGill, A.	Autumn	Full-Time	38001-01	Managing in Organizations
		Full-Time	38001-02	Managing in Organizations
		Evening	38001-81	Managing in Organizations
	Winter	Full-Time	38901-01	Special Topics in Motivation and Consumer Behavior

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Faculty Schedule, Autumn 2014 - Summer 2015

Professor	Quarter	Program	Course/Section	Title
McKinney, J.	Winter	Full-Time	37000-04 +	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
		Weekend	34101-85	Entrepreneurial Finance and Private Equity
	Summer	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	37201-01	Developing New Products and Services
		Evening	37201-81	Developing New Products and Services
Minnis, M.	Autumn	Full-Time	30130-01	Financial Statement Analysis
		Evening	30130-81	Financial Statement Analysis
		Weekend	30130-85	Financial Statement Analysis
Mohan, L.	Winter	Full-Time	37301-01	Digital Marketing Strategy
		Weekend	37301-85	Digital Marketing Strategy
Morrisette, S.	Autumn	Evening	42121-81	Merger & Acquisition Strategy
Moskowitz, T.	Spring	Full-Time	33222-01	Sports Analytics
		Full-Time	35151-01	Quantitative Investment
		Weekend	35151-85	Quantitative Investment
Moyer, M.	Autumn	Full-Time	34701-01	New Venture and Small Enterprise Lab
	Winter	Full-Time	34701-01	New Venture and Small Enterprise Lab
Murphy, K.	Autumn	Full-Time	33101-01	Advanced Microeconomic Analysis
		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.	Spring	Full-Time	33502-01	International Financial Policy
		Evening	33502-81	International Financial Policy
		Weekend	33502-85	International Financial Policy
Nikolaev, V.	Winter	Full-Time	30000-03 +	Financial Accounting
		Evening	30000-81	Financial Accounting
		Weekend	30000-85	Financial Accounting
Nosko, C.	Spring	Full-Time	37000-01	Marketing Strategy
		Full-Time	37000-02	Marketing Strategy
		Evening	37000-81	Marketing Strategy
Nussbaum, A.	Winter	Full-Time	38003-01	Power and Influence in Organizations
		Evening	38003-81	Power and Influence in Organizations
O'Brien, E.	Winter	Evening	38001-82	Managing in Organizations
		Weekend	38001-85	Managing in Organizations
Ossa, R.	Autumn	Full-Time	33501-01	International Commercial Policy
		Evening	33501-81	International Commercial Policy
		Weekend	33501-85	International Commercial Policy
	Winter	Full-Time	33946-01	International Macroeconomics and Trade
Pagliari, J.	Autumn	Evening	34704-81	Real Estate Lab
	Winter	Full-Time	33450-01	Real Estate Investments I
		Full-Time	33450-02	Real Estate Investments I
		Evening	33450-81	Real Estate Investments I

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Faculty Schedule, Autumn 2014 - Summer 2015

Professor	Quarter	Program	Course/Section	Title
	Spring	Evening	33451-81	Real Estate Investments II
Panageas, K.	Winter	Full-Time	35000-05	Investments
		Weekend	35000-85	Investments
Panageas, S.	Autumn	Full-Time	35000-01	Investments
		Evening	35000-81	Investments
Parker, R.	Winter	Full-Time	40000-03	Operations Management: Business Process Fundamentals
		Full-Time	40000-04	Operations Management: Business Process Fundamentals
		Evening	40000-82	Operations Management: Business Process Fundamentals
Pastor, L.	Spring	Full-Time	35120-01	Portfolio Management
		Full-Time	35120-02	Portfolio Management
		Evening	35120-81	Portfolio Management
Picker, R.	Autumn	Evening	42201-81	The Legal Infrastructure of Business
Polson, N.	Autumn	Full-Time	41000-05	Business Statistics
		Weekend	41000-85	Business Statistics
		Full-Time	41901-01	Probability and Statistics
Ponticelli, J.	Winter	Full-Time	35200-03	Corporation Finance
		Full-Time	35200-04	Corporation Finance
		Weekend	35200-85	Corporation Finance
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
Pope, D.	Winter	Full-Time	38103-03	Strategies and Processes of Negotiation
		Full-Time	38103-04	Strategies and Processes of Negotiation
		Evening	38103-82	Strategies and Processes of Negotiation
Prendergast, C.	Spring	Full-Time	33032-01	Managing the Workplace
		Evening	33032-81	Managing the Workplace
		Weekend	33032-85	Managing the Workplace
Rao, A.	Winter	Full-Time	37000-01	Marketing Strategy
		Full-Time	37000-02	Marketing Strategy
		Evening	37000-81	Marketing Strategy
Risen, J.	Spring	Full-Time	38002-01	Managerial Decision Making
		Full-Time	38002-02	Managerial Decision Making
Rock, K.	Winter	Full-Time	35201-01	Cases in Financial Management
		Evening	35201-81	Cases in Financial Management
	Spring	Full-Time	35201-01	Cases in Financial Management
		Full-Time	35206-01	Advanced Topics in Corporate Finance
	Summer	Evening	35206-81	Advanced Topics in Corporate Finance
Rollert, J.	Autumn	Weekend	38115-85	Ethics of Business
	Winter	Evening	38115-81	Ethics of Business
Rosenberg, R.	Winter	Full-Time	34103-02 +	Building the New Venture
Rudnick, E.	Autumn	Full-Time	34105-01	Cases in Entrepreneurship 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.	Spring	Full-Time	40000-02	Operations Management: Business Process Fundamentals
		Full-Time	40000-03	Operations Management: Business Process Fundamentals

+ Denotes undergraduate only section

Faculty Schedule, Autumn 2014 - Summer 2015

Professor	Quarter	Program	Course/Section	Title
		Weekend	40000-85	Operations Management: Business Process Fundamentals
Sandikçi, B.	Autumn	Full-Time	36106-01	Managerial Decision Modeling
		Evening	36106-81	Managerial Decision Modeling
	Spring	Weekend	36106-85	Managerial Decision Modeling
Sapra, H.	Winter	Full-Time	30901-01	Economic Modeling of Accounting Issues
	Spring	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
Schrager, J.	Autumn	Full-Time	34102-01	New Venture Strategy
	Winter	Full-Time	34102-01	New Venture Strategy
		Weekend	34102-85	New Venture Strategy
	Spring	Full-Time	34102-01	New Venture Strategy
	Summer	Evening	34102-81	New Venture Strategy
Seru, A.	Winter	Full-Time	35200-01	Corporation Finance
		Full-Time	35200-02	Corporation Finance
		Evening	35200-81	Corporation Finance
		Full-Time	35902-01	Theory of Financial Decisions II
Shah, A.	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
Shapiro, B.	Winter	Full-Time	37000-03	Marketing Strategy
		Evening	37000-82	Marketing Strategy
Sharkey, A.	Winter	Full-Time	39001-01	Strategy and Structure: Markets and Organizations
		Full-Time	39001-02	Strategy and Structure: Markets and Organizations
		Evening	39001-81	Strategy and Structure: Markets and Organizations
Shea, M.	Autumn	Evening	37206-81	Building Effective Go-to-Market Organizations
		Evening	33001-82	Microeconomics
Shefi, Y.	Autumn	Evening	33001-82	Microeconomics
	Winter	Evening	42001-83	Competitive Strategy
Shivakumar, R.	Autumn	Full-Time	33001-04	Microeconomics
		Full-Time	33001-05	Microeconomics
		Weekend	42001-85	Competitive Strategy
	Spring	Evening	33001-81	Microeconomics
		Weekend	33001-85	Microeconomics
Shue, K.	Spring	Full-Time	35200-01	Corporation Finance
		Full-Time	35200-02	Corporation Finance
		Evening	35200-81	Corporation Finance
Siebert, R.	Summer	Evening	33001-81	Microeconomics
		Weekend	33001-85	Microeconomics
Skinner, D.	Autumn	Full-Time	30904-01	Empirical Research on Managers Corporate Financial Reporting Decisions
Small, D.	Winter	Evening	35122-81	Hedge Fund Investing
Soffer, L.	Winter	Full-Time	30116-01	Accounting and Financial Analysis I
		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
Stole, L.	Autumn	Full-Time	33001-03	Microeconomics
		Evening	33001-81	Microeconomics
Su, C.	Winter	Full-Time	33902-01	Numerical Methods in Economics

+ Denotes undergraduate only section

Faculty Schedule, Autumn 2014 - Summer 2015

Professor	Quarter	Program	Course/Section	Title
		Full-Time	36106-01	Managerial Decision Modeling
		Weekend	36106-85	Managerial Decision Modeling
Sufi, A.	Autumn	Full-Time	35201-01	Cases in Financial Management
		Full-Time	35201-02	Cases in Financial Management
		Evening	35201-81	Cases in Financial Management
Sussman, A.	Autumn	Full-Time	37000-03	Marketing Strategy
		Full-Time	37000-04	Marketing Strategy
		Evening	37000-81	Marketing Strategy
		Full-Time	37905-01	Marketing Literature Seminar
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	Big Data
		Evening	41201-81	Big Data
		Weekend	41201-85	Big Data
Tebbe, M.	Autumn	Full-Time	34705-01	Entrepreneurial Discovery
Topel, R.	Autumn	Full-Time	33001-06	Microeconomics
		Full-Time	33001-07	Microeconomics
		Full-Time	33001-08	Microeconomics
	Spring	Full-Time	33701-01	Energy Policy Practicum: Alternative Transportation Fuels
Tsay, R.	Spring	Full-Time	41202-01	Analysis of Financial Time Series
		Evening	41202-81	Analysis of Financial Time Series
		Full-Time	41914-01	Multivariate Time Series Analysis
Tsoutsoura, M.	Spring	Full-Time	35200-03	Corporation Finance
		Full-Time	35200-04	Corporation Finance
		Evening	35200-82	Corporation Finance
Urminsky, O.	Autumn	Full-Time	37903-01	Adv Mktg Theory: Behavioral Science Approach
	Winter	Full-Time	37106-01	Marketing Research
		Weekend	37106-85	Marketing Research
Vavra, J.	Winter	Full-Time	33040-03	Macroeconomics
		Evening	33040-82	Macroeconomics
		Full-Time	33949-01	Applied Macroeconomics: Heterogeneity and Macro
Vermaelen, T.	Summer	Evening	35200-81	Corporation Finance
		Weekend	35200-85	Corporation Finance
Veronesi, P.	Autumn	Full-Time	35130-01	Fixed Income Asset Pricing
		Evening	35130-81	Fixed Income Asset Pricing
		Full-Time	71900-01	Advanced Study
	Winter	Weekend	35132-85	Advanced Models of Option Pricing and Credit Risk
		Full-Time	35907-01	Topics in Asset Pricing
		Full-Time	71900-01	Advanced Study
	Spring	Evening	35131-81	Cases in Financial Risk Management
		Full-Time	71900-01	Advanced Study
	Summer	Full-Time	71900-01	Advanced Study
Vishny, R.	Winter	Full-Time	35215-01	Behavioral and Institutional Finance
		Weekend	35215-85	Behavioral and Institutional Finance
Weber, M.	Winter	Full-Time	35000-06	Investments
		Evening	35000-83	Investments
Weiss, I.	Autumn	Full-Time	34105-01	Cases in Entrepreneurship Seminar
	Winter	Full-Time	30118-01	Taxes and Business Strategy
		Full-Time	30118-02	Taxes and Business Strategy

+ Denotes undergraduate only section

Faculty Schedule, Autumn 2014 - Summer 2015

Professor	Quarter	Program	Course/Section	Title
		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
Wittenberg Moerman, R.	Summer	Evening	30000-81	Financial Accounting
		Weekend	30000-85	Financial Accounting
		Weekend	30000-86	Financial Accounting
Wittenbrink, B.	Winter	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
Wortmann, C.	Autumn	Evening	34111-81	Entrepreneurial Selling
	Winter	Full-Time	34111-01	Entrepreneurial Selling
		Weekend	34111-85	Entrepreneurial Selling
	Spring	Full-Time	34111-01	Entrepreneurial Selling
		Evening	34111-81	Entrepreneurial Selling
	Summer	Evening	34111-81	Entrepreneurial Selling
Wu, G.	Spring	Full-Time	38105-01	Advanced Negotiations
		Full-Time	38105-02	Advanced Negotiations
		Evening	38105-81	Advanced Negotiations
		Full-Time	38913-01	Foundations of Judgment and Decision Making
Wu, J.	Autumn	Full-Time	41100-01	Applied Regression Analysis
		Full-Time	41100-02	Applied Regression Analysis
		Weekend	41100-85	Applied Regression Analysis
Xiu, D.	Autumn	Full-Time	41100-03	Applied Regression Analysis
		Full-Time	41100-04	Applied Regression Analysis
		Evening	41100-81	Applied Regression Analysis
Yenkey, C.	Spring	Full-Time	39002-01	Strategic Leadership
		Full-Time	39002-02	Strategic Leadership
		Evening	39002-81	Strategic Leadership
Zakolyukina, A.	Autumn	Full-Time	30000-04	Financial Accounting
		Full-Time	30000-05	Financial Accounting
		Full-Time	30000-06	Financial Accounting
Zechman, S.	Autumn	Full-Time	30000-07	Financial Accounting
		Full-Time	30000-09 +	Financial Accounting
		Evening	30000-82	Financial Accounting
Zidar, O.	Winter	Evening	33001-81	Microeconomics
		Weekend	33001-85	Microeconomics
Zinchenko, E.	Spring	Full-Time	38103-04	Strategies and Processes of Negotiation
		Evening	38103-82	Strategies and Processes of Negotiation
Zmijewski, M.	Spring	Evening	30130-81	Financial Statement Analysis
		Weekend	30130-85	Financial Statement Analysis
Zwick, E.	Winter	Full-Time	34101-01	Entrepreneurial Finance and Private Equity
		Evening	34101-81	Entrepreneurial Finance and Private Equity

+ Denotes undergraduate only section

MBA Course Number	Course Title
30000	Financial Accounting
30001	Cost Analysis and Internal Controls
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
33032	Managing the Workplace
33040	Macroeconomics
33101	Advanced Microeconomic Analysis
33112	History of Economic Ideas
33221	Economics and Policy in the Telecom, Media, and Technology Industries
33222	Sports Analytics
33301	Management, Unions, and Collective Bargaining
33305	The Firm and the Non-Market Environment
33311	Government Regulation and the Employment Relationship
33401	Money and Banking
33402	Understanding Central Banks
33450	Real Estate Investments I
33451	Real Estate Investments II
33453	Real Estate and Urban Economics
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
33510	Emerging Market Economies
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	Cases in Entrepreneurship Seminar
34106	Commercializing Innovation
34110	Social Enterprise Lab
34111	Entrepreneurial Selling
34115	New Social Ventures
34201	Building Internet Startups
34204	Digital Tactics and Strategies
34301	Buyouts
34701	New Venture and Small Enterprise Lab
34702	Private Equity/Venture Capital Lab

34704	Real Estate Lab: Real Estate Challenge
34705	Entrepreneurial Discovery
34706	Energy and Clean Technology Lab
34710	User Centered Design for Entrepreneurs
34720	Social Enterprise Lab
35000	Investments
35001	Introductory Finance
35100	Financial Instruments
35101	Futures, Forwards, Options & Swaps: Theory and Practice
35105	History of Financial Thought and Practice
35120	Portfolio Management
35122	Hedge Fund Investing
35125	Quantitative Value Investment Lab
35130	Fixed Income Asset Pricing
35131	Cases in Financial Risk Management
35132	Advanced Models of Option Pricing and Credit Risk
35150	Advanced Investments
35151	Quantitative Investment
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
35212	Managing Global Financial Institutions
35215	Behavioral and Institutional Finance
36106	Managerial Decision Modeling
36107	Big Data Analytics
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
37205	Going to Market: Managing Channel Strategy
37206	Building Effective Go-to-Market Organizations
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	Foundations and Values
38114	A Guide to Business Ethics

38115	Ethics of Business
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
40108	Revenue Management
40110	Managing Service Operations
40111	Project Management
40720	Operation Strategy Lab
40721	Healthcare Operations Lab
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
42116	Game Theory
42121	Mergers and Acquisitions Strategy
42122	Innovation Strategy
42200	Law and Business
42201	The Legal Infrastructure of Business
42202	Law and Management
42701	Strategy Lab
42702	Analytic Strategy Lab
42720	Managerial Strategy Lab

30000 Financial Accounting - Ball, Ray

[View course evaluation \(PDE\)](#)

Contents:

The objective in *Financial Accounting* is to impart a lasting ability to read, interpret and use corporate financial information. Students learn the most common components of financial statements through a combination of lectures, discussion, and working textbook problems and cases taken from corporate financial reports. The course provides students with the skills necessary to analyze financial statements and also prepares students for more advanced financial statement analysis courses. Some attention is paid to international differences and how these may influence financial statement users.

Materials:

Weil, Schipper, and Francis, *Financial Accounting: An Introduction to Concepts, Methods and Uses*, (14th Edition), Thomson South-Western Publishers, 2012.

Lecture notes and sample past exams are posted on Chalk.

Grades:

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

Prerequisites:

None.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Note	Quarter	Meeting Day / Time	Building	Room
30000-01	Undergraduate Only	Spring 2015	T 8:30AM-11:30AM	Harper Center	Lecture Hall C05
30000-81		Spring 2015	R 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

30000 Financial Accounting - Christensen, Hans

[View course evaluation \(PDE\)](#)

Contents:

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

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

Materials:

Required course materials: You are required to purchase the textbook, which has been customized specifically for this course. The textbook can only be purchased directly from McGraw-Hill. There are two options:

- **Hardcopy:** The hardcopy textbook can be purchased through the following [link](#). The hardcopy textbook package includes: both the customized hard *and* electronic versions (eBook) of 8th Edition of Financial Accounting by Libby, Libby, Short (published by McGraw-Hill, ISBN# 1259379663); and Access to the McGraw-Hill Connect Assignment System ("Connect").
- **Electronic:** Includes an eBook copy of the text as well as access to Connect. You can purchase the eBook directly from the Connect website accessed through Chalk.

Grades:

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

Prerequisites:

None.

Description and/or course criteria last updated: 08/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30000-01	Autumn 2014	F 1:30PM-4:30PM	Harper Center	Lecture Hall C09
30000-83	Autumn 2014	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404
30000-85	Autumn 2014	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 404

30000 Financial Accounting - Engel, Ellen

[View course evaluation \(PDE\)](#)

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

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
- 👤 = Group Projects
- 📝 = Midterm
- 🕒 = Optional midterm
- 📄 = Final exam (in class)
- 🕒 = Final exam (take home)
- 📄 = Quizzes
- 📄 = Sample Exam Questions/Problem Sets
- 📄 = Chalk Site

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. Weekly assignments and 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 Dyckman, Magee and Pfeiffer, *Financial Accounting* (4th edition) and a custom casebook adapted from Drake, Engel, Hirst and McNally, *Cases in Financial Reporting* 8th edition.

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

Grades:

Based on weekly individual or group assignments, mid-term and final examination. Extra credit is given for active participation in class discussions. Course cannot be taken pass/fail. No auditors.

Prerequisites:

None.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Note	Quarter	Meeting Day / Time	Building	Room
30000-02	Undergraduate Only	Winter 2015	TR 10:10AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01

30000 Financial Accounting - Gao, Pingyang

[View course evaluation \(PDF\)](#)

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:

Weil, Schipper, and Francis, *Financial Accounting: An Introduction to Concepts, Methods and Uses*, (14th Edition), Thomson South-Western Publishers, 2012.

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: 01/09/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Note	Quarter	Meeting Day / Time	Building	Room
30000-02	Undergraduate Only	Spring 2015	F 1:30PM-4:30PM	Harper Center	Lecture Hall C09
30000-82		Spring 2015	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408
30000-85		Spring 2015	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 408

30000 Financial Accounting - Nikolaev, Valeri

[View course evaluation \(PDF\)](#)

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. A number of 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:

You are required to purchase the following package customized for the University of Chicago Booth School of Business. This course package is available in the University of Chicago bookstore (you can also order it by phone or via their website).

The package includes:

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

(1) Customized hard *and* electronic versions (eBook) of *Financial Accounting*, Seventh edition, the University of Chicago Booth School of Business. Authors: Libby, Libby, Short. Published by McGraw-Hill (ISBN# 0077833163) and

(2) Access code to McGraw-Hill Connect Assignment System ("Connect").

After purchasing the package, you are required to register on the Connect website. It is best to access the Connect through **Chalk** (click on the first homework assignment and it will offer you to register (this way the systems will be paired).

Grades:

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

Prerequisites:

None.

Description and/or course criteria last updated: 06/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Note	Quarter	Meeting Day / Time	Building	Room
30000-03	Undergraduate Only	Winter 2015	F 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07
30000-81		Winter 2015	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404
30000-85		Winter 2015	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 404

30000 Financial Accounting - Wittenberg Moerman, Regina

[View course evaluation \(PDF\)](#)

Contents:

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

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

Materials:

Customized hard and electronic versions (eBook) of *Financial Accounting*, most recent edition, the University of Chicago Booth School of Business. Authors: Libby, Libby, Short. Published by McGraw-Hill (ISBN# 0077833163).

Grades:

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

Prerequisites:

None.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30000-81	Summer 2015	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206
30000-85	Summer 2015	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 206
30000-86	Summer 2015	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 206

30000 Financial Accounting - Zechman, Sarah

[View course evaluation \(PDF\)](#)

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 Dyckman, Magee, and Pfeiffer, *Financial Accounting* (most recent edition).

Grades:

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

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

Prerequisites:

None.

Description and/or course criteria last updated: 09/30/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Note	Quarter	Meeting Day / Time	Building	Room
30000-07		Autumn 2014	T 1:30PM-4:30PM	Harper Center	Lecture Hall C06
30000-09	Undergraduate Only	Autumn 2014	M 1:30PM-4:30PM	Harper Center	Lecture Hall C06
30000-82		Autumn 2014	M 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

30000 Financial Accounting - Zakolyukina, Anastasia

[View course evaluation \(PDF\)](#)

Contents:

Accounting is the language used to measure and communicate an entity's economic activity. A solid understanding of this language is important for being an informed user of financial statements. It requires us to consider how financial reporting information can be utilized, which, in turn, requires us to learn how corporate financial reports are prepared. To facilitate your learning, this class combines lectures and discussions of the assigned materials. The assigned cases serve as a basis of class discussion and provide a challenging test of your understanding of the topic. They are based on corporate financial statements and illustrate the issues associated with various accounting methods and the manner in which the related information is disclosed. Additionally, these cases demonstrate the real world magnitudes of income and balance sheet differences under alternative accounting methods, as well as a variety of financial reporting practices.

This course prepares students for more advanced finance and financial statement analysis courses. By the end of the course, you should have a basic understanding of (1) the fundamental concepts underlying financial reporting systems; (2) the role of judgments and estimates in the preparation of financial reports; (3) and how to read, analyze and interpret them.

Materials:

- *Course Web Site:* course materials will be posted on [Chalk](#). You will need a CNET ID and password to access chalk.
- *Class Handouts:* The lecture handouts will be distributed right before each class.
- *Required material:*
 - Dyckman, Magee, and Pfeiffer, *Financial Accounting*, 4th 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: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30000-04	Autumn 2014	M 8:30AM-11:30AM	Harper Center	Lecture Hall C10
30000-05	Autumn 2014	M 1:30PM-4:30PM	Harper Center	Lecture Hall C10
30000-06	Autumn 2014	T 1:30PM-4:30PM	Harper Center	Lecture Hall C10

30000 Financial Accounting - Maffett, Mark

[View course evaluation \(PDF\)](#)

Contents:

In this course, students learn fundamental accounting concepts and principles. The course is intended to provide students with the basic skills necessary to understand and analyze financial statements as well as to prepare them for more advanced financial statement analysis courses. The objective is not to train students as accountants but rather to help them become informed users of financial statements. Classes include interactive lectures and discussions about financial accounting principles and practices. Short cases involving corporate financial statements are also used to illustrate accounting concepts and to explore the disclosure strategies of companies. Some attention is paid to international differences in reporting practices and how such differences may influence financial statement users.

Materials:

Required course materials: You are required to purchase the textbook, which has been customized specifically for this course. The textbook can only be purchased directly from McGraw-Hill. There are two options:

- **Hardcopy:** The hardcopy textbook can be purchased through the following [link](#). The hardcopy textbook package includes: both the customized hard *and* electronic versions (eBook) of 8th Edition of Financial Accounting by Libby, Libby, Short (published by McGraw-Hill, ISBN# 1259379663); and Access to the McGraw-Hill Connect Assignment System ("Connect").
- **Electronic:** Includes an eBook copy of the text as well as access to Connect. You can purchase the eBook directly from the Connect website accessed through Chalk.

Grades:

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

Description and/or course criteria last updated: 08/2014

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
30000-02	Autumn 2014	W 8:30AM-11:30AM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B
30000-03	Autumn 2014	W 1:30PM-4:30PM	Harper Center	The Goldman, Sachs & Co. Lecture Hall-HCC25
30000-81	Autumn 2014	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308

30000 Financial Accounting - Klyemenova, Anya

[View course evaluation \(PDF\)](#)

Contents:

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

Classes consist of interactive lectures and discussions about financial accounting concepts and practice. Short cases involving corporate financial statements will be used to illustrate accounting concepts and to explore disclosure strategies of firms. Some attention is paid to international differences and how these may influence financial statement users. Students are expected to complete assigned problems, readings, and cases in preparation for each class.

Materials:

Customized hard and electronic versions (eBook) of *Financial Accounting*, Seventh edition, the University of Chicago Booth School of Business. Authors: Libby, Libby, Short. Published by McGraw-Hill (ISBN# 0077833163).

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: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30000-01	Winter 2015	M 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
30000-82	Winter 2015	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208

30001 Cost Analysis and Internal Controls - Gerakos, Joseph

[View course evaluation \(PDF\)](#)

Contents:

This course focuses on internal operations and cost analysis as opposed to the evaluation of external financial statements. Its targeted audience includes students intending become management consultants, entrepreneurs, and managers (e.g., CFOs, COOs, and CEOs). Topics covered include overhead allocation, activity based costing, opportunity cost of excess capacity, capital budgeting, working capital management, internal controls, and performance evaluation. Applications cover both the manufacturing and services sectors.

Materials:

A CoursePack of cases is required.

Grades:

The course is primarily case-based---class participation is a significant component of the final grade. The final grade is based on class participation, case write-ups, and a final project. The course cannot be taken pass/fail. No auditors.

Prerequisites:

Business 30000, 33001, 41000 or equivalent.

Description and/or course criteria last updated: 06/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30001-01	Winter 2015	T 8:30AM-11:30AM	Harper Center	The PIMCO Classroom-HCC07
30001-02	Winter 2015	T 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07
30001-81	Winter 2015	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408

30001 Cost Analysis and Internal Controls - Gallemore, John

Key:

- = No auditors
- = Lectures
- = No pass/fail grades
- = No non-Booth Students
- = PhD - students only
- = Discussion
- = Case Studies
- = Group Projects
- = Group Projects
- = 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

[View course evaluation \(PDE\)](#)**Contents:**

This course focuses on internal operations and cost analysis as opposed to the evaluation of external financial statements. Its targeted audience includes students intending become management consultants, entrepreneurs, and managers (e.g., CFOs, COOs, and CEOs). Topics covered include overhead allocation, activity based costing, opportunity cost of excess capacity, capital budgeting, working capital management, internal controls, and performance evaluation. Applications cover both the manufacturing and services sectors.

Materials:

Cases will be available in Chalk.

Grades:

The course is primarily case-based; therefore, class participation is a significant component of the final grade. The final grade is based on class participation, case write-ups, and a final project. The course cannot be taken pass/fail. No auditors.

Prerequisites:

Business 30000, 33001, 41000 or equivalent.

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

Section	Quarter	Meeting Day / Time	Building	Room
30001-01	Spring 2015	M 1:30PM-4:30PM	Harper Center	Lecture Hall C05
30001-81	Spring 2015	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206

30116 Accounting and Financial Analysis I - Berger, Philip[View course evaluation \(PDE\)](#)**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:

I provide all materials paperlessly via my Chalk course site. Textbook: Revsine, Collins, Johnson, Mittelstaedt & Soffer, *Financial Reporting & Analysis*, 6th edition (McGraw-Hill/Irwin), which will also be available in e-book form.

Grades:

50% 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, and 10% group homeworks. Cannot be taken pass/fail. No auditors.

Prerequisites:

Business 30000 or equivalent. No undergrads.

Description and/or course criteria last updated: 06/2014

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

Section	Quarter	Meeting Day / Time	Building	Room
30116-01	Autumn 2014	M 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
30116-02	Autumn 2014	T 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
30116-81	Autumn 2014	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206

30116 Accounting and Financial Analysis I - Soffer, Leonard[View course evaluation \(PDE\)](#)**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

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

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; convertible instruments; 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 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, Mittelstaedt & Soffer *Financial Reporting & Analysis*, latest edition (McGraw Hill Higher Education).

Grades:

Combination of exams, group case write-ups, possibly some portion on class participation. Cannot be taken pass/fail. Auditors not permitted.

Prerequisites:

Business 30000 or equivalent. Undergraduate students wishing to enroll should contact Professor Soffer by email at least one week before the beginning of the quarter to arrange a time to meet. Attach a recent resume and current transcript to your email. Undergraduate students will be permitted to enroll only if, based on the documents submitted and the meeting with Professor Soffer, they demonstrate adequate preparation in accounting and a strong work ethic.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30116-01	Winter 2015	R 1:30PM-4:30PM	Harper Center	Lecture Hall C05
30116-81	Winter 2015	W 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400
30116-01	Spring 2015	T 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07
30116-81	Spring 2015	R 6:00PM-9:00PM	Booth 455 NBC Towers	Booth 455 NBC Towers Room 132
30116-85	Spring 2015	S 1:30PM-4:30PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

30117 Accounting and Financial Analysis II - Sapra, Haresh

[View course evaluation \(PDE\)](#)

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 and private equity). 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, and equity carve-outs; (5) Understanding financial reporting implications for a firm operating in bankruptcy and emerging from bankruptcy, i.e., fresh start reporting; (6) Merger Consequences and Restructuring models.

Materials:

Course handouts and course readings posted on Chalk.

Grades:

The course grade will be determined by two in-class exams, an M&A group project and a restructuring 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. Attendance at first class session is mandatory.

Prerequisites:

Business 30116: STRICT. For students who have a strong accounting background, I might waive this prerequisite. In order to request a waiver, please send an email to me, explaining briefly (in no more than a couple of sentences) why you are requesting a waiver. You would be required to work on a short take-home assignment, and your waiver will be granted based on your performance on the assignment and your prior accounting background.

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

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

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 and restructuring projects require 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: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30117-01	Spring 2015	T 8:30AM-11:30AM	Harper Center	Lecture Hall C06
30117-02	Spring 2015	T 1:30PM-4:30PM	Harper Center	Lecture Hall C06
30117-85	Spring 2015	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 308

30118 Taxes and Business Strategy - Erickson, Merle

[View course evaluation \(PDE\)](#)

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. Although the course generally focuses on U.S. based transactions and planning examples, the underlying ideas are applicable in other jurisdictions. 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, consultants entrepreneurs and private equity professionals who want to have a competitive advantage by understanding how taxes impact the structure and value of various types of transactions; and managers and analysts who need to understand how firms strategically respond to tax incentives.

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, Hanlon, Maydew and Shevlin, *Taxes and Business Strategy*, 5th edition (Prentice Hall). Casebook: *Erickson, Cases in Tax Strategy*, 5th edition (available for purchase electronically). Weekly 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: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30118-01	Autumn 2014	T 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
30118-02	Autumn 2014	W 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
30118-81	Autumn 2014	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206

30118 Taxes and Business Strategy - Weiss, Ira

[View course evaluation \(PDE\)](#)

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.

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 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 2015	T 8:30AM-11:30AM	Harper Center	Lecture Hall C06
30118-02	Winter 2015	W 1:30PM-4:30PM	Harper Center	Lecture Hall C05
30118-81	Winter 2015	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306
30118-01	Spring 2015	F 8:30AM-11:30AM	Harper Center	The Sidney Davidson Classroom-HCC04
30118-85	Spring 2015	S 9:00AM-12:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

30130 Financial Statement Analysis - Leuz, Christian

[View course evaluation \(PDF\)](#)

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 textbook should be purchased prior to the first week of classes. Additionally, selected readings will be available on 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: 08/20/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30130-01	Winter 2015	T 1:30PM-4:30PM	Harper Center	Lecture Hall C05
30130-02	Winter 2015	W 8:30AM-11:30AM	Harper Center	Lecture Hall C05
30130-81	Winter 2015	T 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

30130 Financial Statement Analysis - Staff

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30130-81	Summer 2015	TBA		TBA
30130-82	Summer 2015	TBA		TBA
30130-85	Summer 2015	S 9:00AM-12:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

30130 Financial Statement Analysis - Zmijewski, Mark

[View course evaluation \(PDF\)](#)

Contents:

This course combines frameworks in finance, economics and accounting to review a very detailed and step-by-step approach to valuing a company and its securities. In the first part of the course, we review the basic tools needed to analyze and value a company – calculating financial statement relations, measuring free cash flows, and developing a financial model. In the second part of the course, we review discounted cash flow valuation model, which includes levering and unlevering the cost of capital (or beta). In the third part of the course, we review market multiple valuation methods. Lastly, in the fourth part of the course, we review specific transactions (LBOs and M&A) and cross-border valuation issues.

While I assume students have a solid background in financial accounting, investments (measuring the equity, debt, preferred stock costs of capital), and corporate finance, I also assume students have little or no practical experience valuation. This is not a good course for students with both academic and practical experience in valuing companies; these students will likely be bored and unhappy because of all of the work required. This is also not a good course for students who completed financial accounting and never wanted to analyze another financial statement, or who do not like using Excel, or who do not like algebra.

Key:

- = No auditors
- = No provisional grades
- = No pass/fail grades
- = No non-Booth Students
- = PhD - students only
- = Lectures
- = Discussion
- = Case Studies
- = Group Projects
- = 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

Materials:

The textbook is, Robert Holthausen and Mark E. Zmijewski, *Corporate Valuation: Theory, Practice and Evidence*, 1st edition, 2014, which I wrote with a colleague from Wharton. The course outline, cases, assignments, and other materials will be distributed on the Chalk site for the course.

Grades:

Grades will be based on quizzes, final exam, individual assignments, and a valuation project. Cannot be taken pass/fail; provisional grades allowed; auditors allowed.

Prerequisites:

Students should have a solid background in financial accounting, investments (measuring the equity, debt, preferred stock costs of capital), and corporate finance.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30130-81	Spring 2015	F 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204
30130-85	Spring 2015	S 1:30PM-4:30PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

30130 Financial Statement Analysis - Minnis, Michael

[View course evaluation \(PDF\)](#)

Contents:

This course teaches you how to analyze financial statements in order to develop financial statement models, assess credit risk, and, ultimately, value a company. The course provides both a framework and the tools necessary to analyze financial statements. 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). 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. Topics include traditional ratio analysis techniques, accounting analysis (i.e., identifying earnings management and accounting quality issues), and financial risk assessment. 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. While students with a multitude of interests will benefit from this course, students with an interest in investment banking, equity or credit analysis, consulting, strategy, corporate finance, or management will find this course particularly relevant.

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: 10/30/2012

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30130-01	Autumn 2014	F 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
30130-81	Autumn 2014	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206
30130-85	Autumn 2014	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 206

30600 Workshop in Accounting Research - Staff

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30600-01	Autumn 2014	R 1:20PM-2:50PM	Harper Center	Lecture Hall C06
30600-01	Winter 2015	R 1:20PM-2:50PM	Harper Center	Lecture Hall C06
30600-01	Spring 2015	R 1:20PM-2:50PM	Harper Center	Lecture Hall C06

30901 Economic Modeling of Accounting Issues - Sapra, Haresh

[View course evaluation \(PDF\)](#)

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:

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

- Adverse Selection and Mechanism Design
- Signaling and Screening
- Disclosure, Accounting Measurement Rules, 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: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30901-01	Winter 2015	T 3:00PM-6:00PM	Harper Center	Seminar Room 3A

30902 Empirical Research in Accounting - Ball, Ray

[View course evaluation \(PDE\)](#)

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. Pass/Fail grading for first year PhD students only.

Prerequisites:

Business 35901. PhD students only.

Description and/or course criteria last updated: 07/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30902-01	Spring 2015	M 8:30AM-11:30AM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

30903 Topics in Empirical Accounting Research - Berger, Philip

[View course evaluation \(PDE\)](#)

Contents:

This course is designed for Ph.D. students in accounting and may also be of some interest to Ph.D. students with research interests in related fields, particularly corporate finance. The main goal is to enhance students' understanding of empirical research in financial accounting. A secondary goal is to examine some links between financial accounting research and related research in corporate finance. These goals will be achieved by providing a thorough introduction to the connections between: (1) the theoretical or intuitive constructs used to frame the research question being examined and (2) the method used to address the research question.

The course aims to survey a wide variety of empirical research in accounting and to touch on related research areas in corporate finance. Actual topics covered will depend on students areas of interest, but a very tentative set of topics that may be covered include empirical studies on disclosure choices; computational linguistics; the impact of information quality on markets; the links between disclosure decisions and investment decisions; the economic consequences of cross-listing securities outside the issuer's home country; abandonment options; off-balance-sheet financing; line-of-business diversification's effect on firm value; and debt contracting.

Materials:

A reading list of published and unpublished research papers.

Grades:

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

Prerequisites:

Business 35901 and 30902.

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 |

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
30903-01	Winter 2015	W 1:30PM-4:30PM	Harper Center	General Conference Room 50B

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

[View course evaluation \(PDE\)](#)

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:

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:

PhD students only.

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 2014	R 8:30AM-11:30AM	Harper Center	Lecture Hall C05

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

[View course evaluation \(PDE\)](#)

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 2015	F 8:30AM-4:30PM	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 Projects
- Group Projects
- 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

31702 Leadership Effectiveness and Development (LEAD) Lab II - Kole, Stacey[View course evaluation \(PDE\)](#)**Contents:**

With 31701, 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).

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
31702-01	Autumn 2014	M 4:45PM-7:45PM	Harper Center	Lecture Hall C10

33001 Microeconomics - Shivakumar, Ram[View course evaluation \(PDE\)](#)**Contents:**

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

Materials:

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

Grades:

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

Prerequisites:

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

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

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

Section	Quarter	Meeting Day / Time	Building	Room
33001-04	Autumn 2014	M 8:30AM-11:30AM	Harper Center	The Goldman, Sachs & Co. Lecture Hall-HCC25
33001-05	Autumn 2014	M 1:30PM-4:30PM	Harper Center	The Goldman, Sachs & Co. Lecture Hall-HCC25
33001-81	Spring 2015	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308
33001-85	Spring 2015	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 308

33001 Microeconomics - Stole, Lars[View course evaluation \(PDE\)](#)**Contents:**

The objective of this course is to teach the basic principles of modern microeconomics and their usefulness in making business decisions. The course proceeds by first considering the economic determinants of consumer choice, followed by an examination of the firms' pricing and output responses (in both competitive and monopolistic settings). The remainder of the course analyzes the effect of market structure and business strategy on prices, production, and profit, with additional emphasis on the presence of incomplete information and uncertainty. Examples, readings from the business press, and numerical problems will be used to illustrate various points in the course.

Materials:

The primary (but optional) text for the course is *Microeconomics: An Integrated Approach*, 5th edition, by Besanko and Braeutigam. Lecture notes and supplementary readings will be provided online.

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:

Grades are based on quizzes and problem sets (10%), a midterm (40%), and a final exam (50%).

Prerequisites:

Students should have an understanding of algebra and basic calculus. More details can be found on the course Chalk site, or please contact Prof. Stole directly.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33001-03	Autumn 2014	R 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07
33001-81	Autumn 2014	R 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

33001 Microeconomics - Topel, Robert

[View course evaluation \(PDF\)](#)

Contents:

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

Materials:

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

Grades:

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

Prerequisites:

Ability to analyze and understand derivatives is absolutely required.

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

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33001-06	Autumn 2014	T 1:30PM-4:30PM	Harper Center	Lecture Hall C05
33001-07	Autumn 2014	M 1:30PM-4:30PM	Harper Center	Lecture Hall C05
33001-08	Autumn 2014	M 8:30AM-11:30AM	Harper Center	Lecture Hall C05

33001 Microeconomics - Shefi, Yoad

[View course evaluation \(PDF\)](#)

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: 07/2012.

Sample Exam Questions/Problem Sets:

Evaluate the following statement: "In order to reduce the amount of pollution caused by auto and truck emissions, a new law requires that all cars stay off the road one day a week on a rotating basis (e.g. cars with certain license plate numbers could not be driven on a Thursday)". This law will decrease the amount of pollution caused by automobiles, and the total consumption of gas.

Course Conditions and Course Related Items:



Key:

- = No auditors
- = No provisional grades
- = No pass/fail grades
- = No non-Booth Students
- = PhD - students only
- = Lectures
- = Discussion
- = Case Studies
- = Group Projects
- = 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

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33001-82	Autumn 2014	F 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

33001 Microeconomics - Frankel, Alexander

[View course evaluation \(PDE\)](#)

Contents:

This course introduces the principles of modern microeconomics and illustrates their application to business decisions. The course covers the following topics: supply and demand; 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 economic behavior.

Materials:

Optional text: Goolsbee, Levitt, & Syverson, *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: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33001-01	Autumn 2014	F 8:30AM-11:30AM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
33001-02	Autumn 2014	F 1:30PM-4:30PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
33001-85	Autumn 2014	S 9:00AM-12:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

33001 Microeconomics - Siebert, Ralph

[View course evaluation \(PDE\)](#)

Contents:

This course covers basic concepts and principles in Microeconomics. Using a variety of examples and applications, the course will introduce the concepts of consumer demand, firm supply and firm behavior in different types of markets. We will study topics such as optimal pricing policies, price discrimination, government regulation, auctions, and the economics of uncertainty. We also use modern tools (Game Theory) that facilitate the decision making process for managers.

The main goal of this course is to provide a good intuition in managerial economics which enables to find solutions to daily business problems.

Materials:

Required readings are chapters from different textbooks and articles from newspapers. The materials will be posted online via my Chalk site.

Grades:

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

Prerequisites:

Ability to understand basic calculus and algebra. Students must attend first session of the class even if class is added after the start of the quarter.

Description and/or course criteria last updated: 07/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33001-81	Summer 2015	TBA		TBA
33001-85	Summer 2015	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 208

33001 Microeconomics - Zidar, Owen

[View course evaluation \(PDE\)](#)

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:

Optional Textbook: *Microeconomics* by Goolsbee, Levitt, and Syverson (2012).

Key:

- = No auditors
- = No provisional grades
- = No pass/fail grades
- = No non-Booth Students
- = PhD - students only
- = Lectures
- = Discussion
- = Case Studies
- = Group Projects
- = 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

Grades:

Based on problem sets, a midterm, 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. Every lecture makes use of these mathematical tools.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33001-81	Winter 2015	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408
33001-85	Winter 2015	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 208

33032 Managing the Workplace - Kole, Stacey

[View course evaluation \(PDF\)](#)

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
33032-81	Winter 2015	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308

33032 Managing the Workplace - Prendergast, Canice

[View course evaluation \(PDF\)](#)

Contents:

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

Grades:

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

Prerequisites:

Business 33001.

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

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33032-01	Spring 2015	T 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
33032-81	Spring 2015	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306
33032-85	Spring 2015	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 306

33040 Macroeconomics - Guerrieri, Veronica

[View course evaluation \(PDF\)](#)

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

Contents:

This course is designed to introduce students to classic macroeconomic issues such as economic growth, unemployment, inflation, interest rates, international capital flows, exchange rates, 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 the economy. The analytical tools developed in class will be used to understand the recent experience of the United States and of the world economy and to discuss current policy debates.

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 (optional) and a final exam.

Prerequisites:

Business 33001 or equivalent.

Description and/or course criteria last updated: 06/12

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33040-01	Winter 2015	T 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
33040-02	Winter 2015	W 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
33040-81	Winter 2015	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206

33040 Macroeconomics - Huizinga, John

[View course evaluation \(PDE\)](#)

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
33040-83	Winter 2015	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306
33040-85	Winter 2015	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 306

33040 Macroeconomics - Hurst, Erik

[View course evaluation \(PDE\)](#)

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 (recommended).

Description and/or course criteria last updated: 06/2014

Key:

- = No auditors
- = No provisional grades
- = No pass/fail grades
- = No non-Booth Students
- = PhD - students only
- = Lectures
- = Discussion
- = Case Studies
- = Group Projects
- = 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

Sample Exam Questions/Problem Sets:

See course website on instructor's web page.

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33040-01	Autumn 2014	T 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
33040-02	Autumn 2014	W 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
33040-81	Autumn 2014	T 6:00PM-9:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200

33040 Macroeconomics - Staff

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33040-81	Summer 2015	TBA		TBA

33040 Macroeconomics - Karabarbounis, Loukas

[View course evaluation \(PDE\)](#)

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, inequality, inflation, money and interest rates, and monetary and fiscal policy. 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

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: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33040-01	Spring 2015	W 1:30PM-4:30PM	Harper Center	Lecture Hall C10
33040-02	Spring 2015	R 8:30AM-11:30AM	Harper Center	Lecture Hall C10
33040-81	Spring 2015	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408

33040 Macroeconomics - Vavra, Joseph

[View course evaluation \(PDE\)](#)

Contents:

This course is designed to introduce students to macroeconomics: the aggregate behavior of individuals, households, and firms. In particular, what determines business cycles, unemployment, long-run growth, inflation, interest rates. This course will build a unified framework to understand these issues and to study the impact of government policies on the aggregate behavior of individuals. We will also briefly discuss the effects of macroeconomic phenomenon for differences across individuals with an emphasis on inequality, sectoral unemployment, and firms' price-setting behavior.

Materials:

Optional: Abel and Bernanke, *Macroeconomics*. There will also be 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 midterm and a final exam.

Prerequisites:

Business 33001 or its equivalent.

Description and/or course criteria last updated: 06/2013

Course Conditions and Course Related Items:



Key:

- = No auditors
- = No provisional grades
- = No pass/fail grades
- = No non-Booth Students
- = PhD - students only
- = Lectures
- = Discussion
- = Case Studies
- = Group Projects
- = 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

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33040-03	Winter 2015	W 1:30PM-4:30PM	Harper Center	Lecture Hall C06
33040-82	Winter 2015	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306

33101 Advanced Microeconomic Analysis - Murphy, Kevin

[View course evaluation \(PDE\)](#)

Contents:

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

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

Materials:

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

Grades:

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

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

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33101-01	Autumn 2014	W 8:30AM-11:30AM	Harper Center	The Goldman, Sachs & Co. Lecture Hall-HCC25
33101-81	Autumn 2014	T 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

33221 Economics and Strategy in the Information Economy - Goolsbee, Austan

[View course evaluation \(PDE\)](#)

Contents:

This applied economics and strategy course will analyze various high-tech, Internet and media businesses and industries and their decision making, 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 competition, the impact of new forms of video competing with traditional cable and satellite, antitrust policy in high-tech markets, how companies decide to enter new lines of business and so on.

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: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33221-01	Winter 2015	M 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
33221-02	Winter 2015	M 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
33221-85	Winter 2015	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 208

33222 Sports Analytics - Huizinga, John

[View course evaluation \(PDE\)](#)

Contents:

This course is designed to help students develop and apply analytical skills that are useful in a business environment, using sports as the field of application. Students will learn how to apply methods and principles in a wide range of applications: evaluating performance and decision making, interpreting market-based evidence, identifying directions of causation, prediction, and quantifying the magnitude of various effects. Although the course focusses on applications in the sports context and uses approaches that are rapidly becoming important in the business of sports analytics, this is *not* a survey course about issues in sports.

For more information please click on syllabus link below course description.

Materials:

Class Notes and a Packet of Readings.

Grades:

Key:

- = No auditors
- = No provisional grades
- = No pass/fail grades
- = No non-Booth Students
- = PhD - students only
- = Lectures
- = Discussion
- = Case Studies
- = Group Projects
- = 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

Grades will be based on individual data exercises and a final group project.

Prerequisites:

Strict: Students must have completed Bus 33001 (Microeconomics) and Bus 41100* (Applied Regression Analysis). Concurrent enrollment in these courses is not acceptable.

Recommended: Bus 33002 (Accelerated Microeconomics) or Bus 33101 (Advanced Microeconomic Analysis) is preferable to Bus 33001, but not required.

*Business 41201 (Data Mining), Bus 41203 (Financial Econometrics), Bus 35150 (Advanced Investments) and Bus 35151 (Theoretical and Empirical Asset Pricing) are acceptable substitutes for the strict prerequisite Bus 41110 (Applied Regression Analysis), so long as they have been completed in advance of this course.

Description and/or course criteria last updated: 03/03/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33222-01	Spring 2015	M 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04

33222 Sports Analytics - Moskowitz, Tobias

[View course evaluation \(PDE\)](#)

Contents:

This course is designed to help students develop and apply analytical skills that are useful in a business environment, using sports as the field of application. Students will learn how to apply methods and principles in a wide range of applications: evaluating performance and decision making, interpreting market-based evidence, identifying directions of causation, prediction, and quantifying the magnitude of various effects. Although the course focusses on applications in the sports context and uses approaches that are rapidly becoming important in the business of sports analytics, this is *not* a survey course about issues in sports.

For more information please click on syllabus link below course description.

Materials:

Class Notes and a Packet of Readings.

Grades:

Grades will be based on individual data exercises and a final group project.

Prerequisites:

Strict: Students must have completed Bus 33001 (Microeconomics) and Bus 41100* (Applied Regression Analysis). Concurrent enrollment in these courses is not acceptable.

Recommended: Bus 33002 (Accelerated Microeconomics) or Bus 33101 (Advanced Microeconomic Analysis) is preferable to Bus 33001, but not required.

*Business 41201 (Data Mining), Bus 41203 (Financial Econometrics), Bus 35150 (Advanced Investments) and Bus 35151 (Theoretical and Empirical Asset Pricing) are acceptable substitutes for the strict prerequisite Bus 41110 (Applied Regression Analysis), so long as they have been completed in advance of this course.

Description and/or course criteria last updated: 03/03/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33222-01	Spring 2015	M 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04

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

[View course evaluation \(PDE\)](#)

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.

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:

Key:

- = No auditors
- = No provisional grades
- = No pass/fail grades
- = No non-Booth Students
- = PhD - students only
- = Lectures
- = Discussion
- = Case Studies
- = Group Projects
- = 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

Textbook (*Business and its Environment*, David P. Baron); CoursePack; Lecture notes and selected additional readings (book chapters, research articles, newspaper and magazine articles).

Grades:

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

Prerequisites:

None.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33305-01	Spring 2015	R 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07
33305-02	Spring 2015	F 8:30AM-11:30AM	Harper Center	The PIMCO Classroom-HCC07
33305-81	Spring 2015	R 6:00PM-9:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200

33311 Govt Reg and the Employment Relationship - Bulger, Brian

[View course evaluation \(PDF\)](#)

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 variety 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: 08/20/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33311-85	Autumn 2014	S 1:30PM-4:30PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

33401 Money and Banking - Kroszner, Randall

[View course evaluation \(PDF\)](#)

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 securities markets and attempts to affect 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.

Materials:

The most recent edition of Frederic Mishkin, *The Economics of Money, Banking, and Financial Markets*, Randall Kroszner and Robert Shiller, *Reforming US Financial Markets*, and articles on Library Course Reserve. 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, homework assignments, and class participation. No auditors.

Prerequisites:

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

Description and/or course criteria last updated: 02/25/2013

Course Conditions and Course Related Items:



Key:

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

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33401-01	Spring 2015	TBA		TBA
33401-81	Spring 2015	TBA		TBA
33401-85	Spring 2015	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 206

33401 Money and Banking - Hachem, Kinda

[View course evaluation \(PDF\)](#)

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:

(1) Required Text: Mishkin, *The Economics of Money, Banking, and Financial Markets* (10th Edition); (2) Required Text: Kroszner and Shiller, *Reforming US Financial Markets*; (3) Online readings provided by the instructor; (4) Slides provided by the instructor. A subscription to *The Economist* is also recommended.

Grades:

Based on quizzes, an optional midterm, and a final exam. The midterm is mandatory for students seeking provisional grades and strongly recommended for everyone else.

Prerequisites:

Bus 33001 and 33040, or their equivalents.

Description and/or course criteria last updated: 11/13/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33401-01	Winter 2015	W 8:30AM-11:30AM	Harper Center	Lecture Hall C10
33401-02	Winter 2015	W 1:30PM-4:30PM	Harper Center	Lecture Hall C10
33401-81	Winter 2015	M 6:00PM-9:00PM	Booth 455 NBC Towers	Booth 455 NBC Towers Room 130

33402 Understanding Central Banks - Kashyap, Anil

[View course evaluation \(PDF\)](#)

Contents:

This is an advanced course that brings together topics in macroeconomics, international economics, and finance. It is designed for students who recognize that central banks are often dominant players in financial markets and are looking for a framework for understanding their actions. In the first week we go through an overview of the key issues that confront all central banks. Over the next few weeks we then show how the Federal Reserve, the Bank of Japan, the Bank of England, 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. We also study how central banks actions interact with asset markets. The class will consist of a blend of lectures, cases, and general discussion, with a heavy emphasis on current events. There will be one or two guest speakers who are prominent members of world's central banking community.

To accommodate one of the 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 who the guest speakers will be and the time of any rescheduled classes) will be posted on my personal website teaching page for the course by February 1.

Preassignment: For the first class, bring your name card, along with a completed copy of the student information sheet that is posted on my personal website teaching page. There will be a first class reading assignment and a set of homework questions that lay out the basic facts and framework that we will use to analyze central banks. It is very costly to miss the first class and will impair your class participation grade. The first class assignment will also be posted on my personal web site under the teaching page if you cannot access Chalk. If you intend to register in Phase VI of the bidding you should still complete this assignment.

A set of frequently asked questions and answers, a provisional syllabus, and the week 1 readings are posted on my web site: <http://faculty.chicagobooth.edu/anil.kashyap/teaching.html>

Materials:

Readings will come from a selection of articles. The lecture notes are included on the Chalk site. Students are expected to read *The Wall Street Journal* 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. If you do, you are likely to get a terrible grade. 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. There is little overlap with either Money and Banking (33401) or the Analytics of Financial Crises (35211), so it is no problem to take this class in addition to those. See the Frequently Asked Questions for further details.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Key:

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

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33402-01	Spring 2015	T 8:30AM-11:30AM	Harper Center	The Eugene F. Fama Classroom-HCC03

33450 Real Estate Investments I - Pagliari, Joseph

[View course evaluation \(PDE\)](#)

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."

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33450-01	Winter 2015	T 1:30PM-4:30PM	Harper Center	Lecture Hall C10
33450-02	Winter 2015	R 1:30PM-4:30PM	Harper Center	Lecture Hall C10
33450-81	Winter 2015	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206

33451 Real Estate Investments II - Pagliari, Joseph

[View course evaluation \(PDE\)](#)

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.

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33451-81	Spring 2015	R 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

33471 Business, Politics, and Ethics - Barry, Brian

[View course evaluation \(PDE\)](#)

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

Key:

- AU = No auditors
- PHD = PhD - students only
- GP = Group Presentations
- M = Midterm
- SEQ = Sample Exam Questions/Problem Sets
- L = Lectures
- D = Discussion
- EDC = Ethics discussion/component
- OM = Optional midterm
- FEX = Final exam (in class)
- NPG = No pass/fail grades
- NHSS = No non-Booth Students
- CS = Case Studies
- GA = Graded attendance/participation
- FEXH = Final exam (take home)
- GPR = Group Projects
- Q = Quizzes
- CS = Chalk Site

in modern business. Managers must also handle criticism from groups who might gain something by weakening a firm or industry's reputation, or by 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:

A selection of cases and readings which will be posted in Chalk.

Grades:

Short written assignments, group projects/debates.

No pass/fail grades and no auditors. Note: Students must attend section in which they are enrolled. No Non-Booth students.

Prerequisites:

Students who have taken BUS 38114 and/or 38115 cannot take BUSF 33471: strict. At least 4 previous Booth MBA classes strongly recommended. No Non-Booth students.

Description and/or course criteria last updated: 02/14/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33471-01	Spring 2015	TBA		TBA

33501 International Commercial Policy - Ossa, Ralph

[View course evaluation \(PDF\)](#)

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.

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33501-01	Autumn 2014	F 1:30PM-4:30PM	Harper Center	Lecture Hall C10
33501-81	Autumn 2014	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408
33501-85	Autumn 2014	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 406

33502 International Financial Policy - Neiman, Brent

[View course evaluation \(PDF\)](#)

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

Course Conditions and Course Related Items:



Key:

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

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33502-01	Spring 2015	T 1:30PM-4:30PM	Harper Center	Lecture Hall C09
33502-81	Spring 2015	T 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304
33502-85	Spring 2015	S 9:00AM-12:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

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

[View course evaluation \(PDF\)](#)

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. Slides and other readings will be available for downloading from the Chalk.

Grades:

Based on assignments, participation, an in-class midterm, and a final exam.

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.

Description and/or course criteria last updated: 06/2014

Prerequisites:

The course has no strict requirement but I assume familiarity with basic concepts taught in Microeconomics (Bus 33001).

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33503-01	Winter 2015	F 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
33503-81	Winter 2015	F 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304
33503-85	Winter 2015	S 1:30PM-4:30PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

33503 Managing the Firm in the Global Economy - Dingel, Jonathan

[View course evaluation \(PDF\)](#)

Contents:

This course will study international economics from the perspective of the firm. Its objective is to equip students with analytical tools to understand the organizational, financial, and legal issues facing firms doing business across borders.

We will analyze firms' decisions to sell and source through exporting, importing, and foreign investments, answering questions such as: How do firms decide where and when to export or import? What are the trade-offs associated with different modes of going abroad? How do international locational decisions differ from domestic locational decisions?

We will investigate issues facing multinational firms, such as: intellectual property rights, international tax planning, exchange-rate risk, and political risk. Part of the course will address business environments and management practices in developing economies.

Materials:

Slides and other readings will be available via Chalk.

Grades:

Grades will be based on assignments, participation, 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:

Without imposing a strict requirement, I assume familiarity with the concepts taught in Microeconomics (Bus 33001).

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33503-01	Spring 2015	T 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01

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

33503-81 Spring 2015 T 6:00PM-9:00PM Gleacher Center Lecture Hall 406

33520 The Wealth of Nations - Hsieh, Chang-Tai

[View course evaluation \(PDF\)](#)

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 the performance of firms, and how the performance of firms affects a country's growth experience.

Prerequisites:

Business 33001 recommended, but not required.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33520-01	Autumn 2014	T 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07
33520-85	Autumn 2014	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 308
33520-81	Summer 2015	TBA		TBA

33521 Asian Economies and Business - Barry, Brian

[View course evaluation \(PDF\)](#)

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:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33521-01	Winter 2015	R 1:30PM-4:30PM	Booth 455 NBC Towers	Booth 455 NBC Towers Room 130
33521-81	Winter 2015	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306

33610 Applied Economics Workshop - Staff

Key:

- = No auditors
- = No provisional grades
- = No pass/fail grades
- = No non-Booth Students
- = PhD - students only
- = Lectures
- = Discussion
- = Case Studies
- = Group Projects
- = 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

Prerequisites:

=Econ 54300. PhD students only. Instructor permission required for MBA students.

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33610-01	Winter 2015	TBA		TBA
33610-01	Spring 2015	W 1:20PM-2:50PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

33650 Workshop in Macro and International Economics - Staff

Prerequisites:

Completion of 1st year of PhD Program. PhD students only. Instructor permission required for MBA students. =ECON 57000

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33650-01	Winter 2015	M 11:45AM-1:15PM	Harper Center	Lecture Hall C10
33650-01	Spring 2015	M 11:45AM-1:15PM	Harper Center	Lecture Hall C10

33701 Energy Policy Practicum: Alternative Transportation Fuels - Topel, Robert

[View course evaluation \(PDF\)](#)

Contents:

Instructors: James Sallee and Robert Topel

In this practicum, students will work in small teams and with faculty to author a white paper (a research report) on a topic related to the viability of alternative fuels in transportation and the role of policy in promoting these alternatives. The completed white papers, subject to approval by the course instructors, will be published on the website of the Energy Policy Institute at Chicago.

The course will benefit from the involvement of an Advisory Committee, which will include Gary Becker (Nobel laureate, economics), Dan Black (Harris), Kevin Murphy (Booth, economics), Robert Rosner (physics, Harris) and David Weisbach (law). The membership of the Committee is subject to change, and we will seek to incorporate experts from industry once topics are finalized.

Possible white paper topics include the viability of natural gas as a transportation fuel; the role of regulations in preventing the deployment of alternative fuels; the impact of network effects on the deployment of new technologies; estimation of alternative fuel subsidy requirements to reach parity with market incumbents; or case study analysis of alternative fuel deployment in other countries.

Requirements:

- Commitment to attend class (classes will be held MW 9-10:20AM)
- Attendance at all meetings with the Advisory Committee
- Attendance at one Winter Quarter meeting to establish research topics and an initial reading list
- Completion of initial readings prior to the start of Spring Quarter classes

The course will be capped at 12 students. Admission to the course will be at the discretion of the instructors. Interested students should send their resume and a cover letter that explains briefly why they are interested in the course to Jessica Polos at jpolos@uchicago.edu by February 21.

Prerequisites:

=PPHA 51700

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33701-01	Spring 2015	TBA		TBA

33911 The Economics of Information - Harris, Milton

[View course evaluation \(PDF\)](#)

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, dynamic contracting 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.

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: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33911-01	Autumn 2014	W 1:30PM-4:30PM	Harper Center	General Conference Room 50B

33913 Economics of Communication - Gentzkow, Matthew

[View course evaluation](#) (PDE)

Contents:

This course will cover theoretical and empirical work on the provision of information in markets. Topics may include: beliefs, learning, and strategic communication; persuasion; advertising and two-sided markets; financial analysis and disclosure; text mining and automated content analysis; and the political economy and industrial organization of media.

Materials:

Articles posted online.

Prerequisites:

PhD level microeconomics and econometrics.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33913-01	Spring 2015	R 1:30PM-4:30PM	Harper Center	Lecture Hall C10

33921 Advanced Industrial Organization I - Syverson, Chad

[View course evaluation](#) (PDE)

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*; reading list to be distributed in class.

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. PhD students only.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33921-01	Autumn 2014	F 9:00AM-12:00PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

33922 Advanced Industrial Organization II - 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.

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33922-01	Winter 2015	TBA		TBA

33923 Advanced Industrial Organization III - Carlton, Dennis

Key:

- = No auditors
- = No provisional grades
- = No pass/fail grades
- = No non-Booth Students
- = PhD - students only
- = Lectures
- = Discussion
- = Case Studies
- = Group Projects
- = 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

[View course evaluation \(PDE\)](#)

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:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33923-01	Spring 2015	F 9:00AM-12:00PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

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

[View course evaluation \(PDE\)](#)

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.

Description and/or course criteria last updated: 07/26/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33942-01	Autumn 2014	M 8:30AM-11:30AM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

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

[View course evaluation \(PDE\)](#)

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.

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

Description and/or course criteria last updated: 07/26/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33942-01	Autumn 2014	M 8:30AM-11:30AM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

33946 International Macroeconomics and Trade - Ossa, Ralph

[View course evaluation \(PDE\)](#)

Contents:

This course is the first in a three course sequence on international economics. The first part is reserved to international trade and will involve a mix of theory, data, and computation. After studying the workhorse models (including classical models of trade, models with increasing returns and monopolistic competition, and recent models with heterogeneous firms), we will cover their recent quantitative applications. The second part is on international macroeconomics and focuses on international relative prices and exchange rates. In particular, we will cover price-related puzzles, such as PPP puzzle and exchange rate disconnect, study the recent work on incomplete pass-through and pricing-to-market, as well as models of real and nominal exchange rate under flexible and sticky prices.

Prerequisites:

=ECON 35101

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33946-01	Winter 2015	TBA		TBA

33946 International Macroeconomics and Trade - Cosar, A. Kerem

[View course evaluation \(PDE\)](#)

Contents:

This course is the first in a three course sequence on international economics. The first part is reserved to international trade and will involve a mix of theory, data, and computation. After studying the workhorse models (including classical models of trade, models with increasing returns and monopolistic competition, and recent models with heterogeneous firms), we will cover their recent quantitative applications. The second part is on international macroeconomics and focuses on international relative prices and exchange rates. In particular, we will cover price-related puzzles, such as PPP puzzle and exchange rate disconnect, study the recent work on incomplete pass-through and pricing-to-market, as well as models of real and nominal exchange rate under flexible and sticky prices.

Prerequisites:

=ECON 35101

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33946-01	Winter 2015	TBA		TBA

33948 Financial Markets in the Macroeconomy - Guerrieri, Veronica

[View course evaluation \(PDE\)](#)

Contents:

This course focuses on understanding the role of external financing, financial crises, and their effects on the real economy. First, we will discuss models of decentralized trading in financial markets, where illiquidity may be due to informational or trading frictions. Then we will focus on the macroeconomic effects of financial crises. We will focus on the effects of deleveraging of households and firms on economic activity and unemployment.

Description and/or course criteria last updated: 08/2013

Prerequisites:

=ECON 33703

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33948-01	Spring 2015	TBA		TBA

33949 Applied Macroeconomics: Heterogeneity and Macro - Vavra, Joseph

[View course evaluation \(PDE\)](#)

Contents:

This is a course on empirical macroeconomics with a focus on using micro data and models with microeconomic heterogeneity to understand macro phenomenon. Recent increases in computational power and the availability of "big data" have been transformational in empirical macroeconomics. The use of micro data provides additional discipline on macroeconomic models and often leads to insights or conclusions that differ from analysis using aggregate data alone. In this course, we will build the computational tools necessary to bring micro data to heterogeneous agent macro models. The first half of the course will focus mainly on topics related to households while the second half will focus mainly on topics related to firm behavior. Some particular applications include risk sharing and insurance, the welfare costs of business cycles, the role of transaction costs and lumpy adjustment, the effects of economic stimulus, the aggregate implications of volatility/uncertainty and understanding the aggregate dynamics of consumer durables, inflation and investment.

Description and/or course criteria last updated: 09/03/2013

Key:

- = No auditors
- = No provisional grades
- = No pass/fail grades
- = No non-Booth Students
- = PhD - students only
- = Lectures
- = Discussion
- = Case Studies
- = Group Projects
- = 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

Prerequisites:
=ECON 38102

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
33949-01	Winter 2015	T 1:30PM-4:30PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

34101 Entrepreneurial Finance and Private Equity - Kaplan, Steven

[View course evaluation \(PDF\)](#)

Contents:

This course uses the case method to study entrepreneurial and 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, growth equity, 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 (or with permission of instructor).

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34101-01	Autumn 2014	MW 10:10AM-11:30AM	Harper Center	The PIMCO Classroom-HCC07
34101-02	Autumn 2014	MW 1:30PM-2:50PM	Harper Center	The PIMCO Classroom-HCC07
34101-81	Autumn 2014	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208

34101 Entrepreneurial Finance and Private Equity - Meadow, Scott

[View course evaluation \(PDF\)](#)

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.

Key:

- = No auditors
- = PhD - students only
- = Group Mentations
- = 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: 03/16/2012

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34101-01	Spring 2015	T 1:30PM-4:30PM	Harper Center	Lecture Hall C10
34101-85	Spring 2015	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 208
34101-81	Summer 2015	TBA		TBA

34101 Entrepreneurial Finance and Private Equity - Zwick, Eric

[View course evaluation \(PDF\)](#)

Contents:

This course is meant for students who want to start and manage their own business or who want to work for a venture capital organization. The goal of the course is to familiarize 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 is primarily case-based and 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, angel investors, venture capital firms, and investment banks.

Materials:

We will use journal articles, some lectures, and visiting speakers to supplement and enhance the case discussions. All required cases and supplementary readings will be in the course Chalk site.

Grades:

For each class meeting, study questions will be assigned concerning one or two case studies. We will discuss these questions and the material in the cases for most of the class period. Each student will be required to submit a 1-2 page memorandum of analysis and recommendations before each class. Group work is encouraged, but not required, on these short memoranda. Memoranda with up to three names on them are acceptable.

Prerequisites:

Business 33001 (or 33002), 35000 (or 35901), and 35200: strict. Business 30130 would be helpful.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34101-01	Winter 2015	R 8:30AM-11:30AM	Harper Center	Lehman Brothers Classroom-HCC02
34101-81	Winter 2015	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408

34102 New Venture Strategy - Schrager, James

[View course evaluation \(PDF\)](#)

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, limited to room capacity, and must have written approval from the instructor to attend.

Provisional grades will be available for those graduating.

Prerequisites:

Permission of instructor is required if a student has not 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 Projects
- = 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

You must attend the first and second sessions of the class if you want to add in to the course once the course begins.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34102-01	Autumn 2014	R 1:30PM-4:30PM	Harper Center	Lecture Hall C09
34102-01	Winter 2015	T 1:30PM-4:30PM	Harper Center	Lecture Hall C09
34102-85	Winter 2015	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 406
34102-01	Spring 2015	R 1:30PM-4:30PM	Harper Center	Lecture Hall C09
34102-81	Summer 2015	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408

34102 New Venture Strategy - Bunch, Gregory

[View course evaluation](#) (PDE)

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 2014	R 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304
34102-02	Winter 2015	W 1:30PM-4:30PM	Harper Center	The Goldman, Sachs & Co. Lecture Hall-HCC25
34102-81	Spring 2015	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306

34103 Building the New Venture - Deutsch, Waverly

[View course evaluation](#) (PDE)

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 an 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 explore the critical activities companies execute to engage customers, deliver products and services, scale operations and build teams. Companies range from high tech commercialization to retail concepts to small manufacturing firms. 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 are awarded 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.

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

Prerequisites:

None. Graduate students only. No undergrads.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34103-01	Autumn 2014	R 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
34103-81	Autumn 2014	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208
34103-01	Winter 2015	T 1:30PM-4:30PM	Harper Center	Lecture Hall C06
34103-01	Spring 2015	W 1:30PM-4:30PM	Harper Center	Lecture Hall C05

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

[View course evaluation \(PDE\)](#)

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 sessions on presentation skills, on financial modeling, and on legal considerations in a new venture.

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: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34104-01	Spring 2015	M 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01

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

[View course evaluation \(PDE\)](#)

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:

Grading will be based 80% on the progress of the business model during the quarter, the quality of the work on the business plan and the quality of the in-class presentations and 20% on class participation throughout the quarter.

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: 07/2012

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34104-81	Spring 2015	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404

34105 Cases in Entrepreneurship Seminar - Rudnick, Ellen

[View course evaluation \(PDE\)](#)

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

Contents:

This course provides students a forum to strengthen their entrepreneurial network and insight skills. The course is ideally suited for students who interned at an early-stage company over the summer, previously worked in a start-up environment before school or are working on their own start-up. Some of the students who take this course were selected to participate in a summer internship through one of the following programs: (i) the Polsky Center Entrepreneur Intern Program, (ii) the Social Entrepreneur Intern program, (iii) the Summer Accelerator program, or (iv) any similar summer program. The course improves student entrepreneurial skills through the development of unique case studies and analysis presented by the faculty, by outside entrepreneurs and by the students themselves. The course will cover topics such as starting a company, building a team, working with co-founders, creating incentive and equity programs for start-ups, start-up governance, and entrepreneurship through acquisition. The course is designed to be interactive and through case discussions and sharing of experiences students will broaden their perspective on entrepreneurial/private equity career opportunities. Outside guest lecturers related to entrepreneurship and investing will be included as part of the classroom session. In addition to the classroom sessions the students will have one-on-one meetings with the faculty advisors in the development of their own cases/projects.

Please note: Students will be separated into two sections by the faculty members before the first class session. One group will be led by Ellen Rudnick and the other by Ira Weiss. The groups will share some classes together and will also meet independently for other classes. Regardless of which section the student is assigned to, the student will have access to either faculty member throughout the course of the quarter.

Grades:

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

Prerequisites:

Experience working at a startup over the prior year (either own startup or someone else's) is recommended, or permission of instructors.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34105-01	Autumn 2014	M 1:30PM-4:30PM	Booth 455 NBC Towers	Booth 455 NBC Towers Room 132

34105 Cases in Entrepreneurship Seminar - Weiss, Ira

[View course evaluation \(PDE\)](#)

Contents:

This course provides students a forum to strengthen their entrepreneurial network and insight skills. The course is ideally suited for students who interned at an early-stage company over the summer, previously worked in a start-up environment before school or are working on their own start-up. Some of the students who take this course were selected to participate in a summer internship through one of the following programs: (i) the Polsky Center Entrepreneur Intern Program, (ii) the Social Entrepreneur Intern program, (iii) the Summer Accelerator program, or (iv) any similar summer program. The course improves student entrepreneurial skills through the development of unique case studies and analysis presented by the faculty, by outside entrepreneurs and by the students themselves. The course will cover topics such as starting a company, building a team, working with co-founders, creating incentive and equity programs for start-ups, start-up governance, and entrepreneurship through acquisition. The course is designed to be interactive and through case discussions and sharing of experiences students will broaden their perspective on entrepreneurial/private equity career opportunities. Outside guest lecturers related to entrepreneurship and investing will be included as part of the classroom session. In addition to the classroom sessions the students will have one-on-one meetings with the faculty advisors in the development of their own cases/projects.

Please note: Students will be separated into two sections by the faculty members before the first class session. One group will be led by Ellen Rudnick and the other by Ira Weiss. The groups will share some classes together and will also meet independently for other classes. Regardless of which section the student is assigned to, the student will have access to either faculty member throughout the course of the quarter.

Grades:

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

Prerequisites:

Experience working at a startup over the prior year (either own startup or someone else's) is recommended, or permission of instructors.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34105-01	Autumn 2014	M 1:30PM-4:30PM	Booth 455 NBC Towers	Booth 455 NBC Towers Room 132

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

[View course evaluation \(PDE\)](#)

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.

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

Course Descriptions

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.

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: 06/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34106-01	Autumn 2014	F 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
34106-81	Autumn 2014	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404
34106-01	Winter 2015	R 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
34106-85	Winter 2015	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 308

34110 Social Enterprise Lab - Hachikian, Christina

[View course evaluation \(PDE\)](#)

Contents:

Social ventures, both non-profits and for-profits, seek to better the world in such industries as education, microfinance, workforce development, public health and community development, among others. Organizations that operate in the social sector face unique challenges and opportunities based on their social mission objectives. This class will analyze different social venture business models industries through lab projects, as well as incorporate theoretical discussions on major trends and issues in the sector.

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/coaches for updates and guidance.

Classroom topics on the sector will include impact measurement, funding models, governance, mergers and alliances, among others. In addition, to insure that projects are rewarding for both the student and the client, some project management skills and research techniques will be presented. Class sessions will be a mix of short lectures, discussions, guest speakers, and student presentations.

Materials:

A selection of readings will be available in Chalk.

Grades:

Cannot be taken pass/fail. Auditors only allowed by permission of professor. Grades breakdown: 10% Class participation; 25% Combination of team evaluations and client evaluations; 55% Final project; 10% Individual assignments.

Prerequisites:

None

Description and/or course criteria last updated: 08/20/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34110-01	Winter 2015	R 8:30AM-11:30AM	Harper Center	The PIMCO Classroom-HCC07

34111 Entrepreneurial Selling - Wortmann, Craig

[View course evaluation \(PDE\)](#)

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:

Overview

Selling is a life skill. This course is designed as an adventure of discovery. You will be tested, taught and transformed through a series of lectures, discussions and exercises that are designed to push you out of your comfort zone.

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 product development, staffing, infrastructure, and financing. In the Entrepreneurial Selling course, you will learn how to acquire and retain customers, use selling skills in different contexts, tell powerful stories, network, manage the entrepreneurial selling process, measure your success and use the key tools required for success in building a company. The course will combine the following elements to create a powerful learning experience for you:

- Frameworks that define and clarify the knowledge, skills and discipline to be successful in selling.
- 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, bartering, and handling objections.
- Discussion: Based on reading, cases, and your experience, the class will be a dialogue that explores both B2B and B2C selling and entrepreneurship issues and concepts.
- Assignments: As described in the "Grading" section of the syllabus, These include cold-calling, bartering, case write-ups, a Story Matrix?, a Sales Trailer? and Sales Toolkit for a start-up or early-stage company, and a Sales Meeting with a mock customer.

These elements will be supported by research into both sales and entrepreneurship.

Learning Objectives

You will be able to:

- Understand the key phases of the entrepreneurial selling process, and Identify the most common failure points in the process.
- Construct a sales toolkit for your venture.
- Build a set of sales skills and disciplines that will serve you in any career context (and in life)

Grades:

Grading will be based on several factors:

- 50% - Group work - Final project assignment (25% Sales Trailer, 25% Written Sales Toolkit, 50% Sales Presentation and After-Action Report)
- 40% - Individual work - Case write-up assignment, cold-calling assignment, salesperson interview, barter assignment
- 10% - Class participation

Provisional grades are always given for graduating students.

Prerequisites:

None.

Description and/or course criteria last updated: 06/04/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34111-81	Autumn 2014	M 6:00PM-9:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200
34111-01	Winter 2015	F 1:30PM-4:30PM	Harper Center	The Goldman, Sachs & Co. Lecture Hall-HCC25
34111-85	Winter 2015	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 404
34111-01	Spring 2015	M 1:30PM-4:30PM	Harper Center	The Goldman, Sachs & Co. Lecture Hall-HCC25
34111-81	Spring 2015	M 6:00PM-9:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200
34111-81	Summer 2015	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206

34115 New Social Ventures - Gertner, Robert

[View course evaluation \(PDF\)](#)

Contents:

This course is for students participating in The John Edwardson '72 Social New Venture Challenge. Teams 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 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. It will also include a small number of case studies, lectures, and readings about social organizations 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 |

related institutions. Topics will include: evaluating a new social enterprise, financing a social startup, managing a social organization, managing and financing growth and measuring performance and social impact.

We anticipate awarding \$50,000 in prize money for the most promising social ventures.

Enrollment will be by application.

Note: Both sections of this course will be taught downtown at Booth 455 (which is across from the Gleacher Center in NBC Tower) in room 132.

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: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34115-01	Spring 2015	T 1:30PM-4:30PM	Booth 455 NBC Towers	Booth 455 NBC Towers Room 132
34115-81	Spring 2015	T 6:00PM-9:00PM	Booth 455 NBC Towers	Booth 455 NBC Towers Room 132

34301 Buyouts - Davis, Scott

[View course evaluation \(PDE\)](#)

Contents:

In this course we will examine conflicts of interest in mergers and acquisitions, and especially in going private transactions in which publicly held companies are acquired by by controlling shareholders or by affiliates of private equity firms with the participation of the company's management. Both types of transactions raise conflict of interest issues because some of the company's directors or officers, who are charged with protecting the public shareholders, may be accused of having interests adverse to those of the public shareholders.

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, and certain conflict and other issues that can arise in transactions even if they are neither controlling shareholder nor management buyouts. Finally, we will examine the role of the lawyers and financial advisors who are involved in transactions.

This course will be heavily focused on legal issues. However, studying these issues should be helpful to Booth students with an interest in mergers and acquisitions.

The class size will be limited to 70.

To increase class participation, I will contact certain students before each class to let them know that I intend to call on them in that class. If that day is inconvenient, students should let me know and I will try to change the date if it is possible to do so.

If a student is called on and does not want to answer the question posed, he or she may pass without penalty. I encourage students who are not called on to also contribute to class discussion.

There is no penalty for wrong answers.

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

Description and/or course criteria last updated: 07/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34301-81	Autumn 2014	M 6:00PM-9:00PM	Gleacher Center	The Amoco Lecture Hall-GC300

34701 New Venture and Small Enterprise Lab - Moyer, Mike

[View course evaluation \(PDE\)](#)

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.

Key:

- = No auditors
- = No provisional grades
- = No pass/fail grades
- = No non-Booth Students
- = PhD - students only
- = Lectures
- = Discussion
- = Case Studies
- = Group Projects
- = 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

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

Class limit will be strictly adhered to.

Materials:

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

Description and/or course criteria last updated: 08/2012

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34701-01	Autumn 2014	W 3:15PM-6:15PM	Harper Center	The PIMCO Classroom-HCC07
34701-01	Winter 2015	T 3:15PM-6:15PM	Harper Center	The Eugene F. Fama Classroom-HCC03

34702 Private Equity/Venture Capital Lab - Weiss, Ira

[View course evaluation \(PDE\)](#)

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 at most 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 involve group work and case preparation in addition to individual exercises.

Students will be selected for the course through a competitive screening/interviewing process, which begins by submitting a resume and a questionnaire in November. 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 and a final project. Exercises, case write-ups, and classroom participation are also factors. 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: 11/20/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34702-81	Spring 2015	T 6:00PM-9:00PM	Gleacher Center	The Amoco Lecture Hall-GC300

34702 Private Equity/Venture Capital Lab - Heltzer, Jason

[View course evaluation \(PDE\)](#)

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 at most 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 involve group work and case preparation in addition to individual exercises.

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

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

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 and a final project. Exercises, case write-ups, and classroom participation are also factors. 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: 11/20/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34702-81	Spring 2015	T 6:00PM-9:00PM	Gleacher Center	The Amoco Lecture Hall-GC300

34704 Real Estate Lab - Pagliari, Joseph

[View course evaluation \(PDF\)](#)

Contents:

We will continue with our tradition of experiential learning by engaging with several prominent real estate investment management firms; the student team(s) will review, analyze and recommend strategies/actions on recent transactions entertained by these firms. The nature of these transactions and the structure of the class are fluid. However, the essence of the class is that the student team(s) will tackle a new project every three-four weeks; each project will conclude with a presentation to one or more senior managers from each of the participating firms – at which point, the teams will receive feedback on the merits of their work. At this point, there can be no assurance that these firms will clear all of their internal concerns about their participation; moreover, it is possible that the participating students will be required to sign some form of a non-disclosure agreement. Prof. Pagliari will also be in contact with other firms as potential participants and the same concerns may apply to them as well.

Please see syllabus link for additional details regarding this course.

Materials:

None.

Grades:

Cannot be taken pass/fail. No auditors.

Prerequisites:

The class prerequisites are having successfully taken Real Estate Investments I (#33450) and Real Estate Investments II (#33451): strict. [In a few instances, the RE I requirement may be waived.] Participation in a previous RE Challenge does not bar students from participating in this year's RE Lab. If you are interested in participating in this year's RE Lab, please so indicate to Professor Pagliari, via an email note (to joseph.pagliari@chicagobooth.edu) – sent no later than September 15th – 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 RE Lab and what you might offer to your teammates in terms of expertise, perspective, contacts, etc.

Please see syllabus link for additional details regarding this course.

Description and/or course criteria last updated: 08/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34704-81	Autumn 2014	T 6:00PM-9:00PM	Gleacher Center	The John P. Gould Classroom-GC303

34705 Entrepreneurial Discovery - Coe, Brian

[View course evaluation \(PDF\)](#)

Contents:

It is often said, "ideas are a dime a dozen." In both start-up entrepreneurship and corporate intrapreneurship, pursuing wrong ideas is wasteful of precious time, resources, and energy while identifying the "right idea" to pursue is really hard. Entrepreneurial Discovery is a hands-on course led by two industry-proven entrepreneurs to demystify **Discovery**, the starting phase of Booth's D4 innovation process. Through active but practical instruction, this "fuzzy front-end" course provides impassioned innovators with the tools needed to quickly determine which of their ideas are worth further pursuit.

Using a customer-centric design process, class participants will work in multi-disciplinary teams to explore real-world needs. Each team will choose a problem area, conduct industry research, perform user-centered analysis and studies, as well as derive insights from customer interactions. Teams are expected to conceptualize and, through feedback from stakeholders, refine multiple ways to address the needs in their respective problem area. Leveraging these insights, the team will rapidly iterate both the problem and potential solutions. The course's final deliverable is for each team to demonstrate a detailed and nuanced understanding of a business idea (with related business model). However, this 11-week class does not require that each team will have a viable business plan that should be taken forward because understanding why an idea should not be pursued is also a valuable and important learning.

Let's be clear: **This is not a passive class!** As entrepreneur turned educator and author Steve Blank states, "To turn hypotheses into facts, founders need to get out of the building and test them in front of customers." As such, our class participants will attend in-class sessions to explore elements of design thinking methodology and entrepreneurship education, including: problem framing, "needs-finding" research techniques, opportunity identification, prototyping, and customer development. However, students are expected to spend time outside of class conducting research, meeting with stakeholders and actively exploring alternatives while enhancing their business idea through active refinement. We categorize this class as a lab because it will require you to constructively identify problems or opportunities worth solving, frame your assumptions, refine your hypothesis with insights from your potential stakeholders and re-frame the opportunity as if you were in a science lab class. Successful entrepreneurs learn from the industry, customers and stakeholders before starting their business!

Key:

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

Prospective class participants need to [apply to participate](#). Since real-world problems often cut across multiple disciplines and interest groups, this course draws from a pool of interdisciplinary students and professionals with a wide range of backgrounds, skills and perspectives. Therefore, all students and professionals in the University of Chicago community are encouraged to apply as the Autumn 2013 course drew from twelve different affiliations within the University.

By the end of the course, you will have acquired reusable business innovation skills and tools to:

1. define problem areas worth exploring,
2. discriminate between strong and weak business ideas,
3. identify possible business ideas by iteratively defining and refining solutions,
4. enhance these ideas by embracing user-centered practices,
5. define a viable business model leveraging a Business Model Canvas approach, and
6. rapidly iterate, test and execute on your defined business model.

Materials:

1. Required reading from course textbooks and via course materials in Chalk.
2. Lectures notes, templates, additional reading and other reference materials distributed via class website
3. Notes and assignments handed out in class

Grades:

Group work is extensive in this course. Students should expect to meet with their team members multiple times each week. The majority of grades are based on a series of group projects that go from opportunity identification, concept development and final summary, presentation and canvases. Grading will be based on several factors:

- 60% on group work (20% homework assignments and 40% final work products)
- 20% on attendance and participation in class
- 20% on peer evaluation

Prerequisites:

This is an application-only course intent on building an interdisciplinary class of students that may include faculty and professional staff from the University of Chicago. Applicants with a strong interest in user-centered design as well as start-up entrepreneurship (and corporate intrapreneurship) are encouraged to apply. Complementary skill sets such as experience in business, technology, design, medicine, or education are preferred.

Class application can be found at http://chicagobooth.qualtrics.com/SF/?SID=SV_50FmsxwnY2nB7nD

Online applications must be submitted by 11:59pm on September 14th.

Description and/or course criteria last updated: 08/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34705-01	Autumn 2014	R 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04

34705 Entrepreneurial Discovery - Tebbe, Mark

[View course evaluation \(PDE\)](#)

Contents:

It is often said, "ideas are a dime a dozen." In both start-up entrepreneurship and corporate intrapreneurship, pursuing wrong ideas is wasteful of precious time, resources, and energy while identifying the "right idea" to pursue is really hard. Entrepreneurial Discovery is a hands-on course led by two industry-proven entrepreneurs to demystify **Discovery**, the starting phase of Booth's D4 innovation process. Through active but practical instruction, this "fuzzy front-end" course provides impassioned innovators with the tools needed to quickly determine which of their ideas are worth further pursuit.

Using a customer-centric design process, class participants will work in multi-disciplinary teams to explore real-world needs. Each team will choose a problem area, conduct industry research, perform user-centered analysis and studies, as well as derive insights from customer interactions. Teams are expected to conceptualize and, through feedback from stakeholders, refine multiple ways to address the needs in their respective problem area. Leveraging these insights, the team will rapidly iterate both the problem and potential solutions. The course's final deliverable is for each team to demonstrate a detailed and nuanced understanding of a business idea (with related business model). However, this 11-week class does not require that each team will have a viable business plan that should be taken forward because understanding why an idea should not be pursued is also a valuable and important learning.

Let's be clear: **This is not a passive class!** As entrepreneur turned educator and author Steve Blank states, "To turn hypotheses into facts, founders need to get out of the building and test them in front of customers." As such, our class participants will attend in-class sessions to explore elements of design thinking methodology and entrepreneurship education, including: problem framing, "needs-finding" research techniques, opportunity identification, prototyping, and customer development. However, students are expected to spend time outside of class conducting research, meeting with stakeholders and actively exploring alternatives while enhancing their business idea through active refinement. We categorize this class as a lab because it will require you to constructively identify problems or opportunities worth solving, frame your assumptions, refine your hypothesis with insights from your potential stakeholders and re-frame the opportunity as if you were in a science lab class. Successful entrepreneurs learn from the industry, customers and stakeholders before starting their business!

Prospective class participants need to [apply to participate](#). Since real-world problems often cut across multiple disciplines and interest groups, this course draws from a pool of interdisciplinary students and professionals with a wide range of backgrounds, skills and perspectives. Therefore, all students and professionals in the University of Chicago community are encouraged to apply as the Autumn 2013 course drew from twelve different affiliations within the University.

By the end of the course, you will have acquired reusable business innovation skills and tools to:

1. define problem areas worth exploring,
2. discriminate between strong and weak business ideas,
3. identify possible business ideas by iteratively defining and refining solutions,
4. enhance these ideas by embracing user-centered practices,
5. define a viable business model leveraging a Business Model Canvas approach, and
6. rapidly iterate, test and execute on your defined business model.

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:

1. Required reading from course textbooks and via course materials in Chalk.
2. Lectures notes, templates, additional reading and other reference materials distributed via class website
3. Notes and assignments handed out in class

Grades:

Group work is extensive in this course. Students should expect to meet with their team members multiple times each week. The majority of grades are based on a series of group projects that go from opportunity identification, concept development and final summary, presentation and canvases. Grading will be based on several factors:

- 60% on group work (20% homework assignments and 40% final work products)
- 20% on attendance and participation in class
- 20% on peer evaluation

Prerequisites:

This is an application-only course intent on building an interdisciplinary class of students that may include faculty and professional staff from the University of Chicago. Applicants with a strong interest in user-centered design as well as start-up entrepreneurship (and corporate intrapreneurship) are encouraged to apply. Complementary skill sets such as experience in business, technology, design, medicine, or education are preferred.

Class application can be found at http://chicagobooth.qualtrics.com/SF/?SID=SV_50FmsxwnY2nBZnD

Online applications must be submitted by 11:59pm on September 14th.

Description and/or course criteria last updated: 08/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34705-01	Autumn 2014	R 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04

34706 Energy and CleanTech Lab - Blumberg, Jason

[View course evaluation \(PDF\)](#)

Contents:

The ultimate objective of the class is to provide a strong foundation in energy/cleantech and new product commercialization. This is accomplished through hands-on experience, complemented by in-class lectures and discussion. This course offers a unique blend of theoretical and practical experiences, as they relate to emerging energy and cleantech businesses.

The energy and cleantech industry is a massive \$6.1 trillion industry that is being disrupted by technology, with new companies appearing every day. However, like most entrepreneurial organizations new energy and cleantech companies are often small, quick growing and working in an evolving landscape. Therefore, the toolset required to be successful in this arena is different than traditional corporate management. Teams composed of 3-5 students will work with a local high-growth energy or cleantech company, helping them to develop a commercialize plan for a new technology or business model. Key milestones will include:

- Analyzing multiple commercialization opportunities to determine the path forward (i.e. which approach has best financial benefits and lowest risk)
- Building a business plan or VC pitch deck for the new business

Actual experience with an emerging energy or cleantech company will be augmented with classroom instruction. Classroom lectures and discussions will focus on:

- Issues faced by entrepreneurial organizations as they work to commercialize a technology.
- Core principals and technologies that are shaping the energy and cleantech industry, including the structure of the energy markets and overviews of many major and minor technologies.
- Building a toolset to be able to effectively and efficiently develop commercialize plan, solve complex problems, and provide high impact advice.
- In-class expertise will be augmented by guest lecturers (for examples [Click Here](#)).

To view projects prior projects [Click Here](#).

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.

Grades:

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

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34706-01	Spring 2015	M 8:30AM-11:30AM	Harper Center	Lecture Hall C05

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 |

34710 User Centered Design for Entrepreneurs - Deutsch, Waverly

[View course evaluation \(PDE\)](#)

Contents:

User-Centered Design for Entrepreneurs will be an experiential lab class that teaches an interdisciplinary group of UChicago students each stage of an ideation methodology based on a collaboration between best practices in entrepreneurial opportunity assessment and design techniques pioneered at Illinois Institute of Technology's Institute of Design. Class time will focus on lecture, discussion, and in-class activities. Outside of class, students will be required to work in teams and use each element of the design process to explore a pre-assigned opportunity space and develop innovative solutions. Through the lens of design, students will gain skills pertinent to the identification and development of user-centered innovation. The outcomes of the course will be:

- Students will study and understand the stages of a user-centered design methodology;
- Students will learn to identify customer and market need using design skills, including: research, analysis, synthesis, idea generation, prototyping, and communication;
- Students will identify opportunities for innovation and prototyping and share their ideas with key stakeholders as a final deliverable of the course.

This year's problem space is the 21st Century University. With rising tuition costs, a shrinking middle class, the emergence of online learning and a changing job landscape, University as we know it today is ripe for disruption. Students will examine specific processes in the University to discover new patterns and opportunities and design innovations to create value in the 21st Century University.

Applicants should be aware that this course requires substantial infield work with team members and alone. Schedule flexibility is important.

The course will be co-taught by Professor Waverly Deutsch of Chicago Booth and Hugh Musick, Associate Dean of IIT's Institute of Design and is part of the D4 (Discover, Design, Develop and Do) initiatives of the Polsky Center for Entrepreneurship and Innovation.

Grades:

Grades will be based on assignments, active class participation and a final presentation. Cannot be taken pass/fail.

Prerequisites:

None.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
34710 -01	Winter 2015	W 6:00PM-9:00PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

35000 Investments - Linnainmaa, Juhani

[View course evaluation \(PDE\)](#)

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: 06/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35000-03	Winter 2015	T 8:30AM-11:30AM	Harper Center	The Eugene F. Fama Classroom-HCC03
35000-04	Winter 2015	W 8:30AM-11:30AM	Harper Center	The Eugene F. Fama Classroom-HCC03
35000-82	Winter 2015	M 6:00PM-9:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200

35000 Investments - Panageas, Stavros

[View course evaluation \(PDE\)](#)

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

Key:

- | | | | |
|--------------------------------------|-------------------------------|-------------------------------|-------------------------|
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| = PhD - students only | = Lectures | = Discussion | = Case Studies |
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| = Sample Exam Questions/Problem Sets | | = Final exam (take home) | = Chalk Site |

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
35000-01	Autumn 2014	W 1:30PM-4:30PM	Harper Center	Lecture Hall C09
35000-81	Autumn 2014	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408

35000 Investments - Staff

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35000-85	Summer 2015	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 208

35000 Investments - Hassan, Tarek

[View course evaluation \(PDE\)](#)

Contents:

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

Materials:

The main texts used for the course are Bodie, Kane, and Marcus, *Investments*; and Grinblatt and Titman, *Financial Markets and Corporate Strategy*. A CoursePack will also be designed containing 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	Spring 2015	W 1:30PM-4:30PM	Harper Center	Lecture Hall C09
35000-81	Spring 2015	W 6:00PM-9:00PM	Gleacher Center	The Amoco Lecture Hall-GC300

35000 Investments - Kelly, Bryan

[View course evaluation \(PDE\)](#)

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 selection of readings which will be posted in Chalk.

Grades:

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

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: 08/20/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35000-01	Winter 2015	R 8:30AM-11:30AM	Harper Center	The Eugene F. Fama Classroom-HCC03
35000-02	Winter 2015	R 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03
35000-81	Winter 2015	R 6:00PM-9:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200

35000 Investments - Giglio, Stefano

[View course evaluation \(PDF\)](#)

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, one or two case write-ups and discussions, 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.

Description and/or course criteria last updated: 07/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35000-02	Autumn 2014	M 1:30PM-4:30PM	Harper Center	Lecture Hall C09
35000-82	Autumn 2014	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308
35000-85	Autumn 2014	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 308

35000 Investments - Panageas, Kedran

[View course evaluation \(PDF\)](#)

Contents:

This course offers the financial theory and quantitative analytical tools necessary for understanding securities pricing and Modern Portfolio Management. The course is organized into three parts. The first part of the course covers Fixed Income Theory: the pricing of bonds, forward and swaps; the term structure of interest rates; the conduct of monetary policy and how this evolved over time. The second part of the course covers portfolio management based on mean-variance analysis; various models of risk and return (including both the CAPM and multifactor models); performance evaluation of mutual funds and hedge funds; and market efficiency (including asset pricing anomalies and behavioral finance). The last part of the course discusses derivative security pricing (including options, futures, forwards, and swaps); and international investment.

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

Materials:

The main texts used for the course are Bodie, Kane, and Marcus, *Investments*; and a CoursePack.

Grades:

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

There will be two voluntary review sessions, one each before the mid-term and final exams.

Prerequisites:

Business 30000, 33001, and 41000 or 41100: strict. 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: 06/2014

Course Conditions and Course Related Items:

Key:

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



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35000-05	Winter 2015	TBA		TBA
35000-85	Winter 2015	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 408

35000 Investments - Weber, Michael

[View course evaluation \(PDE\)](#)

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 Financial Markets and Corporate Strategy*. The course Chalk site will contain 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.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35000-06	Winter 2015	W 8:30AM-11:30AM	Harper Center	Lecture Hall C09
35000-83	Winter 2015	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208

35001 Introductory Finance - Leftwich, Richard

[View course evaluation \(PDE\)](#)

Contents:

This course provides an introduction to the field of finance and is intended for students who do not plan 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 careers as consultants or managers.

Most of what one needs to know to understand finance issues in a managerial position is corporate finance, so the course puts somewhat more weight on corporate finance topics than on asset pricing topics. For example, the course covers the basic "Capital Asset Pricing Model" but does not 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 (such as the markets for derivatives), except as 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") and provides an introduction to corporate valuation. The course also considers the firm's financing decisions, namely, what securities to issue and how much to pay out in dividends. 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 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 a 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.

Can 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: 11/2/12

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35001-01	Autumn 2014	F 1:30PM-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

35001-81	Autumn 2014	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206
35001-85	Autumn 2014	S 9:00AM-12:00PM	Gleacher Center	The Everett Kovler Classroom-GC422

35100 Financial Instruments - Constantinides, George

[View course evaluation \(PDF\)](#)

Contents:

I develop, critically assess, and apply theories of pricing derivatives. Topics: forward and futures contracts; interest rate and currency swaps; trading strategies; early exercise of American options; binomial option pricing; the Black-Scholes-Merton option pricing model; extensions of the BSM model; risk management with options; empirical evidence and time-varying volatility; the pricing and hedging of corporate securities (common stock, senior and junior bonds, callable bonds, warrants, convertible bonds, and puttable bonds) and credit risk.

I emphasize the application of the theory to the management of risk. 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 basic knowledge of the following: forward and futures contracts and their differences; what is an option; and discrete and continuous compounding and discounting.

Description and/or course criteria last updated: 06/2014

Sample Exam Questions/Problem Sets:

Past exams with answers (10 years worth) are available on the course web site.

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35100-01	Winter 2015	F 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03
35100-85	Winter 2015	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 206

35100 Financial Instruments - Heaton, John

[View course evaluation \(PDF\)](#)

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	Autumn 2014	M 8:30AM-11:30AM	Harper Center	The Sidney Davidson Classroom-HCC04

Key:

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

35100-81 Autumn 2014 M 6:00PM-9:00PM Gleacher Center Lecture Hall 206

35101 Futures, Forwards, Options & Swaps: Theory and Practice - Belton, Terrence[View course evaluation \(PDE\)](#)**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 2015	M 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

35105 History of Financial Thought and Practice - Buser, Stephen[View course evaluation \(PDE\)](#)**Contents:**

There are two primary objectives for the course. One goal is to provide an organizational structure for an extensive collection of financial innovations that literally span the course of recorded human history. The investigation is organized into areas of specialization such as the development of financial institutions, the development of markets for trading securities, methods for valuing assets, and approaches to financial decisions by individuals and corporations. The second objective for the course is to encourage students to consider the material presented as more than merely an interesting collection of historical facts. Instead, students are asked to view the course as a set of case studies for remarkable innovations in the theory and practice of finance. Consistent with this theme, the course will initially seek to identify specific financial needs that were not being fully met at a particular point in time, and then consider how a given innovation in theory or practice addressed the corresponding need.

Materials:

In addition to handouts provided in class, there are two texts for the course, *Capital Ideas*, and *Capital Ideas Evolving*. Both texts are by Peter Bernstein, and both texts are published by John Wiley and Sons.

Grades:

Grades are based on two equally-weighted exams, class participation, and one written assignment.

Prerequisites:

None.

*Description and/or course criteria last updated: 07/2014***Sample Exam Questions/Problem Sets:**

The University of Chicago School of Business is named for David Booth. When David was a student at the U of C, one of his professors discussed a critical gap in the set of available indexed mutual funds that were required to fully implement the financial theory of optimal diversification. Rather than simply memorize this key detail for his final exam in the course, David Booth put on his financial entrepreneurial hat and eventually was able to provide an essential supplement for existing diversification products. What was the nature of the initial gap in financial products? What specific product did David Booth create? And how successful has that financial innovation proved to be? Bonus question (optional). Can you describe any remaining gaps in the collection of indexed financial products? If so, how would you propose to address those gaps?

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

Section	Quarter	Meeting Day / Time	Building	Room
35105-01	Spring 2015	M 1:30PM-4:30PM	Harper Center	Lecture Hall C10

35120 Portfolio Management - Pastor, Lubos[View course evaluation \(PDE\)](#)**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.

Grades:

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

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

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: 06/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35120-01	Spring 2015	W 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03
35120-02	Spring 2015	R 8:30AM-11:30AM	Harper Center	The Eugene F. Fama Classroom-HCC03
35120-81	Spring 2015	W 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

35121 Behavioral Finance - Hartzmark, Samuel

[View course evaluation \(PDE\)](#)

Contents:

This course explores how the market is influenced by the behavior of investors, attributable to psychology or institutional constraints. We will survey recent research on possible mispricing in these markets, investor behavior, the predictability of security returns, and the practical limits to arbitrage. Possible topics include earnings and price momentum, market anomalies, tactical asset allocation, under-reaction to news, the money management industry, security complexity and obfuscation, and short sales constraints. Practical implications for portfolio management are developed and emphasis will be placed on data-driven analysis of financial markets.

Materials:

Lecture notes

Grades:

Weekly group assignments, two exams and class participation.

Prerequisites:

Business 35000 and Business 41100. This is a quantitative course and students are expected to be comfortable applying statistics and multivariate regression to data and interpreting the results. Knowledge of a regression package (such as Excel) is essential.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35121-01	Spring 2015	M 1:30PM-4:30PM	Harper Center	Lecture Hall C06
35121-81	Spring 2015	M 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

35122 Hedge Fund Investing - Small, David

[View course evaluation \(PDE\)](#)

Contents:

Comprehensive Overview of Hedge Fund Investing

Introduction and Overview (½ class): structural industry overview; analysis of historical industry performance and benchmarks, fund structure; investor eligibility criteria, terms and conditions of investing including fees and liquidity

Detailed Discussion of Hedge Fund Strategies (6 classes): long/short equities and credit, activist investing, distressed corporate debt, equity derivative and fixed income arbitrage, event driven investing, asset based lending, and macro

Investment and Non-Investment Due Diligence (2 classes): decision and control, investment decision making, background of key staff, product offerings, investment goals and processes, hedge fund operations and internal controls – valuation methodology, compliance, background investigations, government regulation, Madoff case study

Portfolio Construction and Risk Management (1 class): source and structure of leverage/margin, counterparty risk management, first and second order risks, risk limits, attribution analysis, role of hedge funds in traditional portfolios

Strategic Industry Developments (1 classes): challenges faced by the hedge fund CEO; monetization of alternative investment firms; vision for the future

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: ½ hour interactive discussion of readings and group presentations; 1 ½ hour lecture; plus 1 hour presentation by invited guest speaker, an industry expert on the topic of the week.

Class Format

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.

The format of the typical class will include a discussion of the weekly paper assignment, a lecture by Professor Small, and a lecture by an invited prominent industry professional. During the

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

second half of the course, student groups will present their investment idea group project to the Investment Committee for consideration.

Guest lecturers during the Winter 2014 quarter included: Brian Feltzin and Craig Albert (Sheffield – long/short equity), Peter May (Trian – activist investing), Alec Litowitz (Magnetar – event driven and structured credit), Bennett Goodman (GSO – credit long/short), Peter Karmin (Fort Sheridan – tail risk and fixed income arbitrage), Jon Pollock (Elliott – activist investing, distressed, multi-strategy), Brian Taylor (Pine River – relative value, structured credit, fixed income arbitrage), and Ken Griffin (Citadel – long/short, macro, multi-strategy).

ACCESS Program

The ACCESS Program offers a limited number of enrolled students the ability to speak with senior investment professionals from a number of leading hedge funds. These calls will be made during February 2015. Each participating industry professional has agreed to a 45-60 minute phone call (at a time and date convenient for them) with a student from the class. The focus of these call include: career path and attributes critical to success, assessment of the current market environment, attributes of a successful investor, and recommended reading. Student selected for participation in the ACCESS program will be based on the quality of class participation and weekly Individual Mini-Papers during the first few weeks of class.

In order to participate in the ACCESS program, students must also commit to and write a memorandum to the Investment Committee (e.g., all students in the class) describing the call. The format for these memorandae will be described to students invited to participate in this program. These papers will be compiled and shared with all of the students in the class.

While there is no grade or extra credit for participating in the ACCESS program, participating students may substitute the ACCESS program memorandum for one weekly assignment (weeks 7 – 10).

Eight firms participated in the ACCESS program during 2014 and provided interview opportunities for 20 students:

Anchorage (credit – New York), Blackstone Real Estate (real estate – New York), Blue Mountain (credit – New York), Canyon (credit, event driven – Los Angeles), Citadel (multi-strategy, Chicago), Marathon (multi-strategy – New York), Pine River (multi-strategy, Minneapolis), Secor (TAA, Alpha Strategies – New York)

Materials:

A specific required set of articles/readings which will be posted in Chalk and a set of required books which must be purchased, plus a 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; memorandae 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:

- *Handbook of Hedge Funds*. Lhabitant, Francois-Serge. John Wiley & Sons, Ltd., 2006, ISBN 13 978-0-470-85667-3 (HB)
- *Distress Investing – Principles and Technique*. Whitman, Martin J; Diz, Fernando. John Wiley & Sons, Inc., 2009. ISBN 978-0-470-11767-5
- *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)

Video Library of Selected Prior Speakers:

Enrolled students will have access to a library of videos of prior speakers via CHALK:

2013:

Scott Esser and Martin Klein, Hedge Fund Research, database and index construction; Brian Feltzin and Craig Albert, Sheffield Capital, long/short equity investing; Brian Taylor, Pine River, arbitrage and structured credit investing; Peter May, Trian Capital, activist equity investing; Peter Weiland, former CRO of CIO, JP Morgan, managing risk at JP Morgan; Ivaldo Basso, Grosvenor Capital Management, non-investment due diligence; Bennett Kaplan, Axiom Consulting LLC, background investigations

2012:

Scott Esser and Martin Klein, Hedge Fund Research, database and index construction; Brian Taylor, Pine River, arbitrage and structured credit investing; Michael McCormick, Bank of America Prime Brokerage, role of prime brokers; Ivaldo Basso, Grosvenor Capital Management, non-investment due diligence; Bennett Kaplan, Axiom Consulting LLC, background investigations; Scott Lederman, Grosvenor Capital Management, hedge fund regulation; Matt Stone, Kate Carder, Prakhar Bansal, University of Chicago Endowment, role of alternatives and hedge funds in an endowment portfolio

2011:

Ted Koenig, Monroe Capital, asset based lending; Ken Griffin, Citadel, Citadel and the 2008 financial crisis

Grades:

Class participation (including attendance); since the class will be treated as an Investment Committee, it is expected that all questions, discussions, and presentations will reflect preparation, professionalism, and precision: 20%;

Weekly individual mini-paper (1 – 2 pages) discussing assigned single topic from readings: 35%;

Two group projects: *analyzing/recommending a specific investment opportunity, that includes both a long and a short idea, and building an optimal portfolio of hedge funds*, maximum of 10 pages plus class presentation of one project: 20 %;

Final individual paper on (Professor Small 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. No auditors allowed.

We expect to have access to one of the hedge fund industry’s leading analytics package, eVestment PERTRAC Analytics (www.pertrac.com) as well as to the HFR Academic database comprised of approximately 10,000 hedge funds to be used for 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. However, I have been very liberal in granting exemptions reflecting work experience and personal knowledge.

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 |

Note: Class will meet in Gleacher.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35122-81	Winter 2015	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404

35125 Quantamental Investment Lab - Cong. Lin William

[View course evaluation \(PDE\)](#)

Contents:

Through a combination of lectures, lab exercises, guest talks, and student presentations, this advanced elective introduces students to trading simulations and guides them in applying the knowledge of asset pricing and corporate finance to active asset management. This is a hands-on course with an emphasis on collective experiential learning. Students will use various analytical tools to analyze individual companies, design quantitative strategies, conduct back-tests, execute "virtual" trades, and assess portfolio risk. We will also discuss academic research and its relevance in practice, as well as quantitative value investing as a general framework.

This course is designed for students with a strong interest in quantitative value investing, either personal or professional. It should be particularly helpful to those with career aspirations in asset management, equity research, or financial consulting, as it provides an opportunity to learn in a low cost setting before they embark on journeys beyond the business school in very competitive industries.

Grades:

Based on homework assignments, class participation and presentation, and final projects. Cannot be taken pass/fail. No Non-Booth students. No auditors.

Prerequisites:

Students taking this class should be well-versed in the economic, accounting, and finance skills taught in core classes, especially 35000 and 35200. Experience in basic fundamental and/or technical analysis is recommended but not required.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35125-01	Spring 2015	R 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
35125-81	Spring 2015	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206

35130 Fixed Income Asset Pricing - Veronesi, Pietro

[View course evaluation \(PDE\)](#)

Contents:

The market of fixed income products is large and expanding, and their complexity is ever increasing. For instance, as of the end of 2013, the U.S. government debt stood at around \$ 11.9 trillion, that is, 100% increase over its size in 2008. Similarly, the interest rate swap market stood at \$461 trillion (notional), and the OTC forward and options market at over \$123 trillion (notional), that is, around 35% larger than their sizes in 2008. The mortgage backed securities market is also large, at around \$8.7 trillion, and it is still under stress due to the housing crisis. In addition, the recent aggressive expansionary monetary policy of the Federal Reserve and their predicted reversal may lead to higher future inflation and policy risk. 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 advanced 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 bond data, such as "curve fitting," and factor analysis; (iii) 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 fixed income products and derivatives, from the traditional derivative instruments, such as Swaps, Bond Options, Caps and Floors, to the more recent products, such as Inverse Floaters, Range Notes, Mortgage Backed Securities. .

The key feature of *Fixed Income Asset Pricing* is that it strongly emphasizes the *applications* of these models to value real world fixed income products, and their derivatives, by focusing both on the practical difficulties of applying models to the data, as well as on the necessity to use computers to compute prices. The course, which is mathematical in nature, 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/BUS35130.htm>.

Prerequisites:

Business 35000: strict. Knowledge of derivative instruments (35100) will be beneficial, but not strictly required.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35130-01	Autumn 2014	T 8:30AM-11:30AM	Harper Center	Lecture Hall C05

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

35131 Cases in Financial Risk Management - Veronesi, Pietro[View course evaluation \(PDE\)](#)**Contents:**

This elective course covers the foundations of modern corporate financial risk management. The traditional view of financial risk management allocates risks in categories and looks at the methodologies to measure and manage such risks. The modern view of corporate financial risk management integrates financial risk management solutions with long term corporate goals. How does financial risk management create value for the corporation? What are the costs? When is it optimal to engage in financial risk management and when is it best to actually not do it? Indeed, under perfect capital markets, financial risk management does not create value. Yet, evidence shows 95% of Fortune 500 firms and over 60% of all non-financial firms actively use derivatives to manage financial risk. What are the market frictions that make financial risk management a strategic tool to achieve long-term corporate goals?

This course uses a mix of lectures and case studies to provide students with a thorough understanding of the benefits and costs of corporate financial risk management. We cover both financial institutions and non-financial institutions and discuss a wide range of topics, including (i) the analysis of market risk (i.e. FX risk, interest rate risk, commodity risk etc.), credit risk, and liquidity risk; (ii) measures of financial risk, such as Value at Risk, Cash-flow at Risk, Credit at Risk, Liquidity VaR, Expected Shortfall, Backtesting, as well as their pros and cons; (iii) optimal hedging and insurance through financial derivatives, such options, futures, and credit derivatives; (iv) the benefits and costs of financial risk management, through derivatives and diversification; (v) the logic behind enterprise-wide financial risk management systems and their relations to long-term corporate strategy; (vi) strategic financial risk management and financial innovation. The use of numerous case studies will help cement the topics covered, as well as provide elements of class discussion.

At the end of the course, students will be comfortable with the costs and benefits of corporate financial risk management, will understand the potential pitfalls in numerous measures of risk, and will see the benefits and costs of using financial derivatives as instruments to hedge financial risk. Students will also learn the steps required to set up an effective enterprise-wide risk management system for both financial and non-financial institutions. For these reasons, this course will especially benefit students with career goals in investment banking, sales and trading, financial risk management, corporate treasury, as well as consulting.

In terms of requirements, students should familiar with topics covered in investments (35000) and corporation finance (35200). A good knowledge and understanding of derivatives and derivative pricing will be useful, but not strictly required. Case analysis and homework assignments will also require the use of Microsoft Excel spreadsheets. I will make available several spreadsheets implementing Monte Carlo simulations for risk measurement and asset valuation. The course is analytical in nature and therefore requires familiarity with calculus, statistics and probability.

More information is available on the course homepage <http://faculty.chicagobooth.edu/pietro.veronesi/teaching/BUS35131.htm>.

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

Grades:

Based on a final exam (50%), class participation (25%), homework (15%), and memos (10%).

Prerequisites:

Business 35000 and 35200 strict. Knowledge of derivative instruments (35100) will be beneficial, but not strictly required.

Description and/or course criteria last updated: 06/2014

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

Section	Quarter	Meeting Day / Time	Building	Room
35131-81	Spring 2015	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404

35132 Advanced Models of Option Pricing and Credit Risk - Veronesi, Pietro[View course evaluation \(PDE\)](#)**Contents:**

This course covers the analytical and numerical methodologies applied by hedge funds and derivatives trading desks to price complex derivative securities and design 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. The course covers advanced models of option pricing and credit risk, including models with stochastic volatility, jumps, stochastic intensity of default, and credit risk. We also cover the numerical methods routinely used in the industry to price derivative securities. Finally, we spend a few classes on the topic of credit risk, focusing also on the important topic of sovereign credit risk.

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/BUS35132.htm>.

Prerequisites:

Business 35000 and 35100 OR 35130: strict.

Description and/or course criteria last updated: 06/2014

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

Section	Quarter	Meeting Day / Time	Building	Room
35132-85	Winter 2015	S 9:00AM-12:00PM	Gleacher Center	The John P. Gould Classroom-GC303

35151 Quantitative Investment - Moskowitz, Tobias[View course evaluation \(PDE\)](#)**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:

This course provides the basis for testing asset pricing theory. We will develop models and tests for analyzing how and why stock prices move over time and vary across stocks. We will examine the theories and empirical techniques for analyzing markets, covering academic articles and replicating studies using actual asset price data. We will derive models for portfolio decisions and prices, study the extensive empirical work that characterizes movements in security prices, and examine tests to determine whether markets are "efficient." Topics covered include 1) basic statistical tests of asset prices, 2) portfolio theory, 3) single and multi-factor pricing models, 4) market efficiency and anomalies, including value-growth and momentum, 5) behavioral finance, 6) market frictions, 7) trading costs, liquidity, and liquidity risk, 8) financial crises and opportunities for quantitative investing, and 9) empirical evidence on portfolio choice (home and local bias, private equity holdings). These topics and techniques will change depending on the current "state-of-the art" in asset pricing. The course is meant to be flexible.

This course is designed for students who want a more detailed, more rigorous, and up-to-date treatment of asset pricing theory and empirical work than is provided by 35000. It is especially appropriate for students contemplating the analytical concentration in finance, and provides many tools and concepts that are essential for the advanced finance courses. The material is covered in a rigorous analytical manner, and students must be comfortable with technical methodologies (i.e., calculus, linear algebra, and advanced statistical theory). These courses are meant to be difficult, but accessible to the highly motivated M.B.A. student. The reading list is extensive. The expectation is that the average student spends 20+ hours per week on the course, outside of class.

My course, 35151, is designed to be quite different than other similar courses, namely 35150 (Cochrane), 35120 (Pastor) and 35901 (Fama), though these courses are complementary. Students need not worry about overlap. Most of the topics covered in these courses are different, and the few topics that appear in common are covered from a different perspective in each class. The 35120 course (Pastor) is a case-based course that delves exclusively into the money management business and is an inherently different course. The 35901 course (Fama) is a Ph.D. level course that covers academic papers and methodologies. The closest course to mine in style and content is 35150 (Cochrane) and students should view these courses as a sequence where they take BOTH. In fact, we are in the process of redesigning 35150 and 35151 to be a two-course sequence.

Grades:

Based on 9 weekly problem sets that apply theory learned in class to actual stock price data and replicate results from many of the academic articles we will read in class. The focus is on rigorous empirical analysis and testing, which is motivated by the asset pricing theory we will derive in class. Class participation, including weekly presentations of academic journal articles, a "referee" (written critical) report on an academic article, and a take home final examination will also comprise the grade. In addition, for Ph.D. students only, a term paper can be written as a substitute for the weekly problem sets or take-home final. Cannot be taken pass/fail. No auditors.

Prerequisites:

Business 33001 and 41100: strict. These are meant to be minimum requirements. A solid background in economics, mathematics, and especially statistics is necessary for the course that meets at least the level of the prerequisites.

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

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35151-01	Spring 2015	F 8:30AM-11:30AM	Harper Center	The Eugene F. Fama Classroom-HCC03
35151-85	Spring 2015	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 406

35200 Corporation Finance - Born, Laura

[View course evaluation \(PDF\)](#)

Contents:

35200-Corporation Finance (Undergraduates Only)

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*, 3rd edition (2013) and readings/cases which will be posted in Chalk. The course syllabus will be also be posted in 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: seven case write ups (completed in groups), a midterm and a final exam, each 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., September 30, 2014.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Key:

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

Course Schedule

Section	Note	Quarter	Meeting Day / Time	Building	Room
35200-03	Undergraduate Only	Autumn 2014	TR 12:00PM-1:20PM	Harper Center	The Sidney Davidson Classroom-HCC04

35200 Corporation Finance - He, Zhiguo

[View course evaluation \(PDE\)](#)

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 (5%), problem sets (10%), midterm exam (25%), 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: 06/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35200-01	Autumn 2014	R 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03
35200-82	Autumn 2014	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406

35200 Corporation Finance - Matvos, Gregor

[View course evaluation \(PDE\)](#)

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. The course is NOT self-contained; I rely heavily on the knowledge from the other classes. Waivers potentially granted only to students with substantial previous course work in investments (not corporate finance), substantial work experience in investments (asset allocation, not investment banking) or CFA level 2.

Description and/or course criteria last updated: 6/13

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35200-02	Autumn 2014	W 8:30AM-11:30AM	Harper Center	Lecture Hall C10
35200-04	Autumn 2014	W 1:30PM-4:30PM	Harper Center	Lecture Hall C10
35200-81	Autumn 2014	T 6:00PM-9:00PM	Gleacher Center	The Amoco Lecture Hall-GC300

35200 Corporation Finance - Seru, Amit

[View course evaluation \(PDE\)](#)

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.

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

Materials:

The primary text is Berk and Demarzo's *Corporation Finance*. Additional materials and the syllabus will be posted on Chalk. Please read the syllabus before the first class.

Grades:

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

Prerequisites:

Business 30000, 33001, 35000 (strict), and 41000 or 41100. Business 35000 is a strict prerequisite and cannot be taken concurrently.

Description and/or course criteria last updated: 08/20/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35200-01	Winter 2015	W 8:30AM-11:30AM	Harper Center	The PIMCO Classroom-HCC07
35200-02	Winter 2015	W 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07
35200-81	Winter 2015	W 6:00PM-9:00PM	Gleacher Center	The Amoco Lecture Hall-GC300

35200 Corporation Finance - Vermaelen, Theo

[View course evaluation \(PDF\)](#)

Contents:

The purpose of this course is to teach you the basics of corporate finance. Corporate finance is about making the right investment, financing and restructuring decisions to create shareholder value. This requires learning valuation methods: valuation of projects, valuation of companies and valuation of strategic options. Second, to illustrate how value can be created by (1) capital budgeting decisions (2) capital structure policy (3) raising equity through rights issues, public issues and IPOs (4) returning funds to shareholders through dividend payments and share repurchase and (5) corporate restructuring such as mergers and acquisitions, and leveraged buyouts.

Weekly homework assignments will be distributed. This homework will count for 10% of the grade. Homework can be **group work** as long as the number of group members does not exceed 5. Although the homework only counts for a small percentage of your grade, it will be a good preparation for the midterm and final exam. Class participation will also count for 10% of the grade.

To cover the material, I will mostly use lectures. However, in order to convince students that what we learn can be applied in practice, we also cover two case studies.

Materials:

The textbook for the course is Berk and DeMarzo (BD), *Corporate Finance*, 3rd edition. There is also a course packet that includes extra readings and cases for the class. Lecture notes will be handed out during the class.

Grades:

Midterm: 40%

Final: 40%

Homework: 10%

Class participation: 10%

The midterm will cover all the material during the first 4 weeks. The final will cover all material covered during the last 4 weeks.

Prerequisites:

Bus 30000, 33001, 35000 and 41000 (or 41100): strict.

Description and/or course criteria last updated: 5/30/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35200-81	Summer 2015	TBA		TBA
35200-85	Summer 2015	S 9:00AM-12:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

35200 Corporation Finance - Tsoutsoura, Margarita

[View course evaluation \(PDF\)](#)

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.

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

Grades:

Based on cases, a mid-term examination, a final examination, and class participation. Cannot be taken pass/fail. No auditors. No non-Booth students. No undergrads.

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: 02/19/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35200-03	Spring 2015	T 8:30AM-11:30AM	Harper Center	Lecture Hall C10
35200-04	Spring 2015	M 1:30PM-4:30PM	Harper Center	Lecture Hall C10
35200-82	Spring 2015	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408

35200 Corporation Finance - Shue, Kelly

[View course evaluation \(PDF\)](#)

Contents:

The purpose of this course is to provide you with an understanding of the major decisions made by corporate financial managers and to familiarize you with the tools used to make these decisions. These tools will help you to: (a) value potential corporate investment opportunities, and (b) understand which securities should be used by firms to finance corporate investment ("capital structure decisions"). The class is divided into two parts, which correspond to the two main goals of the course. The first part will focus on the methods used to value investment opportunities. Particular attention is given to calculating free cash flows, discount rates, valuing incremental investments, the effects of financing on value, the WACC, the APV, and real options. The second part of the course focuses on issues of corporate financial structure. This section starts with an analysis of tax and bankruptcy implications of debt financing, and moves on to consider information and agency problems. We will discuss information problems associated with equity financing, the incentive effects of debt financing, and conflicts between equity and debt stakeholders. Specialized topics, such as mergers and acquisitions and corporate hedging will be covered as time permits.

Materials:

Berk and DeMarzo, *Corporate Finance*; CoursePack. The syllabus will be posted on Chalk. Please read the syllabus and do the assigned readings before the first class.

Grades:

Based on cases, a midterm examination (optional), 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. Waivers for 35000 potentially granted to students with substantial previous course work in investments or CFA Level 2 or above. Previous work experience related to investments and previous coursework in corporate finance do not satisfy the prerequisite for 35000.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35200-01	Spring 2015	R 8:30AM-11:30AM	Harper Center	Lecture Hall C05
35200-02	Spring 2015	R 1:30PM-4:30PM	Harper Center	Lecture Hall C05
35200-81	Spring 2015	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406

35200 Corporation Finance - Ponticelli, Jacopo

[View course evaluation \(PDF\)](#)

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 second 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 course description and class schedule will be posted on Chalk.

Grades:

Based on cases, a midterm exam, final exam and class participation. No auditors. No non-Booth students. Cannot be taken pass/fail.

Prerequisites:

Business 30000, 33001, 35000 (strict), and 41000 or 41100.

Description and/or course criteria last updated: 06/2013

Course Conditions and Course Related Items:



Key:

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

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35200-03	Winter 2015	F 8:30AM-11:30AM	Harper Center	Lecture Hall C05
35200-04	Winter 2015	F 1:30PM-4:30PM	Harper Center	Lecture Hall C05
35200-85	Winter 2015	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 306

35201 Cases in Financial Management - Born, Laura

[View course evaluation \(PDE\)](#)

Contents:

This case course is designed to utilize, reinforce and enhance the concepts in corporate finance you accumulated in 35200 using the case method and some limited lecture material. Students will practice various valuation techniques, review an LBO, evaluate two M&A situations, discuss optimal capital structure, study the liquidity crisis of Fall 2008, study two distressed debt cases, assess dividend policy, understand an IPO, learn about shareholder activism and conduct two break up analyses.

We will begin with a review of some corporate finance basics: reviewing and practicing the most commonly used valuation practices including a review of: calculating WACC, the DCF valuation method, and the comparables valuation method. We will learn an LBO valuation model. We will apply these tools towards a number of cases, including an LBO case and two acquisition situations. We will then review the choice of capital structure and examine two cases where capital structure played a significant role in the company along with two distressed debt cases. Then, we will cover public equity markets: dividends, IPOs and equity markets generally. We will take a look at the role of shareholder activists in the public equity markets and lastly, we will complete two break up analyses.

Materials:

Reading materials will be posted in Chalk, and either Berk and DeMarzo, *Corporate Finance* (Prentice Hall) or Brealy Myers and Allen, *Principles of Corporate Finance* (McGraw Hill) can be helpful background reading.

Grades:

The grade will be based upon graded Case Write Ups, Class Participation and an in-class Final Exam. No pass/fail grades. No non-Booth students. No auditors.

Prerequisites:

Business 35000, 35200 (or 35901 and 35902) are required: strict

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35201-02	Winter 2015	W 8:30AM-11:30AM	Harper Center	The Goldman, Sachs & Co. Lecture Hall-HCC25

35201 Cases in Financial Management - Muscarella, Chris

[View course evaluation \(PDE\)](#)

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:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35201-81	Summer 2015	TBA		TBA
35201-85	Summer 2015	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 306

35201 Cases in Financial Management - Rock, Kevin

[View course evaluation \(PDE\)](#)

Key:

- = No auditors
- = No provisional grades
- = No pass/fail grades
- = No non-Booth Students
- = PhD - students only
- = Lectures
- = Discussion
- = Case Studies
- = Group Projects
- = 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

Contents:

The Course is intermediate between 35200 and 35206. The principal topics are financial forecasting; optimal capital structure; capital budgeting; and an introduction to leveraged transactions. The Course has an Investment Banking orientation. Please see the posted Syllabus for details.

Materials:

CoursePack, handouts, and a recommended (but optional) reference text.

Grades:

There are four case write-up assignments, which may be done in Groups. There is also a Midterm and a Final. See the Syllabus for details, which can change from quarter to quarter.

Prerequisites:

Business 35000 and 35200 (or 35901 and 35902) are strict prerequisites, though well-qualified students may apply for a waiver.

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

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35201-01	Winter 2015	T 1:30PM-4:30PM	Harper Center	The Goldman, Sachs & Co. Lecture Hall-HCC25
35201-81	Winter 2015	T 6:00PM-9:00PM	Gleacher Center	The Amoco Lecture Hall-GC300
35201-01	Spring 2015	M 8:30AM-11:30AM	Harper Center	Lecture Hall C09

35201 Cases in Financial Management - Sufi, Amir

[View course evaluation \(PDE\)](#)

Contents:

This is an advanced corporate finance course that should be taken after 35200. The main topics include optimal capital structure, credit default swaps, leveraged-buy outs, distress and restructuring, risk management, and corporate control with an emphasis on shareholder (including hedge fund) activism. It will be a mix of cases and lectures.

Grades:

To be determined.

Prerequisites:

Business 30000, 33001, 41000 (or 41100), 35000, 35200 strongly recommended for success in this class.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35201-01	Autumn 2014	M 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03
35201-02	Autumn 2014	W 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03
35201-81	Autumn 2014	W 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

35201 Cases in Financial Management - Hadlock, Charles

[View course evaluation \(PDE\)](#)

Contents:

This is a case-based course in corporate financial strategy that is intended to extend, integrate, and apply tools from BUS 35200. We will discuss investment decisions, financing decisions, risk management, corporate control, leveraged transactions, valuation methods, public offerings, mergers and acquisitions, restructurings, and incentive systems in a variety of different economic environments. There will be some lecture material, but much of the course will be taught using cases. Students will complete case assignments in groups.

Materials:

Cases and class handouts will be available in Chalk.

Grades:

Several case assignments, class participation, and a final exam.

Prerequisites:

Business 35000 and 35200 (or 35901 and 35902). Some familiarity with Microsoft Excel will be assumed.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Key:

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

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35201-02	Spring 2015	F 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
35201-81	Spring 2015	F 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400
35201-85	Spring 2015	S 9:00AM-12:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

35202 Financial Markets and Institutions - Diamond, Douglas

[View course evaluation \(PDF\)](#)

Contents:

This is an advanced course in corporate finance. The course studies financial institutions, financial crises, and the design of financial contracts. The economic role of various types of debt contracts is one theme. The strategic effects of the bankruptcy and reorganization process is another. The perspective is that of the chief financial officer (CFO), who must choose a source of funds, choosing between issuing securities directly to the public versus borrowing from an intermediary such as a bank or insurance company.

The course begins with models of the role of debt contracts and bankruptcy. It then considers in detail the issue of reorganizing firms in financial distress. One focus is on the effects various financial contracts have on the bargaining power of borrowers and of lenders.

The role of financial intermediaries in facilitating this reorganization is developed: this is a study of the corporate finance role of banks. The course also studies risk management and hedging policies in firms and banks. It considers the risk management goals that ought to be selected by firms.

The course examines consequences of a bank's corporate finance role for its other operations. A related topic is the method by which liquidity is provided by financial markets and by financial institutions. Providing liquidity by offering short-term debt may leave banks exposed to the risk of a financial crisis. We examine recent financial crises, including the Asian debt crisis, the problems of hedge funds in the United States, and the sub-prime mortgage credit crisis of 2007-2010 in this light.

More than half of the course is related to bankruptcy and reorganization, but it is not in any sense a bankruptcy law course. The course is a mix of concepts (economic models) and applications.

Grades:

Based on required write-ups of several cases and applied problems (done in groups). In addition, there are several required quantitative homework problems that extend and review the models developed in class. There is a mid-term and a final exam.

Prerequisites:

Business 35000 and 35200. A brave and motivated student may take Business 35200 concurrently.

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

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35202-01	Spring 2015	W 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
35202-81	Spring 2015	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208

35206 Advanced Topics in Corporate Finance - Rock, Kevin

[View course evaluation \(PDF\)](#)

Contents:

The Course is a natural continuation of 35201. The principal topics are initial public offerings, valuation; real options; capital budgeting; securitization; and leveraged transactions. The Course has a CFO orientation.

Materials:

CoursePack, handouts, and an optional text.

Grades:

There are four case write-up assignments, which may be done in Groups. There is also a Midterm and a Final. See the Syllabus for details.

Prerequisites:

Business 35201: strict, though exceptionally qualified students may apply for a waiver.

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

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35206-01	Spring 2015	M 1:30PM-4:30PM	Harper Center	Lecture Hall C09
35206-81	Summer 2015	R 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

35211 The Analytics of Financial Crises - Kashyap, Anil

[View course evaluation \(PDF\)](#)

Key:

- = No auditors
- = No provisional grades
- = No pass/fail grades
- = No non-Booth Students
- = PhD - students only
- = Lectures
- = Discussion
- = Case Studies
- = Group Projects
- = 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

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 my personal website on the teaching page by February 1.

Preassignment: For the first class, complete the case assignment that is posted on Chalk. 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. If you intend to register in Phase VI of the bidding you should still complete this assignment.

A set of frequently asked questions and answers, a provisional syllabus, and the week 1 readings are posted on my web site: <http://faculty.chicagobooth.edu/anil.kashyap/teaching.html>

Materials:

Readings will come from a selection 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 or 33402 is also highly, highly recommended. There is little overlap with either Money and Banking (33401) or Understanding Central Banks (33402), so it is no problem to take this class in addition to those. See the Frequently Asked Questions on my personal web site teaching page for more details.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35211-01	Winter 2015	W 8:30AM-11:30AM	Harper Center	The Sidney Davidson Classroom-HCC04
35211-81	Winter 2015	W 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

35215 Behavioral and Institutional Finance - Vishny, Robert

[View course evaluation \(PDE\)](#)

Contents:

This is an advanced course covering a variety of special topics. These topics should include: Understanding financial crises and the role of banks; Investor sentiment, anomalies, and market efficiency; The money management business and the inherent limitations of professional arbitrage; The role of cross-country institutional differences in explaining differences in financial markets and access to finance; Finance and rent-seeking: Are financial people overpaid?; Implications of asset price volatility for corporate finance, including merger waves and financial innovation.

Materials:

Selected readings.

Grades:

Based on class participation, a short paper, and a longer final paper.

Prerequisites:

Bus 35000 and 35200 or equivalent.

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35215-01	Winter 2015	R 1:30PM-4:30PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
35215-85	Winter 2015	S 1:30PM-4:30PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

35600 Seminar: Finance - Staff

Prerequisites:

PhD students only. Instructor permission required for MBA students.

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35600-01	Winter 2015	T 1:20PM-2:50PM	Harper Center	The Eugene F. Fama Classroom-HCC03

Key:

- = No auditors
- = No provisional grades
- = No pass/fail grades
- = No non-Booth Students
- = PhD - students only
- = Lectures
- = Discussion
- = Case Studies
- = Group Projects
- = 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

35600-01 Spring 2015 T 1:20PM-2:50PM Harper Center The Eugene F. Fama Classroom-HCC03

35600 Seminar: Finance - Giglio, Stefano

[View course evaluation \(PDE\)](#)

Prerequisites:

PhD students only. Instructor permission required for MBA students.

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35600-01	Autumn 2014	T 1:20PM-2:50PM	Harper Center	The Eugene F. Fama Classroom-HCC03

35600 Seminar: Finance - Ponticelli, Jacopo

[View course evaluation \(PDE\)](#)

Prerequisites:

PhD students only. Instructor permission required for MBA students.

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35600-01	Autumn 2014	T 1:20PM-2:50PM	Harper Center	The Eugene F. Fama Classroom-HCC03

35601 Applied Theory Workshop - Kamenica, Emir

[View course evaluation \(PDE\)](#)

Prerequisites:

One year in PhD program & consent of instructor.

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35601-01	Autumn 2014	M 1:30PM-3:00PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

35601 Applied Theory Workshop - Staff

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35601-01	Spring 2015	M 1:30PM-3:00PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

35601 Applied Theory Workshop - Budish, Eric

[View course evaluation \(PDE\)](#)

Prerequisites:

One year in PhD program & consent of instructor.

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35601-01	Autumn 2014	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 \(PDE\)](#)

Contents:

This Ph.D.-level course is concerned with models for portfolio decisions by investors and the pricing of securities in capital markets. The material is covered in a rigorous analytical manner, although formal technical requirements are minimal. This course is meant to be difficult, but accessible to the motivated M.B.A. student. The reading list is extensive. The expectation is that the average student spends 15+ hours per week on the course, outside of class.

Grades:

Based on weekly take home exam questions, about five problem sets, and a term paper (optional for M.B.A. students). Class participation (I cold call) is also used to determine grades. Cannot be taken pass/fail. No auditors.

Prerequisites:

This course cannot be taken pass-fail, or for an R. The prerequisites for the course are a good fundamental background in economics (e.g., Business 33001, and some macro would help) and statistics (e.g., Business 41100), taken here or elsewhere. I reserve the right to exclude students who do not seem to be adequately prepared. If you have not taken the prerequisites here, you need my approval (via E-mail) to take the course.

Description and/or course criteria last updated: 08/2014

Course Conditions and Course Related Items:



Key:

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

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35901-01	Autumn 2014	MW 8:30AM-11:30AM	Harper Center	The Eugene F. Fama Classroom-HCC03

35902 Theory of Financial Decisions II - Diamond, Douglas

[View course evaluation \(PDE\)](#)

Contents:

Theory of Financial Decisions II provides an introduction to the theory of corporate finance and financial intermediation. Some topics in corporate finance include capital structure, security design, security issuance, incomplete financial contracts and corporate control. Topics related to financial intermediation (banking) include financial crises, the role of liquidity creation and the choice of debt maturity for firms and financial intermediaries.

Grades:

Grades will be based on problem sets, referee reports and a final examination.

Prerequisites:

Business 35901.

Description and/or course criteria last updated: 09/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35902-01	Winter 2015	M 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03

35902 Theory of Financial Decisions II - Seru, Amit

[View course evaluation \(PDE\)](#)

Contents:

Theory of Financial Decisions II provides an introduction to the theory of corporate finance and financial intermediation. Some topics in corporate finance include capital structure, security design, security issuance, incomplete financial contracts and corporate control. Topics related to financial intermediation (banking) include financial crises, the role of liquidity creation and the choice of debt maturity for firms and financial intermediaries.

Grades:

Grades will be based on problem sets, referee reports and a final examination.

Prerequisites:

Business 35901.

Description and/or course criteria last updated: 09/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35902-01	Winter 2015	M 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03

35903 Theory of Financial Decisions III - Diamond, Douglas

[View course evaluation \(PDE\)](#)

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.

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.

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35903-01	Spring 2015	M 3:00PM-6:00PM	Harper Center	The Eugene F. Fama Classroom-HCC03

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
- = Group Projects
- = Midterm
- = Optional midterm
- = Final exam (in class)
- = Final exam (take home)
- = Quizzes
- = Sample Exam Questions/Problem Sets
- = Chalk Site

35905 Topics in Empirical Finance - Hansen, Lars

[View course evaluation \(PDF\)](#)

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:

=ECON 39200

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35905-01	Winter 2015	TBA		TBA

35905 Topics in Empirical Finance - Heaton, John

[View course evaluation \(PDF\)](#)

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:

=ECON 39200

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35905-01	Winter 2015	TBA		TBA

35907 Topics in Asset Pricing - Veronesi, Pietro

[View course evaluation \(PDF\)](#)

Contents:

This Ph.D-level course covers topics in the area of dynamic asset pricing, including standard complete market models, incomplete markets, portfolio constraints and transaction costs, learning and uncertainty, asymmetric information and other recent developments such as non-time additive preferences. The course will also cover selected topics in the area of derivative pricing and term structure models.

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35907-01	Winter 2015	TBA		TBA

35908 Research Projects: Finance - Fama, Eugene

[View course evaluation \(PDF\)](#)

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:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35908-01	Spring 2015	R 1:30PM-6:00PM	Harper Center	Seminar Room 3A

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

35912 Asset Pricing - Constantinides, George[View course evaluation \(PDF\)](#)**Contents:**

Note: 35912 was previously numbered 35904 Asset Pricing, taught by George Constantinides.

In this Ph.D.-level course, we develop the theory of financial markets. Topics: review of mean-variance portfolio theory and the CAPM; arbitrage and state prices; the arbitrage pricing theory (APT); intertemporal consumption-investment decisions; the intertemporal capital asset pricing model (ICAPM) and the intertemporal APT; the econometrics of multifactor models; present value relations; equilibrium asset pricing models and the equity premium puzzle; explanations based on preferences, incomplete markets, imperfect markets, and rare events; introduction to stochastic calculus; option pricing; intertemporal consumption-investment decisions and asset pricing in continuous time; the term structure of interest rates.

Materials:

J. Y. Campbell, A. W. Lo, and A. C. Mackinlay, *The Econometrics of Financial Markets* (Princeton). J. Cochrane, *Asset Pricing* (Princeton). C. Munk, "Financial Asset Pricing Theory." Readings available on Chalk site.

Grades:

Based on class participation, homework, and a final examination in class. Students are expected to read the assigned materials in advance, participate in the class discussion, and work on extensive problem sets.

Prerequisites:

There are no formal prerequisites but basic knowledge of price theory and of Business 35100 and 35901 is very helpful.

Description and/or course criteria last updated: 06/2014

Sample Exam Questions/Problem Sets:

Past exams (10 years worth) are available on the course web site.

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

Section	Quarter	Meeting Day / Time	Building	Room
35912-01	Autumn 2014	F 8:30AM-12:00PM	Harper Center	The Sidney Davidson Classroom-HCC04

35913 Advanced Theory of Corporate Finance and Capital Markets - He, Zhiguo[View course evaluation \(PDF\)](#)**Contents:**

This course aims to give a solid treatment of advanced corporate finance theories, with an emphasis on the recent development in connecting modern corporate finance models with financial intermediaries and capital markets.

This class is only for second/third year PhD students from Econ department and Booth. Students are expected to be familiar with game theory from standard PhD level Economic courses, recursive formulation and dynamic programming techniques from standard macroeconomics courses, and standard portfolio theories from PhD level Asset Pricing courses. Solid understanding of continuous-time stochastic calculus is greatly appreciated, and basic techniques (e.g., Ito's lemma) are required.

SyllabusPart I: Corporate Finance**Week 1: Leland Models**

*Leland, H., 1994. Corporate Debt Value, Bond Covenants, and Optimal Capital Structure. *Journal of Finance* 49, 1213-1252.

Leland, Hayne, and Klaus Bjerre Toft, 1996. Optimal capital structure, endogenous bankruptcy, and the term structure of credit spreads. *Journal of Finance* 51, 987--1019.

Leland, Hayne, 1998. Agency costs, risk management, and capital structure. *Journal of Finance* 53, 1213--1243.

*Goldstein, Robert, Nengjiu Ju, and Hayne Leland, 2001. An EBIT-based model of dynamic capital structure. *Journal of Business* 74, 483--512.

*Mella-Barral, P., and W.R.M. Perraudin, 1997. Strategic Debt Service. *Journal of Finance* 52, 531-556.

Miao, J. D., Hackbarth, and F. Morellec, 2006. Capital Structure, Credit Risk, and Macroeconomic Conditions. *Journal of Financial Economics* 82, 519-550.

Week 2: Adverse Selection and Debt Overhang

*Leland, H. F. and D. H. Pyle (1977) Informational asymmetries, financial structure, and financial intermediation. *Journal of Finance*, 32, 371-388.

*Myers, Stewart and Nicholas S. Majluf, 1984. "Corporate Financing and Investment Decisions when Firms have Information that Investors Do Not Have". *Journal of Financial Economics*, Vol. 13, No. 2, pp. 187-221.

*Brendan Daley and Brett Green, 2012. Waiting for News In the Market for Lemons. *Econometrica* 80, 1433--1504

Myers, S., 1977. The Determinants of Corporate Borrowing. *Journal of Financial Economics* 5, 147-175

*Diamond, D. and Z. He, 2013. A Theory of Debt Maturity: The Long and Short of Debt Overhang. forthcoming in *Journal of Finance*.

*Hennessy, C., 2004. Tobin's Q, debt overhang, and investment. *Journal of Finance* 59, 1717--1742.

Key:

= No auditors

= PhD - students only

= Group Projects

= 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

Week 3: Optimality of Debt Contract

*Townsend, R.M., 1979. Optimal contracts and competitive markets with costly state verification. *Journal of Economic Theory* 22, 265—293

*Bolton P. and J. Scharfstein. 1990. A theory of predation based on agency problems in contracting. *American Economic Review*, 80(1):93—107

*Innes, R. D., 1990. Limited Liability and Incentives Contracting with Ex-ante Action Choices. *Journal of Economic Theory*, 52, pp 45-67

*Nachman, David C. and Thomas H. Noe. 1994. "Optimal Design of Securities under Asymmetric Information". *Review of Financial Studies* 7(1): 1—44.

Week 4-5: Long-term Continuous-time Contracting with Moral Hazard

Risk-Neutral and Limited Liability

*DeMarzo, P. and M. Fishman. 2007. Optimal Long-term Financial Contracting. *Review of Financial Studies* 20, 2079-2128

*DeMarzo, P., and Y. Sannikov. 2006. Optimal Security Design and Dynamic Capital Structure in a Continuous-Time Agency Model. *Journal of Finance* 61:2681—2724.

*He, Zhiguo. 2009. Optimal executive compensation when firm size follows geometric Brownian motion. *Review of Financial Studies* 22, 859--892.

*Piskorski, T., and A. Tchistyi. 2010. Optimal Mortgage Design. *Review of Financial Studies* 23:3098—3140

CARA preference and Optimality of Linear Contract

*Holmstrom, B., and P. Milgrom. 1987. Aggregation and Linearity in the Provision of Intertemporal Incentives. *Econometrica* 55:303--28. He, Z., 2011. A Model of Dynamic Compensation and Capital Structure. *Journal of Financial Economics* 100, 351-366

Part II: Liquidity in Financial Markets

Week 6: Micro-structure Liquidity Models

Information Driven

*Grossman and Stiglitz. 1980. On the Impossibility of Informationally Efficient Markets. *American Economic Review*

*Glosten and Milgrom. 1985. Bid, Ask, and Transaction Prices in A Specialist Market with Heterogeneously Informed Traders. *Journal of Financial Economics*

*Kyle. 1985. "Continuous Auctions and Insider Trading". *Econometrica*

Transaction Cost Driven

*Amihud, Yakov, and Haim Mendelson. 1986. Asset pricing and the bid-ask spread. *Journal of Financial Economics* 17, 223—249

*He, Zhiguo and Wei Xiong. Rollover Risk and Credit Risk 2012. *Journal of Finance* 67, pp. 391-429

Week 7: Search Based OTC Market

*Duffie, D., N. Garleanu, and L. H. Pedersen. 2005. Over-the-Counter Markets. *Econometrica*, 73(6), 1815—1847

*Duffie, Darrell, Nicolae Garleanu, and Lasse H. Pedersen. 2007. Valuation in over-the-counter markets. *Review of Financial Studies* 20, 1865—1900

*Vayanos, Dimitry and Pierre-Olivier Weill. 2008. A Search-Based Theory of the On-the-Run Phenomenon. *Journal of Finance*, 63, 1361-1398

*He, Zhiguo and Konstantin Milbradt. Endogenous Liquidity and Defaultable Bonds. forthcoming. *Econometrica*, 2013

Week 8: Limited Participation and Intermediary Asset Pricing

*Zhiguo He and Arvind Krishnamurthy. 2012. A Model of Capital and Crises. *Review of Economic Studies*

*Zhiguo He and Arvind Krishnamurthy. 2013. Intermediary Asset Pricing. *American Economic Review*

*Zhiguo He and Arvind Krishnamurthy. 2013. A Macroeconomic Framework for Quantifying Systemic Risk. working paper

Brunnermeier, M. and Y. Sannikov. 2014. A Macroeconomic Model with a Financial Sector. *American Economic Review*

Allen, Franklin and Gale, Douglas. 1994. Limited Market Participation and Volatility of Asset Prices. *American Economic Review*, vol. 84(4), pages 933-55, September

Bengt Holmstrom and Jean Tirole. 1997. Financial intermediation, loanable funds, and the real sector. *The Quarterly Journal of Economics*

Basak, Suleyman, and Domenico Cuoco. 1998. An Equilibrium Model with Restricted Stock Market Participation. *Review of Financial Studies* 11 (2): 309--41

Part III: Special Topics

Week 9: Investment with Frictions and Financial Accelerator

Bernanke, B. and Gertler, M., 1989. Agency Costs, Net Worth, and Business Fluctuations. *American Economic Review* 79 (1): 14—31

*Peter DeMarzo, Mike Fishman, Zhiguo He, and Neng Wang. 2012. Dynamic agency and the q theory of investment. *Journal of Finance*, 67(6), 2295-2340

*Kiyotaki, Nobuhiro and John Moore. 1997. Credit Cycles. *Journal of Political Economy*.

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 |

*Dow, James, Gary Gorton, and Arvind Krishnamurthy. 2005. Equilibrium investment and asset prices under imperfect corporate control. *American Economic Review*.

*He, Zhiguo, and Peter Kondor. 2014. Inefficient Investment Waves. working paper

Abel, Andrew B., Avinash Dixit, Janice C. Eberly and Robert Pindyck. 1996. Options, the Value of Capital, and Investment. *Quarterly Journal of Economics*. 111(3): 753-777.

Week 10: Global Games and Its Applications in Finance

*Morris S., and H. S. Shin. 2003. Global Games: Theory and Applications. In *Advances in Economics and Econometrics (Proceedings of the Eighth World Congress of the Econometric Society)*, ed. M. Dewatripont, L. Hansen, and S. Turnovsky. London: Cambridge University Press

*Goldstein, I., and A. Pauzner. 2005. Demand-deposit Contracts and the Probability of Bank Runs. *Journal of Finance* 60:1293—1327

*He, Zhiguo, and Wei Xiong. 2012. Dynamic Debt Runs. *Review of Financial Studies* 25, pp. 1799-1843

Abreu, Dilip and Markus Brunnermeier, 200

Materials:

Journal papers.

"The Art of Smooth Pasting," by Avinash Dixit, 1993, *Fundamentals of Pure and Applied Economics* 55.

Grades:

Homework assignments (50%) and research project (50%, submitted in 8 weeks). This implies the grades will be available at the end of July.

Prerequisites:

Theory of Financial Decisions I, II, III; the Economics of Information (Harris); one asset pricing PhD course with a full treatment of continuous-time analysis (either Veronesi or Panageas).

Macro sequence in Econ department is highly recommended, but not required.

=ECON 39701

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35913-01	Spring 2015	TR 10:10AM-11:30AM	Harper Center	Lecture Hall C09

35915 International Macroeconomics and Finance - Hassan, Tarek

[View course evaluation \(PDE\)](#)

Contents:

This course provides PhD students in economics and finance with the tools required for writing a dissertation in international finance or applied macroeconomics. The first part of the course covers empirical and theoretical work on exchange rate determination, international asset pricing, international capital flows, and global imbalances. The second part of the course identifies promising areas of future research and attempts to point out opportunities for intellectual arbitrage. Topics covered include information aggregation in financial markets and sociological factors in international capital flows.

Description and/or course criteria last updated: 12/04/2013

Prerequisites:

PhD students only. =ECON 35501

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
35915-01	Spring 2015	T 3:15PM-6:15PM	Harper Center	The Eugene F. Fama Classroom-HCC03

36106 Managerial Decision Modeling - Martin, R.

[View course evaluation \(PDE\)](#)

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

Key:

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- = No provisional grades
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- = 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

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.

Materials:

<http://faculty.chicagobooth.edu/kipp.martin/root/htmls/coursework/36106/36106.html>

Grades:

Based on exams, homework assignments, which include spreadsheet model building and case analyses, and class participation. Cannot be taken pass/fail. No auditors.

Prerequisites:

Previous or concurrent exposure to statistics at the level of 41000, to financial accounting at the level of 30000, and microeconomics at the level of 33001 is helpful, but not required. 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. are used in examples and assignment problems in the class. I will briefly review these concepts when necessary, and more importantly, I will demonstrate how these concepts are used in Excel. If you are not familiar with these concepts, you must be willing to put in extra effort.

I 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 is sufficient. To insure that your Excel skills are sufficient for the class, please review Appendix 1 and Chapter 3 in the Powell and Baker textbook before the first day of class.

Description and/or course criteria last updated: 07/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
36106-02	Winter 2015	W 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
36106-81	Winter 2015	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206

36106 Managerial Decision Modeling - Sandikçi, Burhaneddin

[View course evaluation \(PDE\)](#)

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:

Individual and group homework assignments, final exam, class contribution, and peer evaluation. The assignments and exam include spreadsheet model building and case analyses. Cannot be taken pass/fail. No auditors.

Prerequisites:

Any previous or concurrent exposure to statistics at the level of 41000, financial accounting at the level of 30000, and microeconomics at the level of 33001 will be helpful, but not strictly required. Although the example models discussed in this class cross many functions of business, little or no prior background in those areas is required.

It is assumed 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. There will be an Excel review session during the first week to help set the expectations.

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: 07/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
36106-01	Autumn 2014	F 8:30AM-11:30AM	Harper Center	The PIMCO Classroom-HCC07
36106-81	Autumn 2014	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408
36106-85	Autumn 2014	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 408

36106 Managerial Decision Modeling - Su, Che-Lin

[View course evaluation \(PDE\)](#)

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

Key:

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

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.

Prerequisites:

Any previous or concurrent exposure to statistics at the level of 41000, financial accounting at the level of 30000, and corporate finance at the level of 35200 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. 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: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
36106-01	Winter 2015	F 1:30PM-4:30PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
36106-85	Winter 2015	S 1:30PM-4:30PM	Booth 455 NBC Towers	Booth 455 NBC Towers Room 130

36106 Managerial Decision Modeling - Gupta, Varun

[View course evaluation \(PDE\)](#)

Contents:

Perhaps more aptly titled "Optimization for the Management Student," this course is designed to teach students the basic optimization tools and analytic problem solving skills required for decision making in any area of business. We will learn how to:

- *structure a decision problem:* We will learn how to add structure to a problem by clearly identifying the objective, decision alternatives, parameters, and sources of uncertainty.
- *build a mathematical model:* Once the relevant variables, parameters, sources of uncertainty are identified, it is necessary to formalize this structure as a mathematical model. We will learn about
 - optimization models, for resource allocation (how to utilize available resources optimally)
 - decision tree models, for sequential decision making through time
 - simulation models, for risk analysis and incorporating uncertainty in problem parameters.
- *analyze model solution:* Is the solution fairly robust, or very sensitive to the model inputs? What is the managerial interpretation of the model solution?
- *use Microsoft Excel as a platform for model building, solution, and analysis:* In addition to standard Excel tools such as Goal Seek and Data Table, we will learn to use important Excel add ons such as Sensitivity Toolkit, Solver, SolverTable, Precision Tree, @RISK, and RiskOptimizer. These tools can also be used in other Booth classes.

The lectures will be structured as a brief introduction to an optimization model (its strengths, weaknesses) followed by an interactive discussion of a few (3-5) chosen toy problems in business areas including operations, marketing, finance, and strategy. We will develop the optimization models for these problems and implement them in Excel.

Grades:

Based on exams, homework assignments, which include spreadsheet model building and case analyses, and class participation. Cannot be taken pass/fail. No auditors.

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: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
36106-02	Spring 2015	W 1:30PM-4:30PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
36106-03	Spring 2015	R 1:30PM-4:30PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
36106-82	Spring 2015	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308

36106 Managerial Decision Modeling - Ata, Baris

[View course evaluation \(PDE\)](#)

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:

BUS 36106 is designed to sharpen students' analytical skills and elucidate quantitative modeling as an aid in managerial decision-making. This new version of the course teaches various ways to frame, set up and solve managerial questions about resource allocation, revenue management, finance, marketing, operations, risk analysis, data analysis, and forecasting using Microsoft Excel, as well as various tools and add-ins. The course will introduce various modeling frameworks and analytical tools in optimization, simulation, and data analysis. Students in this course will become proficient in formulating relevant managerial questions in the language of optimization and simulation modeling, as well as in solving the resulting problems using the frameworks covered in the course and interpreting the results. The course involves hands-on active learning through in-class cases and examples, homework and term project which applies the tools and modeling frameworks learned in the course to a business problem.

Grades:

Based on individual and group homework, a take-home midterm, and a group project.

Prerequisites:

None.

Description and/or course criteria last updated: 10/07/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
36106-01	Spring 2015	T 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
36106-81	Spring 2015	T 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

36107 Analytic Strategy and Practice - Grossman, Robert

[View course evaluation \(PDF\)](#)

Contents:

Course objectives:

- Recognize some of the opportunities possible with big data and predictive analytics.
- Understand some of the problems that companies face due to the growing volume of data
- Gain experience looking at analytics from a strategic perspective
- Understand how big data and analytics is impacting IT and operations
- Learn about the new IT infrastructure designed to support big data and analytics
- Learn about some of the basic tools available to manage data and build predictive models over it.
- Learn about the structure of a typical analytic project and some of the reasons that some succeed and some fail
- Understand the role of predictive analytics in marketing
- Understand the role of predictive analytics in increasing sales
- Understand the role of predictive analytics in optimizing operations and logistics
- Understand the role of predictive analytics reducing risk and protecting revenue

About the choice of topics:

This course provides a management perspective on big data and analytics.

You can get a better feeling for the material covered by looking at the course syllabus. Although techniques to manage big data and to build statistical models over it have been around for many years, most companies do not make effective use of their data to increase their revenues, reduce their risks, and optimize their operations. The goal of the course is to introduce through a series of case studies (Capital One, Netflix, FICO, Google, Progressive, and the Stanford Hospital and Clinics) some of the successful strategies that companies and other organizations use to analyze their data, build statistical models, and deploy these statistical models in their products, services and operations. This course will not give you the technical skills to manage a Petabyte of data in Hadoop, build statistical models over it using R, and deploy these models into an enterprise architecture. On the other hand, it may provide you some insights into why some companies are better at this than others.

The course is not designed to teach you how to build statistical models. If you are interested in learning how to build statistical models you should take one of the courses that teaches statistical modeling or download the open source R system and learn to use it.

The course is also not designed to teach you how to set up a Hadoop-based system. If you are interested in learning how to set up Hadoop, you can download Hadoop and work through an introductory book on Hadoop.

The course will provide a **high level** introduction to some standard techniques that are used with big data, including clustering, regression and classification trees, Naïve Bayes models, and collaborative filtering. **If you are already familiar with these techniques, this course is probably not a good course for you.**

The course will also provide a high level introduction to Hadoop. **If you are already familiar with databases and data warehouses, this course is probably not a good course for you.**

A lot of what passes for new insights about big data and analytics today is not new and has been known for 40 years or longer. In this course, we try to provide a broad perspective on big data and analytics. For this reason, some of the case studies are from the 1980's and 1990's and earlier.

Materials:

The course will be based on a [packet of cases and readings](#).

Key:

- | | | | |
|--------------------------------------|-------------------------------|-------------------------------|-------------------------|
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| = Midterm | = Optional midterm | = Final exam (in class) | = Quizzes |
| = Sample Exam Questions/Problem Sets | | = Final exam (take home) | = Chalk Site |

Grades:

Grades will be computed as follows:

Homework (there are 8 assignments): 35%

Class participation: 15%

Final project : 50%

About the weekly homework: Please work in groups of 3-4 to complete the homework assignments.

About the final project: Please work in groups of 3-4, select a company or organization, and develop an analytic strategy for the entity selected. Each team should write a report describing the analytic strategy created and deliver a short presentation summarizing the report in the final class.

Description and/or course criteria last updated: 06/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
36107-85	Winter 2015	S 9:00AM-12:00PM	Booth 455 NBC Towers	Booth 455 NBC Towers Room 132

36110 Application Development - Betina, Raghu

[View course evaluation \(PDE\)](#)

Contents:

This course provides students with an introduction to web development and software project management. Students will build a simple, functional prototype of one of their ideas using the Ruby on Rails web application framework, so that they witness the development process firsthand. The objective of the course is for students to be able to answer questions like:

- How does the technology we use every day fundamentally operate?
- How complicated is X feature? How much time will it take to develop?
- What does a developer's workflow look like? How can a manager hook in to it efficiently?
- What is the difference between front- and back-end development?
- What is the difference between native apps and web apps?
- What development work is better kept in-house and what can be contracted?
- What are some ways of evaluating developers?

Ultimately, students should be better able to:

- Understand the general, platform-independent patterns of how applications work.
- Communicate more effectively and credibly with developers on their teams.
- Develop a builder's eye for problems that can be solved with technology.
- Prioritize features more intelligently by developing a better feel for their costs.
- Be able to make and test small changes to an application.
- Be empowered with a new, powerful, and just plain fun creative outlet.

Schedule:

The course assumes no prior programming experience. However, if you have never seen a line of code before, you should expect to invest significant time in practice.

In return, you will receive a lot of support: in addition to Tuesday lecture, there will be an instructor-led discussion section on Thursday evenings with more hands-on labs, weekly one-on-one appointments with assistants to clarify homeworks and check-in on project progress, as well as in-person and remote office hours.

First class attendance is mandatory.

Materials:

Students will be expected to have Mac or Windows computers that they can complete homework and projects on (detailed setup instructions will be provided). All required software is free; in addition, some optional tools that will make life easier have a free trial.

Text: Chris Pine's *Learn to Program*, Second Edition.

Grades:

Cannot be taken pass/fail. First class attendance is mandatory.

Prerequisites:

None. Must attend first class session.

Description and/or course criteria last updated: 08/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
36110-01	Autumn 2014	T 1:30PM-4:30PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08

Key:

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

36600 Workshop in Operations/Management Science - Birge, John

[View course evaluation \(PDE\)](#)

Prerequisites:

PhD students only. Instructor permission required for MBA students.

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
36600-01	Winter 2015	T 12:10PM-1:20PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

36600 Workshop in Operations/Management Science - Sandikci, Burhaneddin

[View course evaluation \(PDE\)](#)

Prerequisites:

PhD students only. Instructor permission required for MBA students.

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
36600-01	Autumn 2014	T 12:10PM-1:20PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B
36600-01	Spring 2015	TBA		TBA

36600 Workshop in Operations/Management Science - Belavina, Elena

[View course evaluation \(PDE\)](#)

Prerequisites:

PhD students only. Instructor permission required for MBA students.

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
36600-01	Autumn 2014	T 12:10PM-1:20PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

36900 Linear Programming - Martin, R.

[View course evaluation \(PDE\)](#)

Contents:

This course provides a rigorous treatment of linear and integer optimization. It is designed for students that want to build large-scale optimization models and need an understanding of the underlying theory. The course will cover polyhedral theory, projection and inverse projection techniques for systems of linear inequalities, simplex and interior point algorithms, duality, decomposition techniques, and cutting planes. While this course is theoretical in nature, we will continually illustrate application of the theory to solving real, large-scale problems.

Materials:

Professor will distribute lecture notes.

Grades:

Grades will be based on problems sets, discussion, and a final exam.

Prerequisites:

Linear algebra and Calculus.

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

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
36900-01	Autumn 2014	R 1:30PM-4:30PM	Harper Center	Seminar Room 3A

36901 Stochastic Programming - Birge, John

[View course evaluation \(PDE\)](#)

Contents:

This course will provide an overview of the theory, solution algorithms, and applications of models for optimal decision-making under uncertainty. The course will emphasize models and methods that apply to discrete-time, high-dimensional decisions in a variety of domains including energy, finance, logistics, manufacturing, transportation, and services. Continuous-time models will also be presented for comparison. Topics will include characterization of optimality, stability, sensitivity, and robustness, approximation, statistical, and convergence properties, asymptotic and extremal distributions, and computational complexity.

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
- 👤 = Group Projects
- 📖 = Midterm
- 👤 = Optional midterm
- 👤 = Final exam (in class)
- 👤 = Final exam (take home)
- 👤 = Quizzes
- 📖 = Sample Exam Questions/Problem Sets
- 👤 = Chalk Site

Students will develop skills to represent complex decision problems in a tractable form, to solve large-scale problems, and to describe resulting solution properties. Students will be prepared to read, understand, and interpret recent literature in the field.

Grades:

Homework, class participation, a project, and examination scores will be weighted to determine final grades.

Prerequisites:

Prior coursework in optimization and stochastic processes.

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
36901-01	Winter 2015	TBA		TBA

36902 Dynamic Programming/Markov Decision Processes - Kumar, Sunil

[View course evaluation \(PDF\)](#)

Contents:

Decisions are often made sequentially and in environments where their outcomes are subject to stochastic variability. Dynamic Programming (DP) provides a powerful tool for obtaining structural insight about, as well computing prescriptions for, such decisions. The method finds wide application in operations management, marketing, economics, and finance among other fields. This course is intended to provide a rigorous introduction to the method with an emphasis on applications from these fields. When appropriate, finite or countable state Markovian settings will be used to obtain theoretical results with a minimum of technical fuss. Implementation and computational issues will be discussed.

Materials:

The following textbook will be used extensively as the primary reading for the course: *Dynamic Programming and Optimal Control, Vols. 1 (3rd Edition) and 2 (4th Edition)* by Dimitri P. Bertsekas. In addition a few research papers will be distributed in class.

Prerequisites:

The course is for Ph.D. students only. Linear and/or nonlinear optimization, Markov chain theory.

Description and/or course criteria last updated: 01/28/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
36902-01	Spring 2015	T 8:30AM-11:30AM		TBA

36906 Stochastic Processes - Ata, Paris

[View course evaluation \(PDF\)](#)

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
36906-01	Spring 2015	TBA		TBA

37000 Marketing Strategy - Chintagunta, Pradeep

[View course evaluation \(PDF\)](#)

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. In addition a computer simulation will help illustrate concepts and tools learnt in the class.

Grades:

Based on an individual final exam; group case write-ups; performance in the simulation; 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: 06/2014

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 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

37000 Marketing Strategy - Dhar, Sanjay

[View course evaluation \(PDE\)](#)

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, four brief group case write-ups, three individual memos on the cases and class participation. In class discussions, students are expected to be able to support their point of view and therefore it is recommended 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. Cannot be taken pass/fail. No auditors. Students planning to add the course in Week 2 need to attend the first week of classes.

Prerequisites:

None. If added in week 2, must attend 1st week of class.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37000-01	Autumn 2014	F 8:30AM-11:30AM	Harper Center	The Eugene F. Fama Classroom-HCC03
37000-02	Autumn 2014	F 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03
37000-85	Autumn 2014	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 406

37000 Marketing Strategy - Jeuland, Abel

[View course evaluation \(PDE\)](#)

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 selection 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: 08/20/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37000-81	Summer 2015	TBA		TBA
37000-85	Summer 2015	S 1:30PM-4:30PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

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

37000 Marketing Strategy - Nosko, Chris[View course evaluation \(PDE\)](#)**Contents:**

This course introduces modern marketing management techniques. Specific course goals include: 1) To introduce you to the fundamentals of modern marketing practice. Specifically, we will look at the four tactical P's — price, promotion, product, and place (distribution) — through the structural lens of the three C's — customer, competition, and company. 2) To provide a theoretical basis and data-driven techniques for analyzing the success or failure of marketing actions. 3) To familiarize you with practices that marketing consulting firms typically employ. This class aims to help you sort through jargon, allowing you to make well-informed decisions based on knowing which techniques are applicable given the situation.

This course differentiates itself from other marketing strategy sections by viewing marketing from the perspective of economics. While students are not required to have taken a course in microeconomics (33001 or a course from undergrad), it is highly recommended. We will use demand curves and profit maximization as a jumping off point to understand where and how marketing decisions influence economic calculation.

Grades:

Based on a final exam, individual and group case write-ups, and class participation. Course cannot be taken pass/fail.

Prerequisites:

Background in microeconomics (Bus 33001 or a course at the level of 33001 from undergrad) is helpful but not required.

Description and/or course criteria last updated: 09/12/2013

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

Section	Quarter	Meeting Day / Time	Building	Room
37000-01	Spring 2015	W 8:30AM-11:30AM	Harper Center	The Sidney Davidson Classroom-HCC04
37000-02	Spring 2015	R 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
37000-81	Spring 2015	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406

37000 Marketing Strategy - Rao, Anita[View course evaluation \(PDE\)](#)**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.

Description and/or course criteria last updated: 06/2013

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

Section	Quarter	Meeting Day / Time	Building	Room
37000-01	Winter 2015	R 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
37000-02	Winter 2015	F 8:30AM-11:30AM	Harper Center	Lehman Brothers Classroom-HCC02
37000-81	Winter 2015	R 6:00PM-9:00PM	Gleacher Center	The Amoco Lecture Hall-GC300

37000 Marketing Strategy - Sussman, Abigail[View course evaluation \(PDE\)](#)**Contents:**

This course introduces the substantive and functional aspects of marketing management. This class will place particular emphasis on the consumer and understanding the role of consumer psychology in strategic decisions. 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.

Prerequisites:

None.

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: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37000-03	Autumn 2014	W 8:30AM-11:30AM	Harper Center	Lecture Hall C06
37000-04	Autumn 2014	W 1:30PM-4:30PM	Harper Center	Lecture Hall C06
37000-81	Autumn 2014	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408

37000 Marketing Strategy - Shapiro, Bradley

[View course evaluation \(PDF\)](#)

Contents:

This course introduces modern marketing management techniques. Specific course goals include: 1) To introduce you to the fundamentals of modern marketing practice. Specifically, we will look at the four tactical P's — price, promotion, product, and place (distribution) — through the structural lens of the three C's — customer, competition, and company. 2) To provide a theoretical basis and data-driven techniques for analyzing the success or failure of marketing actions. 3) To familiarize you with practices that marketing consulting firms typically employ. This class aims to help you sort through jargon, allowing you to make well-informed decisions based on knowing which techniques are applicable given the situation.

This course differentiates itself from other marketing strategy sections by viewing marketing from the perspective of economics. While students are not required to have taken a course in microeconomics (33001 or a course from undergrad), it is highly recommended. We will use demand curves and profit maximization as a jumping off point to understand where and how marketing decisions influence economic calculation.

Grades:

Based on a final exam, individual and group case write-ups, and class participation. Course cannot be taken pass/fail.

Prerequisites:

Background in microeconomics (Bus 33001 or a course at the level of 33001 from undergrad) is helpful but not required.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37000-03	Winter 2015	R 8:30AM-4:30PM	Harper Center	Lecture Hall C05
37000-82	Winter 2015	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406

37101 Consumer Behavior - Bartels, Daniel

[View course evaluation \(PDF\)](#)

Contents:

The purpose of this course is to inform future managers, analysts, consultants, and advisors of the psychological processes underlying consumer behavior, with emphasis on how to incorporate such insights into marketing and business strategies.

Contemporary approaches to business emphasize the importance of adopting a customer focus. Successful business strategies depend on a thorough understanding of how people think, and thus the overarching goal of this course is to help you think differently (and better) about how consumers arrive at judgments and choices and how their choices ultimately affect their well-being.

This course uses a mix of lectures, exercises, and cases to give students a broad overview of important results from behavioral science (e.g., psychology, marketing, economics) that clarifies how and why people perceive and process information, make decisions, and evaluate stuff the way they do.

Consumer psychology has an impact on every facet of marketing strategy, and understanding it will help students develop strategic consumer insights aimed at better meeting people's needs. Moreover, because this course takes a broad psychological perspective, it highlights novel ideas for grabbing attention, shaping behavior, and changing people's minds within and outside of traditional marketing contexts. It will also help students to better understand themselves as a target of influence. The premise of the course is that understanding consumer psychology has powerful business and personal implications.

Materials:

A selection of readings on Chalk. There will be no textbook.

Prerequisites:

BUS 37000 useful (before or concurrent), but not absolutely necessary.

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37101-01	Winter 2015	F 1:30PM-4:30PM	Harper Center	Lecture Hall C09
37101-81	Winter 2015	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406
37101-85	Winter 2015	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 406

Key:

- = No auditors
- = No provisional grades
- = No pass/fail grades
- = No non-Booth Students
- = PhD - students only
- = Lectures
- = Discussion
- = Case Studies
- = Group Projects
- = 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

37103 Data-Driven Marketing - Hitsch, Günter[View course evaluation \(PDF\)](#)**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.

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 2015	W 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
37103-02	Spring 2015	R 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
37103-81	Spring 2015	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306

37106 Marketing Research - Urminsky, Oleg[View course evaluation \(PDF\)](#)**Contents:**

Marketing research is an organized way of gathering and analyzing information for decision-making purposes that extends beyond marketing to any decision 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.

Important dates:

If you wish to propose a project for the Winter 2014 course, or if you are a non-Booth student interested in taking the course, you must contact the instructor by no later than Monday, December 30th.

In addition, due to the short time frame of the course, all students must attend the first meeting of the course in order to take the course, even if not yet enrolled.

Materials:

Students will use MINITAB statistical software for in-depth data analysis, as well as Excel spreadsheet utilities. Readings will be available on the CHALK site for the course, and some students may find it useful to also have an optional supplementary textbook, *Marketing Research*(1998), by Donald Lehmann, Sunil Gupta, and Joel Steckel.

Grades:

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

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:

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: 07/2012

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37106-01	Winter 2015	R 8:30AM-11:30AM	Harper Center	The Sidney Davidson Classroom-HCC04
37106-85	Winter 2015	S 9:00AM-12:00PM	Booth 455 NBC Towers	Booth 455 NBC Towers Room 130

37201 Developing New Products and Services - Middlebrooks, Arthur

[View course evaluation \(PDE\)](#)

Contents:

The primary purpose of this course is to provide marketers with an in-depth understanding of current practices in new product development, with an emphasis on the early up-front stages of the product development process. Topics covered include: stage-gate and agile innovation processes, innovation strategy, platform strategy, opportunity identification, perceptual mapping, qualitative and quantitative market research techniques for uncovering customer needs, idea generation and screening, writing new product concept statements, concept optimization and testing, new product forecasting methods (including innovation diffusion models and simulated test markets), brand extendibility, and new product launch plans.

This course will cover consumer and business-to-business products and services (with an emphasis on consumer products), including examples and cases from food and beverage, household consumer products, telecommunication services, building products, software, medical products, and insurance. Students will learn about and apply current tools for effective new product development including perceptual mapping, stage-gate processes, ethnographic market research techniques, ideation/brainstorming techniques, idea screening models, concept statements and quantitative concept tests, conjoint analysis, forecasting models, new product launch strategies, 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.

Important Note: All sections of this course are currently planned to be taught as a "Lab" course during the 2014-2015 school year. Student group projects will be company-sponsored, real-world projects. Student teams will work closely with their clients, under the guidance of faculty coaches, to uncover unmet customer needs, generate ideas, develop new product/service concepts, test those concepts quantitatively with a representative group of target consumers using a professional market research firm, and make recommendations to their clients.

Materials:

This course includes a text, several case studies, and readings from practitioners and academics. 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:

85% of grades are based on a series of group projects that take a new product from opportunity identification through concept development and testing and final recommendations. 15% of grades are based on individual class participation. Group work is **extensive** in this course, and peer evaluations impact final grades. Students should expect to meet with their groups multiple times **each week** and speak with their client every week. Cannot be taken pass/fail. Provisional grades are given subject to timely completion of assignments.

It is mandatory to attend the first class session. Groups are formed in week one and all students must be present. **No adds will be accepted after Phase 4 Bidding without Professor consent. All drops must be made by the end of Phase 4 Bidding.** Any drops after Phase 4 result in major complications with clients.

Prerequisites:

Business 37000: strict (can be taken concurrently). No non-Booth students.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37201-01	Autumn 2014	F 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07
37201-81	Autumn 2014	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308
37201-01	Spring 2015	W 8:30AM-11:30AM	Harper Center	Lecture Hall C10
37201-81	Spring 2015	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408

37202 Pricing Strategies - Dubé, Jean-Pierre

[View course evaluation \(PDE\)](#)

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:

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

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 2015	W 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
37202-81	Spring 2015	W 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400
37202-82	Spring 2015	T 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

37206 Building Effective Go-to-Market Organizations - Shea, Mary

[View course evaluation \(PDF\)](#)

Contents:

Every company depends on its sales organization for revenue generation. *Building Effective Go-to-Market Organizations* focuses on the strategies and tactics business leaders must master to develop, organize, motivate and manage high performing sales organizations. Throughout the quarter students will be exposed to both B2B and B2C contexts at growth, midsize and large organizations and will come to understand the opportunities and challenges associated with five unique go-to-market models – Relationship, Retail, Internet, Channel and Embedded – that utilize different applications of direct and indirect sales approaches, are supported by specific organizational structures, require sales people with differentiated skill sets and allocate resources between sales and marketing to optimize customer acquisition.

Utilizing a unique interactive simulation created by Professor James Lattin and Lecturer Mark Leslie of the Stanford Graduate School of Business, students will experience the critical activities that sales executives and sales managers face on a daily, quarterly and annual basis. The class will cover the mechanics of sales management, the impact of new technologies on sales strategies and customer relationships, as well as the various dynamics involved in running a global sales organization.

Materials:

This course includes a text, several case studies, assigned readings from academics and practitioners and a sales management computer simulation. Lectures and class discussion may be supplemented with participation from practicing sales leaders as guest lecturers.

Grades:

Course grading will be based 15% on class participation, 30% on assignments, 25% on the computer-based sales and sales management simulation and 30% on a final project. Cannot be taken pass/fail. Provisional grades are given subject to timely completion of assignments. Adding this course after the first week without having attended the first class is strongly discouraged.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37206-81	Autumn 2014	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404

37301 Digital Marketing Strategy - Mohan, Li

[View course evaluation \(PDF\)](#)

Contents:

Today's digital consumers' behavior differs quite significantly from that of their predecessors. Consumers today seek out more digital content, create on-line relationships and overall, tend to offer more opinions, help & advice, and engage more in a social context. This new consumer behavior has created significant challenges, and correspondingly, a plethora of new opportunities for marketers. Marketers now need new strategies to best leverage this new digital medium for marketing products and services to consumers.

This course, Digital Marketing Strategy (DMS), presents a set of useful concepts and frameworks to aid students to better understand this new marketing medium. By the end of this course, students will have answers to the following questions: (i) How do you leverage the digital medium to effectively market products – both traditional and digital – to the digital consumer? and (ii) How do you most optimally combine both digital and traditional marketing techniques to reach and engage with your target consumers?

As part of this course, the students will learn a set of specific frameworks for analyzing key aspects of digital marketing. Also, the students will learn how to create effective digital marketing strategies along with techniques & tools for devising the corresponding digital marketing programs.

DMS's central focus is on understanding (i) the digital consumer behavior, (ii) the new digital channels, such as Search, Social Media, and Mobile, (iii) how to use data to guide the digital marketing strategy, and (iv) how do I combine my off-line and digital marketing programs seamlessly. The analytical nature of the course places a strong emphasis on understanding and using several key digital marketing and business metrics.

While the content primarily focuses on leveraging the digital medium, the course does touch on some aspects of product innovation and technology startups – but only tangentially. By design, the course does not cover topics related to company creation, financing, venture capital, etc. in any depth.

Materials:

The course will use a combination of lecture notes, several case studies, a set of required reading, and other related reference material to get a deep understanding of digital marketing. In the class sessions, we will follow a discussion-oriented format, starting with a basic concept exposition, followed by class discussion on both concepts and specific case studies. Class participation by students is crucial for every student to get the most out of this class.

Grades:

Students of DMS will be evaluated on the following: There will be four to five group homework assignments (worth a total of 60%), an individual end-term project (worth 25%) and individual class participation (15%). There is quite a bit of group-work during the group assignments. Students should expect to meet with their groups at least once every week for these assignments. Every group is expected to be prepared to present its assignments in class. 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.

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

Description and/or course criteria last updated: 05/13/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37301-01	Winter 2015	TBA		TBA
37301-85	Winter 2015	TBA		TBA

37601 Marketing Workshop - Staff

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37601-01	Autumn 2014	T 10:40AM-12:00PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B
37601-01	Winter 2015	T 10:40AM-12:00PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B
37601-01	Spring 2015	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 \(PDE\)](#)

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 is designed to help students improve their skills as leaders, team members, and client managers while developing solutions to real-world business problems. Faculty provide students with tools for solving complex problems and detailed feedback regarding their performance. 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, Harman International, Honeywell, Johnson & Johnson, Kraft, Microsoft, Nabisco, Nestle, 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, and at times even better than, those produced by top tier consulting firms.

We work with our client-sponsors to offer two distinct types of projects each year:

NEW PRODUCT PROJECTS: Clients ask our teams to develop new products and services for consumer or business markets. New product projects can teach students how to generate and evaluate new product concepts, how to develop and test prototypes, how to develop a marketing plan for the new product (including competitive positioning, financial forecasts, distribution plans, packaging, a pricing strategy, and a promotional strategy), and, finally, how to present your results to your client in an effective manner. Note that it is not possible to tackle all of these subjects in a single academic quarter. Project scope will be limited to a subset negotiated by the faculty with the client.

STRATEGY PROJECTS: Clients also ask our teams to improve the business performance of existing products, to identify whole new business ventures, to estimate the commercial potential of new technologies, acquisition targets, or targets for divestment. Our strategy projects teach students through direct experience how to decompose a complex strategic problem, how to develop and implement a research plan to evaluate competing solutions, and how to present your selected solutions to your client. The tools and techniques you will use in these labs are widely employed by business consultants and managers, although time will focus the team on the tools required to solve your client's problem. If you are interested in obtaining a broad overview of all the tools consultants and marketers could employ in a variety of situations, we recommend that you supplement this course with other Chicago Booth courses. This course, however, provides an ideal opportunity to acquire practical experience in managing a cross disciplinary team engaged in a strategy or marketing consulting project.

Project sponsors and a brief description of the projects are announced via an email sent to all Chicago Booth students prior to the beginning of each quarter. Students do not bid for this course. Rather, as further detailed in the email announcement, interested students apply for the course by submitting their resumes for consideration. Questions regarding the course can be directed to the Management Lab Business Manager at 773/702.0635. Please note that because of confidentiality restrictions, the Business Manager cannot provide a description of the content of the projects beyond that set forth in the emailed course announcement.

In Autumn BUS 37701 will be offered according to the following schedule: Section I: Thurs./Friday, 8-11:30 am with a class conference call each Tuesday. Section II: Weds./Friday, 8-11:30am with a class conference call each Monday.

In Spring, BUS 37701 will be offered according to the following schedule: Section I: Thurs./Friday, 8-11:30 am with a class conference call each Tuesday.

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: 08/06/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37701-01	Autumn 2014	RF 8:00AM-11:30AM		TBA
37701-01	Winter 2015	TBA		TBA
37701-01	Spring 2015	TBA		TBA

Key:

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

37902 Foundations of Advanced Quantitative Marketing - Chintagunta, Pradeep[View course evaluation \(PDF\)](#)**Contents:**

This course is meant for Ph.D. students with marketing as dissertation or minor area. The focus of the course is on understanding the methods currently available for analyzing panel data (household purchases, physician prescriptions, etc.). The course begins with an introduction to the various aspects of individual behavior and the econometric models currently available to study them. The remainder of the course will focus on specific advances in such analyses. These include, but are not limited to, the study of purchases across product categories, the analysis of dynamic purchase behavior and accounting for endogeneity in such models.

Prerequisites:

This course cannot be taken by MBA students.

Description and/or course criteria last updated: 06/2014

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

Section	Quarter	Meeting Day / Time	Building	Room
37902-01	Winter 2015	R 8:30AM-11:30AM	Harper Center	The Corky and Rick Steiner Family Faculty Conference Room-HC3 SW

37903 Adv Mktg Theory: Behavioral Science Approach - Urminsky, Oleg[View course evaluation \(PDF\)](#)**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:

PhD students only.

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

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

Section	Quarter	Meeting Day / Time	Building	Room
37903-01	Autumn 2014	W 1:30PM-4:30PM	Harper Center	Seminar Room 3A

37904 Advanced Quantitative Marketing - Hitsch, Günter[View course evaluation \(PDF\)](#)**Contents:**

This course covers some key topics at the research frontier in quantitative marketing. We formulate and estimate models of consumer decision-making, and then explore the normative and positive consequences of the inferred consumer behavior for optimal marketing decisions and market structure. Topics include: Foundations of demand modeling, measurement of consumer heterogeneity, the origin and evolution of preferences, state dependence in demand, dynamic discrete choice models, learning and memory models, storable goods demand, diffusion models and durable goods demand, stated choice models, advertising dynamics, and search and shopping behavior.

Grades:

Class presentations and a course paper/project.

Description and/or course criteria last updated: 09/12/2012

Prerequisites:

=ECON 40902

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37904-01	Spring 2015	M 1:30PM-4:30PM	Harper Center	General Conference Room 50B

37905 Marketing Literature Seminar - Sussman, Abigail[View course evaluation \(PDF\)](#)**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:

The goal of this seminar is to familiarize students with the marketing literature and develop the process of generating research ideas. Each class will involve student presentations of preassigned papers followed by a class discussion. The focus of the discussion will be on the topic and research question and not on the methodological approach.

Grades:

Based on class participation and a final research proposal.

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37905-01	Autumn 2014	R 1:30PM-4:30PM	Harper Center	The Corky and Rick Steiner Family Faculty Conference Room-HC3 SW

37905 Marketing Literature Seminar - Bartels, Daniel

[View course evaluation \(PDF\)](#)

Contents:

The goal of this seminar is to familiarize students with the marketing literature and develop the process of generating research ideas. Each class will involve student presentations of preassigned papers followed by a class discussion. The focus of the discussion will be on the topic and research question and not on the methodological approach.

Grades:

Based on class participation and a final research proposal.

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
37905-01	Autumn 2014	R 1:30PM-4:30PM	Harper Center	The Corky and Rick Steiner Family Faculty Conference Room-HC3 SW

38001 Managing in Organizations - Caruso, Eugene

[View course evaluation \(PDF\)](#)

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.

Materials:

The syllabus, lecture notes, and other relevant course information will be posted 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: 06/12

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38001-03	Spring 2015	W 8:30AM-11:30AM	Harper Center	The PIMCO Classroom-HCC07
38001-04	Spring 2015	W 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07
38001-82	Spring 2015	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208

38001 Managing in Organizations - Epley, Nicholas

[View course evaluation \(PDF\)](#)

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

Key:

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

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 2015	T 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
38001-02	Winter 2015	W 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
38001-81	Winter 2015	W 6:00PM-9:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200

38001 Managing in Organizations - Fishbach, Ayelet

[View course evaluation \(PDE\)](#)

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 themes: (1) the individual, and (2) the organization. The individual part 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 organization part 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 several written assignments and class participation. Cannot be taken pass/fail. No auditors.

Prerequisites:
None. No undergrads.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38001-01	Spring 2015	T 8:30AM-11:30AM	Harper Center	Lehman Brothers Classroom-HCC02
38001-02	Spring 2015	T 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
38001-81	Spring 2015	M 6:00PM-9:00PM	Gleacher Center	The Amoco Lecture Hall-GC300

38001 Managing in Organizations - McGill, Ann

[View course evaluation \(PDE\)](#)

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 achieve because intuitions are often misguided and unstructured experience can be a poor teacher. This course is intended to address this development by providing the scientific knowledge of human thought and behavior that is critical for successfully managing others, and also for successfully managing ourselves.

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 complicated 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 actions, how people form impressions of others and attribute causes of behavior, and how the choices people make are influenced by characteristics of the decision-maker and the decision-making process. The second half of the course turns to people's behavior in the context of a larger enterprise. It addresses how organizations can successfully coordinate the actions of their members. Topics in this section include effective group decision-making, persuading and motivating others, and the use of formal and informal power in interpersonal relations.

Materials:

Key:

- 🚫 = No auditors
- 👤 = No provisional grades
- 🚫 = No pass/fail grades
- 🚫 = No non-Booth Students
- 👤 = PhD - students only
- 📄 = Lectures
- 🗨️ = Discussion
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- 🗨️ = Quizzes
- 📄 = Midterm
- 🌐 = Optional midterm
- 📄 = Final exam (in class)
- 🌐 = Final exam (take home)
- 📄 = Chalk Site
- 📄 = Sample Exam Questions/Problem Sets

Information on course materials and other current updates are available on the 38001 Chalk course site: <https://chalk.uchicago.edu/>

Grades:
Based on an exam, written assignments, and class participation. Cannot be taken pass/fail. No auditors.

Prerequisites:
None. However, students must attend week 1 of class and cannot add the class in week 2 if they have not attended class in week 1.

Description and/or course criteria last updated: 07/2014

Course Conditions and Course Related Items:

Section	Quarter	Meeting Day / Time	Building	Room
38001-01	Autumn 2014	T 1:30PM-4:30PM	Harper Center	Lecture Hall C09
38001-02	Autumn 2014	W 8:30AM-11:30AM	Harper Center	Lecture Hall C09
38001-81	Autumn 2014	T 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

38001 Managing in Organizations - O'Brien, Ed

[View course evaluation \(PDF\)](#)

Contents:
The workplace is designed, inhabited, and controlled by people, but people make mistakes. Executives make decisions today that lead to unforeseen problems tomorrow, competitors mispredict their rivals' moves and motives, and coworkers misperceive each other's thoughts and feelings. This course seeks to highlight how people come to make such errors, and what to do about them – ultimately, to better understand how to successfully manage oneself and others in the work environment.

This lecture-based course draws upon laboratory findings across psychology, decision science, and behavioral economics in order to establish a useful foundation for students to understand and manage their personal work settings – to provide real scientific insights that can be applied to their own everyday experiences.

To this end, the course is organized into two main sections: (1) "internal thought," which concerns the psychology of how people form preferences, plan for the future, and take the perspective of others; and (2) "external change," which then uses these insights as a filter from which to understand common workplaces issues like power dynamics, persuasion, and group decision making.

Materials:
Information on course materials and other current updates will be made available on the 38001: [Chalk course site](#).

Grades:
Based on an exam, several written assignments, and class participation. Cannot be taken pass/fail.

Prerequisites:
None

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:

Section	Quarter	Meeting Day / Time	Building	Room
38001-82	Winter 2015	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308
38001-85	Winter 2015	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 308

38002 Managerial Decision Making - Hastie, Reid

[View course evaluation \(PDF\)](#)

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:
J.E. Russo & P.J.H. Schoemaker, *Winning Decisions: Getting it Right the First Time*. (OPTIONAL: 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*).

Grades:
Five essays, final examination, and class participation. Cannot be taken pass/fail.

Prerequisites:
Business 41000.

Description and/or course criteria last updated: 04/02/2013

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
38002-01	Winter 2015	F 8:30AM-11:30AM	Harper Center	The Sidney Davidson Classroom-HCC04
38002-81	Winter 2015	W 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304
38002-85	Winter 2015	S 9:00AM-12:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

38002 Managerial Decision Making - Hsee, Christopher

[View course evaluation \(PDF\)](#)

Contents:

In some business situations, we can make decisions analytically. But more often than not, we do not have the time, the information or the mental capacity to engage in analytical decision-making, and have to rely on our intuitions 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, which is a foundation of behavioral economics, behavioral marketing, and behavioral finance. Throughout the course, you will do numerous in-class excises so that you can experience these effects first-hand.

Materials:

A selection of readings (including cases and articles) will be posted in Chalk, and a few books will also be required.

Grades:

Based on two exams and several papers. Cannot be taken pass/fail. Provisional grades are issued for students in their graduating quarter.

Prerequisites:

None.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38002-01	Autumn 2014	W 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
38002-81	Autumn 2014	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208

38002 Managerial Decision Making - Risen, Jane

[View course evaluation \(PDF\)](#)

Contents:

In business, we can sometimes make decisions analytically and "optimally." In other situations, because of data limitations and/or computational difficulties, we must use an intuitive approach. This course teaches you how to make decisions in both types of situations. With respect to the first type of situation, you will learn analytical tools and how to use them to reach optimal solutions. With respect to the second type of situation, you will learn about the errors "normal people" often commit when they make decisions intuitively. You will also learn how to overcome these errors and thereby become smarter than most "normal people".

This course has two goals: descriptive and prescriptive. The descriptive goal is to understand how people 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.

Materials:

Readings come from a CoursePack (including cases and articles) and a couple of books.

Grades:

Short weekly papers and a final exam. Cannot be taken pass/fail. No auditors.

Prerequisites:

None.

Description and/or course criteria last updated: 06/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38002-01	Spring 2015	W 8:30AM-11:30AM	Harper Center	Lecture Hall C06
38002-02	Spring 2015	W 1:30PM-4:30PM	Harper Center	Lecture Hall C06

38003 Power and Influence in Organizations - Caruso, Heather

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

[View course evaluation \(PDF\)](#)

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
38003-01	Spring 2015	F 1:30PM-4:30PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
38003-85	Spring 2015	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 408

38003 Power and Influence in Organizations - Nussbaum, A.

[View course evaluation \(PDF\)](#)

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 2015	R 8:30AM-11:30AM	Harper Center	Lecture Hall C06
38003-81	Winter 2015	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308

38103 Strategies and Processes of Negotiation - Ginzel, Linda

[View course evaluation \(PDF\)](#)

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. Students adding in week 2 must attend week 1 of class.

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

Description and/or course criteria last updated: 08/01/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38103-01	Autumn 2014	W 8:30AM-11:30AM	Harper Center	Lecture Hall C05
38103-02	Autumn 2014	W 1:30PM-4:30PM	Harper Center	Lecture Hall C05
38103-81	Autumn 2014	W 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

38103 Strategies and Processes of Negotiation - Hastie, Reid

[View course evaluation \(PDE\)](#)

Contents:

This course is aimed to help you develop a systematic and insightful approach to negotiation. First, you will acquire the conceptual skills necessary to become a sophisticated analyst of negotiation situations. Second, you will gain valuable experience from the negotiation exercises. In particular, you should learn a great deal about yourself from repeated exposure to negotiation situations. Third, you will gain an understanding of the psychological processes underlying the judgment of negotiators.

The course is built around a set of negotiation exercises that serve to isolate and emphasize specific analytic points and essential negotiation skills. In combination with the readings the goal of this analysis is to help you develop insights and intuition about the kind of negotiation situations that are personally relevant to you. The course content will build cumulatively from seemingly simple negotiations to those of greater complexity. Specifically, the first three class sessions involve distributive negotiation situations in which each party attempts to enlarge his or her share of what is taken to be a fixed pie. We use these initial sessions to introduce basic negotiation concepts and tactics. In the classes that follow, we focus on specific aspects of the negotiation process that are important to many negotiation situations, such as obstacles to effective communication at the bargaining table, the maximization of multiple interests, and tactics for coalition building. In the final set of classes, we put it all together by exploring negotiations that contain elements of both cooperation and competition; that is, these sessions involve cases where the parties can "enlarge the pie" by creating joint gains.

The bottom-line: you will come out of this course as an analytically and intuitively savvy negotiator.

Description and/or course criteria last updated: 07/2014

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38103-03	Spring 2015	R 8:30AM-11:30AM	Harper Center	Lehman Brothers Classroom-HCC02

38103 Strategies and Processes of Negotiation - Wittenbrink, Bernd

[View course evaluation \(PDE\)](#)

Contents:

Effective negotiation skills are essential to successful managers. Whereas technical skills are required to discover optimal solutions to problems, effective interpersonal negotiation skills are necessary to implement these solutions. This course provides you with the opportunity to develop your negotiation skills through an introduction to relevant empirical research in behavioral science and through multiple in-class negotiation exercises.

The specific aims of the course are:

- (1) to develop an analytical framework that will help you better understand negotiation situations and the challenges they entail.
- (2) to provide you with extensive experience in the negotiation process, with the goal that you develop your repertoire of negotiation tactics and strategies and that you further your ability to correctly evaluate the costs and benefits of these alternative strategies.

Materials:

Information on course materials can be found on the course website: <http://faculty.chicagobooth.edu/bernd.wittenbrink/teaching/private/38103>.

Grades:

Based on weekly preparation and class participation; analytical exercises; short written assignments; and a final paper. Due to the nature of this course, all students considering and/or enrolled must attend the first week of class. Cannot be taken pass/fail. No auditors.

Prerequisites:

Business 38001, 38002, or 38003.

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

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38103-01	Winter 2015	W 1:30PM-4:30PM	Harper Center	Lecture Hall C09
38103-02	Winter 2015	R 1:30PM-4:30PM	Harper Center	Lecture Hall C09
38103-81	Winter 2015	R 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

38103 Strategies and Processes of Negotiation - Pope, Devin

[View course evaluation \(PDE\)](#)

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

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 posted in Chalk. Additionally, required copyrighted handouts/cases will be passed out in class which are a portion of the Course Materials 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: 08/20/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38103-03	Winter 2015	W 8:30AM-11:30AM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
38103-04	Winter 2015	R 8:30AM-11:30AM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
38103-82	Winter 2015	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308

38103 Strategies and Processes of Negotiation - Shah, Anuj

[View course evaluation \(PDE\)](#)

Contents:

Successful managers often need to draw on their ability to negotiate. This course will guide you through the science and art of negotiation. You will learn theories of negotiation during lectures and through assigned readings, and you will learn the practice of negotiation through exercises and case analyses. Throughout the course, you will develop an understanding of how negotiation situations might be structured and what kinds of biases can interfere with successful negotiation (as well as strategies for avoiding these biases).

Materials:

Articles, cases, and handouts will be available through Chalk. Additionally, required copyrighted handouts/cases will be passed out in class which are a portion of the course materials fee.

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.

Description and/or course criteria last updated: 08/20/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38103-01	Spring 2015	T 8:30AM-11:30AM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
38103-02	Spring 2015	W 8:30AM-11:30AM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
38103-81	Spring 2015	W 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

38103 Strategies and Processes of Negotiation - Burrows, John

[View course evaluation \(PDE\)](#)

Contents:

This course will help you become a more effective negotiator by developing your "tool kit" of negotiation tactics and strategies. You will learn from an extensive set of negotiation experiences in class, practice your skills, and benefit from feedback. In the early class sessions, we introduce basic negotiation concepts and tactics. In the classes that follow, we focus on specific aspects of the negotiation process that are important to many negotiation situations, such as obstacles to effective communication at the bargaining table, the maximization of multiple interests, and tactics for coalition building. In the final set of classes, we put it all together by exploring negotiations that contain elements of both cooperation and competition; that is, these sessions involve cases where the parties can "enlarge the pie" by creating joint gains. Because little in business (or life) gets done without negotiation, this course has the potential to deliver significant upside in your professional and personal outcomes.

Prerequisites:

Bus 38001, 38002, or 38003.

Description and/or course criteria last updated: 07/2014

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38103-82	Autumn 2014	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208
38103-85	Autumn 2014	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 208

Key:

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

38105 Advanced Negotiations - Wu, George[View course evaluation \(PDF\)](#)**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. 38103 introduced the basic ideas of negotiations—BATNAs, effective tactics for distributive negotiations, processes and analytics behind the discovery of joint gains, and coalitional dynamics in multi-party settings. This course will discuss advanced concepts of negotiations by taking you through a set of negotiation exercises that are more complex and more authentic than the ones used in 38103. The exercises will include: integrative negotiations without scoring systems, dynamic negotiations, complex deal structuring negotiations, sustaining negotiated value, and negotiations that require coordination of internal and external parties.

The more advanced deal making and deal design skills developed in this course should be especially useful to students whose careers will involve investment banking; business development; venture capital, private equity investment, and entrepreneurial firms; and alliances and joint ventures, as well as students who anticipate conducting a substantial amount of intra-organizational negotiations.

The course will use a combination of role-playing simulations and case discussions that include topics such as strategic alliances; dysfunctional business relationships; and negotiating with Wal-Mart.

Grades:

Based on class participation; weekly web surveys; 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: 06/2013

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

Section	Quarter	Meeting Day / Time	Building	Room
38105-01	Spring 2015	T 8:30AM-11:30AM	Booth 455 NBC Towers	Booth 455 NBC Towers Room 130
38105-02	Spring 2015	T 1:30PM-4:30PM	Booth 455 NBC Towers	Booth 455 NBC Towers Room 130
38105-81	Spring 2015	T 6:00PM-9:00PM	Booth 455 NBC Towers	Booth 455 NBC Towers Room 130

38115 Ethics of Business - Rollert, John[View course evaluation \(PDF\)](#)**Contents:**

The primary aim of this class is to help students define for themselves a canon of business ethics that 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 work we will revisit throughout the course. Topics include:

- The Constitution of "Self-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

The questions we will take up are large, contentious, and 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:

All readings will be available on Chalk except for Michael Lewis's *Liar's Poker*, which students will be asked to purchase.

Grades:

50% of the grade will be determined by written contributions to the class blog. 30% will be determined by in-class participation; 20% will be determined by a take-home final exam. The course may not be taken pass/fail. No auditors allowed.

Prerequisites:

None.

Description and/or course criteria last updated: 06/2014

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
38115-85	Autumn 2014	S 1:30PM-4:30PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304
38115-81	Winter 2015	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206

38601 Workshop in Behavioral Science - Hastie, Reid

[View course evaluation](#) (PDF)

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38601-01	Spring 2015	M 10:10AM-11:30AM	Harper Center	Lecture Hall C06

38601 Workshop in Behavioral Science - Hsee, Christopher

[View course evaluation](#) (PDF)

Prerequisites:

PhD students only. Instructor permission required for MBA students.

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38601-01	Autumn 2014	M 10:10AM-11:30AM	Harper Center	Lecture Hall C06

38601 Workshop in Behavioral Science - McGill, Ann

[View course evaluation](#) (PDF)

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38601-01	Spring 2015	M 10:10AM-11:30AM	Harper Center	Lecture Hall C06

38601 Workshop in Behavioral Science - Wittenbrink, Bernd

[View course evaluation](#) (PDF)

Prerequisites:

PhD students only. Instructor permission required for MBA students.

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38601-01	Winter 2015	M 10:10AM-11:30AM	Harper Center	Lecture Hall C06

38601 Workshop in Behavioral Science - Pope, Devin

[View course evaluation](#) (PDF)

Prerequisites:

PhD students only. Instructor permission required for MBA students.

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38601-01	Autumn 2014	M 10:10AM-11:30AM	Harper Center	Lecture Hall C06

38901 Special Topics in Motivation and Consumer Behavior - Fishbach, Ayelet

[View course evaluation](#) (PDF)

Contents:

This is a graduate seminar for Ph.D. students interested in behavioral science. The course will be divided into two parts. The first part (taught by Professor Fishbach) will focus on motivation research, and will consider how people decide what goals they want to achieve (goal setting), what people do in order to achieve their goals (goal striving), and will critically assess diverse psychological theories of motivation. The second part (taught by Professor McGill) will examine current topics at the intersection of consumer and behavioral research, drawing from "Research Curations" (collections of related articles) offered by the *Journal of Consumer Research*.

Grades:

Grades will be based on class participation, oral presentations and one or two papers.

Prerequisites:

PhD students only.

Description and/or course criteria last updated: 07/2014

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
- = Group Projects
- = Midterm
- = Optional midterm
- = Final exam (in class)
- = Final exam (take home)
- = Quizzes
- = Sample Exam Questions/Problem Sets
- = Chalk Site

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38901-01	Winter 2015	TBA		TBA

38901 Special Topics in Motivation and Consumer Behavior - McGill, Ann

[View course evaluation \(PDE\)](#)

Contents:

This is a graduate seminar for Ph.D. students interested in behavioral science. The course will be divided into two parts. The first part (taught by Professor Fishbach) will focus on motivation research, and will consider how people decide what goals they want to achieve (goal setting), what people do in order to achieve their goals (goal striving), and will critically assess diverse psychological theories of motivation. The second part (taught by Professor McGill) will examine current topics at the intersection of consumer and behavioral research, drawing from "Research Curations" (collections of related articles) offered by the *Journal of Consumer Research*.

Grades:

Grades will be based on class participation, oral presentations and one or two papers.

Prerequisites:

PhD students only.

Description and/or course criteria last updated: 07/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38901-01	Winter 2015	TBA		TBA

38913 Foundations of Judgment and Decision Making - Hastie, Reid

[View course evaluation \(PDE\)](#)

Contents:

This is a graduate seminar for Ph.D. students interested in judgment and decision making. The first half (taught by Professor Hastie) will review traditional approaches to judgment and decision making including algebraic and statistical modeling, assessments of heuristic judgment and decision habits, and statistical decision theory, with an emphasis on the methods that have been used to reveal the cognitive processes underlying these behaviors. The second half (taught by Professor Wu) will cover decision making under risk and uncertainty. In particular, special attention will be devoted to understanding: (i) the relationship between formal models and the psychological factors and processes the models are attempting to capture; and (ii) the interplay between formal models and empirical evidence.

Grades:

Grades will be based on class participation, weekly write-ups, and a final paper.

Prerequisites:

Admission to the Ph.D. Program or consent of instructor.

Description and/or course criteria last updated: 8/18/10

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38913-01	Spring 2015	TBA		TBA

38913 Foundations of Judgment and Decision Making - Wu, George

[View course evaluation \(PDE\)](#)

Contents:

This is a graduate seminar for Ph.D. students interested in judgment and decision making. The first half (taught by Professor Hastie) will review traditional approaches to judgment and decision making including algebraic and statistical modeling, assessments of heuristic judgment and decision habits, and statistical decision theory, with an emphasis on the methods that have been used to reveal the cognitive processes underlying these behaviors. The second half (taught by Professor Wu) will cover decision making under risk and uncertainty. In particular, special attention will be devoted to understanding: (i) the relationship between formal models and the psychological factors and processes the models are attempting to capture; and (ii) the interplay between formal models and empirical evidence.

Grades:

Grades will be based on class participation, weekly write-ups, and a final paper.

Prerequisites:

Admission to the Ph.D. Program or consent of instructor.

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

Description and/or course criteria last updated: 8/18/10

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38913-01	Spring 2015	TBA		TBA

38914 Foundations of Social Psychology - Epley, Nicholas

[View course evaluation \(PDE\)](#)

Contents:

Intended for Ph.D. students interested in getting an advanced understanding of social psychology. This seminar will focus on foundational topics such as attitude change, emotion, social influence, and social cognition, covering both classic as well as contemporary research. Each week we will try to gain some understanding of how judgment and behavior is influenced by the contexts in which people find themselves. Each week we will try to identify new research directions worth pursuing, in the hope that students will develop new research ideas of their own.

Prerequisites:

PhD students only.

Description and/or course criteria last updated: 02/21/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
38914-01	Spring 2015	T 8:30AM-11:30AM	Harper Center	Seminar Room 3A

39001 Strategy and Structure: Markets and Organizations - Pontikes, Elizabeth

[View course evaluation \(PDE\)](#)

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. Provisional grades are given.

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: 06/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
39001-01	Spring 2015	M 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
39001-81	Spring 2015	R 6:00PM-9:00PM	Gleacher Center	The Amoco Lecture Hall-GC300
39001-85	Spring 2015	S 9:00AM-12:00PM	Gleacher Center	The Amoco Lecture Hall-GC300

39001 Strategy and Structure: Markets and Organizations - Sharkey, Amanda

[View course evaluation \(PDE\)](#)

Contents:

Successful managers, executives and entrepreneurs must be able to formulate their firm's strategy and guide their employees in implementing it. Devising a strategy requires careful consideration of factors both external and internal to the firm, as well as an appreciation for how the two areas are linked.

Managers must be able to analyze their firm's competitive landscape to identify potential opportunities for creating and capturing value. Of equal importance, managers must thoughtfully consider their organization's unique capabilities and weaknesses in order to choose which of the many potential avenues of growth might be uniquely well-suited to their organization. Finally, once the firm's direction has been set, managers must ensure that all aspects of the organization are aligned to support the creation and capture of value.

In this course, students will develop an understanding of the fundamental concepts, tools, and frameworks of strategic analysis. We will focus on topics related to the assessment of the firm's competitive landscape and a firm's choice of positioning within the business environment. Students will study key aspects of organizational design as they relate to the choice and execution of a

Key:

- = No auditors
- = No provisional grades
- = No pass/fail grades
- = No non-Booth Students
- = PhD - students only
- = Lectures
- = Discussion
- = Case Studies
- = Group Projects
- = 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

strategy. This includes topics such as organizational architecture, culture and identity. Throughout the course, emphasis will be placed on the linkages between strategy and organizational structure.

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: 07/2012

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
39001-01	Winter 2015	R 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07
39001-02	Winter 2015	F 8:30AM-11:30AM	Harper Center	The PIMCO Classroom-HCC07
39001-81	Winter 2015	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208

39001 Strategy and Structure: Markets and Organizations - Chu, Johan

[View course evaluation \(PDF\)](#)

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. Provisional grades are given.

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: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
39001-01	Autumn 2014	F 1:30PM-4:30PM	Harper Center	Lecture Hall C06
39001-81	Autumn 2014	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 308

39002 Strategic Leadership - Burt, Ronald

[View course evaluation \(PDF\)](#)

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

Key:

- = No auditors
- = No provisional grades
- = No pass/fail grades
- = No non-Booth Students
- = PhD - students only
- = Lectures
- = Discussion
- = Case Studies
- = Group Projects
- = 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

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
39002-01	Autumn 2014	F 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
39002-81	Autumn 2014	R 6:00PM-9:00PM	Gleacher Center	The Amoco Lecture Hall-GC300
39002-85	Autumn 2014	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 206

39002 Strategic Leadership - Yenkey, Christopher

[View course evaluation \(PDE\)](#)

Contents:

Few need to be convinced that social capital, the set of productive assets embodied in social relationships, is important to what does (and does not) get accomplished in organizations and markets. Although it is intuitively clear that successful management of social networks is critical for adding value to the organization and our individual careers, intuition alone is often insufficient for planning and executing a successful course of action. Incomplete or misinformed understandings of how networks channel resources often results in missed opportunities and misplaced attention. A better grasp of network concepts provides a toolkit for identifying more and better information and formulating strategies for executing on that information.

This course provides a framework for how to create value for the organization and one's own career by better understanding how social networks bring people together to create and deliver value. We will see how the social network perspective helps us better understand how to coordinate personal contacts across diverse groups in an organization, coordinate employees within and between functional groups, and coordinate business activities across markets. We will learn how to identify opportunities in the hurly-burly of everyday life around you and how to mobilize resources in order to deliver the value inherent in those opportunities. 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 sets the stage by crafting the questions to which smart provides answers. Smart is an able technician. Wise is a leader.

Grades:

No pass/fail grades.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
39002-01	Spring 2015	M 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07
39002-02	Spring 2015	T 8:30AM-11:30AM	Harper Center	The PIMCO Classroom-HCC07
39002-81	Spring 2015	M 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

39101 Technology Strategy - Knez, Marc

[View course evaluation \(PDE\)](#)

Contents:

This course focuses on strategic decision making in technology intensive industries. We will develop a set of tools which are crucial for the formulation and management of a winning technology strategy. The course focuses on the application of conceptual models that clarify the interactions between external competition, firm positioning, patterns of technological and market change, and the nature and development of internal firm capabilities. There is particular emphasis on building models for making strategic decisions in the context of significant technology, demand, and competitive uncertainty.

Application of the tools developed in the course requires a clear understanding of the particular technology(s) underlying the industries that we study. Hence, the course will require a significant amount of reading, above and behind the conceptual readings and cases.

The course is designed to appeal to students interested in pursuing a career in venture capital; consulting to high-tech companies; investment banking with a focus on technology, and starting, growing, or managing a company in a technology-intensive industry.

Materials:

The course is taught using lectures, case analysis and readings.

Grades:

Based on class participation, case write-ups, and a research paper. Cannot be taken pass/fail.

Prerequisites:

Business 42001 or 39001.

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
39101-81	Autumn 2014	R 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204
39101-01	Winter 2015	F 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
39101-85	Winter 2015	S 9:00AM-12:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

39600 Workshop in Organizations and Markets - Sharkey, Amanda

[View course evaluation \(PDE\)](#)

Prerequisites:

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

PhD students only. Instructor permission required for MBA students.

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
39600-01	Autumn 2014	W 3:00PM-4:30PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

40000 Operations Management: Business Process Fundamentals - Adelman, Dan

[View course evaluation \(PDE\)](#)

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, as well as a selection of readings and lecture notes which will be posted in Chalk.

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. It is mandatory to attend the first class session.

Prerequisites:

Any previous or concurrent exposure to basic statistics is helpful. It is mandatory to attend the first class session.

Description and/or course criteria last updated: 08/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
40000-01	Autumn 2014	W 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
40000-81	Autumn 2014	W 6:00PM-9:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200

40000 Operations Management: Business Process Fundamentals - Parker, Rodney

[View course evaluation \(PDE\)](#)

Contents:

This core course focuses on understanding levers for structuring, managing, and improving a firm's recurring business processes to achieve competitive advantage in customer responsiveness, price, quality, and variety of products and services. These levers are as applicable to banks, hospitals, and brokerage firms, for example, as to traditional manufacturing. Processes within firms, as well as between firms, i.e. supply chains, are explored. The fundamental principles underlying state-of-the-art practices, such as Quick Response, Just-in-Time and Time-Based Competition, are explored so that students learn to critically evaluate these and other operational improvement programs.

Students learn the basics of how to manage the operations of a firm, and how operations issues affect and are affected by the many business decisions they will be called upon to make or recommend in their careers. As such, this course is essential to students aspiring to become consultants, entrepreneurs, or general managers. A working knowledge of operations is also indispensable to those interested in marketing, finance, and accounting, where the interface between these functions and operations is critical. Finally, an understanding of how firms become market leaders through operations is important in investment careers.

Most weeks consist of in-depth case discussion, integrated with theory. As such, the course is ideal preparation for many cases encountered during first-year internship interviews, as well as second-year interviews.

Materials:

The Goal by Goldratt, a CoursePack of readings, and lecture notes.

Grades:

Based on exam(s), case analyses, homework, and class participation. Cannot be taken pass/fail. No auditors. (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: 06/14

Course Conditions and Course Related Items:



Key:

- = No auditors
- = No provisional grades
- = No pass/fail grades
- = No non-Booth Students
- = PhD - students only
- = Lectures
- = Discussion
- = Case Studies
- = Group Projects
- = 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

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
40000-03	Winter 2015	T 1:30PM-4:30PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
40000-04	Winter 2015	W 1:30PM-4:30PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
40000-82	Winter 2015	T 6:00PM-9:00PM	Gleacher Center	The Goldman Sachs & Co. Lecture Hall-GC400

40000 Operations Management: Business Process Fundamentals - Staff

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
40000-81	Summer 2015	TBA		TBA
40000-85	Summer 2015	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 308

40000 Operations Management: Business Process Fundamentals - Ryan, Christopher

[View course evaluation \(PDE\)](#)

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, as well as a selection of readings, lecture notes, and handouts which will be available in Chalk.

Grades:

Based on a final exam, case analyses, homework, and class contribution. Cannot be taken pass/fail.

Prerequisites:

Any previous or concurrent exposure to basic statistics is helpful.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
40000-02	Spring 2015	F 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
40000-03	Spring 2015	F 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
40000-85	Spring 2015	S 1:30PM-4:30PM	Gleacher Center	The Amoco Lecture Hall-GC300

40000 Operations Management: Business Process Fundamentals - Belavina, Elena

[View course evaluation \(PDE\)](#)

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, and a selection of readings and lecture notes which will be posted in Chalk.

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.

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
- = Quizzes
- = Midterm
- = Optional midterm
- = Final exam (in class)
- = Final exam (take home)
- = Chalk Site
- = Sample Exam Questions/Problem Sets

Description and/or course criteria last updated: 08/20/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
40000-01	Spring 2015	R 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03
40000-81	Spring 2015	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404
40000-82	Spring 2015	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404

40000 Operations Management: Business Process Fundamentals - Keskin, N.

[View course evaluation \(PDF\)](#)

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.

Prerequisites:

Any previous or concurrent exposure to basic statistics is helpful.

Description and/or course criteria last updated: 01/07/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
40000-01	Winter 2015	R 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
40000-02	Winter 2015	F 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
40000-81	Winter 2015	R 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

40101 Supply Chain Strategy and Practice - DeHoratius, Nicole

[View course evaluation \(PDF\)](#)

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 recommended.

Description and/or course criteria last updated: 08/2014

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
40101-01	Winter 2015	R 8:30AM-11:30AM	Harper Center	Lecture Hall C09
40101-81	Winter 2015	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404

40108 Revenue Management - Birge, John

[View course evaluation \(PDE\)](#)

Contents:

This course will focus on the identification, formulation, solution, and implementation of systems for pricing and revenue optimization. The course will develop fundamental understanding of the use of pricing and capacity concepts combined with optimization tools to achieve revenue improvement within the practical context of limited resources and information. Case examples from a variety of industries including airlines, hotels, car rental agencies, internet/media advertising, entertainment, retailing, energy, commodities, freight, and manufacturing will be used to develop skills in designing and implementing solutions in different environments.

Students will learn how to recognize opportunities for revenue enhancement; how to differentiate among types of opportunities; how to segment markets while incorporating constrained capacity, opportunity costs, customer and competitor response, demand and supply uncertainty, and information infrastructure; how to formulate and solve for revenue management decisions using constrained optimization; and how to define overall implementation requirements.

Materials:

The course will use the text, *Pricing and Revenue Optimization*, by R. Phillips, Stanford, 2005, plus cases, readings, and lecture notes. The course will rely heavily on the use of the Solver in Microsoft Excel.

Grades:

Based on homework, case summaries, mid-term, final exam, class, and group participation.

Prerequisites:

Business 33001 and 41000.

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

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
40108-01	Spring 2015	R 8:30AM-11:30AM	Harper Center	Lecture Hall C06
40108-81	Spring 2015	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408

40110 Managing Service Operations - Eisenstein, Donald

[View course evaluation \(PDE\)](#)

Contents:

This class is concerned with the design, delivery, monitoring and analysis of services: How to design and improve the service offering for sustained excellence, how to identify and overcome key challenges in the service delivery, and how to monitor and analyze the performance of service entities. We consider a wide range of industries: from traditional services such as restaurants, hospitals, e-commerce, professional 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, and 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 data analysis, consumer behavior, marketing, and strategy. The course is a mix of softer, more qualitative frameworks, with more analytical pursuits.

We develop a Service Framework with three main components: A Service Model, Process Flows and Customer Interaction Diagrams. We also develop analytical tools for monitoring service entities and examining relationships within a service entity from data.

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 Flows are used to understand the aggregated flow of customers through a process to address issues such as capacity utilization, throughput, and waiting time of a system. It is assumed that you have already taken Bus 40000, and so have an understanding of process flows. We will use process flows to some extent in this class as part of our framework, but the underlying concepts will not be taught in this course.

Customer Interaction Diagrams depict the flow of a single customer. They are useful in examining the interactions between the firm and its customers, and can help explore service innovations, and the role management should play.

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. Other cases are used for data analysis.

You should take this course after Bus 40000 if you are interested in both the quantitative and qualitative issues of Operations as it pertains to the delivery of services to the end consumer.

Materials:

Chalk.

Grades:

Your grade is based on written case analyses and assignments, class participation, and a final exam.

The class cannot be taken pass fail.

Prerequisites:

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

Bus 40000 and Bus 41000 (or 41100): strict. However, if you have an understanding of process flows (including analysis of simple queues and the impact of the pooling of queues), an exposure to the News vendor model, and the ability to run and analyze simple linear regression models, then you may request a waiver from the professor. BUT FIRST, go to [details](#) of the prerequisite knowledge required for the course.

Description and/or course criteria last updated: 08/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
40110-01	Autumn 2014	R 1:30PM-4:30PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
40110-81	Autumn 2014	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306
40110-85	Autumn 2014	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 306

40111 Project Management - Chayet, Sergio

[View course evaluation \(PDE\)](#)

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
40111-01	Autumn 2014	M 8:30AM-11:30AM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
40111-85	Summer 2015	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 308

40600 Current Research Topics in Operations Management and Management Science - Staff

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
40600-01	Spring 2015	T 12:10PM-1:20PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

40721 Healthcare Analytics Lab - Adelman, Dan

[View course evaluation \(PDE\)](#)

Contents:

The healthcare industry is now undergoing a transformation as operations management principles and decision modeling are being rapidly deployed to improve clinical, operational, and financial outcomes. The Healthcare Management Analytics Laboratory course was offered at Booth for the first time in the Spring 2013 quarter. This lab course will focus on applying data-driven analytics and insights to identify and create healthcare delivery efficiencies. Student teams will work on improvement projects with real-world healthcare institutions. Thus, the course will teach students how to bring operations theory and analytics methods into practice, under the guidance of a faculty member.

Projects will be carefully scoped before the course begins so that students can make steady progress towards clear, attainable goals. The project topics will drive the backbone of content for the course, which will be supported using in-class time in various productive ways. While teams will focus on their individual projects, they will also come together to discuss and share content issues from their projects with one another. Not only will this aid the teams in conducting successful projects, it will also facilitate learning across projects so that by the end of the course students will have been exposed to a wide range of healthcare management analytics issues, potential solutions, and perspectives. Students will be responsible for assigned learning materials related to each project topic, such as case studies, methodological tools, etc. as appropriate depending on the projects' intellectual support needs. The course structure will also include project-relevant presentations from subject-matter experts ranging from private industry executives to physicians who significantly contribute to healthcare decision making. Teams will spend time, both in and out of class, meeting individually with the faculty advisor, project mentors, and clients. [Click here](#) for more information about spring 2014 projects.

The course is for students interested in leveraging the academic rigor of modeling to quantify decision making to improve healthcare delivery. It is an excellent course for those interested in careers in or related to the healthcare industry.

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

Interested students are invited to attend an informational session on **February 20, 2014 (12:00 PM to 1:00 PM) in Harper Center C-03**. This year's projects and the course structure will be discussed. Students unable to attend this session are welcome to send questions to labcourses@chicagobooth.edu and/or watch a [recording of the session](#).

Grades:

Evaluation Criteria: project deliverables (paper and presentation), participation between and within project teams and engagement in the class sessions, written assignments. We estimate students will spend approximately 8 hours per week outside of class.

Enrollment:

Apply for the course by completing [this application](#). Applications will be accepted until midnight the evening of Monday, February 24. Students will be notified of their acceptance on or by Friday, February 28.

Prerequisites:

Bus 36106 and/or 41100 strongly recommended, Bus 40000 or equiv. recommended.

Students will be enrolled if they apply and receive notice that they have been admitted to the course. Given the importance of forming stable teams, any drops/withdrawals are only with approval.

Description and/or course criteria last updated: 02/20/2014.

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
40721-01	Spring 2015	W 8:30AM-11:30AM	Booth 455 NBC Towers	Booth 455 NBC Towers Room 130

40905 Healthcare Operations - Sandikçi, Burhaneddin

[View course evaluation \(PDE\)](#)

Contents:

This is a PhD level course designed to prepare students for research in the area of operations management/management science. The particular focus of the course is on applications of operations models in health care (broadly defined). The course requires intensive reading and in-depth discussion of recent papers on health care operations and medical decision making. The readings will be sampled from a wide range of topics including organ transplant decision-making; blood inventory management; breast cancer screening, mammography, and biopsy; efficiency-equity tradeoff in health policy; hospital capacity planning, operating room scheduling, infectious diseases, kidney exchange, and so on.

Materials:

Research articles will be distributed for each week.

Grades:

Students will be required to read and take the lead in discussing papers. There will be a large scale computational assignment, and multiple shorter assignments.

Prerequisites:

The course is for PhD students only. Students are expected to have a solid mathematical background. There are no strict prerequisites, however knowledge of deterministic and stochastic optimization, statistics, probability, and stochastic processes will be helpful.

Description and/or course criteria last updated: 07/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
40905-01	Spring 2015	TBA		TBA

41000 Business Statistics - Gilula, Zvi

[View course evaluation \(PDE\)](#)

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

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- 🗨️ = 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

the business world.

The mode of teaching emphasizes understanding over memorizing.

Teaming up: Students are required to form working teams of up to 5 students per team. Homework assignments are handed-in as one hard copy per team that includes names of all team members.

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: 06/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41000-81	Summer 2015	M 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

41000 Business Statistics - McCulloch, Robert

[View course evaluation \(PDE\)](#)

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) models and inference, interpreting parameters, confidence intervals and p-values; (iv) linear regression. Time permitting we may also look at logistic and autoregression.

Materials:

The course will follow the lecture notes written by the instructor. Optional textbooks will be suggested. R and Excel will be used for computing.

Grades:

Grades will be based on homework, midterm, and a final exam.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41000-04	Autumn 2014	MW 8:30AM-9:50AM	Harper Center	The PIMCO Classroom-HCC07
41000-81	Autumn 2014	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306

41000 Business Statistics - Polson, Nicholas

[View course evaluation \(PDE\)](#)

Contents:

Bus41000 is a course about statistical and probability tools needed for business applications. The course provides powerful analytical tools that are widely used in data analysis. Students will learn how to use statistics and probability in a variety of complex real world situations. The course is data-driven with examples in healthcare, marketing, finance and sports. Topics covered are: (i) descriptive statistics and data visualisation; (ii) probability and Bayes rule; (iii) statistical modeling and inference: confidence intervals, hypothesis tests; (iv) simple linear and multiple regression; (v) time series analysis.

The class will use Excel but be primarily based on R and Rstudio.

Materials:

The textbook will be *Statistical Techniques in Business and Economics* (15th edition), by Lind, Marchal and Wathen.

Lecture notes will be available on the Course Website.

Grades:

Homework, midterm, and a final project.

Prerequisites:

None. Although a review of basic Statistical concepts is encouraged.

Description and/or course criteria last updated: 08/07/2013

Course Conditions and Course Related Items:

Key:

- = No auditors
- = No provisional grades
- = No pass/fail grades
- = No non-Booth Students
- = PhD - students only
- = Lectures
- = Discussion
- = Case Studies
- = Group Projects
- = 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



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41000-05	Autumn 2014	F 8:30AM-11:30AM	Harper Center	Lehman Brothers Classroom-HCC02
41000-85	Autumn 2014	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 208

41000 Business Statistics - Creal, Drew

[View course evaluation \(PDF\)](#)

Contents:

This course covers statistical concepts needed in modern business. The goal of the course is to learn to use statistical methods, to analyze data, and to develop problem solving skills. The tools introduced in this course provide the foundation for Chicago Booth elective courses, particularly in marketing, economics, finance and more advanced statistics courses.

The topics covered are: (i) descriptive statistics and plots used to summarize data; (ii) random variables and expectation; (iii) modeling and inference: population and sample quantities, confidence intervals, hypothesis tests and p-values; (iv) simple linear regression; (v) introduction to multiple regression. The course will emphasize real-world examples to illustrate ideas that are introduced in class.

Materials:

The main content of this course is in the lecture notes, which are available on the course website. There will be an optional textbook to aid in self-study.

Grades:

Weekly problem sets, a midterm exam, and a final exam.

Prerequisites:

If you have a weak math background some kind of math review prior to the course is recommended.

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

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41000-01	Autumn 2014	M 8:30AM-11:30AM	Harper Center	Lehman Brothers Classroom-HCC02
41000-02	Autumn 2014	M 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
41000-03	Autumn 2014	W 8:30AM-11:30AM	Harper Center	Lehman Brothers Classroom-HCC02

41000 Business Statistics - Hahn, P.

[View course evaluation \(PDF\)](#)

Contents:

This is a first course on probability and statistics, with a focus on how probability and statistics ideas can be used to make better business decisions. Examples from economics, finance, marketing, politics and sports, etc. are used to illustrate the material covered. Emphasis will be placed on understanding concepts. The topics covered are: (i) basic probability, Bayes rule, and expected value; (ii) probability modeling, estimation, and linear regression; (iii) hypothesis tests, confidence intervals, and bootstrapping.

Materials:

There will be one required text (which is freely available on-line), in addition to the class notes which will be available on the course website.

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 strongly recommended. Students are expected to be proficient with fractions and basic high school algebra including logarithms and exponents.

Description and/or course criteria last updated: 07/16/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41000-01	Winter 2015	W 8:30AM-11:30AM	Harper Center	Lecture Hall C06
41000-81	Winter 2015	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404
41000-85	Winter 2015	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 408

41000 Business Statistics - Kolar, Mladen

[View course evaluation \(PDF\)](#)

Contents:

Key:

- = No auditors
- = No provisional grades
- = No pass/fail grades
- = No non-Booth Students
- = PhD - students only
- = Lectures
- = Discussion
- = Case Studies
- = Group Projects
- = 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

This is a first course on probability and statistics, with a focus on how probability and statistics ideas can be used to make better business decisions. 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: 06/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41000-81	Spring 2015	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208
41000-82	Spring 2015	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208
41000-85	Spring 2015	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 208

41100 Applied Regression Analysis - Hansen, Christian

[View course evaluation](#) (PDF)

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, interpreting the coefficients, R-squared, t and F tests, model diagnostics, model building; and (iii) time series: autocorrelation functions, autoregression, prediction.

Grades:

Based on assignments, a midterm, 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: 6/12

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41100-01	Winter 2015	T 8:30AM-11:30AM	Harper Center	Lehman Brothers Classroom-HCC02
41100-81	Winter 2015	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406

41100 Applied Regression Analysis - Wu, Jing

[View course evaluation](#) (PDF)

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. Topics covered include (i) simple linear regression; (ii) multiple regression: understanding the model, interpreting the coefficients, R-squared, t and F tests, model diagnostics, model selection; (iii) time series: autocorrelation functions, auto-regression; and (iv) binary regression

We use MATLAB throughout the course.

Grades:

Based on assignments, mid-term, final exam, and a group 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: 06/2014

Course Conditions and Course Related Items:

Key:

- = No auditors
- = No provisional grades
- = No pass/fail grades
- = No non-Booth Students
- = PhD - students only
- = Lectures
- = Discussion
- = Case Studies
- = Group Projects
- = 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



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41100-01	Autumn 2014	M 8:30AM-11:30AM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
41100-02	Autumn 2014	M 1:30PM-4:30PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
41100-85	Autumn 2014	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 306

41100 Applied Regression Analysis - Xiu, Dacheng

[View course evaluation \(PDE\)](#)

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. Heavy emphasis will be placed on analysis of financial data. 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) instrumental variable regression and other advanced topics; (iv) time series (autocorrelation functions, auto-regression, prediction); (v) logistic regression. In-class presentations will be primarily conducted in R, while for homework Excel and Matlab can be used as alternatives.

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: 09/30/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41100-03	Autumn 2014	W 8:30AM-11:30AM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
41100-04	Autumn 2014	W 1:30PM-4:30PM	Harper Center	The Credit Suisse First Boston Classroom-HCC08
41100-81	Autumn 2014	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404

41100 Applied Regression Analysis - Farrell, Max

[View course evaluation \(PDE\)](#)

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 a statistical programming language (R, MATLAB, or an alternative). 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.

Grades:

Based on assignments, a midterm, 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: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41100-81	Spring 2015	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 406
41100-85	Spring 2015	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 406

41201 Big Data - Taddy, Matt

[View course evaluation \(PDE\)](#)

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 'Big Data'

Key:

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

and become adept at building powerful models for prediction and classification.

Techniques covered include an advanced overview of linear and logistic regression, model choice and false discovery rates, multinomial and binary regression, classification, decision trees, factor models, clustering, the bootstrap and cross-validation. We learn both basic underlying concepts and practical computational skills, including techniques for analysis of distributed data.

Heavy emphasis is placed on analysis of actual datasets, and on development of application specific methodology. Among other examples, we will consider consumer database mining, internet and social media tracking, network analysis, sports analytics, 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: 06/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41201-01	Spring 2015	F 8:30AM-11:30AM	Harper Center	Lehman Brothers Classroom-HCC02
41201-81	Spring 2015	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306
41201-85	Spring 2015	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 306

41202 Analysis of Financial Time Series - Tsay, Ruey

[View course evaluation \(PDF\)](#)

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, logistic and ordered probit models for price changes, 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, quantile regression, and CreditMetrics. The course also discusses credit 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 (30%), participation (5%), and final exam (35%).

Prerequisites:

Business 41000 or 41100.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41202-01	Spring 2015	T 1:30PM-4:30PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B
41202-81	Spring 2015	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208

41203 Financial Econometrics - Russell, Jeffrey

[View course evaluation \(PDF\)](#)

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, models for time varying correlations, analysis of panel data, cointegration models for long-run co-movement between prices and models for transactions data and the analysis of transactions cost.

Materials:

See course web page for additional information: <http://faculty.chicagobooth.edu/jeffrey.russell/teaching/finecon/>

Grades:

Key:

- = No auditors
- = No provisional grades
- = No pass/fail grades
- = No non-Booth Students
- = PhD - students only
- = Lectures
- = Discussion
- = Case Studies
- = Group Projects
- = 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

Homework, midterm, and final exam. No provisional grades.

Prerequisites:

Business 41000, 41100 or instructor consent.

Description and/or course criteria last updated: 01/13/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41203-01	Winter 2015	W 1:30PM-4:30PM	Harper Center	The Eugene F. Fama Classroom-HCC03
41203-81	Winter 2015	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 408

41301 Statistical Insight into Marketing, Consulting, and Entrepreneurship - Gilula, Zvi

[View course evaluation \(PDE\)](#)

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.

Teaming up: Students are required to form working teams of up to 5 students per team. Homework assignments are handed-in as one hard copy per team that includes names of all team members.

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: 06/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41301-01	Autumn 2014	M 1:30PM-4:30PM	Booth 455 NBC Towers	Booth 455 NBC Towers Room 130
41301-81	Autumn 2014	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306
41301-81	Summer 2015	T 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

41600 Econometrics and Statistics Colloquium - Staff

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

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41600-01	Winter 2015	R 1:20PM-2:50PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B
41600-01	Spring 2015	R 1:20PM-2:50PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

41600 Econometrics and Statistics Colloquium - Creal, Drew

[View course evaluation \(PDE\)](#)

Prerequisites:

PhD students only. Instructor permission required for MBA students.

Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41600-01	Autumn 2014	R 1:20PM-2:50PM	Harper Center	The Gidwitz Family Faculty Seminar Room-HC3B

41901 Probability and Statistics - Polson, Nicholas

[View course evaluation \(PDE\)](#)

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 2014	T 8:30AM-11:30AM	Harper Center	Lehman Brothers Classroom-HCC02

41902 Statistical Inference - Hansen, Christian

[View course evaluation \(PDE\)](#)

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 a variety of linear models. The key models that will be covered are the linear regression model, linear panel data models, and the linear instrumental variable model. The focus of the course will be on developing tools for performing classical inference within these models. We will cover basic asymptotic theory, estimation of covariance matrices allowing for heteroskedasticity and dependence, and the bootstrap. The basics of generalized method of moments will be covered in the context of the linear instrumental variables model. There will also be some discussion of Bayesian inference and finite-sample classical inference.

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: 6/12

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41902-01	Winter 2015	MW 10:10AM-11:30AM	Harper Center	Lehman Brothers Classroom-HCC02

41903 Applied Econometrics - Hansen, Christian

Key:

- = No auditors
- = No provisional grades
- = No pass/fail grades
- = No non-Booth Students
- = PhD - students only
- = Lectures
- = Discussion
- = Case Studies
- = Group Projects
- = 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

[View course evaluation \(PDE\)](#)

Contents:

This Ph.D.-level course covers a number of nonlinear modeling environments and techniques that are used in econometric analysis. The class builds heavily on material developed in 41902, and it is strongly recommended that students have taken 41902 or equivalent before enrolling in this course. Some topics that will be covered are (i) estimating and forecasting using basic time series models (ARMA, VAR, and GARCH); (ii) discrete choice models (probit, logit, multinomial choice); (iii) limited dependent variable models (censored regression, truncated regression, selection models); (iv) basic nonparametric estimation.

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*, Wooldridge *Econometric Analysis of Cross Section and Panel Data*, and Angrist and Pischke *Mostly Harmless Econometrics*.

Grades:

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

Prerequisites:

Business 41901 and 41902.

Description and/or course criteria last updated: 06/12

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41903-01	Spring 2015	MW 1:30PM-2:50PM	Harper Center	Seminar Room 3A

41910 Time-series Analysis for Forecasting and Model Building - Russell, Jeffrey

[View course evaluation \(PDE\)](#)

Contents:

Forecasting plays an important role in business planning and decision-making. This Ph.D.-level course discusses 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 Moving Average models; (3) model building and data analysis; (4) prediction and forecasting evaluation; (5) asymptotic theory for estimation including unit-root theory; (6) models for time varying volatility; (7) models for time varying correlation including Dynamic Conditional Correlation and time varying factor models.; (9) state-space models and Kalman filter; and (10) models for high frequency data.

Materials:

Software: Eviews will be introduced to perform data analysis, but students can use other software.

Grades:

Homework assignments (15%), mid-term (35%), and final exam (50%).

Prerequisites:

Business 41901, or instructor consent.

Description and/or course criteria last updated: 06/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41910-01	Winter 2015	F 1:30PM-4:30PM	Harper Center	Lecture Hall C06

41913 Bayesian Inference - Gramacy, Robert

[View course evaluation \(PDE\)](#)

Contents:

This Ph.D. level course will cover the basics of the Bayesian approach to practical and coherent statistical inference. Particular attention will be paid to computational aspects, including MCMC. Examples will be run gamut from toy illustration to real-world data analysis from social science, economics, biology, physics, engineering, and finance, with R implementations provided.

Materials:

The required text is "A First Course in Bayesian Statistical Methods" by Peter Hoff. This is a Springer text which means that you can download a PDF for free via the UofC library portal.

Prerequisites:

Prerequisites include undergraduate level statistics, probability, calculus and linear algebra, and a familiarity with a general purpose or scientific programming language (e.g., R, Matlab, C or Fortran).

Description and/or course criteria last updated: 01/28/2014

Course Schedule

Key:

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

Section	Quarter	Meeting Day / Time	Building	Room
41913-01	Spring 2015	TR 10:10AM-11:30AM	Harper Center	The Sidney Davidson Classroom-HCC04

41914 Multivariate Time Series Analysis - Tsay, Ruey

[View course evaluation \(PDE\)](#)

Contents:

This course investigates the dynamic relationships between variables. It starts with linear relationships between two variables, including distributed-lag models and detection of unidirectional dependence (Granger causality). Nonlinear and time-varying relationships are also discussed. Dynamic models discussed include vector autoregressive models, vector autoregressive moving-average models, multivariate regression models with time series errors, co-integration and error-correction models, state-space models, dynamic factor models, and multivariate volatility models such as BEKK, Dynamic conditional correlation, and copula-based models. The course also addresses impulse response function, structural specification, co-integration tests, least squares estimates, maximum likelihood estimates, principal component analysis, asymptotic principal component analysis, principal volatility components, recursive estimation, and Markov Chain Monte Carlo estimation. Empirical data analysis is an integral part of the course. Students are expected to analyze many real data sets. The main software used in the course is the MTS package in R, but students may use their own software if preferred.

Materials:

Textbook: Ruey S. Tsay, *Multivariate Time Series Analysis with R and Financial Applications*, First Edition (Wiley, 2014).

Grades:

Homework assignments (25 %), in-class exam (40%), participation (5%), and final project (30%). The exam will be held in week 6 and the final project is due on week 10.

Prerequisites:

Business 41910 or equivalent course on univariate time series analysis.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
41914-01	Spring 2015	M 8:30AM-11:30AM	Harper Center	Seminar Room 3A

42001 Competitive Strategy - Gentzkow, Matthew

[View course evaluation \(PDE\)](#)

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: 06/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42001-03	Winter 2015	T 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
42001-82	Winter 2015	T 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

42001 Competitive Strategy - Kamenica, Emir

[View course evaluation \(PDE\)](#)

Contents:

This course applies tools from microeconomics, game theory, industrial organization, and theory of the firm to analyze decisions facing firms in a competitive environment. The specific focus is on strategic decisions where each firm's profits depend critically on the actions chosen by its competitors. Classes combine case analysis and discussions with lectures. Topics include pricing, positioning, strategic commitment, firm structure, and entry and exit.

Materials:

A CoursePack of readings and a textbook are required. Additional texts are optional.

Grades:

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

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

Prerequisites:

Business 33001.

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42001-02	Autumn 2014	T 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
42001-03	Autumn 2014	W 8:30AM-11:30AM	Harper Center	The Sidney Davidson Classroom-HCC04
42001-82	Autumn 2014	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208

42001 Competitive Strategy - Marciano, Sonia

[View course evaluation \(PDE\)](#)

Contents:

Central questions of this course are:

1. What allows certain firms in certain industries to earn positive economic profits while others deliver negative returns?
2. Why can certain firms sustain their economic profits over long periods of time, while for other firms these profits quickly disappear?

Three characteristics distinguish the approach we will take to answer these questions. First, we will mainly focus on the high level strategic decisions which firms face: entry into new industries, product positioning, firm size and scope, capital investment, etc., while spending less time on managerial issues. Second, we will seek broad principles that can be applied across many firms and markets, rather than behavioral issues and/or institutional details that apply only in restrictive scenarios. Finally, we will develop these broad principles from the framework of economic theory. As such, potential answers will be subjected to the rigor of economic analysis to test their validity and applicability.

We will describe business strategy as the formulation of both a "competitive strategy" and, while being able to devote considerably less time to this topic, an "organizational strategy" for a business unit. The business unit is a line of business that a corporation is involved in, it has its own P&L, and, while benefiting from being part of a corporation, could operate and be analyzed as stand alone business. Competitive strategy involves identifying structurally attractive industries and developing the most attractive position within that industry, where attractiveness is driven by absolute conditions combined with the resources and capabilities the firm brings to that position. Business units create value by operating in positions within industries that, by virtue of the characteristics of industry, the position and the firm, are defensible from the encroachment of competitors and deterioration of the environment as a whole.

Materials:

A set of notes, articles and HBS cases.

Grades:

Based on class participation, some assignments and an in class final exam (closed book and notes).

Prerequisites:

Business 33001.

Description and/or course criteria last updated: 06/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42001-81	Spring 2015	M 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204
42001-81	Summer 2015	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404
42001-82	Summer 2015	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404

42001 Competitive Strategy - Shivakumar, Ram

[View course evaluation \(PDE\)](#)

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 case writeups, problem sets, a mid-term exam and a final exam. Cannot be taken pass/fail.

Prerequisites:

Business 33001.

Description and/or course criteria last updated: 02/20/2014

Key:

- = No auditors
- = No provisional grades
- = No pass/fail grades
- = No non-Booth Students
- = PhD - students only
- = Lectures
- = Discussion
- = Case Studies
- = Group Projects
- = 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

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42001-85	Autumn 2014	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 408

42001 Competitive Strategy - Syverson, Chad

[View course evaluation \(PDE\)](#)

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 selection of readings will be posted in Chalk.

Grades:

Based on class participation, assignments, a final, and possibly a midterm.

Prerequisites:

Business 33001.

Description and/or course criteria last updated: 08/20/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42001-01	Autumn 2014	M 1:30PM-4:30PM	Harper Center	The Sidney Davidson Classroom-HCC04
42001-81	Autumn 2014	M 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306

42001 Competitive Strategy - Budish, Eric

[View course evaluation \(PDE\)](#)

Contents:

Students will apply tools from microeconomics and game theory to the analysis of competitive decision making. Topics covered include the sources of industry and firm profitability, strategic positioning, the boundaries of the firm, incomplete contracts, strategic commitment, dynamic pricing, entry and exit, vertical integration, network externalities, and auctions.

The course is designed for students who are very comfortable with economic analysis at the level of 33001. Classes will combine case analysis and discussions with lectures.

Materials:

A CoursePack of readings and a textbook are required. Additional texts are optional.

Grades:

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

Prerequisites:

Business 33001.

Description and/or course criteria last updated: 11/05/09

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42001-01	Winter 2015	M 1:30PM-4:30PM	Harper Center	Lecture Hall C05
42001-02	Winter 2015	T 8:30AM-11:30AM	Harper Center	Lecture Hall C05
42001-81	Winter 2015	M 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

42001 Competitive Strategy - Shefi, Yoad

[View course evaluation \(PDE\)](#)

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.

Key:

- = No auditors
- = No provisional grades
- = No pass/fail grades
- = No non-Booth Students
- = PhD - students only
- = Lectures
- = Discussion
- = Case Studies
- = Group Projects
- = 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

Materials:

A textbook is required. Other materials will be posted on the course website.

Grades:

Based on class participation, group presentations and a final.

Prerequisites:

Business 33001.

Description and/or course criteria last updated: 05/19/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42001-83	Winter 2015	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 208

42001 Competitive Strategy - Mahoney, Neale

[View course evaluation \(PDF\)](#)

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: 01/14/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42001-01	Spring 2015	F 1:30PM-4:30PM	Harper Center	The PIMCO Classroom-HCC07
42001-82	Spring 2015	R 6:00PM-9:00PM	Gleacher Center	Lecture Hall 206
42001-85	Spring 2015	S 1:30PM-4:30PM	Gleacher Center	Lecture Hall 206

42002 Business Policy - Davis, Harry

[View course evaluation \(PDF\)](#)

Contents:

A student who recently took this course suggested the sub-title of "Strategies for Individuals and Their Organizations" or "The Artistry of Strategy." While the sub-titles do capture the content of this course, I have decided to honor the historical name, "Business Policy," because it connotes a general management perspective, the importance of people in moving an organization toward its goals, openness to many modes of thinking, and the critical link between strategy and implementation.

By the end of the course students should: 1) feel comfortable in working in a strategy versus maintenance space; 2) be more fluent in using the vocabulary and tools of leading strategy and management consultants; 3) know when the specialized knowledge and techniques that form much of the M.B.A. curriculum are useful, and when they are not; and 4) be excited about their own career and personal strategy.

WARNING LABEL: Although the course familiarizes the student with current and past practice in strategic planning, I also structure the learning environment as a forum for challenging current approaches and dogma, and as a place to experiment with some new ways to think about business practice. On the basis of past experience, students who enjoy 'unconventional' ways of thinking and learning about strategy (which I believe is an inherently open-ended topic) will probably enjoy this class more than those who prefer not to deviate much from a more traditional approach to this subject.

Grades:

The grading philosophy for this course emphasizes week-by-week written assignments - four of which are individual papers and three of which are group papers. In place of a final examination, students prepare a final paper that focuses on important strategy questions in the context of their professional and/or personal lives.

Prerequisites:

Six courses completed.

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

Key:

- = No auditors
- = No provisional grades
- = No pass/fail grades
- = No non-Booth Students
- = PhD - students only
- = Lectures
- = Discussion
- = Case Studies
- = Group Projects
- = 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

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42002-01	Winter 2015	W 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
42002-81	Winter 2015	T 6:00PM-9:00PM	Gleacher Center	The Barry F. Sullivan Lecture Hall-GC200

42002 Business Policy - Gould, John

[View course evaluation \(PDE\)](#)

Contents:

The traditional name of this course, "Business Policy," though not as precise and descriptive as many other course names, is actually quite appropriate because it connotes a general management perspective, the importance of people in moving an organization toward its goals, openness to many modes of thinking, and the critical link between strategy and implementation. What the title does not fully convey is that the course also provides an opportunity and context for you to explore your personal career strategy.

By the end of the course students should: 1) feel comfortable in working in a strategy versus maintenance space; 2) be more fluent in using the vocabulary and tools of leading strategy and management consultants; 3) know when the specialized knowledge and techniques that form much of the M.B.A. curriculum are useful, and when they are not; 4) have a better sense of what are the important strategic questions; and 5) have a deeper understanding of their own career and personal strategy.

WARNING LABEL: Although the course familiarizes the student with current and past practice in strategic thinking and implementation, I also organize the learning environment as a forum for challenging current approaches and dogma, and as a place to experiment with some new ways to think about business practice. On the basis of past experience, students who like to explore a variety of ways of thinking and learning about strategy (which I believe is an inherently open-ended topic) will probably enjoy the structure of this class.

Grades:

The grading philosophy for this course emphasizes week-by-week written assignments - four of which are individual papers and three of which are group papers. In place of a final examination, students prepare a final paper that focuses on important strategy questions in the context of their professional and/or personal lives.

Prerequisites:

Six courses completed.

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

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42002-01	Autumn 2014	R 1:30PM-4:30PM	Harper Center	The Jon S. Corzine Foundation Classroom-HCC01
42002-85	Autumn 2014	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 404

42102 The Strategy Symposium - Davis, Harry

[View course evaluation \(PDE\)](#)

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 2015	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404
42102-85	Spring 2015	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 404

42102 The Strategy Symposium - Gould, John

[View course evaluation \(PDE\)](#)

Key:

- = No auditors
- = No provisional grades
- = No pass/fail grades
- = No non-Booth Students
- = PhD - students only
- = Lectures
- = Discussion
- = Case Studies
- = Group Projects
- = 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

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.

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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 2015	F 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404
42102-85	Spring 2015	S 9:00AM-12:00PM	Gleacher Center	Lecture Hall 404

42108 Corporate Governance - Chookaszian, Dennis

[View course evaluation \(PDE\)](#)

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 selection of readings and cases which will be posted in Chalk.

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: 08/20/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42108-01	Winter 2015	F 1:30PM-4:30PM	Harper Center	Lehman Brothers Classroom-HCC02
42108-81	Winter 2015	F 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

42116 Game Theory - Kamenica, Emir

[View course evaluation \(PDE\)](#)

Contents:

Key:

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

In terminology of economics a *game* is any situation where the best course of actions depends on what others will do. Under this definition, most business environments are games. Game theory is a framework for analyzing games. The course will focus on two questions: (i) how to *design* games (i.e., how to structure the business environment), and (ii) how to *play* games (i.e., how to predict what others will do and respond appropriately).

Description and/or course criteria last updated: 06/2013

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42116-01	Spring 2015	T 1:30PM-4:30PM	Harper Center	Lecture Hall C05
42116-02	Spring 2015	W 8:30AM-11:30AM	Harper Center	Lecture Hall C05
42116-81	Spring 2015	T 6:00PM-9:00PM	Gleacher Center	Lecture Hall 306

42121 Merger & Acquisition Strategy - Morrisette, Stephen

[View course evaluation \(PDF\)](#)

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 business case for a proposed transaction.

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 business case 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: 07/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42121-81	Autumn 2014	W 6:00PM-9:00PM	Gleacher Center	Lecture Hall 404

42122 Innovation Strategy - Alderucci, Dean

[View course evaluation \(PDF\)](#)

Contents:

It is difficult to identify firms or industries that could not benefit from innovation. The goal of this course is to teach students how to create inventions that have concrete business uses. Such inventions may be new products, new services or even new business models.

Using a framework of objective processes and analytic tools, it is possible to repeatedly create valuable inventions and monetize those inventions through various types of partnerships or licensing arrangements.

The framework is specifically for creating inventions that are both "ownable" (patentable) and valuable. Consequently, the inventing processes we'll discuss are guided by a combination of patentability criteria and competitive analysis. This provides many non-traditional, and often superior, ways to monetize the innovation. To the best of the instructor's knowledge, there are no other courses that teach this topic.

The course provides a good foundation for innovation consulting and related services. Students do not need any particular background to benefit, though this course is often of interest to students who have technical training or work with technology.

Particular topics covered in the course include:

- identifying opportunities in the market to create ownable and valuable inventions
- how to innovate repeatedly, improving your inventions and creating new inventions
- modifying an invention to work in different industries
- patentability, and uses of patents
- assessing the commercial value of inventions
- estimating the ROI from inventing activities

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

- managing a pipeline of innovations
- avoiding costly “innovation races” with others
- out-inventing competitors
- licensing strategies tailored to your core competencies
- introduction to patent portfolio theory
- markets for inventions and advanced monetization strategies

This course is unique in its focus on an extremely powerful feature which other innovation courses fail to address. Our innovation processes are designed to generate and monetize inventions that are patentable (“ownable”). Because the inventions are ownable, they can be licensed more widely and cannot be readily copied. This focus has the potential to deliver higher average returns, and leads to interesting and often subtle dynamics, including strategies for inventing and monetizing inventions that are very different from those of most companies. In particular, our innovation processes are, in part, guided by the many rules of patentability; patenting is not an afterthought to inventing, nor is it even separable from the inventing processes we’ll describe. Similarly, we will show that proper patent strategies should not be separated from the competitive analysis of the invention and its commercial uses. This differs from the conventional, legalcentric process undertaken by many patent professionals and firms they advise.

Teams of 4 – 8 students will be responsible for creating one or more new products or services that are valuable, novel and ownable. This project requires the team to:

- brainstorm potential innovations for a specified company or industry
- research the business opportunity (need and potential value)
- research the novelty of the the innovation
- develop a patenting plan
- develop a monetization plan
- provide the asset (idea for the product, its details, and the ability to exclude competitors) to the client

Prior to the first class, students will submit a very brief bio outlining their academic background, skill sets, and general work experience. This will allow teams with diverse and complementary abilities to be assembled.

The anticipated time commitment from students is approximately 6-8 hours per week on the project. In addition, at least once per week groups will meet with the professor, physically or remotely, for updates and guidance.

Materials:

Course materials include cases and articles/readings which will be posted via my Chalk site.

Grades:

Final grades are based on:

- class participation (10%),
- team evaluations (10%),
- final project paper (25%),
- individual assignments and midterm exam (55%).

Prerequisites:

There are no prerequisites. Students will find it somewhat advantageous to have had exposure to topics covered in Microeconomics (33001), Competitive Strategy (42001), and Introductory Finance (35001).

Description and/or course criteria last updated: 05/16/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42122-01	Autumn 2014	F 1:30PM-4:30PM	Harper Center	Lecture Hall C05
42122-81	Autumn 2014	F 6:00PM-9:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204
42122-85	Autumn 2014	S 9:00AM-12:00PM	Gleacher Center	The Sidney Davidson Lecture Hall-GC204

42201 The Legal Infrastructure of Business - Picker, Randal

[View course evaluation \(PDE\)](#)

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.

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:

There is a public website for the course: <http://picker.uchicago.edu/GSBOOnline/GSBSyllOnline.htm>) and a course blog: <http://picker.typepad.com/legalinfrastructure/>

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: 07/2012

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

Section	Quarter	Meeting Day / Time	Building	Room
42201-81	Autumn 2014	M 6:00PM-9:00PM	Gleacher Center	The FMC Corporation Lecture Hall-GC304

42701 Strategy Lab - Davis, Harry

[View course evaluation](#) (PDE)

Contents:

This is the fourth year of a successful project-based course taught by Professor Harry L. Davis in partnership with A.T. Kearney. Joe Raudabaugh (MBA'80), a senior partner with A.T. Kearney and founder of the firm's 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.

Students have two objectives in this course: to (1) address the complex, strategic business problems brought by clients and develop actionable, data-driven recommendations and (2) to develop their own *action* and *insight skills*, both as individuals and as members of a team. In addition to project deliverables, reflection assignments throughout the quarter form the basis of the final grade. (For more on action and insight skills, see "[Rethinking Management Education: A View from Chicago](#)" by Harry L. Davis and Robin M. Hogarth.)

Six team projects will be created from up to 40 students. Each project will center on an important strategic challenge and require students to apply a broad set of concepts and tools. 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 3M, Campbell Soup, Georgia Pacific, Nike, Walgreens, Feeding America, Emerson, IDEX, Avendra, Innerworkings, Valkre, Accretive Health, and Walmart. Visit [project descriptions](#) for more details about the 2014 clients.

Interested students are invited to attend one of two informational sessions. This year's projects and the course structure will be discussed.

Harper Center: Thursday, February 20, 2014 (12:00 PM – 1:00 PM), room C-03

Gleacher Center: Thursday, February 20, 2014 (5:15 PM to 5:45 PM), Gleacher room 406.

This course welcomes students from all programs (full-time, evening, and weekend). Students who are unable to attend one of these sessions are welcome to send questions to Nathaniel.grotte@chicagobooth.edu and/or watch a [recording of the session](#).

Additional meetings:

In addition to the regular Thursday afternoon meetings, there are three additional **required** meetings. Please note that the first is before the beginning of the spring quarter.

- **March 13, 2014: 2:00 PM – 5:00 PM, Gleacher 208**

- **April 4, 2014: 8:30 AM – 12:00 PM, Gleacher 400**

- **June 6, 2014: 8:00 AM – 12:00 PM, Gleacher 200**

Enrollment:

Apply for the course by completing [this application](#) . Applications will be accepted until midnight the evening of Monday, February 24. Students will be notified of their acceptance on or by Friday, February 28.

Class Location:

This course will be taught at the Gleacher Center and will not meet in a standard room each week. The weekly room assignments can be found below. Please also see the Gleacher electronic boards to confirm location each week.

Class will meet weekly on Thursdays from 2-5pm.

4/3 - Gleacher 406

4/10 - Gleacher 404

4/17 - Gleacher 408

4/24 - Gleacher 408

5/1 - Gleacher 308

5/8 - Gleacher 400

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

5/15 - Gleacher 600

5/22 - Gleacher 300

5/29 - Gleacher 408

6/5 - Gleacher 408

Grades:

Evaluation Criteria: project deliverables (paper and presentation), reflection assignments, participation in project teams, and engagement in the Thursday class sessions.

Prerequisites:

Students will be enrolled if they apply and receive notice that they have been admitted to the course. Given the importance of forming stable teams, any drops/withdrawals are only with approval.

Description and/or course criteria last updated: 02/20/2014

Course Conditions and Course Related Items:



Course Schedule

Section	Quarter	Meeting Day / Time	Building	Room
42701-01	Spring 2015	R 2:00PM-5:00PM	Booth 455 NBC Towers	Booth 455 NBC Towers Room 130

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
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