

## Fall 2018 PMBA Elective Course Schedule

### PMBA

#### Module I Dates: 8/20/2018 to 10/12/2018

CRN	Subj/Crse #	Sec	Course Title	Instructor	Days	Begin	End	Rm	Cr
19015	ENT 608	10	New Venture Creation	McAlindon	T	6:30 PM	9:30 PM	318	2
			<b>Course Full - Waitlist Only</b>						
19016	FIN 611	10	Financial Modeling for Business Enterprise	Walkup	W	6:30 PM	9:30 PM	108	2
			<b>Course Full - Waitlist Only</b>						
19017	INTL 601	10	Cross-Cultural Management	Johnson	R	6:30 PM	9:30 PM	222	2
			<b>Course Full - Waitlist Only</b>						
19019	MGT 602	10	HR Management: Function and Integration	Gasiorowski	M	6:30 PM	9:30 PM	207	2
			<b>Course Full - Waitlist Only</b>						
			<b>Class on Monday, September 3 will be a blended session</b>						
19020	MKT 622	10	Digital Marketing and Social Media	O'Brien	R	6:30 PM	9:30 PM	318	2
			<b>Course Full - Waitlist Only</b>						
19009	OM 611	10	Six Sigma Certification	Gilbert	S-SU	8:00 AM	5:00 PM	108	2
			<b>Lab fee of \$ 990 will be charged upon registration. Class meeting dates are Aug. 25-26, Sept. 8-9, Sept. 22-23</b>						

#### Module II Dates: 10/17/2018 to 12/14/2018

19021	ENT 614	10	Commercializing Technology and Science	Grimm/McAlindon	M	6:30 PM	9:30 PM	318	2
19022	ENT 615	10	The Entrepreneurial Venture	Turkanik	R	6:30 PM	9:30 PM	222	2
			<b>Required for ENT concentration</b>						
19023	FIN 603	10	Practical Security Analysis	Simsek	W	6:30 PM	9:30 PM	108	2
19024	INTL 603	10	Global Financial Decision Making	Lewin	T	6:30 PM	9:30 PM	108	2
19034	MGT 611	10	Negotiation in Business	Grimm	W	6:30 PM	9:30 PM	318	2
			<b>Course Full - Waitlist Only</b>						
19025	MKT 613	10	Strategic Sales Leadership	Breuer	W	6:30 PM	9:30 PM	207	2
19026	MKT 615	10	Plan for Customer Value	Ozcan	R	6:30 PM	9:30 PM	207	2
			<b>Required for MKT concentration</b>						
19027	MKT 618	10	Customer Relationship Management	Merbler	T	6:30 PM	9:30 PM	220	2
19028	OM 608	10	Business Transformation through Operations	Yoho	M	6:30 PM	9:30 PM	207	2

### EMBA

#### Module II Dates: 10/20/2018 to 12/15/2018

CRN	Subj/Crse #	Sec	Course Title	Instructor	Days	Begin	End	Rm	Cr
19030	FIN 601	38	Applied Financial Management	Veit	Sat	8:00 AM	11:00 AM	222	2
19029	MGT 626	38	Managing Service Organizations	Ford	Sat	12:00 PM	3:00 PM	222	2

### EAMBA

#### Module I Dates: 8/20/2018 to 10/12/2018

CRN	Subj/Crse #	Sec	Course Title	Instructor	Days	Begin	End	Rm	Cr
19005	ENT 610	01	Product Concept Development	McAlindon	M	1:00 PM	4:00 PM	318	2
			<b>Class on Monday, September 3 will be moved to Wednesday, September 5 at 1:00 PM</b>						
19007	MKT 623	01	Key Account Management	Merbler	F	8:30 AM	11:30 AM	222	2
19008	MGT 611	01	Negotiation in Business	Grimm	T	1:00 PM	4:00 PM	318	2
			<b>Course Full - Waitlist Only</b>						

#### Module II Dates: 10/17/2018 to 12/14/2018

CRN	Subj/Crse #	Sec	Course Title	Instructor	Days	Begin	End	Rm	Cr
19010	ENT 607	01	Social Entrepreneurship	Conway Dato-on	W	1:00 PM	4:00 PM	220	2
19011	FIN 619	01	Commercial Real Estate Investment Analysis	Georg	R	1:00 PM	4:00 PM	108	2
19013	FIN 605	01	Derivative Markets	Simsek	T	1:00 PM	4:00 PM	108	2
19014	FIN 604	01	Applied Portfolio Management	Simsek	M	1:00 PM	4:00 PM	108	2
			<b>Course Full - Waitlist Only</b>						
19012	INTL 612	01	Global Sustainability: Strategies for the Americas	Whittingham	F	1:00 PM	5:00 PM	222	2
			<b>Students must pay lab fee of \$1,400 (estimate) and travel costs. Class meets Friday, November 30 from 1:00 PM to 5:00 PM</b>						
			<b>Travel dates are January 6 - January 13</b>						

**No classes Monday, September 3 - Labor Day**

**No classes Wednesday, November 21 through Saturday, November 24 - Thanksgiving**