

# Crummer | Rollins

## Spring 2019 EMBA Elective Course Schedule

### EMBA

#### Module I Dates: 1/12/2019 to 3/8/2019

CRN	Subj/Crse #	Sec	Course Title	Instructor	Days	Begin	End	Rm	Cr
13024	INTL 617	38	International Entrepreneurship	Turkanik	S	12:00 PM	3:00 PM	222	2
13025	OM 609	38	Making Supply Meet Demand	Correa	S	8:00 AM	11:00 AM	222	2

#### Module II Dates: 3/9/2019 to 5/4/2019

13026	MKT 622	38	Digital Marketing and Social Media	O'Brien	S	8:00 AM	11:00 AM	222	2
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Class on Saturday, May 4 will be moved to Tuesday, April 30 at 6:30 - 9:30 PM

### PMBA

#### Module I Dates: 1/12/2019 to 3/8/2019

CRN	Subj/Crse #	Sec	Course Title	Instructor	Days	Begin	End	Rm	Cr
13037	ECO 601	01	Country Risk Analysis	Biller	T	6:30 PM	9:30 PM	220	2
13011	ENT 613	10	Raising Capital for Entrepreneurs	Grimm	T	6:30 PM	9:30 PM	318	2
Course Full - Waitlist Only									
13012	FIN 617	10	Fixed Income Securities	Simsek	M	6:30 PM	9:30 PM	108	2
Class on Monday, January 21 will be a blended session									
13042	MGT 611	10	Negotiation in Business	Grimm	R	6:30 PM	9:30 PM	108	2
Course Full - Waitlist Only									
13014	MKT 621	10	Customer Insights-Qualitative Methods	Kizer	T	6:30 PM	9:30 PM	207	2
13015	INTL 609	10	Global Supply Chain Management	Correa	R	6:30 PM	9:30 PM	222	2

#### Module II Dates: 3/9/2019 to 5/4/2019

13016	ENT 609	10	Family Business in the 21st Century	Frederick	W	6:30 PM	9:30 PM	220	2
13017	FIN 612	10	Financial Modeling Investment Management	Singleton	W	6:30 PM	9:30 PM	108	2
Course Full - Waitlist Only									
13018	FIN 618	10	Financial Risk Management	Simsek	M	6:30 PM	9:30 PM	108	2
13020	MKT 614	10	Marketing Analytics	Ozcan	R	6:30 PM	9:30 PM	207	2
13021	MKT 623	10	Key Account Management	Breuer	M	6:30 PM	9:30 PM	220	2
13022	OM 607	10	Essentials of Business Intelligence & Analytics	Lomas	R	6:30 PM	9:30 PM	108	2
Course Full - Waitlist Only									

#### Term Dates: 1/12/2019 to 5/4/2019

13023	FIN 609	10	Managing Global Portfolios	Singleton/Simsek	W/T	6:30 PM	9:30 PM	108	4
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Prerequisite: FIN 603  
Course will be held on Wednesday in Module I and Tuesday in Module II

### EAMBA

#### Module I Dates: 1/12/2019 to 3/8/2019

CRN	Subj/Crse #	Sec	Course Title	Instructor	Days	Begin	End	Rm	Cr
13001	ENT 611	01	Sales & Marketing for Entrepreneurs	Merbler	R	8:30 AM	11:30 AM	220	2
13002	FIN 601	01	Applied Financial Management	Walkup	W	1:00 PM	4:00 PM	108	2
13003	FIN 611	01	Financial Modeling for the Business Enterprise	Singleton	T	1:00 PM	4:00 PM	108	2
13004	INTL 602	01	International Marketing	Conway Dato-on	M	1:00 PM	4:00 PM	220	2
Class on Monday, January 21 will be moved to Friday, January 25, 8:30-11:30 am									
13005	OM 606	01	Creating Sustainable Business Practices	Whittingham	R	1:00 PM	4:00 PM	222	2
Course Full - Waitlist Only									

#### Module II Dates: 3/9/2019 to 5/4/2019

13006	ENT 612	01	Crowdfunding	O'Brien	F	1:00 PM	4:00 PM	207	2
13007	FIN 603	01	Practical Security Analysis	Simsek	W	1:00 PM	4:00 PM	108	2
Course Full - Waitlist Only									
13008	MBA 614	01	Enterprise and Sustainable Development	Whittingham	F	8:30 AM	11:30 AM	222	2
13009	MGT 627	01	Wise Leadership	Certo	R	1:00 PM	4:00 PM	207	2
13019	MGT 630	10	Advanced Negotiations	Grimm	T	1:00 PM	4:00 PM	108	2
Course Full - Waitlist Only									
Prerequisite: MGT 611									
13010	MKT 615	01	Plan for Customer Value	Kizer	M	1:00 PM	4:00 PM	318	2
Required for MKT concentration									
Course Full - Waitlist Only									

No classes Monday, January 21 - MLK Holiday

No classes Saturday, April 20 - Easter