



SLOAN COURSE SCHEDULE

Spring, 2007

as of 1/25/2007

| Subject | Sec | Category | Res | Half | Subject Name | Units | Professor | Days | Times | Room | Capacity |
|---------|-------|------------|-----|------|--|-------|----------------------|------|-------------|---------|----------|
| 15.THG | | Research | SF | | Sloan Thesis (For students in SF Program) | 24 | S. Sacca | TBD | | TBA | TBA |
| 15.THG | | Research | | | Sloan Thesis (units arranged) (For students in Master's Program) | arr | T. Walor | TBD | | TBA | TBA |
| 15.012 | A | Lecture | G | H1 | Applied Macro. & International Economics | 6 | L. Thurow | MWF | 8:30-10:00 | E51-376 | 54 |
| 15.012 | B | Lecture | G | H2 | Applied Macro. & International Economics | 6 | T. Suri | MWF | 8:30-10:00 | E51-149 | 67 |
| 15.012 | C | Lecture | G | H2 | Applied Macro. & International Economics | 6 | T. Suri | MWF | 10:00-11:30 | E51-149 | 67 |
| 15.014 | A | Lecture | G | | Applied Macro and International Economics | 9 | K. Forbes | MW | 8:30-10:00 | E51-335 | 76 |
| 15.014 | B | Lecture | G | | Applied Macro and International Economics | 9 | K. Forbes | MW | 10:00-11:30 | E51-335 | 76 |
| 15.023J | | Lecture | | | Global Climate Change: Econ., Sci. & Pol | 9 | H. Jacoby / R. Prinn | M | 3:00-5:00 | E25-117 | 10 |
| 15.023J | | Recitation | | | Global Climate Change: Econ., Sci. & Pol | 9 | H. Jacoby / R. Prinn | W | 3:00-4:00 | E25-117 | 10 |
| 15.025 | A | Lecture | | H1 | Game Theory for Strategic Advantage | 6 | D. McAdams | TTh | 8:30-10:00 | E51-335 | 66 |
| 15.025 | B | Lecture | | H1 | Game Theory for Strategic Advantage | 6 | D. McAdams | TTh | 10:00-11:30 | E51-335 | 66 |
| 15.053 | A | Lecture | U | | Optimization Methods in Management Science | 12 | J. Orlin | TTh | 10:00-11:30 | E51-395 | 70 |
| 15.053 | B | Lecture | U | | Optimization Methods in Management Science | 12 | J. Orlin | TTh | 2:30-4:00 | 54-100 | 175 |
| 15.053 | RE C1 | Recitation | U | | Optimization Methods in Management Science | NC | J. Orlin | F | 10:00-11:30 | E51-395 | 70 |
| 15.053 | RE C2 | Recitation | U | | Optimization Methods in Management Science | NC | J. Orlin | F | 3:00-4:30 | E51-395 | 70 |
| 15.053 | RE C3 | Recitation | U | | Optimization Methods in Management Science (meets 7-8:30pm) | NC | J. Orlin | Th | 7:00-8:30 | E51-325 | 70 |

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| 15.053 | RE C4 | Recitation | U | | Optimization Methods in Management Science (meets 8:30-10pm) | NC | J. Orlin | Th | 8:30-10:00 | E51-325 | 70 |
| 15.062 | | Lecture | | H1 | Data Mining: Finding the Data and Models that Create Value | 6 | R. Welsch | MW | 2:30-4:00 | E51-376 | 54 |
| 15.062 | | Recitation | | H1 | Data Mining: Finding the Data and Models that Create Value | NC | R. Welsch | Th | 4:00-5:00 | E51-335 | 54 |
| 15.067 | | Lecture | | H2 | Competitive Decision-Making and Negotiation | 6 | G. Kaufman | MW | 4:00-6:00 | E51-345 | 100 |
| 15.071 | A | Lecture | M | | Decision Methodologies for Managers | 9 | A. Barnett | MW | 1:00-2:30 | E51-395 | 70 |
| 15.071 | B | Lecture | M | | Decision Methodologies for Managers | 9 | A. Barnett | MW | 2:30-4:00 | E51-395 | 70 |
| 15.076J | | Lecture | | H1 | Statistical Theory and Data Analysis (meets 7-8:30pm) | 6 | R. Welsch | MW | 7:00-8:30 | 3-370 | 35 |
| 15.076J | | Recitation | | H1 | Statistical Theory and Data Analysis | NC | R. Welsch | T | 4:00-5:00 | E51-145 | 35 |
| 15.077J | | Lecture | | H2 | Statistical Learning and Data Mining (meets 7:30-9pm) | 6 | R. Welsch | MW | 7:30-9:00 | 3-370 | 35 |
| 15.077J | | Recitation | | H2 | Statistical Learning and Data Mining | NC | R. Welsch | T | 4:00-5:00 | E51-145 | 35 |
| 15.082J | | Lecture | | | Network Optimization | 12 | A. Schulz | TTh | 2:30-4:00 | 3-270 | 40 |
| 15.082J | | Recitation | | | Network Optimization | NC | A. Schulz | F | 12:00-2:00 | 3-370 | 40 |
| 15.084J | | Lecture | | | Nonlinear Programming | 12 | A. Ozdaglar | TTh | 1:00-2:30 | 32-124 | 54 |
| 15.084J | | Recitation | | | Nonlinear Programming | NC | A. Ozdaglar | F | 2:00-3:00 | 36-144 | 54 |
| 15.094J | | Lecture | | | Systems Optimization: Models and Computation | 12 | M. Epelman | TTh | 2:30-4:00 | E51-395 | 50 |
| 15.094J | | Recitation | | | Systems Optimization: Models and Computation | NC | M. Epelman | F | 3:00-4:00 | 14-0637 | 50 |

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| 15.098 | | Lecture | D | | Spec Sem in Applied Probability and Stochastic Processes | 6 | D. Gamarnik | F | 1:00-3:00 | E51-390 | 20 |
| 15.099 | | Lecture | D | | Special Seminar in Operations Research | 6 | A. Schulz | W | 4:00-6:00 | E51-061 | 24 |
| 15.122J | | Lecture | | H1 | Critical Reading and Technical Assessment of Biomedical Information | 3 | S. Lapidus / S. Sengupta | M | 6:30-8:30 | E25-101 | 10 |
| 15.123J | | Lecture | | | Dynamics of Biomedical Technologies | 3 | T. Dagi | Th | 5:00-7:00 | E25-119 | 10 |
| 15.124J | | Lecture | | H2 | Evaluating a Biomedical Business Concept | 3 | R. Cohen | Th | 2:30-4:30 | E25-101 | 5 |
| 15.141J | | Lecture | | | Economics of the Health Care Industries | 9 | E. Berndt | W | 4:00-7:00 | E51-315 | 86 |
| 15.220 | A | Lecture | | H2 | Global Strategy and Organization | 6 | D. Lessard | MW | 10:00-11:30 | E51-376 | 50 |
| 15.220 | B | Lecture | | H2 | Global Strategy and Organization | 6 | D. Lessard | MW | 1:00-2:30 | E51-085 | 50 |
| 15.223 | A | Lecture | | H1 | Global Mkts, Nat'l Policies & the Competitive Advantages of Firms | 6 | Y. Huang | MW | 1:00-2:30 | E51-085 | 50 |
| 15.223 | B | Lecture | | H1 | Global Mkts, Nat'l Policies & the Competitive Advantages of Firms | 6 | Y. Huang | MW | 2:30-4:00 | E51-149 | 67 |
| 15.227 | A | Lecture | M, L | H1 | Spec Sem in Intl Mgmt: MBA Spring Trip Seminar: China (must enter Essay/Trip Lottery) | 3 | Y. Huang | M | 6:00-9:00 | E51-149 | 20 |
| 15.227 | B | Lecture | M, L | H1 | Spec Sem in Intl Mgmt: MBA Spring Trip Seminar: India (must enter Essay/Trip Lottery) | 3 | S. Kothari | M | 6:00-9:00 | E52-175 | 30 |
| 15.227 | C | Lecture | M, L | H1 | Spec Sem in Intl Mgmt: MBA Spring Trip Seminar: Korea (must enter Essay/Trip Lottery) | 3 | N. Hartman | M | 6:00-9:00 | E51-376 | 30 |
| 15.229 | A | Lecture | | H2 | Spec Sem in Intl Mgmt: China & India: Opportunities and Issues | 6 | Y. Huang | TTh | 1:00-2:30 | E51-085 | 50 |

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| 15.229 | B | Lecture | | H2 | Spec Sem in Intl Mgmt: China & India: Opportunities and Issues | 6 | Y. Huang | TTh | 2:30-4:00 | E52-175 | 59 |
| 15.268 | | Lecture | SF | | Choice Points: Readings on the Exercise of Power & Responsibility | 9 | R. McKersie | F | 10:00-12:00 | E52-175 | 40 |
| 15.279 | A | Lecture | U | | Management Communication For Undergraduates | 12 | C. Kelly | MW | 11:30-1:00 | E51-376 | 25 |
| 15.279 | B | Lecture | U | | Management Communication For Undergraduates | 12 | T. Heagney | MW | 11:30-1:00 | E51-149 | 25 |
| 15.281 | | Lecture | | | Advanced Managerial Communication | 9 | N. Hartman | MW | 2:30-4:00 | E52-175 | 48 |
| 15.289 | | Lecture | D, P | | Doctoral Seminar: Communication Skills for Academics | 6 | J. Yates | W | 9:00-12:00 | E52-598 | 20 |
| 15.301 | | Lecture | U | | Managerial Psychology Laboratory | 15 | R. Bento | MW | 4:00-5:00 | 54-100 | 100 |
| 15.317 | | Lecture | L | H1 | Organizational Leadership and Change | arr | J. Klein | F | 8:30-11:30 | E51-325 | 86 |
| 15.318 | | Lecture | | H1 | Leadership and Change in Organizations | 6 | J. Klein | F | 1:00-4:00 | E51-325 | 50 |
| 15.326 | | Lecture | SF | | Seminar in Leadership II | 3 | S. Sacca | MW | 5:30-7:30 | E51-325 | core |
| 15.348 | | Lecture | D | | Doctoral Seminar in Research Methods II | 9 | E. Castilla | Th | 9:00-12:00 | E51-393 | 14 |
| 15.349J | | Lecture | | | Qualitative Research Methods | 12 | S. Silbey | Th | 2:00-5:00 | 16-220 | 15 |
| 15.351 | | Lecture | G | H2 | Managing Innovation and Entrepreneurship | 9 | F. Murray | MWF | 10:00-11:30 | E51-345 | 128 |
| 15.354 | | Lecture | U | | Innovation and Entrepreneurship: How to Do It | 9 | J. Utterback | TTh | 10:00-11:30 | E51-325 | 50 |
| 15.363J | | Lecture | | | Strategic Decision Making in the Biomedical Business | 9 | A. Zarur / J. Fleming | T | 5:30-8:30 | E51-335 | 66 |
| 15.365J | | Lecture | | | Disruptive Technologies: Predator or Prey? | 9 | J. Utterback | TTh | 2:30-4:00 | 1-390 | 40 |

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| 15.371J | | Lecture | P | | Innovation Teams | 9 | K. Zolot | TTh | 4:00-6:30 | 32-144 | 20 |
| 15.380 | | Research | P | | Special Studies in Entrepreneurship (Independent Study - graded) | arr | K. Morse | TBD | | TBA | TBA |
| 15.387 | | Lecture | | H2 | Technology Sales and Sales Management | 6 | H. Anderson / K. Morse / P. Bell | TTh | 8:30-10:00 | E51-335 | 76 |
| 15.388 | A | Lecture | SF | H2 | Designing and Leading the Innovative Organization | 6 | D. Burton | MW | 10:00-11:30 | E52-175 | core |
| 15.388 | B | Lecture | SF | H2 | Designing and Leading the Innovative Organization | 6 | D. Burton | MW | 1:00-2:30 | E52-175 | core |
| 15.390 | A | Lecture | | | New Enterprises | 9 | H. Anderson / K. Zolot | MW | 4:00-5:30 | E51-151 | 54 |
| 15.390 | B | Lecture | | | New Enterprises | 9 | N. Afeyan | M | 6:00-9:00 | E51-315 | 86 |
| 15.394 | | Lecture | | | Designing and Leading the Entrepreneurial Organization | 9 | D. Burton | MW | 4:00-5:30 | E51-325 | 86 |
| 15.398 | | Lecture | | | Corporations at the Crossroads: The CEO Perspective | 6 | H. Anderson / P. Kurzina | W | 6:00-8:00 | E51-345 | 128 |
| 15.399 | | Lecture | G | | Entrepreneurship Lab | 12 | B. Bund / J. Preston / K. Morse | TTh | 4:00-5:30 | E51-149 | 45 |
| 15.401 | A | Lecture | M | | Finance Theory I | 9 | L. Kogan | MW | 4:00-5:30 | E51-395 | 70 |
| 15.401 | B | Lecture | M | | Finance Theory I | 9 | L. Kogan | MW | 10:00-11:30 | E51-315 | 86 |
| 15.401 | C | Lecture | ** U | | Finance Theory I | 9 | L. Kogan | MW | 1:00-2:30 | 32-155 | 90 |
| 15.401 | D | Lecture | ** U | | Finance Theory I | 9 | T. Copeland | MW | 10:00-11:30 | E25-111 | 80 |
| 15.401 | E | Lecture | ** U | | Finance Theory I | 9 | T. Copeland | MW | 1:00-2:30 | E25-111 | 80 |

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| 15.402 | A | Lecture | ** U | | Finance Theory II | 9 | D. Jenter | TTh | 1:00-2:30 | E51-325 | 86 |
| 15.402 | B | Lecture | M | | Finance Theory II | 9 | D. Jenter | TTh | 2:30-4:00 | E51-325 | 86 |
| 15.402 | C | Lecture | M | | Finance Theory II | 9 | P. Asquith | MW | 10:00-11:30 | E51-325 | 86 |
| 15.402 | D | Lecture | M | | Finance Theory II | 9 | P. Asquith | MW | 1:00-2:30 | E51-335 | 76 |
| 15.427J | | Lecture | | H1 | Real Estate Capital Markets | 6 | D. Geltner | TTh | 2:30-4:00 | W31-301 | 25 |
| 15.427J | | Recitation | | H1 | Real Estate Capital Markets | NC | D. Geltner | Th | 5:30-7:00 | W31-301 | 25 |
| 15.428J | | Lecture | | H2 | Advanced Topics in Real Estate | 6 | D. Geltner | TTh | 2:30-4:00 | W31-301 | 25 |
| 15.428J | | Recitation | | H2 | Advanced Topics in Real Estate | NC | D. Geltner | Th | 5:30-7:00 | W31-301 | 25 |
| 15.431 | A | Lecture | | | Entrepreneurial Finance | 9 | R. Zarutskie | MW | 1:00-2:30 | E51-145 | 67 |
| 15.431 | B | Lecture | | | Entrepreneurial Finance | 9 | R. Zarutskie | MW | 2:30-4:00 | E51-145 | 67 |
| 15.433 | A | Lecture | | | Investments | 9 | J. Pan | TTh | 10:00-11:30 | E51-145 | 67 |
| 15.433 | B | Lecture | | | Investments | 9 | J. Pan | TTh | 1:00-2:30 | E51-151 | 54 |
| 15.434 | A | Lecture | | | Advanced Corporate Finance | 9 | T. Adam | TTh | 8:30-10:00 | E51-315 | 86 |
| 15.434 | B | Lecture | | | Advanced Corporate Finance | 9 | T. Adam | TTh | 10:00-11:30 | E51-315 | 86 |
| 15.437 | A | Lecture | | | Options and Futures Markets | 9 | J. Cox | TTh | 1:00-2:30 | E51-145 | 67 |
| 15.437 | B | Lecture | | | Options and Futures Markets | 9 | J. Cox | TTh | 2:30-4:00 | E51-145 | 67 |
| 15.440J | | Lecture | D | | Advanced Financial Economics I | 12 | L. Kogan | TTh | 1:00-2:30 | E51-372 | 40 |
| 15.441J | | Lecture | D | | Advanced Financial Economics II | 12 | A. Schoar / S. Myers | Th | 4:00-7:00 | E51-151 | 40 |
| 15.443 | | Lecture | | | Finance Seminar | NC | C. Frydman / G. Manso | W | 4:00-6:00 | E52-175 | 59 |

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| 15.501 | A | Lecture | U | | Introduction to Financial and Managerial Accounting (meets with 15.516A) | 12 | R. Verdi | MW | 1:00-2:30 | E51-345 | 128 |
| 15.501 | B | Lecture | U | | Introduction to Financial and Managerial Accounting (meets with 15.516B) | 12 | R. Verdi | MW | 2:30-4:00 | E51-345 | 128 |
| 15.516 | A | Lecture | ** | | Introduction to Financial and Managerial Accounting (meets with 15.501A) | 12 | R. Verdi | MW | 1:00-2:30 | E51-345 | 128 |
| 15.516 | B | Lecture | ** | | Introduction to Financial and Managerial Accounting (meets with 15.501B) | 12 | R. Verdi | MW | 2:30-4:00 | E51-345 | 128 |
| 15.535 | A | Lecture | | | Business Analysis Using Financial Statements | 9 | P. Joos / P. Wysocki | MW | 1:00-2:30 | E51-325 | 86 |
| 15.535 | B | Lecture | | | Business Analysis Using Financial Statements | 9 | P. Joos / P. Wysocki | MW | 2:30-4:00 | E51-325 | 86 |
| 15.539 | | Lecture | D | | Doctoral Seminar in Accounting | 9 | S. Kothari | T | 1:00-4:00 | E51-361 | 10 |
| 15.561 | | Lecture | | H2 | Information Technology Essentials | 6 | T. Malone | MWF | 1:00-2:30 | E51-151 | 54 |
| 15.564 | | Lecture | | | IT Essentials II: Advanced Technologies for Digital Business in the Knowledge Economy | 9 | B. Grosof | MW | 1:00-2:30 | E51-057 | 46 |
| 15.565J | | Lecture | | | Integrating Information Systems: Technology, Strategic & Org Factors (meets with 15.578) | 9 | S. Madnick | TTh | 2:30-4:00 | E51-376 | 49 |
| 15.568 | | Lecture | U | | IT Business Design, Project Management and Strategy | 9 | B. Grosof | MW | 2:30-4:00 | E51-361 | 40 |
| 15.569 | | Lecture | | H1 | Organizations as Enacted Systems: Learning, Knowing, and Change (meets Feb. 2-3, 16-17, Mar. 2-3, 16-17, Fridays 1-6pm, Saturdays 8:30-6pm) | 9 | P. Senge / W. Orlikowski | TBD | | Faculty Club | 45 |
| 15.571 | | Lecture | G | | Generating Business Value from IT | 9 | P. Weill | Th | 4:00-7:00 | E51-057 | 46 |

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| 15.576 | | Lecture | D | | Research Seminar in Information Technology and Organizations: Social Perspectives | 12 | W. Orlikowski | W | 4:00-7:00 | NE20-336 | 20 |
| 15.578 | | Lecture | | | Global Information Systems: Strategic, Technical, and Organizational Perspectives (meets with 15.565J) | 9 | S. Madnick | TTh | 2:30-4:00 | E51-376 | 49 |
| 15.615 | | Lecture | | | Basic Business Law (meets with 15.647) | 9 | J. Akula | TTh | 8:30-10:00 | E51-145 | 67 |
| 15.617 | | Lecture | | | Basic Business Law, Tilted Towards Finance | 9 | J. Akula | MW | 8:30-10:00 | E52-175 | 59 |
| 15.647 | | Lecture | | H1 | Basic Business Law (meets with 15.615) | 5 | J. Akula | TTh | 8:30-10:00 | E51-145 | 67 |
| 15.655J | | Lecture | | | Law, Technology and Public Policy (meets T 4-6 E51-315, Th 4-6 E51-145) | 12 | C. Caldart / N. Ashford | TTh | 4:00-6:00 | E51-145 / E51-315 | 20 |
| 15.658J | | Lecture | | H2 | Legal Issues in the Development Process | 6 | L. Fisher | MW | 8:30-10:00 | W31-301 | 25 |
| 15.660 | A | Lecture | | H2 | Strategic Human Resource Management | 6 | E. Castilla | MWF | 8:30-10:00 | E51-315 | 75 |
| 15.660 | B | Lecture | | H2 | Strategic Human Resource Management | 6 | E. Castilla | MWF | 10:00-11:30 | E51-145 | 60 |
| 15.665 | A | Lecture | | | Power and Negotiation | 9 | L. Baccaro | W | 5:30-8:30 | E51-335 | 60 |
| 15.665 | B | Lecture | | | Power and Negotiation | 9 | L. Baccaro | Th | 5:30-8:30 | E51-335 | 76 |
| 15.677J | | Lecture | | | Urban Labor Markets and Employment Policy | 12 | P. Osterman | M | 4:00-6:00 | E52-598 | 20 |
| 15.691 | | Lecture | | | Research Seminar in Work, Employment and Industrial Relations | arr | T. Kochan | T | 12:30-2:30 | E52-598 | 20 |
| 15.760 | A | Lecture | M, U | H1 | Introduction to Operations Management | 6 | J. Gallien | MWF | 8:30-10:00 | E51-145 | 67 |
| 15.760 | B | Lecture | M, U | H1 | Introduction to Operations Management | 6 | J. Gallien | MWF | 10:00-11:30 | E51-145 | 67 |

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|---------|-----|------------|---------|------|--|-------|----------------------------|------|-------------|---------|----------|
| 15.760 | C | Lecture | M, U | H2 | Introduction to Operations Management | 6 | R. Levi | MWF | 1:00-2:30 | E51-149 | 67 |
| 15.760 | D | Lecture | M, U | H2 | Introduction to Operations Management | 6 | R. Levi | MWF | 2:30-4:00 | E51-149 | 67 |
| 15.762J | | Lecture | | H1 | Supply Chain Planning (meets 8-9:30am) | 6 | D. Simchi-Levi / S. Graves | MW | 8:00-9:30 | 1-390 | 40 |
| 15.762J | | Recitation | | H1 | Supply Chain Planning (meets 8-9:30am) | NC | D. Simchi-Levi / S. Graves | F | 8:00-9:30 | 1-390 | 40 |
| 15.763J | | Lecture | | H2 | Manufacturing Systems and Supply Chain Design (meets 8-9:30am) | 6 | D. Simchi-Levi / S. Graves | MW | 8:00-9:30 | 1-390 | 40 |
| 15.763J | | Recitation | | H2 | Manufacturing Systems and Supply Chain Design (meets 8-9:30am) | NC | D. Simchi-Levi / S. Graves | F | 8:00-9:30 | 1-390 | 40 |
| 15.764 | | Lecture | D | | The Theory of Operations Management | 9 | R. Levi | T | 1:00-4:00 | E51-061 | 24 |
| 15.765J | | Lecture | | H1 | International Supply Chain Management | 6 | A. Weiss / H. Marcus | MW | 1:00-2:30 | 2-105 | 10 |
| 15.769 | | Lecture | | | Operations Strategy | 9 | C. Fine | Th | 4:00-7:00 | E51-315 | 86 |
| 15.771J | | Lecture | | | Case Studies in Logistics and Supply Chain Management | 9 | J. Byrnes | MW | 10:00-11:30 | E51-345 | 30 |
| 15.783J | | Lecture | | | Product Design & Development | 12 | S. Fixson | TTh | 1:00-2:30 | E51-335 | 25 |
| 15.792J | | Lecture | L | | Proseminar in Manufacturing | arr | D. Rosenfield | TTh | 4:00-6:00 | E51-325 | 86 |
| 15.794 | | Lecture | L | | Research Project in Manufacturing | arr | D. Rosenfield | TBD | | | 86 |
| 15.810 | A | Lecture | M | H1 | Marketing Management | 9 | M. Braun | MWF | 8:30-10:00 | E51-149 | 67 |
| 15.810 | B | Lecture | M | H1 | Marketing Management | 9 | M. Braun | MWF | 10:00-11:30 | E51-149 | 67 |
| 15.812 | | Lecture | ** U | | Marketing Management --Primarily for Sloan Undergrad. & Interdepartmental Students | 9 | J. Zhang | TTh | 1:00-2:30 | E51-057 | 46 |
| 15.818 | A | Lecture | | H1 | Pricing | 6 | C. Tucker | MWF | 1:00-2:30 | E51-315 | 55 |

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SLOAN COURSE SCHEDULE

Spring, 2007

as of Thursday, January 25, 2007

| Subject | Sec | Category | Res | Half | Subject Name | Units | Professor | Days | Times | Room | Capacity |
|---------|-----|------------|-----|------|--|-------|---------------|------|-------------|---------|----------|
| 15.818 | B | Lecture | | H1 | Pricing | 6 | C. Tucker | MWF | 2:30-4:00 | E51-315 | 55 |
| 15.828 | | Lecture | | H1 | Design and Marketing New Products | 6 | G. Urban | MWF | 1:00-2:30 | E51-149 | 67 |
| 15.834 | A | Lecture | | H2 | Marketing Strategy | 9 | B. Wernerfelt | MWF | 1:00-2:30 | E51-315 | 86 |
| 15.834 | B | Lecture | | H2 | Marketing Strategy | 9 | B. Wernerfelt | MWF | 2:30-4:00 | E51-315 | 86 |
| 15.839 | | Lecture | D | | Workshop in Marketing | arr | B. Wernerfelt | M | 4:00-5:30 | E51-390 | 20 |
| 15.840 | | Lecture | S | H1 | Spec Seminar in Mktg: Marketing Management | 6 | B. Libai | F | 1:00-4:00 | 9-057 | 60 |
| 15.846 | | Lecture | | H1 | Branding | 6 | B. Libai | TTh | 10:00-11:30 | E51-149 | 67 |
| 15.847 | A | Lecture | | H2 | Consumer Behavior | 6 | D. Ariely | F | 9:00-12:00 | E51-376 | 54 |
| 15.847 | B | Lecture | | H2 | Consumer Behavior | 6 | D. Ariely | F | 1:00-4:00 | E51-376 | 54 |
| 15.871 | A | Lecture | | H1 | Introduction to System Dynamics (meets with 15.874A) | 6 | K. Thompson | TTh | 10:00-11:30 | E51-345 | 128 |
| 15.871 | B | Lecture | | H1 | Introduction to System Dynamics (meets with 15.874B) | 6 | K. Thompson | TTh | 1:00-2:30 | E51-345 | 128 |
| 15.871 | C | Lecture | SF | H1 | Introduction to System Dynamics | 6 | N. Repenning | MW | 10:00-11:30 | E52-175 | core |
| 15.871 | C-D | Recitation | SF | H1 | Introduction to System Dynamics | NC | N. Repenning | F | 1:00-2:00 | E51-395 | core |
| 15.871 | D | Lecture | SF | H1 | Introduction to System Dynamics | 6 | N. Repenning | MW | 1:00-2:30 | E52-175 | core |
| 15.874 | A | Lecture | | | System Dynamics for Business Policy (meets with 15.871A) | 12 | K. Thompson | TTh | 10:00-11:30 | E51-345 | 128 |
| 15.874 | A | Recitation | | | System Dynamics for Business Policy | NC | K. Thompson | W | 4:00-5:00 | E25-111 | 128 |
| 15.874 | B | Lecture | | | System Dynamics for Business Policy (meets with 15.871B) | 12 | K. Thompson | TTh | 1:00-2:30 | E51-345 | 128 |

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SLOAN COURSE SCHEDULE

Spring, 2007

as of Thursday, January 25, 2007

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|---------|-----|------------|-----------|------|--|-------|--------------------|------|-------------|---------|----------|
| 15.874 | B | Recitation | | | System Dynamics for Business Policy | NC | K. Thompson | W | 9:00-10:00 | E51-325 | 128 |
| 15.900 | A | Lecture | M, L,S | | Strategic Management | 9 | E. Zuckerman Sivan | MW | 8:30-10:00 | E51-395 | 70 |
| 15.900 | B | Lecture | M, L,S | | Strategic Management | 9 | E. Zuckerman Sivan | MW | 10:00-11:30 | E51-395 | 70 |
| 15.900 | C | Lecture | M, L,S | | Strategic Management | 9 | P. Azoulay | TTh | 8:30-10:00 | E51-149 | 67 |
| 15.900 | D | Lecture | M, L,S | | Strategic Management | 9 | P. Azoulay | TTh | 1:00-2:30 | E51-149 | 67 |
| 15.900 | E | Lecture | M, L,S | | Strategic Management | 9 | C. Wheat | TTh | 1:00-2:30 | E51-395 | 70 |
| 15.900 | F | Lecture | M, L,S | | Strategic Management | 9 | C. Wheat | TTh | 2:30-4:00 | E51-149 | 67 |
| 15.905 | | Lecture | S | H2 | Technology Strategy for SDM | 6 | M. Davies | MW | 1:00-2:30 | 9-057 | 55 |
| 15.912 | A | Lecture | | | Technology Strategy | 9 | R. Henderson | TTh | 1:00-2:30 | E51-315 | 86 |
| 15.912 | B | Lecture | | | Technology Strategy | 9 | R. Henderson | TTh | 2:30-4:00 | E51-315 | 86 |
| 15.950 | | Research | U | | Special Studies in Management (Independent Study - P/D/F grading) | arr | J. Meldman | TBD | | TBA | TBA |
| 15.951 | | Research | U | | Special Studies in Management (Independent Study - graded) | arr | J. Meldman | TBD | | TBA | TBA |
| 15.952 | | Research | U | | Spec Seminars in Management | arr | J. Meldman | TBD | | TBA | TBA |
| 15.960 | | Research | P | | Special Studies in Management (Independent Study - P/D/F grading) | arr | T. Walor | TBD | | TBA | TBA |
| 15.961 | | Research | P | | Special Studies in Management (Independent Study - graded) | arr | T. Walor | TBD | | TBA | TBA |

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|---------|-----|----------|-----|------|--|-------|--------------------------|------|-------------|---------|----------|
| 15.962 | A | Lecture | | H2 | Spec Sem in Mgmt: System Dynamics for Business Policy (meets with 15.874A) | 6 | K. Thompson | TTh | 10:00-11:30 | E51-345 | 40 |
| 15.962 | B | Lecture | | H2 | Spec Sem in Mgmt: System Dynamics for Business Policy (meets with 15.874B) | 6 | K. Thompson | TTh | 1:00-2:30 | E51-345 | 40 |
| 15.963 | A | Lecture | | | Spec Sem in Mgmt: Management Accounting and Control (Same as 15.521) | 9 | M. Khan | TTh | 2:30-4:00 | E51-345 | 128 |
| 15.963 | B | Lecture | | | Spec Sem in Mgmt: Management Accounting and Control (Same as 15.521) | 9 | M. Khan | TTh | 4:00-5:30 | E51-395 | 70 |
| 15.964 | | Lecture | | | Spec Sem in Mgmt: Seminar in Competitive Dynamics and Strategy - Winning in Technology Markets | 9 | H. Weil | T | 4:00-6:00 | E51-151 | 54 |
| 15.965 | | Lecture | | H2 | Spec Sem in Mgmt: Ethical Practice: Professionalism, Social Responsibility, and the Purpose of the Corporation | 6 | L. Hafrey | MW | 2:30-4:00 | E51-376 | 54 |
| 15.966 | | Lecture | | H2 | Spec Sem in Mgmt: Managing in Adversity: The CEO Perspective | 6 | H. Anderson / P. Kurzina | TTh | 10:00-11:30 | E51-335 | 76 |
| 15.968 | | Lecture | | H1 | Spec Sem in Mgmt: Data Analysis for Managers I | 6 | R. Rigobon / T. Stoker | TTh | 2:30-4:00 | E51-335 | 76 |
| 15.969 | | Lecture | | H2 | Spec Sem in Mgmt: Data Analysis for Managers II | 6 | R. Rigobon / T. Stoker | TTh | 2:30-4:00 | E51-335 | 76 |
| 15.971 | | Lecture | | H1 | Spec Sem in Mgmt: Dynamic Leadership: Using Improvisation in Business | 6 | L. Balachandra | F | 1:00-4:00 | E51-345 | 30 |
| 15.972 | | Lecture | | H1 | Spec Sem in Mgmt: Research Seminar on the Creation and Exploitation of Innovation | 6 | J. Utterback | W | 2:30-4:30 | E51-085 | 50 |
| 15.973 | | Lecture | | H1 | Spec Sem in Mgmt: Issues in Corporate Governance | 6 | W. Pounds | F | 3:00-6:00 | E51-145 | 67 |

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Spring, 2007

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|---------|-----|----------|-----|------|--|-------|--|------|------------|---------|----------|
| 15.974 | A | Lecture | | H2 | Spec Sem in Mgmt: Practical Leadership | 6 | P. Bentley | W | 8:30-11:30 | E51-063 | 10 |
| 15.974 | B | Lecture | | H2 | Spec Sem in Mgmt: Practical Leadership | 6 | P. Bentley | Th | 8:30-11:30 | E51-061 | 10 |
| 15.975 | | Lecture | D | | Spec Sem in Mgmt: Doctoral Seminar in Management of Technology Research | 9 | J. Utterback / M. Cusumano | F | 1:00-3:00 | E51-061 | 20 |
| 15.976 | | Lecture | M | | Spec Sem in Mgmt: Conversations with Alex d'Arbeloff (meets Feb. 21, Mar. 7, Apr. 4, 11, 18, May 2, 9, 16) | 3 | A. d'Arbeloff | W | 4:30-6:30 | E51-057 | 18 |
| 15.977 | | Lecture | | H2 | Special Seminar in Mgmt: Investment Management | 4 | J. Shames | T | 4:00-7:00 | E51-376 | 54 |
| 15.978 | | Lecture | | H1 | Spec Sem in Mgmt: Leadership Tools and Teams: A Product Development Lab | 6 | D. Ancona | TTh | 1:00-2:30 | E51-085 | 25 |
| 15.980 | | Lecture | | H2 | Spec Sem in Mgmt: Organizing For Innovative Product Development | 6 | T. Allen | TTh | 9:30-11:00 | 9-057 | 60 |
| 15.990 | | Lecture | M | H1 | Spec Sem in Mgmt: Practicing Management: Preparation, Action, and Reflection for Learning (Fall '06 H2 cont. thru Spring '07 H1) | 12 | A. Sastry | M | 2:30-5:30 | E51-335 | 30 |
| 15.991 | | Lecture | P | | Spec Sem in Mgmt: Strategic Planning for Non-Profit Organizations (meets Feb. 8, 22, Mar. 1, 15, Apr. 5, 19, May 3) | 6 | M. Kaiser | Th | 1:00-4:00 | E51-390 | 20 |
| 15.992 | | Lecture | | | Spec Sem in Mgmt: S-Lab (Laboratory for Sustainable Business) | 12 | A. Sastry / J. Shames / J. Sterman / N. Repenning / R. Henderson / S. Johnson / S. Slaughter | W | 2:30-5:30 | E51-335 | 60 |
| 15.993 | | Lecture | | | Spec Sem in Mgmt: Strategic Organizational Design | 9 | T. Malone | MW | 2:30-4:00 | E51-151 | 54 |

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| 15.994 | | Lecture | M, L,S | | Spec Sem in Mgmt: Tiger Teams | 6 | J. Klein | M | 6:00-7:30 | E51-361 | 40 |
| 15.995 | | Lecture | | H2 | Spec Sem in Mgmt: Private Equity | 3 | P. Cooper | M | 4:00-6:30 | E51-372 | 50 |
| 15.996 | | Lecture | | H1 | Spec Sem in Mgmt: Cross-Cultural Leadership | 6 | P. Bentley | Th | 8:30-11:30 | E51-085 | 30 |
| 15.997 | | Lecture | | H1 | Spec Sem in Mgmt: Advanced Corporate Risk Management | 6 | J. Parsons | M | 4:00-7:00 | E51-063 | 25 |
| 15.999 | | Lecture | | | Curricular Practical Training | 1 | N. Hartman | TBD | | | |

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