



MIT SLOAN SCHOOL SPRING, 2010 OFFERINGS AS OF FRIDAY, NOVEMBER 20, 2009

IMPORTANT DATES

Spring 2010 Holidays

Classes will NOT meet on the following holidays:

- o Monday, February 15 (*President's Day*)
- o Tuesday, February 16, Monday Schedule for Classes
- o Monday-Friday, March 22-26, Spring Break
- o Monday, April 19 (*Patriot's Day*)
- o Tuesday, April 20 (*Student Holiday*)
- o Monday, May 31 (*Memorial Day*)

Final Exam Week

- o Monday through Friday, May 17-21

Term Dates: H1 - MIT Sloan Innovation Period (SIP) - H2

LGOs, MBAs & SFs:

- o Full Term subjects: **Feb. 2 - May 13**
- o First half term (H1) subjects: **Feb. 2 - Mar. 12**
- o **SIP: Mar. 15-18**
- o Second half term (H2) subjects: **Mar. 29 - May 13**

Undergraduates (& Doctoral):

- o Full Term subjects: **Feb. 2 - May 13**
- o First half term (H1) subjects: **Feb. 2 - Mar. 19**
- o Second half term (H2) subjects: **Mar. 29 - May 13**

All Students

Add Dates:

- o Last day to add an H1 class: Friday, Mar. 5, 2010
- o Last day to add a full term class: Friday, Mar. 5, 2010
- o Last day to add an H2 class: Thurs., Apr. 22, 2010

Drop Dates:

- o Last day to drop an H1 class: Friday, Mar. 5, 2010
- o Last day to drop a full term class: Thurs., Apr. 22, 2010
- o Last day to drop an H2 class: Thurs., May 13, 2010

Online Sloan Schedule:

The most up to date schedule information can be viewed online at <http://mitsloan.mit.edu/students/academiclife/schedule/S10Schedule.pdf>

MIT Policy regarding Class Meeting Times:

All classes end five minutes **prior** to stated meeting times and begin five minutes **after** stated meeting times: a class time of 1:00 - 2:30 p.m. will promptly begin at 1:05 p.m. and end at 2:25 p.m. in consideration of faculty and student scheduling needs.

Course Restriction Codes:

Courses with noted restriction codes are strictly limited to students in those programs. Course pre-requisites are noted in the MIT Course Bulletin.

Notes for Non-MIT Sloan Students:

Core Subjects for our graduate degree programs shown on pages of the attached schedule are generally limited to students in the MBA, Sloan Fellows, and Undergraduate Programs. In a few cases, special sections of core subjects are offered particularly for non-Sloan MIT students. In the case of elective subjects, some restriction may also apply -- note the restriction codes. If you have questions about your ability to enroll in a particular subject, please contact MIT Sloan Educational Services, 253 -1510.



MIT SLOAN COURSE SCHEDULE

Spring, 2010

as of Thursday, October 29, 2009

Subject	Sec	Category	Res	Half	Subject Name	Units	Professor	Days	Times	Room	Capacity
15.012	A	Lecture	G	H1	Applied Macro. & International Economics	6	R. Rigobon / T. Suri	MWF	8:30-10:00	E51-345	128

Dates (H1 = 1st half / H2 = 2nd half)

LGOs, MBAs, SFs:

H1 = Half Term 1 (2/2 - 3/12)

SIP = (3/15 - 3/18)

H2 = Half Term 2 (3/29 - 5/13)

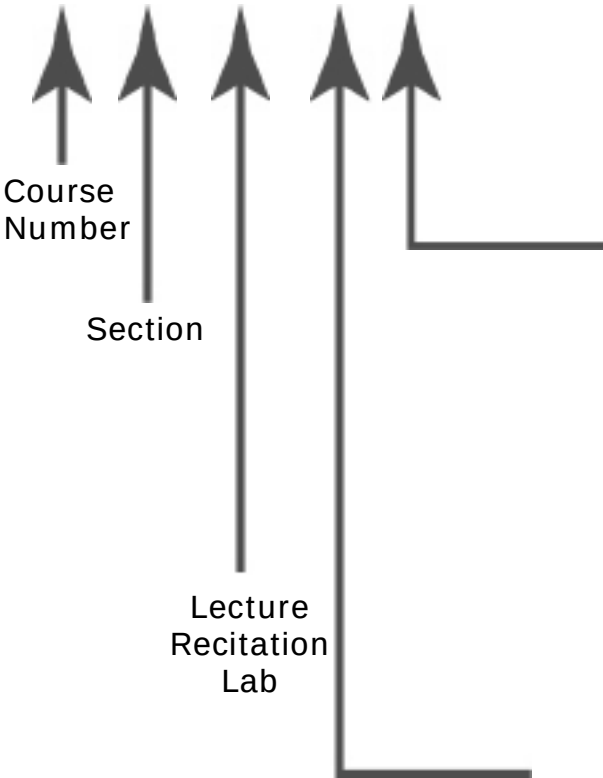
Undergraduates, Doctoral:

H1 = Half Term 1 (2/2 - 3/19)

H2 = Half Term 2 (3/29 - 5/13)

Restriction Codes (courses may have multiple restriction codes):

*	=	Restricted to First Year MBA Students
**	=	Offered for Non-Sloan Grad & Ugrad Students
D	=	Restricted to Doctoral Students
G	=	Restricted to Graduate Students
L	=	Restricted to Leaders for Glob. Operations Students
M	=	Restricted to MBA Students
NC	=	No Credit
P	=	Permission of Instructor Required
S	=	Restricted to Syst. Design & Mgmt. Students
SF	=	Restricted to MIT Sloan Fellows
U	=	Restricted to Undergraduates





SLOAN COURSE SCHEDULE

By Course Number

Spring, 2010
as of 1/22/2010

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	R. Rigobon / T. Suri	MWF	8:30-10:00	E51-345	128
15.012	B	Lecture	G	H1	Applied Macro. & International Economics	6	R. Rigobon / T. Suri	MWF	10:00-11:30	E51-345	128
15.012	C	Lecture	G	H1	Applied Macro. & International Economics	6	R. Rigobon / T. Suri	MWF	1:00-2:30	E51-345	128
15.012	D	Lecture	G	H1	Applied Macro. & International Economics	6	R. Rigobon / T. Suri	MWF	2:30-4:00	E51-345	128
15.018	A	Lecture	G	H1	Global Economic Challenges	6	K. Forbes	TTh	8:30-10:00	E51-315	86
15.018	B	Lecture	G	H1	Global Economic Challenges	6	K. Forbes	TTh	10:00-11:30	E51-315	86
15.023J		Lecture			Global Climate Change: Econ., Sci. & Pol	9	J. Reilly / R. Prinn	M	3:00-5:00	E25-117	10
15.023J		Recitation			Global Climate Change: Econ., Sci. & Pol	9	J. Reilly / R. Prinn	W	3:00-4:00	E25-117	10
15.025		Lecture		H1	Game Theory for Strategic Advantage	9	S. Tadelis	TTh	1:00-2:30	E51-315	86
15.026J		Lecture	U		Global Climate Change: Economics, Science, and Policy	9	J. Reilly / R. Prinn	M	3:00-5:00	E25-117	10
15.026J		Recitation	U		Global Climate Change: Economics, Science, and Policy	NC	J. Reilly / R. Prinn	W	3:00-4:00	E25-117	10
15.031J		Lecture	U		Energy Decisions, Markets, and Policies	12	D. Lessard / R. Schmalensee / S. Silbey	MWF	1:00-2:30	2-105	50
15.053	A	Lecture	U		Optimization Methods in Management Science	12	J. Orlin	TTh	1:00-2:30	1-190	150
15.053	B	Lecture	U		Optimization Methods in Management Science	12	J. Orlin	TTh	2:30-4:00	1-190	150
15.053	rec 1	Recitation	U		Optimization Methods in Management Science (H1 E51-149, H2 E51-315)	NC	J. Orlin	F	10:00-11:30	TBA	70
15.053	rec 2	Recitation	U		Optimization Methods in Management Science	NC	J. Orlin	F	1:00-2:30	E51-395	70
15.067		Lecture	G	H2	Competitive Decision-Making and Negotiation	6	G. Kaufman	MW	4:00-6:30	E51-335	76
15.068	A	Lecture			Statistical Consulting	9	A. Barnett	MW	1:00-2:30	E51-151	40
15.068	B	Lecture			Statistical Consulting	9	A. Barnett	MW	2:30-4:00	E51-151	40
15.071		Lecture			The Edge: Decision Methodologies for Managers	9	R. Ramakrishnan	TTh	8:30-10:00	E52-175	59



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By Course Number

Spring, 2010
as of 1/22/2010

Subject	Sec	Category	Res	Half	Subject Name	Units	Professor	Days	Times	Room	Capacity
15.077J		Lecture			Statistical Learning and Data Mining (before daylight savings meets 7-8:30 PM after DST 8-9:30 PM)	12	R. Welsch	MW	7:00-8:30	3-370	35
15.077J		Recitation			Statistical Learning and Data Mining	NC	R. Welsch	T	4:00-5:00	E51-085	35
15.078J		Lecture			Models, Data and Inference for Socio-Technical Systems	12	R. Larson / R. Welsch	MW	10:30-12:00	E52-175	50
15.078J		Recitation			Models, Data and Inference for Socio-Technical Systems	NC	R. Larson / R. Welsch	F	10:30-12:00	E51-145	50
15.084J		Lecture	D		Nonlinear Programming	12	G. Perakis	TTh	11:00-12:30	E51-372	25
15.084J		Recitation	D		Nonlinear Programming	NC	G. Perakis	M	5:00-6:00	E51-057	25
15.094J		Lecture			CANCELLED- Systems Optimization: Models and Computation	12	B. Anthony	TTh	2:30-4:00	1-132	35
15.094J		Recitation			CANCELLED- Systems Optimization: Models and Computation	NC	B. Anthony	F	3:00-4:00	1-115	35
15.099		Lecture	D		Special Seminar in Operations Research	6	A. Schulz	Th	1:00-3:00	E51-390	30
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 (begins Feb. 5, Alt Thursdays)	3	C. Berke / R. Cohen / T. Dagi	Th	4:00-6:00	E25-119	10
15.124J		Lecture			Evaluating a Biomedical Business Concept (begins Feb. 12, Alt Thursdays)	3	C. Berke / R. Cohen / T. Dagi	Th	4:00-6:00	E25-119	5
15.137J		Lecture			Case Studies and Strategies in Drug Discovery and Development	6	A. Sinskey / S. Tannenbaum	M	4:30-6:30	56-614	5
15.141J		Lecture			Economics of the Health Care Industries	9	E. Berndt	W	4:00-7:00	E51-376	54
15.220	A	Lecture	SF	H1	Global Strategy and Organization	6	D. Lessard	MW	8:30-10:00	E51-145	core
15.220	B	Lecture	SF	H1	Global Strategy and Organization	6	D. Lessard	MW	10:00-11:30	E51-145	core
15.220	C	Lecture		H2	Global Strategy and Organization	6	E. Obukhova	TTh	2:30-4:00	E51-335	76
15.220	D	Lecture		H2	Global Strategy and Organization	6	E. Obukhova	TTh	4:00-5:30	E51-335	76
15.223	A	Lecture		H1	Global Mkts, Nat'l Policies & the Competitive Advantages of Firms	6	E. Obukhova	TTh	2:30-4:00	E51-335	76
15.223	B	Lecture		H1	Global Mkts, Nat'l Policies & the Competitive Advantages of Firms	6	E. Obukhova	TTh	4:00-5:30	E51-335	76



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15.227	A	Lecture	M,L	H1	Spec Sem in Intl Mgmt: MBA Spring Study Tour: Africa: Access to Capital (must enter Essay/Trip Lottery)	3	P. Kurzina / T. Suri	M	6:00-9:00	E51-151	25
15.227	B	Lecture	M,L	H1	Spec Sem in Intl Mgmt: MBA Spring Study Tour: Brazil & India: Rural Development (must enter Essay/Trip Lottery)	3	K. Blackburn	M	6:00-9:00	E52-175	25
15.227	C	Lecture	M,L	H1	Spec Sem in Intl Mgmt: MBA Spring Study Tour: Southeast Asia: Fin Innovation in the Social Sector (must enter Essay/Trip Lottery)	3	V. Healy-Tangney	M	6:00-9:00	E53-212	25
15.227	D	Lecture	M,L	H1	Spec Sem in Intl Mgmt: MBA Spring Study Tour: Europe: Luxury Industry(must enter Essay/Trip Lottery)	3	N. Hartman	M	6:00-9:00	E51-145	25
15.229		Lecture	SF	H2	Spec Sem in Intl Mgmt: Managing Global Integration	6	J. Santos	MW	1:00-2:30	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
15.270		Lecture		H2	Ethical Practice: Professionalism, Social Responsibility, and the Purpose of the Corporation	6	L. Hafrey	MW	2:30-4:00	E51-149	67
15.279		Lecture	U		Management Communication For Undergraduates	12	T. Heagney	TTh	11:30-1:00	E51-376	25
15.281	A	Lecture			Advanced Managerial Communication	9	N. Hartman	MW	1:00-2:30	E51-057	40
15.281	B	Lecture			Advanced Managerial Communication	9	N. Hartman	MW	2:30-4:00	E51-057	40
15.301		Lecture	U		Managerial Psychology Laboratory (Friday lab, time to be determined)	15	P. Osterman	MW	12:00-1:00	E25-111	100
15.317		Lecture	L	H1	Organizational Leadership and Change	arr	J. Klein	F	8:30-11:30	E51-315	86
15.318		Lecture		H1	Leadership and Change in Organizations	6	D. Ancona	F	1:30-4:30	E51-315	50
15.320		Lecture			Strategic Organizational Design	9	T. Malone	MW	1:00-2:30	E51-372	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	W	9:00-12:00	E51-385	10
15.349J		Lecture			Qualitative Research Methods	12	S. Silbey	M	9:00-12:00	16-220	15
15.351	A	Lecture	G		Managing Innovation and Entrepreneurship	9	S. Stern	MW	1:00-2:30	E51-376	54
15.351	B	Lecture	G		Managing Innovation and Entrepreneurship	9	S. Stern	MW	2:30-4:00	E51-376	54



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15.354		Lecture	U		Innovation and Entrepreneurship: How to Do It	9	J. Utterback	TTh	10:00-11:30	E52-175	50
15.356		Lecture		H1	How to Develop Breakthrough Products and Services	6	E. von Hippel	MW	10:00-11:30	E51-149	67
15.358		Lecture			The Business of Software and Digital Platforms	9	M. Cusumano	F	9:00-12:00	E51-395	70
15.363J		Lecture			Strategic Decision Making in the Biomedical Business	9	A. Zarur / J. Fleming	T	5:30-8:30	E51-315	66
15.365J		Lecture			Disruptive Technologies: Predator or Prey?	9	J. Utterback	TTh	2:30-4:00	1-390	40
15.371J		Lecture	P		Innovation Teams	12	F. Murray / L. Perez-Breva	MW	5:30-8:00	32-144	45
15.376J		Lecture			Media Lab Enterprises: Digital Innovations	9	S. Pentland	Th	10:00-12:00	E14-633	50
15.380		Research	P		Special Studies in Entrepreneurship (Independent Study - graded)	arr	W. Aulet	TBD		TBA	TBA
15.386		Lecture		H2	Managing in Adversity	6	H. Anderson / P. Kurzina	TTh	10:00-11:30	E51-325	86
15.387		Lecture		H2	Technology Sales and Sales Management	6	H. Anderson / W. Aulet	TTh	8:30-10:00	E51-315	86
15.388	A	Lecture	SF	H2	Designing and Leading the Innovative Organization	6	P. Osterman	MW	8:30-10:00	E51-145	core
15.388	B	Lecture	SF	H2	Designing and Leading the Innovative Organization	6	P. Osterman	MW	10:00-11:30	E51-145	core
15.390	A	Lecture			New Enterprises	9	F. Murray / H. Anderson / W. Aulet	MW	4:00-5:30	E51-345	120
15.390	B	Lecture			New Enterprises	9	N. Afeyan	M	6:00-9:00	E51-315	86
15.394	A	Lecture			Designing and Leading the Entrepreneurial Organization	9	M. Marx	TTh	10:00-11:30	E51-149	67
15.394	B	Lecture			Designing and Leading the Entrepreneurial Organization	9	M. Marx	TTh	1:00-2:30	E51-085	50
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	A. MacCormack / J. Preston	W	6:00-9:00	E51-315	86
15.401	A	Lecture	M		Finance Theory I	9	A. Verdelhan	TTh	2:30-4:00	E51-315	86
15.401	A	Recitation			Finance Theory I	NC	A. Verdelhan	F	2:30-4:00	E51-395	70
15.401	B	Lecture	M		Finance Theory I	9	A. Verdelhan	TTh	4:00-5:30	E51-315	86
15.401	B	Recitation			Finance Theory I	NC	A. Verdelhan	F	8:30-10:00	E51-335	86



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By Course Number

Spring, 2010
as of 1/22/2010

Subject	Sec	Category	Res	Half	Subject Name	Units	Professor	Days	Times	Room	Capacity
15.401	C	Lecture	**, U		Finance Theory I	9	G. Manso	MW	2:30-4:00	E25-111	90
15.401	C	Recitation	**, U		Finance Theory I	NC	G. Manso	F	10:00-11:30	E51-335	90
15.401	D	Lecture	**, U		Finance Theory I	9	K. Milbradt	MW	8:30-10:00	E51-376	54
15.401	E	Lecture	**, U		Finance Theory I	9	K. Milbradt	MW	10:00-11:30	E51-376	54
15.401	E	Recitation	**, U		Finance Theory I (Rec for D & E)	NC	K. Milbradt	F	8:30-10:00	E51-145	54
15.402	A	Lecture	**, U		Finance Theory II	9	R. Iyer	TTh	1:00-2:30	E51-325	86
15.402	B	Lecture	M		Finance Theory II	9	R. Iyer	TTh	8:30-10:00	E51-335	76
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	E51-325	86
15.419		Lecture		H2	Practice of Finance: Private Equity and Hedge Funds	3	P. Cooper	M	4:00-6:30	E51-149	67
15.420		Lecture			Practice of Finance: International Financial Management	6	C. Kane	Th	4:00-6:00	E51-149	67
15.423		Lecture			Practice of Finance: Advanced Corporate Risk Management	9	J. Parsons	T	4:00-7:00	E51-376	40
15.427J		Lecture		H1	Real Estate Capital Markets	6	D. Gatzlaff	TTh	11:00-12:30	W31-301	25
15.427J		Recitation		H1	Real Estate Capital Markets	NC	D. Gatzlaff	Th	5:30-7:00	W31-301	25
15.428J		Lecture		H2	Tools for Analysis: Design for Real Estate and Infrastructure Development	6	D. Geltner	T	2:30-4:00	8-205	25
15.431	A	Lecture			Entrepreneurial Finance	9	A. Schoar	MW	1:00-2:30	E51-315	86
15.431	B	Lecture			Entrepreneurial Finance	9	A. Schoar	MW	2:30-4:00	E51-315	86
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	E51-372	50
15.434	A	Lecture			Advanced Corporate Finance	9	C. Bouwman	TTh	1:00-2:30	E51-151	54
15.434	B	Lecture			Advanced Corporate Finance	9	C. Bouwman	TTh	2:30-4:00	E51-151	54
15.437	A	Lecture			Options and Futures Markets	9	J. Cox	TTh	1:00-2:30	E51-145	67



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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	2:30-4:00	E51-085	40
15.441J		Lecture	D		Advanced Financial Economics II	12	A. Schoar / S. Myers	Th	4:00-7:00	E51-151	40
15.442J		Lecture	D		Advanced Financial Economics III	12	J. Pan	M	4:00-7:00	E51-361	40
15.443		Lecture			Finance Seminar	NC	A. Verdelhan / K. Milbradt / R. Iyer	W	4:00-6:00	E52-175	59
15.450		Lecture			Analytics of Finance	9	L. Kogan	TTh	1:00-2:30	E51-395	44
15.501	A	Lecture	U		Corporate Financial Accounting (meets with 15.516A)	12	R. Chen	MW	1:00-2:30	4-237	78
15.501	B	Lecture	U		Corporate Financial Accounting (meets with 15.516B)	12	R. Chen	MW	2:30-4:00	4-237	78
15.516	A	Lecture	**		Corporate Financial Accounting (meets with 15.501A)	12	R. Chen	MW	1:00-2:30	4-237	78
15.516	B	Lecture	**		Corporate Financial Accounting (meets with 15.501B)	12	R. Chen	MW	2:30-4:00	4-237	78
15.521	A	Lecture			Management Accounting and Control	9	M. Khan	TTh	2:30-4:00	E51-395	70
15.521	B	Lecture			Management Accounting and Control	9	M. Khan	TTh	4:00-5:30	E51-395	70
15.535	A	Lecture			Business Analysis Using Financial Statements	9	J. Ng	MW	1:00-2:30	E51-335	76
15.535	B	Lecture			Business Analysis Using Financial Statements	9	J. Ng	MW	2:30-4:00	E51-335	76
15.539		Lecture	D		Doctoral Seminar in Accounting	9	J. Ng	W	2:00-5:00	E51-385	10
15.549		Lecture			Workshop in Accounting and Control	NC	R. Verdi	Th	1:00-2:30	E25-117	50
15.565J		Lecture			Evolution Towards Web 3.0 and the Emergence of Management 3.0	9	S. Madnick	TTh	2:30-4:00	E51-057	46
15.571		Lecture	G		Generating Business Value from IT	9	J. Ross	TTh	8:30-10:00	E51-085	50
15.575		Lecture	D		Research Seminar in Information Technology and Organizations: Economic Perspectives	12	E. Brynjolfsson	M	2:30-5:30	E51-390	20
15.615		Lecture			Basic Business Law for the Entrepreneur and Manager	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



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15.648		Lecture	U		Spec Sem in Law: Patents, Copyrights, and the Development of Creative Ideas	9	D. Carter / J. Meldman	TTh	3:00-4:30	34-301	10
15.655J		Lecture			Law, Technology and Public Policy	12	C. Caldart / N. Ashford	TTh	4:00-6:00	E51-145	20
15.658J		Lecture		H2	Legal Issues in the Development Process	6	L. Fisher	Th	6:00-9:00	W31-301	25
15.660	A	Lecture			Strategic Human Resource Management	9	E. Castilla	TTh	10:00-11:30	E51-335	76
15.660	B	Lecture			Strategic Human Resource Management	9	E. Castilla	TTh	2:30-4:00	E51-325	86
15.665	A	Lecture			Power and Negotiation	9	O. Sharone	Th	2:30-5:30	E51-345	50
15.665	B	Lecture			Power and Negotiation	9	O. Sharone	Th	6:00-9:00	E51-345	100
15.676		Lecture			Work, Employment, and Industrial Relations Theory	9	T. Kochan	F	9:00-12:00	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
15.761	A	Lecture	M, U		Introduction to Operations Management	9	V. Farias	MW	8:30-10:00	E51-335	76
15.761	A	Recitation	M, U		Introduction to Operations Management	NC	V. Farias	Th	4:00-5:30	E52-175	76
15.761	B	Lecture	M, U		Introduction to Operations Management	9	V. Farias	MW	10:00-11:30	E51-335	76
15.761	B	Recitation	M, U		Introduction to Operations Management	NC	V. Farias	F	12:00-1:30	E51-057	76
15.761	C	Lecture	M, U		Introduction to Operations Management	9	V. Farias	MW	1:00-2:30	E51-145	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	12	R. Levi	MF	10:00-11:30	E51-085	35
15.769		Lecture	G		Operations Strategy	9	C. Fine / D. Rosenfield	TTh	4:00-5:30	E51-325	86
15.771J		Lecture			Case Studies in Logistics and Supply Chain Management	9	J. Byrnes	MW	10:00-11:30	E51-315	30
15.783J		Lecture			Product Design & Development	12	S. Eppinger	TTh	1:00-2:30	E51-335	25



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15.783J		Recitation			Product Design & Development (Optional Team Meeting)	NC	S. Eppinger	TTh	11:30-1:00	TBA	25
15.792J		Lecture	L		Proseminar in Manufacturing	arr	D. Rosenfield	M	4:00-6:00	E52-175	59
15.794		Lecture	L		Research Project in Manufacturing	arr	D. Rosenfield	TBD			86
15.795		Lecture	D		CANCELLED- Sem in Op Mgmt: The Evolution of Business Ecosystems	9	C. Fine / T. Piepenbrock	F	11:30-2:30	E51-385	15
15.799		Lecture	D		Workshop in Operations Mgmt.	arr	R. Levi	M	11:30-1:00	E40-298	25
15.810	A	Lecture	M	H1	Marketing Management	9	M. Braun	MWF	8:30-10:00	E51-372	50
15.810	B	Lecture	M	H1	Marketing Management	9	M. Braun	MWF	10:00-11:30	E51-372	50
15.812	A	Lecture	**, U		Marketing Management --Primarily for Sloan Undergrad. & Non-Sloan Students	9	J. Zhang	TTh	1:00-2:30	E25-111	67
15.812	B	Lecture	**, U		Marketing Management --Primarily for Sloan Undergrad. & Non-Sloan Students	9	J. Zhang	TTh	2:30-4:00	E25-111	67
15.818	A	Lecture		H2	Pricing	9	C. Tucker	MWF	10:00-11:30	E51-149	67
15.818	B	Lecture		H2	Pricing	9	C. Tucker	MWF	1:00-2:30	E51-149	67
15.834	A	Lecture		H1	Marketing Strategy	9	B. Wernerfelt	MWF	1:00-2:30	E51-149	67
15.834	B	Lecture		H1	Marketing Strategy	9	B. Wernerfelt	MWF	2:30-4:00	E51-325	86
15.838		Lecture	D		Research Seminar in Marketing	9	. TBA	Th	4:00-7:00	E51-390	20
15.839		Lecture	D		Workshop in Marketing	arr	B. Wernerfelt	M	4:00-5:30	E51-063	20
15.840		Recitation			Spec Sem in Mktg: Who Are Your Customers and What Will They Do Next: Applied Probability Models in Marketing	NC	M. Braun	F	10:00-11:00	E51-061	70
15.840		Lecture			Spec Sem in Mktg: Who Are Your Customers and What Will They Do Next: Applied Probability Models in Marketing	12	M. Braun	MW	2:30-4:00	E51-395	70
15.846	A	Lecture		H2	Branding	9	R. Gosline	TTh	10:00-11:30	E51-315	86
15.846	B	Lecture		H2	Branding	9	R. Gosline	TTh	1:00-2:30	E51-376	54
15.847	A	Lecture		H2	Consumer Behavior	9	J. Ackerman	MWF	10:00-11:30	E51-372	50
15.847	B	Lecture		H2	Consumer Behavior	9	J. Ackerman	MWF	2:30-4:00	E51-145	67
15.871	A	Lecture		H1	Introduction to System Dynamics	6	P. Lamberson	TTh	10:00-11:30	E51-345	75
15.871	A	Recitation		H1	Introduction to System Dynamics	NC	P. Lamberson	F	10:00-11:30	E51-325	75
15.871	B	Lecture		H1	Introduction to System Dynamics	6	P. Lamberson	TTh	1:00-2:30	E51-345	75



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15.871	B	Recitation		H1	Introduction to System Dynamics	NC	P. Lamberson	F	1:00-2:30	E51-325	75
15.872	A	Lecture		H2	System Dynamics II	6	P. Lamberson	TTh	10:00-11:30	E51-345	75
15.872	A	Recitation		H2	System Dynamics II	NC	P. Lamberson	F	10:00-11:30	E51-325	75
15.872	B	Lecture		H2	System Dynamics II	6	P. Lamberson	TTh	1:00-2:30	E51-345	75
15.872	B	Recitation		H2	System Dynamics II	NC	P. Lamberson	F	1:00-2:30	E51-325	75
15.875		Lecture			Applications of System Dynamics	9	A. Sastry	W	4:00-7:00	E51-361	40
15.900	A	Lecture	G		Strategic Management	9	P. Azoulay	MW	8:30-10:00	E51-395	70
15.900	B	Lecture	G		Strategic Management	9	P. Azoulay	MW	10:00-11:30	E51-395	70
15.900	C	Lecture	G		Strategic Management	9	C. Wheat	TTh	10:00-11:30	E51-395	70
15.900	D	Lecture	G		Strategic Management	9	A. Kacperczyk	TTh	1:00-2:30	E51-149	67
15.900	E	Lecture	G		Strategic Management	9	A. Kacperczyk	TTh	2:30-4:00	E51-149	67
15.903		Lecture		H1	Corporate Strategy and Extended Enterprises	6	R. Gibbons	MW	2:30-4:00	E51-149	60
15.913		Lecture	G	H1	Strategies for Sustainable Business	6	J. Sterman / R. Locke / S. Slaughter	TTh	8:30-10:00	E51-325	86
15.914		Lecture			Competitive Dynamics and Strategy - Winning in Technology Markets	9	H. Weil	T	4:00-6:00	E51-151	54
15.915		Lecture	G	H2	Laboratory for Sustainable Business	6	J. Sterman / R. Locke / S. Slaughter	TTh	8:30-10:00	E51-325	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
15.953		Lecture	U	H2	Spec Sem in Mgmt: An Introduction to Data Analysis, Risk, and Uncertainty using Bootstrap Statistics	6	R. Welsch	MW	2:30-4:00	E52-175	59
15.953		Recitation		H2	Spec Sem in Mgmt: An Introduction to Data Analysis, Risk, and Uncertainty using Bootstrap Statistics	NC	R. Welsch	Th	4:00-5:00	E51-063	59
15.960		Research	P		Special Studies in Management (Independent Study - P/D/F grading)	arr	T. Walor	TBD		TBA	TBA



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15.961		Research	P		Special Studies in Management (Independent Study - graded)	arr	T. Walor	TBD		TBA	TBA
15.963		Lecture			Spec Sem in Mgmt: Valuation	9	S. Myers	TTh	2:30-4:00	E51-376	50
15.964		Lecture		H1	Spec Sem in Mgmt: Coaching for Leaders and Managers	6	C. Kelly	TTh	2:30-4:00	E52-175	26
15.965		Lecture	S		Technology Strategy for SDM	12	J. Utterback	MW	1:00-2:30	1-390	55
15.967		Lecture		H1	Spec Sem in Mgmt: Issues in Economic Policy	6	L. Thurow	TTh	10:00-11:30	E51-325	86
15.968		Lecture	D		Spec Sem in Mgmt: Sociology of Strategy	9	E. Zuckerman Sivan	M	2:30-5:30	E52-598	20
15.969		Lecture	S	H1	Spec Seminar in Mgmt: User-Centered Innovation in the Internet Age	6	E. von Hippel	F	1:00-4:00	1-390	60
15.972		Lecture			Spec Sem in Mgmt: Professional Seminar in Sustainability	3	S. Slaughter	Th	5:30-7:30	E51-057	35
15.973		Lecture		H1	Spec Sem in Mgmt: Critical Issues in Entrepreneurship, Emerging Hydrocarbons Energy Ventures	6	W. Aulet	TTh	4:00-5:30	E51-361	30
15.974	A	Lecture		H2	Spec Sem in Mgmt: Practical Leadership	6	P. Bentley	M	4:00-7:00	E51-061	11
15.974	B	Lecture		H2	Spec Sem in Mgmt: Practical Leadership	6	P. Bentley	T	4:00-7:00	E51-063	11
15.976		Lecture	M		Spec Sem in Mgmt: International Action Learning Labs (restricted to China Lab/ India Lab students; meets during H1 and on April 5 and April 19)	9	C. Kelly / E. Steinfeld / M. Lehrich / S. Keating	MW	8:30-10:00	E51-149	50
15.977		Lecture	G	H2	Special Seminar in Mgmt: Practice of Finance: Investment Management	6	J. Shames	T	4:00-7:00	E51-372	54
15.978		Lecture	L	H2	Spec Sem in Mgmt: Leading from the Middle of the Organization	2	B. Hanson / J. Klein	W	4:00-5:30	E51-085	40
15.980		Lecture		H2	Spec Sem in Mgmt: Organizing For Innovative Product Development	6	T. Allen	MW	9:30-11:00	1-390	60
15.990		Lecture			Spec Sem in Mgmt: Practice of Finance: Fundamentals of Investment Research	9	P. Laffont	W	4:00-7:00	E51-063	15
15.992		Lecture	D		Spec Sem in Mgmt: Networks and Organization	12	C. Wheat	T	4:00-7:00	E51-061	24



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15.993		Lecture		Spec Sem in Mgmt: Practice of Finance: Foundations of Institutional Portfolio Management (prerequisite of 15.401 or 15.414)	9	J. DeTore	M	8:30-11:30	E52-460	25
15.996		Lecture	H1	Spec Sem in Mgmt: Cross-Cultural Leadership	6	P. Bentley	T	4:00-7:00	E51-063	30
15.999		Lecture		Curricular Practical Training	1	N. Hartman	TBD			