

### Spring 2016 Closed Courses

Courses with 10 or less remaining seats are considered closed (full) and require an online add form with faculty approval

Course	Sec	Title	Faculty	Day	Start	End	Round Filled
15.012	B	Applied Macro- and International Economics	Rigobon, Suri	M W F (H1)	10:00 AM	11:30 AM	Round II
15.014	B	Applied Macro- and International Economics II	Rigobon	M W F (H2)	10:00 AM	11:30 AM	Round II
15.025	A	Game Theory for Strategic Advantage	Bonatti	T Th	10:00 AM	11:30 AM	Round II
15.025	B	Game Theory for Strategic Advantage	Bonatti	T Th	1:00 PM	2:30 PM	Round I
15.068		Statistical Consulting	Barnett	M W	4:00 PM	5:30 PM	Round II
15.071	A	The Analytics Edge	Freund, Silberholz	M W	1:00 PM	2:30 PM	Round I
15.071	B	The Analytics Edge	Freund, Silberholz	M W	2:30 PM	4:00 PM	Round I
15.122	J	Critical Reading and Technical Assessment of Biomedical Information	Lapidus, Karp	M (H1)	6:30 PM	8:30 PM	Round II
15.137	J	Case Studies and Strategies in Drug Discovery and Development	Sinskey, Tannenbaum	M	4:00 PM	6:00 PM	Round I
15.225	A	Economy and Business in Modern China and India: China Lab and India Lab	Huang, Grant	T Th	4:00 PM	5:30 PM	Round I
15.225	B	Economy and Business in Modern China and India: China Lab and India Lab	Huang, Grant	T Th	4:00 PM	5:30 PM	Round II
15.268		Choice Points - Readings on Exercise of Power & Responsibility		F	10:00 AM	12:00 PM	Round I
15.281	A	Advanced Leadership Communication	Hartman	M W	1:00 PM	2:30 PM	Round I
15.281	B	Advanced Leadership Communication	Healy-Tangney	T Th	1:00 PM	2:30 PM	Round II
15.281	C	Advanced Leadership Communication	Blackburn	T	4:00 PM	7:00 PM	Round I
15.281	D	Advanced Leadership Communication	Yates	M	4:00 PM	7:00 PM	Round II
15.282		EnActing Leadership: Shakespeare and Performance (was 15.S03)	Kelly	W	4:00 PM	7:00 PM	Round I
15.318		Discovering Your Leadership Signature	O'Flanagan	T Th (H1)	10:00 AM	11:30 AM	Round II
15.320		Strategic Organizational Design	Malone	M W	1:00 PM	2:30 PM	Round II
15.321		Improvisational Leadership: In-the-Moment Leadership Skills (was 15.S09)	Giardella	T (H2)	4:00 PM	7:00 PM	Round I
15.324	A	Practical Leadership (was 15.S22)	Bentley	W (H2)	4:00 PM	7:00 PM	Round I
15.324	B	Practical Leadership (was 15.S22)	Bentley	Th (H2)	4:00 PM	7:00 PM	Round I
15.386		Managing in Adversity	Kurzina	T Th (H2)	10:00 AM	11:30 AM	Round II
15.387		Entrepreneurial Sales	Shipley, Arnold	M W	8:30 AM	10:00 AM	Round II
15.390	B	New Enterprises	Aulet, Roin	M W	4:00 PM	5:30 PM	Round II
15.394	A	Dilemmas in Founding New Ventures	Marx	T Th	2:30 PM	4:00 PM	Round I
15.394	B	Dilemmas in Founding New Ventures	Marx	T Th	4:00 PM	5:30 PM	Round II
15.398		Corporations at the Crossroads: The CEO Perspective	Kurzina	W	6:00 PM	8:00 PM	Round I
15.402	A	Corporate Finance	Giroud	M W	1:00 PM	2:30 PM	Round II
15.402	C	Corporate Finance	Malenko	T Th	8:30 AM	10:00 AM	Round II
15.402	D	Corporate Finance	Malenko	T Th	10:00 AM	11:30 AM	Round II
15.431	A	Entrepreneurial Finance and Venture Capital	Schoar	T Th	1:00 PM	2:30 PM	Round I
15.431	B	Entrepreneurial Finance and Venture Capital	Schoar	T Th	2:30 PM	4:00 PM	Round I
15.438	B	Fixed Income Securities and Derivatives	Lucas	T Th	1:00 PM	2:30 PM	Round II
15.445	A	Mergers and Acquisitions: The Market for Corporate Control	Gregory	M W (H1)	8:30 AM	10:00 AM	Round I
15.447		International Capital Markets	Parker	T Th	10:00 AM	11:30 AM	Round II
15.481	J	Financial Market Dynamics and Human Behavior	Lo	T	4:00 PM	7:00 PM	Round I
15.535	A	Business Analysis Using Financial Statements	Noe	M W	1:00 PM	2:30 PM	Round II
15.535	B	Business Analysis Using Financial Statements	Noe	M W	2:30 PM	4:00 PM	Round II

15.665	A	Power and Negotiation	Richardson	M	2:30 PM	5:30 PM	Round I
15.665	B	Power and Negotiation	Richardson	M	6:00 PM	9:00 PM	Round I
15.761	A	Introduction to Operations Management	Zaman	T Th	8:30 AM	10:00 AM	Round II
15.761	B	Introduction to Operations Management	Zaman	T Th	10:00 AM	11:30 AM	Round II
15.761	C	Introduction to Operations Management	Zaman	T Th	1:00 PM	2:30 PM	Round II
15.768		Management of Services: Concepts, Design, and Delivery	Ton	M W	10:00 AM	11:30 AM	Round I
15.783	J	Product Design & Development	Eppinger, Seering	T Th	1:00 PM	2:30 PM	Round I
15.821		Listening to the Customer	Prelec	T Th (H1)	1:00 PM	2:30 PM	Round I
15.828	A	Product Management	Ke	M W F (H1)	1:00 PM	2:30 PM	Round II
15.828	B	Product Management	Ke	M W F (H1)	2:30 PM	4:00 PM	Round II
15.841	A	SSIM: Marketing Analytics	Eckles	M W F (H2)	1:00 PM	2:30 PM	Round I
15.841	B	SSIM: Marketing Analytics	Eckles	M W F (H2)	2:30 PM	4:00 PM	Round I
15.846	A	Branding	Gosline	T Th (H2)	10:00 AM	11:30 AM	Round I
15.846	B	Branding	Gosline	T Th (H2)	1:00 PM	2:30 PM	Round I
15.871	A	Introduction to System Dynamics	Keith	T Th (H1)	10:00 AM	11:30 AM	Round I
15.871	B	Introduction to System Dynamics	Keith	T Th (H1)	1:00 PM	2:30 PM	Round I
15.878		Capstone Seminar in Sustainability	Amengual	M W (H2)	2:30 PM	4:00 PM	Round II
15.903		Managing the Modern Organization: Organizational Economics and Corporate Strategy	Gibbons	T Th (H1)	10:00 AM	11:30 AM	Round II
15.911	A	Entrepreneurial Strategy	Stern	M W F (H2)	1:00 PM	2:30 PM	Round I
15.911	B	Entrepreneurial Strategy	Stern	M W F (H2)	2:30 PM	4:00 PM	Round II
15.913		Strategies for Sustainable Business	Sterman, Jay, Amengual	T Th (H1)	10:00 AM	11:30 AM	Round I
15.915		Lab for Sustainable Business	Sterman, Jay, Amengual	T Th (H2)	10:00 AM	11:30 AM	Round II
15.S05		SSIM: Energy Efficiency and Smart Grid Strategies for a Sustainable Future	Michaels	T Th (H1)	1:00 PM	2:30 PM	Round II
15.S07		SSIM: The Singularity and Related Topics	Little	M W (H2)	2:30 PM	4:00 PM	Round II
15.S09		SSIM:Practice of Finance: Corporate Boards: Their Responsibilities and Functions	Pozen	M W (H2)	10:00 AM	11:30 AM	Round I
15.S10		SSIM: Social Media Management: Persuasion in Networked Culture	Shields	W	4:00 PM	7:00 PM	Round I
15.S16		SSIM: Building Successful Careers and Organizations	Castilla	Th (H1)	4:00 PM	7:00 PM	Round I
15.S71		SSIM: Being Effective: Power and Influence	Osterman	M W	10:00 AM	11:30 AM	Round II
15.S72		SSIM: Introduction to Product Management	Forman, Joglekar	M W (H1)	10:00 AM	11:30 AM	Round II