

ELECTIVE COURSES

FALL TERM

- MGT 502 Foundations of Accounting and Valuation 4 units. John Barrios
- MGT 505 Introduction to Marketing 4 units. Thomas Hafen
- MGT 510 Data Analysis and Causal Inference 2 units. Robert Jensen
- MGT 524 Impact Practicum 4 units. Anthony Sheldon
- MGT 527 Strategic Management of Nonprofit Organizations 4 units. Judith Chevalier
- MGT 529 Global Social Entrepreneurship: India 4 units. Asha Ghosh
- MGT 531 Interpersonal Dynamics 4 units. Heidi Brooks
- MGT 532 Business Ethics 2 units. Corey Cusimano
- MGT 536 Urban Poverty and Economic Development 4 units. Kate Cooney
- MGT 538 Mastering Influence & Persuasion 2 units. Zoe Chance
- MGT 541 Corporate Finance 4 units. Heather Tookes
- MGT 556 Big Data & Customer Analytics 4 units. Kosuke Uetake
- MGT 558 Consumer Behavior 2 units. Joowon Klusowski
- MGT 559 Marketing Strategy 2 units. Jiwoong Shin
- MGT 566 Pricing and Managing Sustainable Assets 4 units. Todd Cort
- MGT 581 Education Policy 2 units. Seth Zimmerman
- MGT 582 The Future of Global Finance 2 units. Jeffrey Garten
- MGT 595 Quantitative Investing 4 units. Tobias Moskowitz
- MGT 611 Policy Modeling 2 units. Faidra Monachou
- MGT 622 Game Theory 4 units. Benjamin Polak
- MGT 628 Central Banking 4 units. William English
- MGT 629 Ethical Choices in Public Leadership 4 units. Eric Braverman
- MGT 631 Public Health Entrepreneurship and Intrapreneurship 2 units. Teresa Chahine
- MGT 632 Housing Connecticut: Developing Healthy and Sustainable Neighborhoods 4 units. Kate Cooney, Andrei Harwell, Allen Plattus, Anika Singh Lemar
- MGT 634 Empirical Strategy Lab 2 units. Kevin Williams
- MGT 642 Resolution of Systemically Important Banks 2 units. Martin Gruenberg
- MGT 646 Start-up Founder Practicum 4 units. Jennifer McFadden
- MGT 649 World Financial History 2 units. William Goetzmann

- MGT 650 Customer Insights and Applications 6 units. Treeny Ahmed, Nathan Novemsky
- MGT 656 Management of Software Development 4 units. Kyle Jensen
- MGT 663 Innovation, Investments, and New Frontiers in Medicine 2 units. Stephen Knight
- MGT 664 Direct-to-consumer Entrepreneurship 2 units. Laura Joukovski
- MGT 674 Leading Small and Medium Enterprises 2 units. A.J. Wasserstein
- MGT 691 Navigating Through Workplace Culture .5 units, Wendy Tsung
- MGT 695 Intro to AI Applications 4 units. Xiuye Chen
- MGT 696 Debating Globalization 4 units. Ernesto Zedillo
- MGT 699 Colloquium in Healthcare Leadership 1 unit. Howie Forman
- MGT 800 Crisis Management in Tech 2 units. Kathryn Guarini
- MGT 802 Large Language Models: Technology and Applications 2 units. Kyle Jensen, K. Sudhir
- MGT 805 Fixed Income Securities 2 units. Saman Majd
- MGT 808 Financial Computing 2 units. Eren Kurshan
- MGT 809 Advanced Business Analytics with Spreadsheets 2 units. Zhen Lian
- MGT 811 Taxes, Business & Strategy 2 units. Frank Zhang
- MGT 812 Financial Statement Analysis 2 units. Frank Zhang
- MGT 813 Statistics for Business & Society: Advanced Practicum 2 units. Robert Jensen
- MGT 816 The Private Firm CFO: Accounting and Finance Strategies 2 units. John Barrios
- MGT 817 Sports Analytics 4 units. Tobias Moskowitz, Nils Rudi
- MGT 823 Insurance and Finance for the Poor 2 units. Robert Jensen
- MGT 837 Policy Design 4 units. Jason Abaluck
- MGT 838 Entrepreneurship in the Art Market 2 units. Magnus Resch
- MGT 840 Stakeholders, Management, and Capitalism 2 units. John Iwata
- MGT 844 Finance and Society: The Rise of Private Capital 2 units. Song Ma, Kevin Lu
- MGT 847 Private Equity: Leveraged Buyouts 2 units. Joshua Cascade
- MGT 850 The Science of Experiences and Well-Being 2 units. Gal Zauberman
- MGT 851 Strategic Market Measurement 2 units. K. Sudhir
- MGT 867 Modern Philanthropy: Perspectives and Challenges 4 units. Judith Chevalier, Paige Maclean

MGT 880 Sales 2 units. Daylian Cain

MGT 884 Managing Groups & Teams 2 units. David Munguia Gomez

MGT 887 Negotiations 2 units. Erin Frey

MGT 889 Strategic Social Networks 2 units. Minjae Kim

MGT 890 Global Financial Crisis 4 units. Andrew Metrick, Timothy Geithner

MGT 895 International Real Estate 2 units. Kevin Gray

MGT 897 Entrepreneurial Finance 2 units. Song Ma

MGT 900 Derivative Securities: Options, Futures, and Structured Products 2 units. Saman Majd, Jeffrey Rosenbluth

MGT 923 Asset Pricing Theory 2 units. Paul Fontanier

MGT 924 Statistical Foundations 2 units. Theis Jensen

MGT 927 Statistical Economics and Machine Learning 2 units. Bryan Kelly

MGT 929 Sustainable Investing 2 units. Edward Watts, Stefano Giglio

MGT 932 Financial Markets and Macroeconomic Policy 2 units. Alp Simsek

MGT 946 Emerging Market Central Banking and Financial Stability 2 units. Sigga Benedikdottir

MGT 948 Security Analysis & Valuation 4 units. Matthew Spiegel

MGT 992 Health Care Strategy 4 units. Jason Abaluck

MGT 997 Venture Capital and Private Equity 2 units. Song Ma

SPRING TERM

MGT 416 International Experience: Bhutan 4 units. Mary Alice Lee

MGT 416 International Experience: China 4 units. Zeqiong Huang

MGT 416 International Experience: Costa Rica 4 units. Diana Van Patten

MGT 416 International Experience: India 4 units. Aneesh Raghunandan

MGT 416 International Experience: Ireland 4 units. Matthew Spiegel

MGT 416 International Experience: Israel 4 units. Gal Zauberman

MGT 416 International Experience: Japan 4 units. Edward Watts

MGT 416 International Experience: Mexico 4 units. David Argente

MGT 416 International Experience: Norway 4 units. Nils Rudi

MGT 416 International Experience: South Korea 4 units. Sang Kim

MGT 523 Monetary Policy 4 units. William English

MGT 525 Competitive Strategy 4 units. Pierre Bodéré, Nima Haghoanah

MGT 526 Market Failures and Economic Policy in Developing Countries 2 units. Kevin Donovan

MGT 529 Global Social Entrepreneurship: India 2 units. Asha Ghosh

MGT 531 Interpersonal Dynamics 4 units. David Tate

MGT 532 Business Ethics 2 units. Beth Anne Helgason

MGT 540 Personal Finance 4 units. James Choi

MGT 541 Corporate Finance 4 units. Kelly Shue

MGT 544 Investment Management 4 units. Paul Goldsmith-Pinkham

MGT 546 Real Estate Development 4 units. Zachary Sheinberg

MGT 554 AI for Business Decisions 4 units. Tong Wang

MGT 555 Pricing Strategy 4 units. Soheil Ghili

MGT 560 International Economics 4 units. Peter Schott

MGT 561 Product Management 4 units. Alex Burnap

MGT 575 Generative AI and Social Media 4 units. Tauhid Zaman

MGT 589 Competition Economics and Policy 4 units. Fiona Scott Morton

MGT 606 Economic Evolution of Latin America 4 units. Ernesto Zedillo

MGT 614 Data Visualization for Social Sector 4 units. Kate Cooney

MGT 620 Games & Information I 2 units. Benjamin Polak, Jidong Zhou

MGT 623 Strategic Leadership Across Sectors 4 units. Jeffrey Sonnenfeld

MGT 624 Human Capital Strategy 2 units. Hannah Weisman

MGT 630 Games & Information II 2 units. Benjamin Polak, Jidong Zhou

MGT 635 Mergers & Acquisitions 2 units. Simon Hirst

MGT 641 Behavioral Finance 2 units. Nicholas Barberis

MGT 644 Equity Capital Markets 2 units. Simon Hirst

MGT 646 Start-up Founder Practicum 4 units. Jennifer McFadden

MGT 650 Customer Insights and Applications 6 units. Treeny Ahmed, Ravi Dhar

MGT 668 Narratives in Health 2 units. James Hamblin

MGT 671 Entrepreneurship through Acquisition 2 units. A.J. Wasserstein

MGT 675 Designing Brand Strategy 2 units. Michael Rock

MGT 678 Understanding and Reducing Bias in Organizations 2 units. Jayanti Owens

MGT 691 Navigating Workplace Culture .5 units. Wendy Tsung

MGT 692 Climate Tech Innovation and Commercialization 4 units. Steph Speirs

- MGT 698 Healthcare Policy, Finance, and Economics 4 units. Howie Forman
- MGT 699 Colloquium in Healthcare Leadership 1 unit. Howie Forman
- MGT 801 Impact Measurement & Financial Reporting in the Social Sector 2 units. Raphael Duguay
- MGT 803 Decision Making with Data 2 units. Peter Schott
- MGT 812 Financial Statement Analysis 2 units. Frank Zhang
- MGT 815 Managerial Controls 2 units. Thomas Steffen
- MGT 818 Global Virtual Teams 2 units. Yoshinori Fujikawa
- MGT 819 Data Science 2 units. Vahideh Manshadi
- MGT 821 From Cash to Crypto: Evolution of Payment Methods 2 units. David Argente
- MGT 822 Game Theory and Market Design 2 units. Jidong Zhou, Benjamin Polak
- MGT 826 Inclusive Economic Development Lab: Special Topics: Special Topics 4 units. Kate Cooney
- MGT 828 Creativity & Innovation 2 units. Jonathan Feinstein
- MGT 832 Leadership Lab 2 units. Sarah Biggerstaff
- MGT 835 UX Design Fundamentals: Practice & Leadership 2 units. Melissa Falconett
- MGT 836 The Global Macroeconomy 2 units. Peter Schott
- MGT 841 Corporate Finance: Core Topics 2 units. Chrisopher Clayton
- MGT 842 Financing Green Technologies 2 units. Richard Kauffman
- MGT 845 Portfolio Management in Practice 4 units. Osman Nalbantoglu
- MGT 846 Introduction to Private Equity 2 units. Robert Davis
- MGT 848 A History of Financial Market Fraud: A Forensic Approach 2 units. Jim Chanos
- MGT 849 Case Studies of Start-ups 2 units. Elon Boms
- MGT 852 Listening to the Customer 2 units. Kosuke Uetake
- MGT 853 AI Strategy & Marketing 2 units. Vineet Kumar
- MGT 854 Behavioral Economics: The Psychology and Behavior of Individuals, Organizations, and Markets 2 units. Shane Frederick
- MGT 855 How to Design and Run Business Experiments 2 units. Shane Frederick
- MGT 856 Managing Marketing Programs 2 units. Thomas Hafen
- MGT 857 Digital Strategy 2 units. Vineet Kumar
- MGT 858 Database Systems 2 units. Kyle Jensen
- MGT 859 Emerging Trends in Digital Advertising 2 units. Leora Kelman

- MGT 860 Generative AI for Managers 2 units. K. Sudhir
- MGT 861 Race and Money in America 2 units. Ebony Reed, Louise Story
- MGT 863 Political Ethics and Issues for Organizations 2 units. Jason Kaune
- MGT 864 Behavioral Science for Social Good 2 units. Deborah Small
- MGT 865 Global Social Entrepreneurship 4 units. Tony Sheldon
- MGT 866 Build a Metaverse Strategy 2 units. Brett Prescott
- MGT 871 Financial Reporting 2 units. Aneesh Raghunandan
- MGT 873 Supply Chain Management 2 units. Sang Kim
- MGT 875 Service Management 2 units. Yoshinori Fujikawa
- MGT 879 Healthcare Operations 2 units. Edieal Pinker
- MGT 882 Advanced Negotiations 1 unit. Barry Nalebuff, Daylian Cain
- MGT 883 Housing Markets 2 units. Cameron LaPoint
- MGT 885 Commercial Real Estate Investing 2 units. Cameron LaPoint
- MGT 887 Negotiations 2 units. Corey Cusimano
- MGT 888 The Business of Multicultural Media 2 units. Mark Walton
- MGT 892 Introduction to Financial Crisis Communications 2 units. Rosalind Wiggins
- MGT 896 America's Future Role in the Global Economy 4 units. Jeffrey Garten, Robert Hormats
- MGT 899 Generative AI & Entrepreneurship 2 units. Anand Ranganathan
- MGT 901 Topics in Financial Engineering 2 units. Saman Majd, Jeffrey Rosenbluth
- MGT 920 GNAM: Natural Capital: Risks and Opportunities in Global Resource Systems 4 units. Todd Cort
- MGT 926 Crypto, SPACs, Climate Change, and More: The Role for Asset Managers in an Uncertain Regulatory Environment 2 units. Lauren Caplan
- MGT 927 Financial Econometrics and Machine Learning 2 units. Bryan Kelly
- MGT 936 Fixed Income Strategies 2 units. Jordan Brooks
- MGT 937 Hedge Fund Strategies 2 units. Ronen Israel, Andrea Frazzini
- MGT 938 Macroeconomic Strategies 2 units. Jordan Brooks
- MGT 943 Financial Stability Regulation 4 units. Christian McNamara, June Rhee
- MGT 945 Macroprudential Policy 4 units. Andrew Metrick
- MGT 960 Economic Analysis of High-Tech Industries 2 units. Nima Hagpanah
- MGT 995 Sustainable Innovation in Healthcare 2 units. Greg Licholai