

Division	Course	Sec.	Course Title	Prog.	Instructor	Enr.	Resp.	BIE ¹		Avg.	Pct.
								Course	Instr.		
								Avg.	Pct.	Avg.	Pct.
Accounting	B7010	001	Fundamental Analysis for Investors, Ma	EMBA	Rajgopal, Shivaram	16	56%	4.7	70%	4.6	50%
	B7021	001	Fundamental Analysis	EMBA	Nissim, Doron	20	65%	4.5	49%	4.7	60%
	B8007	001	Financial Planning & Analysis	MBA	Ferri, Fabrizio	47	68%	4.4	40%	4.3	29%
	B8007	002	Financial Planning & Analysis	MBA	Ferri, Fabrizio	47	77%	3.8	9%	4.3	29%
	B8007	003	Financial Planning & Analysis	MBA	Ferri, Fabrizio	44	77%	4.0	16%	4.2	21%
	B8008	001	Earnings Quality & Fundamenta	MBA	Glover, Jonathan	44	41%	3.4	6%	2.9	3%
	B8008	002	Earnings Quality & Fundamenta	MBA	Glover, Jonathan	21	33%	4.1	19%	4.3	29%
	B8009	001	Financial Statement Analysis	MBA	Katz, Sharon	68	79%	4.7	70%	4.8	68%
	B8009	002	Financial Statement Analysis	MBA	Katz, Sharon	68	75%	4.9	93%	4.9	82%
	B8009	003	Financial Statement Analysis	MBA	Katz, Sharon	67	70%	4.9	93%	5.0	94%
	B8010	001	Fundamental Analysis for Inve	MBA	Rajgopal, Shivaram	48	40%	3.3	4%	3.4	5%
	B8018	001	Corporate Transactions & Financial Mo	MBA	Heinrichs, Anne	34	82%	4.5	49%	4.5	42%
	B8019	001	Corporate Transactions & Financial Mo	MBA	Heinrichs, Anne	35	49%	4.6	60%	4.7	60%
	B8022	001	Accounting for Value	MBA	Penman, Stephen	51	29%	4.2	24%	4.3	29%
B9010	001	(PhD) Valuation & Financial Statement .	PhD	Penman, Stephen	6	50%	5.0	96%	5.0	94%	
DRO	B7108	001	Supply Chain Management	EMBA	Singh, Medini	17	47%	4.5	49%	4.4	35%
	B8106	001	Operations Strategy	MBA	Singh, Medini	68	69%	4.4	40%	4.5	42%
	B8106	002	Operations Strategy	MBA	Singh, Medini	67	64%	4.4	40%	4.6	50%
	B8106	003	Operations Strategy	MBA	Singh, Medini	62	68%	4.3	30%	4.3	29%
	B8108	001	Supply Chain Management	MBA	Singh, Medini	63	62%	4.4	40%	4.7	60%
	B8108	002	Supply Chain Management	MBA	Singh, Medini	62	61%	3.8	9%	4.2	21%
	B8108	060	Supply Chain Management	MSE	Federgruen, Awi	11	64%	4.7	70%	4.9	82%
	B8114	001	Applied Regression Analysis	MBA	Juran, David	69	43%	4.7	70%	4.8	68%
	B8114	002	Applied Regression Analysis	MBA	Juran, David	67	37%	4.1	19%	4.5	42%
	B8122	060	Game-Theoretic Business Strategy	MSE	Stuart, Harborne	61	69%	4.3	30%	4.6	50%
	B8123	060	Demand & Supply Analytics	MSE	Phillips, Robert	46	63%	4.4	40%	4.6	50%
	B8125	001	Digital Literacy for Decision	MBA	Bell, Peter	61	57%	4.0	16%	4.2	21%
	B8125	002	Digital Literacy for Decision	MBA	Bell, Peter	52	73%	3.9	13%	4.1	17%
	B8126	001	Web App Programming in Python	MBA	Johar, Hardeep	51	51%	4.3	30%	4.2	21%
	B8127	001	NYC Immersion Seminar: Big Data	MBA	Saxena, Asha	20	55%	3.8	9%	3.9	11%
	B8128	001	Healthcare Investment & Entrepreneurs	MBA	Mehlman, Ezra &, Tamburri, David	47	60%	4.7	70%	4.7	60%
	B8131	001	Sports Analytics	MBA	Broadie, Mark	50	74%	4.5	49%	4.7	60%
	B8132	001	Digital Health Startups	MBA	Tecco, Halle	48	38%	4.9	93%	4.9	82%
	B8134	001	Electronic Trading in Modern Limit Orde	MBA	Maglaras, Costis	25	48%	4.8	84%	5.0	94%
B8510	060	Managerial Negotiations	MSE	Opazo, M. Pilar	47	87%	4.8	84%	4.9	82%	
B9119	001	(PhD) Foundations of Stochastic Modeli	PhD	Zeevi, Assaf	5	60%	5.0	96%	5.0	94%	

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	B9128	001	(PhD) Statistical Learning & Operations	PhD	Zeevi, Assaf	12	33%	4.5	49%	5.0	94%
	B9130	001	(PhD) Optimization in Practice	PhD	Maculan, Nelson	3	67%	4.5	49%	4.5	42%
Economics	B7216	001	Economics of Strategic Behavior	EMBA	Greenwald, Bruce	174	25%	4.3	30%	4.5	42%
	B7220	100	Private Sector & International Developn	EMBA	Hjort, Jonas	14	79%	4.1	19%	4.0	13%
	B8213	001	Media & Entertainment: Strategy Consu	MBA	Seave, Ava	23	100%	3.8	9%	3.8	9%
	B8215	001	Economics of Organizational Strategy	MBA	Bartel, Ann	48	71%	3.8	9%	3.9	11%
	B8216	001	Economics of Strategic Behavior	MBA	Dessein, Wouter	64	66%	4.4	40%	4.5	42%
	B8221	001	Economics of Healthcare & Pharmaceu	MBA	Lichtenberg, Frank	30	57%	4.1	19%	3.6	8%
	B8225	001	The Future of the World Economy After	MBA	Yared, Pierre &, Cohen, Abby	50	68%	4.3	30%	4.6	50%
	B8250	001	Global Economic Environment II: Macro	MBA	Mueller, Andreas	33	67%	4.5	49%	4.6	50%
	B8250	002	Global Economic Environment II: Macro	MBA	Mueller, Andreas	58	79%	4.7	70%	4.8	68%
	B8250	003	Global Economic Environment II: Macro	MBA	Mueller, Andreas	42	67%	4.4	40%	4.2	21%
	B8250	004	Global Economic Environment II: Macro	MBA	Mueller, Andreas	49	84%	4.2	24%	4.3	29%
	B8251	001	Global Economic Environment I	MBA	Mishkin, Frederic	56	71%	4.7	70%	4.7	60%
	B8251	002	Global Economic Environment I	MBA	Mishkin, Frederic	42	79%	4.5	49%	4.8	68%
	B8253	001	NYC Immersion Seminar: Media & Med	MBA	Noam, Eli	19	32%	3.9	13%	3.5	6%
	B8254	001	How to Manage the Regulatory Conflict:	MBA	Noam, Eli	29	62%	4.3	30%	4.3	29%
	B8315	001	Game Theory and Business	MBA	Halac, Marina	68	66%	4.3	30%	4.8	68%
	B8315	002	Game Theory and Business	MBA	Halac, Marina	67	78%	4.1	19%	4.8	68%
	B8315	003	Game Theory and Business	MBA	Halac, Marina	44	43%	4.6	60%	4.9	82%
	B8315	004	Game Theory and Business	MBA	Halac, Marina	48	63%	4.3	30%	4.8	68%
	B8495	001	Entrepreneurship & Innovation in Finan	MBA	Farrokhnia, R.A. &, Zeldes, Stephen	30	53%	3.8	9%	3.5	6%
	B9209	001	(PhD) Economic Theory III	PhD	Siconolfi, Paolo	28	43%	4.6	60%	4.8	68%
	B9211	001	(PhD) Economic Theory IV	PhD	Siconolfi, Paolo	29	41%	4.5	49%	4.7	60%
	B9216	001	(PhD) Economics of Incentives	PhD	Angelucci, Charles	16	56%	4.8	84%	4.8	68%
Finance	B7306	001	Capital Markets & Investments	EMBA	Zurack, Mark	65	31%	4.2	24%	4.2	21%
	B7306	002	Capital Markets & Investments	EMBA	Zurack, Mark	49	49%	4.2	24%	4.5	42%
	B7306	300	Capital Markets & Investments	EMBA	Johannes, Michael	63	83%	4.7	70%	4.8	68%
	B7308	001	Debt Markets	EMBA	Sundaresan, Suresh	11	9%	5.0	96%	5.0	94%
	B7323	001	Asset Management	EMBA	Bekaert, Geert	22	36%	4.4	40%	4.2	21%
	B7325	001	Mergers & Acquisitions	EMBA	Hitscherich, Donna	34	59%	4.7	70%	4.8	68%
	B7327	001	Corporate Finance, Restructurings & LE	EMBA	Grad, Michael	67	48%	4.8	84%	4.9	82%
	B7344	300	Speculation, Crisis, & Behavioral Finan	EMBA	Huberman, Gur	4	100%	4.2	24%	3.5	6%
	B7345	001	Entrepreneurial Finance & Private Equit	EMBA	Wang, Neng	28	50%	4.6	60%	4.4	35%

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	B7345	100	Entrepreneurial Finance	EMBA	R. Glenn Hubbard, Michael Keehner &, Morten Sorensen	96	53%	4.8	84%	4.8	68%
	B7373	001	Applied Value Investing: A Study of the	EMBA	Tryforos, Thomas	34	62%	4.9	93%	4.9	82%
	B7373	002	Applied Value Investing	EMBA	Ajdler, Arnaud	21	33%	4.3	30%	4.1	17%
	B7377	100	Value Investing	EMBA	Santos, Tano	57	51%	4.9	93%	5.0	94%
	B7419	001	Private Equity, Growth Equity & LBOs	EMBA	Gallin, Scott	57	51%	4.2	24%	4.3	29%
	B8306	001	Capital Markets & Investments	MBA	Tetlock, Paul	70	60%	4.7	70%	4.8	68%
	B8306	002	Capital Markets & Investments	MBA	Tetlock, Paul	72	53%	4.4	40%	4.8	68%
	B8306	003	Capital Markets & Investments	MBA	Pagel, Michaela	49	55%	3.4	6%	2.6	1%
	B8306	004	Capital Markets & Investments	MBA	Pagel, Michaela	49	73%	3.0	2%	2.3	1%
	B8306	005	Capital Markets & Investments	MBA	Pagel, Michaela	36	75%	3.2	3%	2.8	2%
	B8306	006	Capital Markets & Investments	MBA	Zurack, Mark	72	60%	4.3	30%	4.2	21%
	B8307	001	Advanced Corporate Finance	MBA	Moon, John	66	61%	4.3	30%	4.3	29%
	B8307	002	Advanced Corporate Finance	MBA	Meszniak, Roger	22	55%	4.3	30%	4.2	21%
	B8308	001	Debt Markets	MBA	Sundaresan, Suresh	41	59%	4.6	60%	4.7	60%
	B8318	001	Investment Banking Tax Factor	MBA	Willens, Robert	66	33%	4.3	30%	4.4	35%
	B8325	001	Mergers & Acquisitions	MBA	Hitscherich, Donna	32	38%	4.4	40%	4.4	35%
	B8325	002	Mergers & Acquisitions	MBA	Hitscherich, Donna	61	59%	4.2	24%	4.4	35%
	B8328	001	From Feast to Famine & Back Again: th	MBA	Carr, Ellen	61	77%	4.7	70%	4.7	60%
	B8329	001	Credit Markets & Leverage Buy	MBA	Cannella, Margaret	58	34%	4.6	60%	4.6	50%
	B8331	001	Real Estate Finance	MBA	Piskorski, Tomasz	59	71%	4.6	60%	4.8	68%
	B8331	002	Real Estate Finance	MBA	Piskorski, Tomasz	66	68%	4.7	70%	4.8	68%
	B8336	001	Real Estate Portfolio Management	MBA	Giliberto, Michael	15	80%	4.0	16%	4.2	21%
	B8337	001	Global Real Estate Investment	MBA	Douglas, Camille	36	50%	4.7	70%	4.6	50%
	B8338	001A	Real Estate Development	MBA	Hamlin, Abby	47	45%	2.8	1%	2.2	0%
	B8338	001B	Real Estate Development	MBA	Rowden, Wendy	47	45%	2.8	1%	3.3	4%
	B8339	001	Real Estate Mergers & Acquisitions and	MBA	Haggerty, John &, Menna, Gil	14	7%	3.0	2%	4.0	13%
	B8340	001	Advanced Seminar in Real Esta	MBA	Sagalyn, Lynne	37	22%	4.7	70%	4.4	35%
	B8348	001	Emerging Financial Markets	MBA	Calomiris, Charles	16	50%	4.4	40%	4.5	42%
	B8348	002	Emerging Financial Markets	MBA	Calomiris, Charles	37	46%	4.1	19%	3.8	9%
	B8352	001	Financing Energy Markets	MBA	Klimley, Brooks	42	55%	3.5	7%	3.5	6%
	B8354	001	Markets for the Poor	MBA	Sundaresan, Suresh	46	61%	4.4	40%	4.4	35%
	B8355	001	Impact Investing Seminar	MBA	Usher, Bruce	69	80%	4.7	70%	4.9	82%

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	B8362	001	Project Finance	MBA	Dewing, Robert	34	38%	3.7	8%	3.7	8%
	B8363	001	Carbon Finance	MBA	Usher, Bruce	69	86%	4.8	84%	4.9	82%
	B8368	001	Security Analysis	MBA	Mauboussin, Michael	61	72%	4.8	84%	4.9	82%
	B8368	002	Security Analysis	MBA	Brown, Ryan &, McDonald, Ian	58	71%	3.6	7%	3.6	8%
	B8368	003	Security Analysis	MBA	Rabinowich, Eli	42	81%	4.5	49%	4.7	60%
	B8369	001	Applied Security Analysis I	MBA	Bhatia, Naveen	102	59%	4.1	19%	4.2	21%
	B8370	001	Applied Security Analysis II	MBA	Bhatia, Naveen	5	40%	5.0	96%	5.0	94%
	B8373	001	Applied Value Investing	MBA	Horn, David	9	100%	4.8	84%	4.7	60%
	B8373	002	Applied Value Investing	MBA	Salinas, Jonathan	11	27%	3.3	4%	3.3	4%
	B8376	001	Distressed Value Investing	MBA	Krueger, Daniel	47	40%	4.4	40%	4.3	29%
	B8376	002	Distressed Value Investing	MBA	Gatto, Michael	30	70%	5.0	96%	4.9	82%
	B8377	001	Value Investing	MBA	Greenwald, Bruce, Santos, Tano &, Eveillard, Jean-Marie	133	35%	3.9	13%	4.2	21%
	B8378	001	Value Investing with Legends	MBA	Greenwald, Bruce, Eveillard, Jean-Marie &, Santos, Tano	107	36%	4.2	24%	4.1	17%
	B8380	001	Advanced Investment Research	MBA	Ghazi, Kian	9	56%	5.0	96%	4.8	68%
	B8380	002	Advanced Investment Research	MBA	Shubin Stein, Ken	10	70%	5.0	96%	5.0	94%
	B8380	003	Advanced Investment Research	MBA	Lawrence, Peter &, Strauss Einhorn, Cheryl	9	44%	4.5	49%	4.5	42%
	B8384	001	Equity Derivatives	MBA	Zurack, Mark	36	75%	4.8	84%	4.9	82%
	B8396	001	Institutional Investing: Alternative Asset	MBA	Mergenthaler, Karl &, Weinberg, Michael	53	75%	4.1	19%	4.3	29%
	B8423	001	Investor Influence on Corporate Sustair	MBA	Wilson, John	27	30%	3.9	13%	4.1	17%
	B8426	001	Real Estate Entrepreneurship	MBA	Azrack, Joseph	33	39%	4.5	49%	4.6	50%
	B8429	001	Digital Investing	MBA	Knee, Jonathan &, Phillips, Jeremy	71	58%	4.0	16%	3.9	11%
	B8439	001	Seed Stage Investing	MBA	Lee, Angela	48	81%	4.8	84%	5.0	94%
	B8441	001	Strategic International Commercial Trar	MBA	Vecchio, Mark	13	92%	4.5	49%	4.8	68%
	B8442	001	NYC Immersion Seminar: Activist Inves	MBA	Jiang, Wei	29	45%	4.6	60%	4.7	60%
	B8767	001	Investing in Social Ventures	MBA	Usher, Bruce	27	59%	4.6	60%	4.9	82%
	B9304	001	(PhD) Models & Methods of Continuous PhD	PhD	Wang, Neng	12	100%	4.6	60%	4.5	42%
	B9320	001	(PhD) Empirical Asset Pricing II	PhD	Lochstoer, Lars	17	29%	5.0	96%	5.0	94%
	B9325	001	(PhD) Financial Econometrics: Time sei	PhD	Hodrick, Robert	23	39%	4.3	30%	4.3	29%
	B9326	001	(PhD) Financial Econometrics: Panel D;	PhD	Jiang, Wei	26	42%	4.8	84%	4.8	68%

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	B9330	001	(PhD) Microstructure Theory	PhD	Glosten, Lawrence	21	48%	4.7	70%	4.6	50%
	B9331	001	(PhD) Empirical Asset Pricing I	PhD	Lochstoer, Lars	24	38%	4.8	84%	4.8	68%
	B9332	001	(PhD) Corporate Theory	PhD	Bolton, Patrick	22	41%	4.9	93%	4.9	82%
Management	B7510	001	Managerial Negotiations	EMBA	Chen, Fangruo	37	81%	4.6	60%	4.6	50%
	B7510	002	Managerial Negotiations	EMBA	Sasaki, Stacey	15	73%	4.7	70%	4.4	35%
	B7510	300	Managerial Negotiations	EMBA	Weber, Elke	49	65%	4.4	40%	4.4	35%
	B7518	001	Introduction to Venturing	EMBA	Low, Murray	18	33%	4.3	30%	4.8	68%
	B7531	001	Power & Influence	EMBA	Abrahamson, Eric	20	75%	4.2	24%	4.1	17%
	B7531	100	Power & Influence	EMBA	Abrahamson, Eric	64	75%	4.8	84%	4.8	68%
	B7538	001	Leader's Voice: Communication Skills for	EMBA	Golde, Jeffrey	28	54%	4.8	84%	4.9	82%
	B7553	001	Managerial Decision Making	EMBA	Brockner, Joel	32	66%	4.3	30%	4.4	35%
	B8507	001	Organizational Change	MBA	Jick, Todd	68	71%	4.3	30%	4.5	42%
	B8507	002	Organizational Change	MBA	Jick, Todd	69	65%	4.8	84%	4.8	68%
	B8507	003	Organizational Change	MBA	Jick, Todd	65	77%	4.7	70%	4.9	82%
	B8507	004	Organizational Change	MBA	Jick, Todd	66	82%	4.7	70%	4.9	82%
	B8510	001	Managerial Negotiations	MBA	Zhang, Ting	35	80%	4.8	84%	4.9	82%
	B8510	002	Managerial Negotiations	MBA	Zhang, Ting	39	74%	4.6	60%	4.9	82%
	B8510	003	Managerial Negotiations	MBA	Slepian, Michael	35	80%	4.4	40%	4.4	35%
	B8510	004	Managerial Negotiations	MBA	Slepian, Michael	33	70%	4.4	40%	4.3	29%
	B8510	005	Managerial Negotiations	MBA	Jacoby-Senghor, Drew	35	77%	4.5	49%	4.4	35%
	B8510	006	Managerial Negotiations	MBA	Sondak, Harris	29	69%	4.7	70%	4.6	50%
	B8510	007	Managerial Negotiations	MBA	Sondak, Harris	28	79%	4.6	60%	4.6	50%
	B8510	008	Managerial Negotiations	MBA	Purdie-Vaughns, Valerie	43	84%	4.7	70%	4.6	50%
	B8512	001	Advanced Organizational Change	MBA	Jick, Todd	50	96%	4.6	60%	4.9	82%
	B8513	001	Personal Leadership & Success	MBA	Wadhwa, Hitendra	94	34%	4.8	84%	4.9	82%
	B8513	002	Personal Leadership & Success	MBA	Wadhwa, Hitendra	46	35%	4.6	60%	4.5	42%
	B8514	001	Napoleon's Glance	MBA	Duggan, William	50	70%	4.2	24%	4.3	29%
	B8514	002	Napoleon's Glance	MBA	Duggan, William	50	62%	4.5	49%	4.5	42%
	B8515	001	Top Management Process	MBA	Salzberg, Barry	70	89%	4.6	60%	4.9	82%
	B8518	001	Introduction to Venturing	MBA	Busquet, Anne &, Phillips, Damon	67	76%	4.0	16%	4.0	13%
	B8519	001	Launch Your Startup	MBA	William O'Farrell &, Jack McGourty	34	59%	4.7	70%	4.8	68%
	B8519	002	Launch Your Startup	MBA	Davis, Owen	22	77%	4.5	49%	4.5	42%
	B8521	001	Lean LaunchPad	MBA	Blank, Steven	86	58%	4.6	60%	4.6	50%
	B8526	001	Launching Social Ventures	MBA	Gonen, Ron	45	82%	4.0	16%	4.2	21%
	B8527	001	Social Venture Incubator	MBA	Gonen, Ron	11	9%	3.0	2%	4.0	13%

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	B8528	001	Family Enterprise and Wealth	MBA	Angus, Patricia	27	74%	4.3	30%	4.2	21%
	B8531	001	Power & Influence	MBA	Abraham, Mabel	40	78%	4.5	49%	4.7	60%
	B8534	001	Corporate Strategy	MBA	Rawley, Evan	41	78%	4.2	24%	4.4	35%
	B8536	001	Strategy & Competition in Pharmaceutic	MBA	Cramer, Clifford &, Essner, Robert	69	43%	4.7	70%	4.8	68%
	B8538	001	Leader's Voice: Communication Skills for	MBA	Aspel, Bradley	34	88%	4.5	49%	4.6	50%
	B8538	002	Leader's Voice: Communication Skills for	MBA	Aspel, Bradley	35	71%	4.7	70%	4.6	50%
	B8538	003	Leader's Voice: Communication Skills for	MBA	Kulhan, Robert	34	50%	3.0	2%	2.7	2%
	B8538	004	Leader's Voice: Communication Skills for	MBA	Golde, Jeffrey	32	78%	4.7	70%	4.7	60%
	B8538	005	Leader's Voice: Communication Skills for	MBA	Hoepfner, Michael	35	34%	4.6	60%	4.7	60%
	B8538	006	Leader's Voice: Communication Skills for	MBA	Hoepfner, Michael	36	39%	4.6	60%	4.7	60%
	B8541	001	Leadership Through Fiction	MBA	Craven, Bruce	51	71%	4.4	40%	4.8	68%
	B8544	001	Nonprofit Sector & the City	MBA	Bauer, Douglas	34	79%	4.5	49%	4.7	60%
	B8545	001	High Performing Nonprofits	MBA	Houston, Amy	45	62%	4.5	49%	4.6	50%
	B8558	001	Education Leadership	MBA	Breslin, Tracy	26	69%	5.0	96%	5.0	94%
	B8561	001	Entrepreneurial Law for Start	MBA	Haber, David	58	21%	4.7	70%	4.5	42%
	B8566	001	NYC Immersion Seminar: Entrepreneur	MBA	Ponzo, Vincent	23	74%	4.8	84%	4.9	82%
	B8567	001	NYC Immersion Seminar: The Manager	MBA	Salzberg, Barry	34	85%	4.7	70%	5.0	94%
	B8570	001	Technology Strategy	MBA	Kim, Jerry	69	43%	4.6	60%	4.7	60%
	B8570	002	Technology Strategy	MBA	Kim, Jerry	68	51%	4.6	60%	4.9	82%
	B8572	001	NYC Immersion Seminar: Leadership	MBA	Galinsky, Adam	24	83%	4.3	30%	4.0	13%
	B8573	001	Global Philanthropy	MBA	Berman, Melissa	44	59%	3.4	6%	4.0	13%
	B8574	001	Entrepreneurship Through Acquisition: I	MBA	Bovard, Timothy	42	24%	4.6	60%	4.8	68%
	B8598	099	Entrepreneurial Greenhouse (M	MBA	Burns, Brendan &, Lerner, David	13	8%	5.0	96%	5.0	94%
	B9508	001	(PhD) Research Methods	PhD	Galinsky, Adam &, Rawley, Evan	7	57%	4.5	49%	4.8	68%
	B9514	001	(PHD) Strategy	PhD	Kogut, Bruce	7	57%	4.5	49%	4.5	42%
Marketing	B7613	001	Entrepreneurial Selling	EMBA	Krawitz, Jeffrey	6	17%	4.0	16%	4.0	13%
	B7620	100	Developing & Executing The Market Str	EMBA	Capon, Noel	30	73%	4.6	60%	4.6	50%
	B7626	001	Sales Management	EMBA	Krawitz, Jeffrey	9	33%	4.7	70%	4.3	29%
	B7640	001	Digital Marketing: Strategy & Tactics	EMBA	Kagan, Jeremy	24	50%	4.8	84%	4.8	68%
	B7664	100	Marketing for Organic Revenue	EMBA	Lehmann, Donald	22	50%	4.7	70%	4.6	50%
	B7666	001	Media Platforms & Content: A Foundati	EMBA	Sarvary, Miklos	14	43%	4.7	70%	4.8	68%
	B7677	001	High Tech Entrepreneurship	EMBA	Kivetz, Ran	29	76%	4.6	60%	4.6	50%
	B7681	001	Brand Management in a Digital Age	EMBA	Hafen, Tom	28	57%	4.7	70%	4.9	82%
	B8568	001	NYC Immersion Seminar: Branding in th	MBA	Schmitt, Bernd	25	60%	4.4	40%	4.3	29%

Division	Course	Sec.	Course Title	Prog.	Instructor	Enr.	Resp.	BIE ¹		Avg.	Pct.
								Course	Instr.		
								Avg.	Pct.	Avg.	Pct.
	B8607	001	Strategic Consumer Insights	MBA	Pham, Michel	39	82%	4.2	24%	4.3	29%
	B8608	001	New Product Development	MBA	Kohli, Rajeev	45	38%	3.9	13%	3.9	11%
	B8609	001	Marketing of Financial Services	MBA	Seshadri, Raj	27	78%	4.3	30%	4.5	42%
	B8613	001	Entrepreneurial Selling	MBA	Baron, Eric	63	27%	4.2	24%	4.2	21%
	B8615	001	Media Marketing & Entrepreneurship	MBA	Devarajan, Sharad	60	77%	4.8	84%	4.9	82%
	B8617	001	Marketing Research & Analytics	MBA	Jedidi, Kamel & Sambandam, Rajan	50	42%	4.1	19%	4.0	13%
	B8618	001	Integrated Marketing Strategy	MBA	Sherman, Len	44	73%	4.1	19%	4.2	21%
	B8619	001	Behavioral Economics & Decision Making	MBA	Webb, Elizabeth	69	58%	3.9	13%	4.2	21%
	B8619	002	Behavioral Economics & Decision Making	MBA	Webb, Elizabeth	71	48%	4.1	19%	4.2	21%
	B8621	001	Managing Brands, Identity & Experience	MBA	Schmitt, Bernd	52	67%	3.7	8%	3.8	9%
	B8624	001	Driving Strategic Impact: Mastering the	MBA	Viola, Marco	56	57%	4.4	40%	4.8	68%
	B8625	001	Defining & Developing Winning Strategies	MBA	Martinez, Alonso	29	38%	4.4	40%	4.4	35%
	B8626	001	Sales Management	MBA	Krawitz, Jeffrey	21	38%	3.3	4%	3.1	3%
	B8629	001	Entertainment Marketing & The Crafting	MBA	Moses, Jarrod	64	34%	4.5	49%	4.6	50%
	B8638	001	Business Marketing & Innovation: Start-	MBA	Liguori, Stephen	28	39%	3.3	4%	3.5	6%
	B8647	001	Just Capitalism & Cause Drive	MBA	Devarajan, Sharad & Chopra, Deepak	64	81%	4.4	40%	4.7	60%
	B8648	001	Marketing of an American President	MBA	Schapps, Ellen	30	37%	3.8	9%	3.4	5%
	B8649	001	Pricing Strategies	MBA	Ansari, Asim	47	40%	3.3	4%	3.2	4%
	B8649	002	Pricing Strategies	MBA	Ansari, Asim	27	52%	3.8	9%	3.8	9%
	B8653	001	Retailing Leadership	MBA	Cohen, Mark	67	69%	3.6	7%	3.7	8%
	B8655	001	The Luxury Approach	MBA	Maisonrouge, Ketty	23	52%	4.8	84%	4.9	82%
	B8658	001	Catching Growth Waves in Emerging M	MBA	Kohli, Rajeev &, Martinez, Alonso	61	61%	4.4	40%	4.5	42%
	B8666	001	Media Platforms & Content: A Foundati	MBA	Sarvary, Miklos	60	65%	4.2	24%	4.4	35%
	B8668	001	Driving Strategic Impact: Mastering the	MBA	Wadhwa, Hitendra	56	54%	3.9	13%	4.1	17%
	B8670	001	NYC Immersion Seminar: Luxury Brand	MBA	Wilcox, Keith	30	30%	4.4	40%	4.6	50%
	B8671	001	Internet Wars: Half-Course Edition	MBA	Grusd, Jared	105	41%	4.0	16%	4.2	21%
	B8673	001	Brand-Building in a Digital Age	MBA	Partalo, Sanja	63	43%	4.0	16%	4.0	13%
	B8674	001	Brand Management & Digital Marketing	MBA	Hafen, Tom	53	45%	4.3	30%	4.5	42%
	B8679	001	Digital Marketing	MBA	Jerath, Kinshuk	43	77%	4.5	49%	4.4	35%
	B8680	001	Sports Marketing	MBA	Son, Grant	39	54%	2.4	0%	2.6	1%
	B8682	001	Research to Revenue	MBA	Sia, Samuel &, Toubia, Olivier	18	67%	3.9	13%	4.1	17%
	B8683	060	Marketing Models	MS	Netzer, Oded	13	54%	4.9	93%	4.9	82%
	B9613	001	(PhD) Mathematical Models in Marketin	PhD	Kohli, Rajeev	6	50%	4.7	70%	5.0	94%

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								Course	Instr.		
								Avg.	Pct.	Avg.	Pct.
	B9615	001	(PhD) Empirical Models I	PhD	Netzer, Oded	4	50%	5.0	96%	5.0	94%
BUSI	B7768	001	Innovative Business Models in Global H EMBA		Lorraine Marchand &, Michael Lovdal	23	48%	4.2	24%	4.1	17%
	B8353	001	The European Financial Crisis	MBA	Mandis, Steven	48	29%	4.5	49%	4.5	42%
	B8707	001	Global Immersion: Doing Business in N	MBA	Jedidi, Kamel	27	52%	4.1	19%	4.6	50%
	B8714	001	Global Immersion: The Brazilian Growth	MBA	Singh, Medini	30	47%	4.3	30%	4.4	35%
	B8719	001	Global Immersion: Exploring the Busine	MBA	Meier, Stephan	39	69%	4.7	70%	4.8	68%
	B8719	002	Global Immersion: Is Cuba the Next Tra	MBA	Kogut, Bruce	40	35%	3.8	9%	3.8	9%
	B8723	001	Global Immersion: Leadership	MBA	Morris, Michael	30	50%	4.7	70%	4.0	13%
	B8725	001	Global Immersion: Economic Growth in	MBA	Yared, Pierre	30	80%	4.5	49%	4.7	60%
	B8726	001	Global Immersion: Leading from the Ins	MBA	Wadhwa, Hitendra	36	42%	4.3	30%	4.0	13%
	B8744	001	The Psychology & Economics of Consu	MBA	Johnson, Eric &, Zeldes, Stephen	97	68%	4.6	60%	4.8	68%
	B8745	001	Forecasting for Drug Development Stra	MBA	Dec, Ellyne	22	55%	4.5	49%	4.2	21%
	B8752	001	Venture Capital Seminar	MBA	Ellman, Stuart &, Porteus, William	40	80%	4.7	70%	4.8	68%
	B8762	001	Modern Political Economy	MBA	Horton, Raymond	67	69%	4.8	84%	4.9	82%
	W3021	001	Marketing Management	Columb ia College	Bellezza, Silvia	64	44%	4.6	60%	4.9	82%