

| Division    | Course       | Sec. | Course Title  | Prog. | Instructor               | Enr. | Resp. | Course |      | Instr. |      |
|-------------|--------------|------|---|-------|--------------------------|------|-------|--------|------|--------|------|
|             |              |      |   |       |                          |      |       | BIE    | Pct. | BIE    | Pct. |
| <b>ACCT</b> | <b>B7009</b> | 001  | Financial Statement Analysis and Valuation                        | EMBA  | Radhakrishna, Radha      | 38   | 87%   | 4.4    |      | 4.4    |      |
|             | B7010        | 001  | Fundamental Analysis for Investors, Managers and Entrepreneurs    | EMBA  | Rajgopal, Shivaram       | 24   | 79%   | 4.8    |      | 4.8    |      |
|             | B8008        | 001  | Earnings Quality & Fundamental Analysis                           | MBA   | Nissim, Doron            | 65   | 68%   | 4.3    |      | 4.2    |      |
|             | B8008        | 002  | Earnings Quality & Fundamental Analysis                           | MBA   | Nissim, Doron            | 65   | 57%   | 4.5    |      | 4.7    |      |
|             | B8010        | 001  | Fundamental Analysis for Investors, Managers and Entrepreneurs    | MBA   | Rajgopal, Shivaram       | 46   | 87%   | 4.5    |      | 4.5    |      |
|             | B8025        | 001  | Mergers & Acquisitions Accounting, a Practitioner's Perspective   | MBA   | Ohl, Andreas             | 40   | 68%   | 3.9    |      | 3.9    |      |
|             | B8026        | 001  | Applied Fundamental Analysis with Alternative Data                | MBA   | Dell Orfano, Matthew     | 33   | 94%   | 4.3    |      | 4.5    |      |
|             | B8027        | 001  | Challenges in Measurement & Disclosure of Environmental, Social a | MBA   | Bourveau, Thomas         | 55   | 80%   | 4.3    |      | 4.5    |      |
|             | B8028        | 001  | Measuring and Managing Climate Risk                               | MBA   | Rajgopal, Shivaram       | 37   | 89%   | 4.3    |      | 4.5    |      |
|             | B9010        | 001  | Valuation and Financial Statement Analysis                        | MSPHD | Nissim, Doron            | 43   | 72%   | 4.6    |      | 4.7    |      |
|             | B9015        | 001  | Accounting for Financial Institutions                             | MSPHD | Kim, Sehwa               | 5    | 60%   | 5.0    |      | 5.0    |      |
| <b>BUEC</b> | B7216        | 001  | Economics of Strategic Behavior                                   | EMBA  | Perego, Jacopo           | 49   | 92%   | 4.2    |      | 4.0    |      |
|             | B7216        | 002  | Economics of Strategic Behavior                                   | EMBA  | Perego, Jacopo           | 37   | 86%   | 4.0    |      | 3.9    |      |
|             | B7251        | 100  | GEEII: Financial Markets, Monetary Policy and the Global Economy  | EMBA  | Mishkin, Frederic        | 26   | 85%   | 4.7    |      | 4.7    |      |
|             | B8201        | 001  | Climate Change and the Energy Transition                          | MBA   | Heal, Geoffrey           | 67   | 72%   | 4.4    |      | 4.2    |      |
|             | B8210        | 001  | Regulatory and Legal Matters on Blockchain, Cryptocurrencies and  | MBA   | Redel, Donna             | 23   | 65%   | 4.8    |      | 4.9    |      |
|             | B8216        | 001  | Economics of Strategic Behavior                                   | MBA   | Dessein, Wouter          | 63   | 83%   | 4.0    |      | 4.3    |      |
|             | B8216        | 002  | Economics of Strategic Behavior                                   | MBA   | Dessein, Wouter          | 70   | 80%   | 3.9    |      | 4.1    |      |
|             | B8216        | 003  | Economics of Strategic Behavior                                   | MBA   | Garicano Gabilondo, Luis | 32   | 88%   | 4.6    |      | 4.7    |      |
|             | B8250        | 001  | Global Economic Environment II: Macroeconomic Policy              | MBA   | Wei, Shang-Jin           | 30   | 80%   | 4.2    |      | 4.2    |      |
|             | B8250        | 002  | Global Economic Environment II: Macroeconomic Policy              | MBA   | Wei, Shang-Jin           | 44   | 75%   | 4.3    |      | 4.2    |      |
|             | B8315        | 001  | Game Theory and Business  | MBA   | Prat, Andrea             | 53   | 91%   | 3.8    |      | 4.0    |      |
|             | B8365        | 001  | Navigating China  | MBA   | Wei, Shang-Jin           | 31   | 81%   | 4.1    |      | 4.1    |      |
|             | B8467        | 001  | The Economics and Politics of Digital Disruption                  | MBA   | Tusk, Bradley            | 35   | 91%   | 4.6    |      | 4.8    |      |
|             | B9206        | 001  | Economic Analysis   | MSPHD | Heal, Geoffrey           | 29   | 66%   | 4.6    |      | 4.7    |      |
|             | B9208        | 001  | Economic Analysis II  | MSPHD | Heal, Geoffrey           | 25   | 88%   | 4.5    |      | 4.5    |      |
| <b>BUSI</b> | B7755        | 100  | Business Law  | EMBA  | Hitscherich, Donna       | 37   | 81%   | 4.8    |      | 4.9    |      |
|             | B7758        | 100  | International Seminar: Munich                                     | EMBA  | Schmitt, Bernd           | 18   | 72%   | 4.8    |      | 4.9    |      |
|             | B7762        | 100  | International Seminar: Morocco                                    | EMBA  | Jedidi, Kamel            | 38   | 89%   | 3.9    |      | 4.3    |      |
|             | B7770        | 100  | International Seminar: Tel Aviv                                   | EMBA  | Huberman, Gur            | 104  | 79%   | 4.1    |      | 3.8    |      |
|             | B7775        | 100  | International Seminar: Argentina                                  | EMBA  | Singer, Carlos           | 48   | 92%   | 4.8    |      | 4.9    |      |
|             | B8779        | 001  | Global Immersion: Africa's Consumer Market - The Case of Ghana    | MBA   | Meier, Stephan           | 35   | 83%   | 4.7    |      | 4.4    |      |
|             | B8780        | 001  | Global Immersion: Business and Entrepreneurship in Egypt          | MBA   | Viola, Marco             | 30   | 57%   | 4.6    |      | 4.9    |      |
| <b>DROM</b> | B7101        | 001  | Business Analytics II   | EMBA  | Guetta, Charles          | 45   | 96%   | 4.7    |      | 4.9    |      |
|             | B7107        | 001  | Service Operations Management                                     | EMBA  | Singh, Medini            | 42   | 81%   | 4.3    |      | 4.7    |      |
|             | B7107        | 002  | Service Operations Management                                     | EMBA  | Singh, Medini            | 25   | 92%   | 4.5    |      | 4.7    |      |
|             | B8100        | 001  | Healthcare MGMT Design & STRAT                                    | MBA   | Chan, Carri              | 52   | 90%   | 4.0    |      | 4.5    |      |
|             | B8100        | 001a | Healthcare MGMT Design & STRAT                                    | MBA   | Sewell, Taylor           | 52   | 90%   | 4.0    |      | 4.3    |      |
|             | B8100        | 001b | Healthcare MGMT Design & STRAT                                    | MBA   | Tollman, Peter           | 52   | 90%   | 4.0    |      | 4.5    |      |
|             | B8101        | 001  | Business Analytics II   | MBA   | Guetta, Charles          | 71   | 89%   | 4.7    |      | 4.9    |      |
|             | B8101        | 002  | Business Analytics II   | MBA   | Guetta, Charles          | 73   | 86%   | 4.7    |      | 4.8    |      |
|             | B8104        | 001  | Technology Breakthroughs  | MBA   | Maglaras, Costis         | 49   | 84%   | 4.3    |      | 4.4    |      |
|             | B8107        | 001  | Service Operations Management                                     | MBA   | Singh, Medini            | 62   | 87%   | 4.5    |      | 4.8    |      |
|             | B8107        | 002  | Service Operations Management                                     | MBA   | Singh, Medini            | 65   | 89%   | 4.4    |      | 4.6    |      |
|             | B8107        | 060  | MS&E Service Operations Management                                | MSPHD | Singh, Medini            | 27   | 85%   | 4.5    |      | 4.6    |      |
|             | B8107        | 061  | MS&E Service Operations Management                                | MSPHD | Singh, Medini            | 50   | 74%   | 4.6    |      | 4.8    |      |
|             | B8110        | 060  | MS&E Game-Theoretic Business Strategy                             | MSPHD | Stuart, Harborne         | 55   | 62%   | 4.4    |      | 4.5    |      |
|             | B8114        | 001  | Applied Regression Analysis                                       | MBA   | Glasserman, Paul         | 68   | 76%   | 4.6    |      | 4.9    |      |
|             | B8114        | 060  | MS&E Applied Regression Analysis                                  | MSPHD | Juran, David             | 32   | 53%   | 4.4    |      | 4.8    |      |
|             | B8118        | 001  | Transforming the Delivery of Healthcare Services                  | MBA   | Rowe, John               | 38   | 82%   | 4.0    |      | 4.6    |      |
|             | B8118        | 001a | Transforming the Delivery of Healthcare Services                  | MBA   | Foster, Catherine        | 38   | 82%   | 4.0    |      | 4.5    |      |
|             | B8123        | 060  | MS&E Demand Analytics   | MSPHD | Federgruen, Awi          | 8    | 100%  | 3.9    |      | 3.2    |      |
|             | B8125        | 001  | Digital Literacy for Decision Makers                              | MBA   | Castiglione, Christopher | 67   | 87%   | 3.3    |      | 3.5    |      |
|             | B8131        | 001  | Sports Analytics  | MBA   | Broadie, Mark            | 63   | 76%   | 4.1    |      | 4.4    |      |
|             | B8131        | 060  | Sports Analytics  | MSPHD | Broadie, Mark            | 44   | 80%   | 4.6    |      | 4.8    |      |
|             | B8132        | 001  | Investing in Digital Health Startups                              | MBA   | Tecco, Halle             | 46   | 87%   | 4.8    |      | 4.9    |      |
|             | B8144        | 001  | Introduction to Programming in R                                  | MBA   | Lander, Jared            | 52   | 67%   | 4.3    |      | 4.5    |      |
|             | B8146        | 001  | Analytics in Action   | MBA   | Guetta, Charles          | 40   | 95%   | 4.4    |      | 4.9    |      |

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|             |        |      |   |       |                    |      |       | BIE    | Pct. | BIE    | Pct. |
|             | B8146  | 001a | Analytics in Action                                   | MBA   | Martin, Brett      | 40   | 95%   | 4.4    |      | 4.7    |      |
|             | B8154  | 001  | Python for MBAs                                       | MBA   | Griffel, Mattan    | 41   | 85%   | 4.6    |      | 4.7    |      |
|             | B8154  | 002  | Python for MBAs                                       | MBA   | Prestinario, Jason | 38   | 84%   | 4.6    |      | 4.4    |      |
|             | B8510  | 060  | MS&E Managerial Negotiations                          | MSPHD | Stuart, Harborne   | 40   | 63%   | 4.6    |      | 4.7    |      |
|             | B8816  | 060  | MS&E Quantitative Pricing & Revenue Analytics         | MSPHD | Ke, Wei            | 46   | 57%   | 4.1    |      | 4.1    |      |
|             | B8823  | 001  | The U.S. Healthcare System: Structure and Strategies  | MBA   | Chan, Carri        | 66   | 92%   | 4.7    |      | 4.8    |      |
|             | B9106  | 001  | Applied Multivariate Statistics                       | MSPHD | Jedidi, Kamel      | 32   | 97%   | 4.0    |      | 4.3    |      |
|             | B9118  | 001  | Foundations of Optimization                           | MSPHD | Balseiro, Santiago | 14   | 71%   | 4.9    |      | 4.9    |      |
|             | B9122  | 001  | Computing For Business Research FA2022                | MSPHD | Krstovski, Kriste  | 74   | 85%   | 4.1    |      | 4.2    |      |
| <b>FINC</b> | B7309  | 001  | Derivatives   | EMBA  | Zurack, Mark       | 22   | 86%   | 4.8    |      | 4.8    |      |
|             | B7323  | 001  | Asset Management                                      | EMBA  | Bekaert, Geert     | 18   | 61%   | 4.4    |      | 4.0    |      |
|             | B7327  | 001  | Corporate Finance, Restructurings & LBOs              | EMBA  | Grad, Michael      | 71   | 75%   | 4.4    |      | 4.3    |      |
|             | B7368  | 100  | Security Analysis                                     | EMBA  | Luh, Keith         | 11   | 91%   | 4.8    |      | 4.8    |      |
|             | B7372  | 001  | Seminar in Value Investing                            | EMBA  | Johnson, Paul      | 75   | 91%   | 4.5    |      | 4.6    |      |
|             | B7372  | 002  | Seminar in Value Investing                            | EMBA  | Johnson, Paul      | 49   | 78%   | 4.6    |      | 4.6    |      |
|             | B7389  | 001  | Hedge Funds   | EMBA  | Savoldelli, Fabio  | 23   | 83%   | 4.7    |      | 4.7    |      |
|             | B7439  | 001  | Foundations of VC                                     | EMBA  | Han, Juliette      | 48   | 77%   | 4.4    |      | 4.6    |      |
|             | B7462  | 001  | An Introduction to Blockchain and Cryptocurrencies    | EMBA  | Huberman, Gur      | 30   | 77%   | 4.9    |      | 4.2    |      |
|             | B7462  | 001a | An Introduction to Blockchain and Cryptocurrencies    | EMBA  | Malekan, Omid      | 30   | 77%   | 4.9    |      | 4.7    |      |
|             | B8306  | 001  | Capital Markets & Investments                         | MBA   | Daniel, Kent       | 36   | 67%   | 4.7    |      | 4.8    |      |
|             | B8306  | 002  | Capital Markets & Investments                         | MBA   | Daniel, Kent       | 42   | 74%   | 4.9    |      | 4.9    |      |
|             | B8306  | 003  | Capital Markets & Investments                         | MBA   | Daniel, Kent       | 40   | 63%   | 4.7    |      | 4.8    |      |
|             | B8306  | 004  | Capital Markets & Investments                         | MBA   | Johannes, Michael  | 41   | 71%   | 4.7    |      | 4.7    |      |
|             | B8323  | 001  | Asset Management                                      | MBA   | Bekaert, Geert     | 62   | 89%   | 4.4    |      | 4.5    |      |
|             | B8325  | 001  | Mergers & Acquisitions                                | MBA   | Hitscherich, Donna | 47   | 89%   | 3.9    |      | 3.8    |      |
|             | B8325  | 002  | Mergers & Acquisitions                                | MBA   | Hitscherich, Donna | 48   | 88%   | 4.1    |      | 4.0    |      |
|             | B8331  | 001  | Real Estate Finance                                   | MBA   | Piskorski, Tomasz  | 62   | 85%   | 4.7    |      | 4.7    |      |
|             | B8331  | 002  | Real Estate Finance                                   | MBA   | Piskorski, Tomasz  | 72   | 94%   | 4.6    |      | 4.8    |      |
|             | B8332  | 001  | Real Estate Transactions                              | MBA   | Holdridge, Karen   | 45   | 82%   | 3.9    |      | 4.0    |      |
|             | B8332  | 001a | Real Estate Transactions                              | MBA   | Powell, Rivers     | 45   | 82%   | 3.9    |      | 3.9    |      |
|             | B8332  | D01  | Real Estate Transactions                              | MBA   | Holdridge, Karen   | 5    | 60%   | 4.0    |      | 3.7    |      |
|             | B8341  | 001  | PropTech and Real Estate Disruption                   | MBA   | Piskorski, Tomasz  | 49   | 80%   | 4.1    |      | 4.7    |      |
|             | B8341  | D01  | PropTech and Real Estate Disruption                   | MBA   | Piskorski, Tomasz  | 2    | 100%  | 4.5    |      | 5.0    |      |
|             | B8363  | 001  | Climate Finance                                       | MBA   | Usher, Bruce       | 74   | 96%   | 4.9    |      | 4.9    |      |
|             | B8368  | 001  | Security Analysis                                     | MBA   | Begg, Christopher  | 63   | 81%   | 3.7    |      | 3.8    |      |
|             | B8373  | 001  | Applied Value Investing                               | MBA   | Oro-Hahn, Kevin    | 10   | 80%   | 4.9    |      | 5.0    |      |
|             | B8373  | 002  | Applied Value Investing                               | MBA   | Cooper, Mark       | 10   | 90%   | 4.9    |      | 4.9    |      |
|             | B8373  | 003  | Applied Value Investing                               | MBA   | Quinn, T. Charlie  | 10   | 100%  | 4.8    |      | 4.6    |      |
|             | B8373  | 004  | Applied Value Investing                               | MBA   | Hendrickson, Scott | 10   | 100%  | 4.8    |      | 4.8    |      |
|             | B8373  | 005  | Applied Value Investing                               | MBA   | Duggal, Anuroop    | 10   | 70%   | 4.9    |      | 4.7    |      |
|             | B8373  | 001a | Applied Value Investing                               | MBA   | Renjen, Rishi      | 10   | 80%   | 4.9    |      | 5.0    |      |
|             | B8373  | 002a | Applied Value Investing                               | MBA   | Luft, Jonathon     | 10   | 90%   | 4.9    |      | 4.9    |      |
|             | B8373  | 004a | Applied Value Investing                               | MBA   | Fixler, Matthew    | 10   | 100%  | 4.8    |      | 4.8    |      |
|             | B8373  | 005a | Applied Value Investing                               | MBA   | Slavin, Greg       | 10   | 70%   | 4.9    |      | 4.9    |      |
|             | B8380  | 001  | Advanced Investment Research                          | MBA   | Ghazi, Kian        | 6    | 100%  | 4.8    |      | 4.8    |      |
|             | B8382  | 001  | Mental Models, Investment Frameworks                  | MBA   | Waterhouse, Brian  | 9    | 100%  | 4.9    |      | 5.0    |      |
|             | B8382  | 001a | Mental Models, Investment Frameworks                  | MBA   | Huang, Pei         | 9    | 100%  | 4.9    |      | 5.0    |      |
|             | B8382  | 001b | Mental Models, Investment Frameworks                  | MBA   | Schultz, George    | 9    | 100%  | 4.9    |      | 4.9    |      |
|             | B8401  | 001  | Short Selling   | MBA   | Horn, David        | 25   | 92%   | 4.5    |      | 4.6    |      |
|             | B8401  | 001a | Short Selling   | MBA   | Lester, Jaime      | 25   | 92%   | 4.5    |      | 4.7    |      |
|             | B8429  | 001  | Digital Investing                                     | MBA   | Knee, Jonathan     | 67   | 85%   | 3.9    |      | 4.0    |      |
|             | B8439  | 001  | Foundations of VC                                     | MBA   | Lee, Angela        | 60   | 78%   | 4.8    |      | 4.8    |      |
|             | B8439  | 002  | Foundations of VC                                     | MBA   | Gosher, Hilary     | 51   | 76%   | 4.7    |      | 4.7    |      |
|             | B8439  | 003  | Foundations of VC                                     | MBA   | Davis, Owen        | 49   | 88%   | 4.4    |      | 4.5    |      |
|             | B8441  | 001  | Strategic International Commercial Transactions       | MBA   | Vecchio, Mark      | 14   | 86%   | 4.6    |      | 4.8    |      |
|             | B8444  | 001  | Modern Value  | MBA   | Santos, Tano       | 40   | 100%  | 4.4    |      | 4.5    |      |
|             | B8450  | 001  | The Art of Forecasting: Crystal Ball or Magic 8 Ball? | MBA   | Carr, Ellen        | 55   | 87%   | 4.1    |      | 4.5    |      |
|             | B8453  | 001  | Real Estate Debt Markets                              | MBA   | Lancaster, Brian   | 53   | 91%   | 4.5    |      | 4.8    |      |

|             |        |      |  |       |                           |      |       | Course |      | Instr. |      |
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|             | B8453  | D01  | Real Estate Debt Markets   | MBA   | Lancaster, Brian          | 3    | 100%  | 4.3    |      | 4.3    |      |
|             | B8454  | 001  | Real Estate Equity Securities Analysis                             | MBA   | Smotrich, Ross            | 41   | 78%   | 4.5    |      | 4.6    |      |
|             | B8454  | D01  | Real Estate Equity Securities Analysis                             | MBA   | Smotrich, Ross            | 2    | 100%  | 4.5    |      | 4.5    |      |
|             | B8457  | 001  | Foundations of Private Equity                                      | MBA   | Hitscherich, Donna        | 51   | 94%   | 4.0    |      | 4.0    |      |
|             | B8462  | 001  | An Introduction to Blockchain and Cryptocurrencies                 | MBA   | Huberman, Gur             | 72   | 83%   | 4.2    |      | 3.3    |      |
|             | B8462  | 001a | An Introduction to Blockchain and Cryptocurrencies                 | MBA   | Malekan, Omid             | 72   | 83%   | 4.2    |      | 4.7    |      |
|             | B8463  | 001  | Residential Real Estate: Dirt, Debt, And Derivatives               | MBA   | Lancaster, Brian          | 75   | 81%   | 4.4    |      | 4.5    |      |
|             | B8463  | D01  | Residential Real Estate: Dirt, Debt, And Derivatives               | MBA   | Lancaster, Brian          | 4    | 75%   | 4.3    |      | 3.8    |      |
|             | B8464  | 001  | Finance in the Privately Held Firm                                 | MBA   | Wo, Craig                 | 33   | 94%   | 4.5    |      | 4.7    |      |
|             | B8465  | 001  | Building a VC Investment Thesis                                    | MBA   | Lee, Angela               | 50   | 76%   | 4.7    |      | 4.8    |      |
|             | B8468  | 001  | ESG Equity Investing   | MBA   | Zurack, Mark              | 34   | 62%   | 4.1    |      | 4.1    |      |
|             | B8471  | 001  | Public Pensions and Retirement Security in the U.S.                | MBA   | Hughes, Von               | 32   | 56%   | 4.5    |      | 4.6    |      |
|             | B8472  | 001  | Electronic Trading in Financial Markets                            | MBA   | White, Christopher        | 37   | 57%   | 4.4    |      | 4.7    |      |
|             | B8473  | 001  | The Credit Superhighway  | MBA   | Friedman, Avram           | 40   | 95%   | 4.5    |      | 4.7    |      |
|             | B8474  | 001  | Real Estate Analytics  | MBA   | Van Nieuwerburgh, Stijn   | 11   | 91%   | 4.3    |      | 4.4    |      |
|             | B8528  | 001  | Family Enterprise and Wealth                                       | MBA   | Angus, Patricia           | 49   | 84%   | 4.3    |      | 4.5    |      |
|             | B8746  | 001  | Investing in Medical Technologies                                  | MBA   | Kamen, Efreem             | 63   | 78%   | 4.3    |      | 4.1    |      |
|             | B8767  | 001  | Investing in Social Ventures                                       | MBA   | Usher, Bruce              | 72   | 85%   | 4.6    |      | 4.8    |      |
|             | B8767  | 001a | Investing in Social Ventures                                       | MBA   | Raj, Vikas                | 72   | 85%   | 4.6    |      | 4.8    |      |
|             | B9302  | 001  | Finance Theory I   | MSPHD | Veldkamp, Laura           | 40   | 90%   | 4.5    |      | 4.5    |      |
|             | B9305  | 001  | Finance Pre-Thesis Seminar   | MSPHD | Sundaresan, Mahadevan     | 10   | 50%   | 4.8    |      | 5.0    |      |
|             | B9319  | 001  | Asset Pricing I  | MSPHD | Mamaysky, Harry           | 7    | 100%  | 4.9    |      | 4.9    |      |
|             | B9320  | 001  | Empirical Asset Pricing II   | MSPHD | Van Nieuwerburgh, Stijn   | 14   | 86%   | 4.8    |      | 4.8    |      |
|             | B9323  | 001  | Introduction to Econometrics and Statistical Inference             | MSPHD | Dong, Jing                | 23   | 57%   | 4.0    |      | 4.4    |      |
|             | B9324  | 001  | Econometrics and Statistical Inference II                          | MSPHD | Abrams, Eliot             | 41   | 88%   | 4.4    |      | 4.5    |      |
|             | B9336  | 001  | Introduction to Continuous Time Finance                            | MSPHD | Johannes, Michael         | 14   | 57%   | 4.8    |      | 4.8    |      |
|             | B9337  | 001  | Advanced Derivatives   | MSPHD | Johannes, Michael         | 14   | 100%  | 4.8    |      | 4.7    |      |
| <b>INAF</b> | U8147  | 001  | Navigating China   | MBA   | Wei, Shang-Jin            | 31   | 71%   | 4.2    |      | 4.2    |      |
| <b>MGMT</b> | B7510  | 001  | Managerial Negotiations  | EMBA  | McDonald, Rachel          | 41   | 76%   | 4.3    |      | 4.0    |      |
|             | B7513  | 100  | Personal Leadership & Success                                      | EMBA  | Wadhwa, Hitendra          | 71   | 93%   | 4.9    |      | 4.9    |      |
|             | B7514  | 001  | Napoleon's Glance  | EMBA  | Duggan, William           | 26   | 73%   | 4.8    |      | 4.7    |      |
|             | B7514  | 100  | Napoleon's Glance  | EMBA  | Duggan, William           | 56   | 79%   | 4.9    |      | 4.9    |      |
|             | B7518  | 001  | Foundations of Entrepreneurship                                    | EMBA  | Low, Murray               | 30   | 87%   | 3.9    |      | 3.7    |      |
|             | B7531  | 100  | Power & Influence  | EMBA  | Abrahamson, Eric          | 42   | 71%   | 4.4    |      | 4.5    |      |
|             | B7550  | 100  | Executive Leadership   | EMBA  | Bontempo, Robert          | 66   | 73%   | 4.4    |      | 4.4    |      |
|             | B7550  | 100a | Executive Leadership   | EMBA  | Klepper, William          | 66   | 73%   | 4.4    |      | 4.5    |      |
|             | B7553  | 001  | Managerial Decision Making   | EMBA  | Brockner, Joel            | 33   | 88%   | 4.2    |      | 4.4    |      |
|             | B7554  | 001  | Starting and Running an Entrepreneurial Company                    | EMBA  | Weiss, Donald             | 32   | 78%   | 4.7    |      | 4.8    |      |
|             | B7557  | 001  | Social Entrepreneurship for the 21st Century                       | EMBA  | Levenson Keohane, Georgia | 40   | 75%   | 4.5    |      | 4.5    |      |
|             | B8507  | 001  | Organizational Change  | MBA   | Jick, Todd                | 67   | 88%   | 4.7    |      | 4.9    |      |
|             | B8507  | 002  | Organizational Change  | MBA   | Jick, Todd                | 68   | 85%   | 4.6    |      | 4.7    |      |
|             | B8510  | 001  | Managerial Negotiations  | MBA   | Davidai, Shai             | 50   | 96%   | 4.5    |      | 4.6    |      |
|             | B8510  | 002  | Managerial Negotiations  | MBA   | Davidai, Shai             | 49   | 94%   | 4.6    |      | 4.6    |      |
|             | B8510  | 003  | Managerial Negotiations  | MBA   | Davidai, Shai             | 50   | 94%   | 4.7    |      | 4.8    |      |
|             | B8510  | 004  | Managerial Negotiations  | MBA   | Matz, Sandra              | 45   | 89%   | 4.7    |      | 4.9    |      |
|             | B8510  | 005  | Managerial Negotiations  | MBA   | Matz, Sandra              | 47   | 94%   | 4.5    |      | 4.9    |      |
|             | B8518  | 001  | Foundations of Entrepreneurship                                    | MBA   | Chase, Carly              | 47   | 87%   | 3.8    |      | 4.0    |      |
|             | B8519  | 001  | Launch Your Startup  | MBA   | Burns, Brendan            | 47   | 100%  | 3.7    |      | 4.0    |      |
|             | B8519  | 001a | Launch Your Startup  | MBA   | McGourty, Jack            | 47   | 100%  | 3.7    |      | 4.1    |      |
|             | B8526  | 001  | Challenges in Launching and Growing Social Ventures                | MBA   | O'Farrell, William        | 35   | 83%   | 3.8    |      | 4.2    |      |
|             | B8526  | 001a | Challenges in Launching and Growing Social Ventures                | MBA   | Mokrauer, Jonathan        | 35   | 83%   | 3.8    |      | 4.2    |      |
|             | B8538  | 001  | The Leader's Voice: Communication Skills for Leading Organizations | MBA   | Lee, Angela               | 32   | 81%   | 4.7    |      | 4.7    |      |
|             | B8538  | 002  | The Leader's Voice: Communication Skills for Leading Organizations | MBA   | Aspel, Bradley            | 36   | 83%   | 4.8    |      | 4.9    |      |
|             | B8538  | 003  | The Leader's Voice: Communication Skills for Leading Organizations | MBA   | Aspel, Bradley            | 34   | 82%   | 4.5    |      | 4.9    |      |
|             | B8538  | 004  | The Leader's Voice: Communication Skills for Leading Organizations | MBA   | Velikoselskiy, Natasha    | 34   | 76%   | 4.3    |      | 4.5    |      |
|             | B8538  | 005  | The Leader's Voice: Communication Skills for Leading Organizations | MBA   | Aspel, Bradley            | 36   | 89%   | 4.6    |      | 4.7    |      |
|             | B8538  | 006  | The Leader's Voice: Communication Skills for Leading Organizations | MBA   | Aspel, Bradley            | 27   | 78%   | 4.8    |      | 4.8    |      |

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|-------------|--------|------|--|-------|---------------------------|------|-------|--------|------|--------|------|
|             |        |      |  |       |                           |      |       | BIE    | Pct. | BIE    | Pct. |
|             | B8538  | 007  | The Leader's Voice: Communication Skills for Leading Organizations   | MBA   | Velikoselskiy, Natasha    | 33   | 79%   | 4.4    |      |        | 4.3  |
|             | B8543  | 001  | Effective Philanthropy in Urban Communities                          | MBA   | Bauer, Douglas            | 29   | 93%   | 4.6    |      |        | 4.7  |
|             | B8547  | 001  | Public Sector Structural Change in K-12 Education                    | MBA   | Liebman, James            | 1    | 100%  | 5.0    |      |        | 5.0  |
|             | B8551  | 001  | Future of Work: Strategy & Leadership                                | MBA   | Meier, Stephan            | 54   | 87%   | 4.2    |      |        | 4.3  |
|             | B8551  | 001a | Future of Work: Strategy & Leadership                                | MBA   | Schwartz, Jeffrey         | 54   | 87%   | 4.2    |      |        | 4.4  |
|             | B8553  | 001  | Managerial Decision Making   | MBA   | Brockner, Joel            | 68   | 97%   | 4.3    |      |        | 4.5  |
|             | B8553  | 001a | Managerial Decision Making   | MBA   | Timko, Joseph             | 68   | 97%   | 4.3    |      |        | 4.7  |
|             | B8580  | 001  | ReEntry Acceleration Program   | MBA   | Navalli, Sandra           | 20   | 60%   | 4.6    |      |        | 4.3  |
|             | B8582  | 001  | Food Entrepreneurship  | MBA   | Zagor, Stephen            | 70   | 70%   | 4.4    |      |        | 4.6  |
|             | B8584  | 001  | REAP: Reforming Mass Incarceration                                   | MBA   | Phillips, Damon           | 33   | 73%   | 4.8    |      |        | 4.7  |
|             | B8585  | 001  | Bridging the American Divides  | MBA   | Jick, Todd                | 18   | 94%   | 4.9    |      |        | 4.9  |
|             | B8585  | 002  | Bridging the American Divides  | MBA   | Usher, Bruce              | 18   | 89%   | 4.6    |      |        | 5.0  |
|             | B8587  | 001  | Business Strategies and Solving Social Problems                      | MBA   | Kogut, Bruce              | 54   | 80%   | 3.8    |      |        | 4.0  |
|             | B8592  | 001  | Immersive Teamwork   | MBA   | Ames, Daniel              | 34   | 82%   | 4.6    |      |        | 5.0  |
|             | B8592  | 002  | Immersive Teamwork   | MBA   | Ames, Daniel              | 38   | 89%   | 4.4    |      |        | 4.9  |
|             | B8592  | 001a | Immersive Teamwork   | MBA   | Gray, Dalton              | 34   | 82%   | 4.6    |      |        | 4.9  |
|             | B8592  | 002a | Immersive Teamwork   | MBA   | Gray, Dalton              | 38   | 89%   | 4.4    |      |        | 4.8  |
|             | B8597  | 001  | Diversity, Equity and Inclusion in Organizations                     | MBA   | Purdie-Greenaway, Valerie | 25   | 84%   | 5.0    |      |        | 5.0  |
|             | B8618  | 001  | Strategies for Long-Term Growth                                      | MBA   | Sherman, Len              | 71   | 80%   | 3.8    |      |        | 3.8  |
|             | B8813  | D01  | Cross Cultural Seminar   | MBA   | Mendoza, Phil             | 52   | 81%   | 3.7    |      |        | 3.8  |
|             | B9507  | 001  | Organization Theory  | MSPHD | Abrahamson, Eric          | 10   | 80%   | 4.1    |      |        | 4.2  |
|             | B9508  | 001  | Research Methods   | MSPHD | Johar, Gita               | 8    | 38%   | 4.7    |      |        | 4.7  |
|             | B9514  | 001  | Strategy   | MSPHD | Keum, Daniel              | 11   | 73%   | 4.6    |      |        | 4.7  |
|             | B9515  | 001  | Proseminar   | MSPHD | Ponce de Leon, Rebecca    | 9    | 67%   | 5.0    |      |        | 5.0  |
|             | B9528  | 001  | Research Methods II  | MSPHD | Cowgill, Bo               | 8    | 75%   | 4.5    |      |        | 4.8  |
| <b>MRKT</b> | B7607  | 100  | Strategic Consumer Insights  | EMBA  | Pham, Michel Tuan         | 13   | 92%   | 4.6    |      |        | 4.8  |
|             | B7619  | 001  | Behavioral Economics & Decision Making                               | EMBA  | Morwitz, Vicki            | 20   | 75%   | 4.5    |      |        | 4.5  |
|             | B7619  | 100  | Block Behavioral Economics & Decision Making                         | EMBA  | Johnson, Eric             | 15   | 80%   | 4.5    |      |        | 4.6  |
|             | B7636  | 100  | Product Management   | EMBA  | Moatti, Sophie-Charlotte  | 26   | 81%   | 3.5    |      |        | 3.2  |
|             | B7640  | 001  | Digital Marketing  | EMBA  | Kagan, Jeremy             | 20   | 80%   | 3.5    |      |        | 3.5  |
|             | B7650  | 001  | Strategic Sales Management   | EMBA  | Capon, Noel               | 15   | 67%   | 4.4    |      |        | 4.4  |
|             | B7658  | 001  | Catching Growth Waves to 2050 and Beyond                             | EMBA  | Martinez, Alonso          | 30   | 83%   | 4.4    |      |        | 4.3  |
|             | B7658  | 001a | Catching Growth Waves to 2050 and Beyond                             | EMBA  | Kohli, Rajeev             | 30   | 83%   | 4.4    |      |        | 4.4  |
|             | B8602  | 001  | Customer Relationship Management                                     | MBA   | Dones, Cecilia            | 44   | 57%   | 3.1    |      |        | 3.1  |
|             | B8605  | 001  | Succeeding in Consulting: from Project Manager to CEO Advisor        | MBA   | Daruvala, Toos            | 51   | 98%   | 4.5    |      |        | 4.8  |
|             | B8605  | 001a | Succeeding in Consulting: from Project Manager to CEO Advisor        | MBA   | Timko, Joseph             | 51   | 98%   | 4.5    |      |        | 4.6  |
|             | B8610  | 001  | Growth Hacking   | MBA   | Goldenberg, Ross          | 49   | 86%   | 4.6    |      |        | 4.8  |
|             | B8612  | 001  | Premium Brand Strategy   | MBA   | Kuehlwein, Jan Patrick    | 34   | 79%   | 4.7    |      |        | 4.9  |
|             | B8613  | 001  | Entrepreneurial Selling  | MBA   | Baron, Eric               | 67   | 96%   | 4.1    |      |        | 4.4  |
|             | B8619  | 001  | MBA Behavioral Economics & Decision Making                           | MBA   | Morwitz, Vicki            | 40   | 78%   | 4.4    |      |        | 4.5  |
|             | B8620  | 001  | Advanced Market Strategy: Development and Execution                  | MBA   | Capon, Noel               | 34   | 88%   | 4.1    |      |        | 4.2  |
|             | B8623  | 060  | MS Intro To Product Management                                       | MSPHD | Gasmi, Farah              | 36   | 61%   | 4.6    |      |        | 4.8  |
|             | B8624  | 001  | Driving Strategic Impact: Mastering the Tools of Strategy Consulting | MBA   | Viola, Marco              | 67   | 85%   | 4.3    |      |        | 4.5  |
|             | B8625  | 001  | Winning Strategic Capabilities                                       | MBA   | Martinez, Alonso          | 60   | 78%   | 3.6    |      |        | 3.9  |
|             | B8628  | 060  | MS Social and Economic Networks                                      | MSPHD | Kohli, Rajeev             | 30   | 87%   | 4.1    |      |        | 4.4  |
|             | B8632  | 001  | Digital Product Management Lab                                       | MBA   | LaSala, Christopher       | 31   | 97%   | 4.6    |      |        | 4.7  |
|             | B8636  | 001  | Product Management   | MBA   | Canetti, Paul             | 46   | 91%   | 4.0    |      |        | 4.6  |
|             | B8636  | 002  | Product Management   | MBA   | Lambert, Jason            | 48   | 75%   | 4.2    |      |        | 4.2  |
|             | B8636  | 001a | Product Management   | MBA   | Fulepp, Kurt              | 46   | 91%   | 4.0    |      |        | 4.5  |
|             | B8637  | 001  | The Business of Television & Streaming                               | MBA   | Gupta, Priyank            | 71   | 87%   | 4.5    |      |        | 4.6  |
|             | B8644  | 001  | Sports Economics And Policy  | MBA   | Gulati, Sunil             | 67   | 99%   | 4.3    |      |        | 4.4  |
|             | B8644  | 001a | Sports Economics And Policy  | MBA   | Knee, Jonathan            | 67   | 99%   | 4.3    |      |        | 3.8  |
|             | B8645  | 001  | Omni-Channel Retailing   | MBA   | Madia, Manini             | 55   | 78%   | 3.9    |      |        | 4.1  |
|             | B8646  | 001  | A Strategic Marketing Approach To Private Equity In Emerging Markets | MBA   | Viola, Marco              | 70   | 87%   | 4.3    |      |        | 4.6  |
|             | B8656  | 001  | Market Intelligence: The Art and the Science                         | MBA   | Jedidi, Kamel             | 67   | 75%   | 4.2    |      |        | 4.4  |
|             | B8656  | 001a | Market Intelligence: The Art and the Science                         | MBA   | Morais, Robert            | 67   | 75%   | 4.2    |      |        | 4.5  |
|             | B8658  | 001  | Catching Growth Waves: To 2050 and Beyond                            | MBA   | Martinez, Alonso          | 64   | 83%   | 3.1    |      |        | 3.0  |
|             | B8658  | 001a | Catching Growth Waves: To 2050 and Beyond                            | MBA   | Kohli, Rajeev             | 64   | 83%   | 3.1    |      |        | 3.5  |

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|----------|--------|------|---|-------|----------------------|------|-------|--------|------|--------|------|
|          |        |      |   |       |                      |      |       | BIE    | Pct. | BIE    | Pct. |
|          | B8662  | 001  | Innovate Using Design Thinking                              | MBA   | Johar, Gita          | 17   | 71%   | 4.1    |      | 4.0    |      |
|          | B8671  | 001  | Internet Wars   | MBA   | Grusd, Jared         | 74   | 96%   | 4.7    |      | 4.8    |      |
|          | B8679  | 001  | Digital Marketing   | MBA   | Jerath, Kinshuk      | 63   | 92%   | 3.7    |      | 3.6    |      |
|          | B8681  | 001  | Brand Management in the Digital Age                         | MBA   | Hafen, Tom           | 53   | 79%   | 4.5    |      | 4.7    |      |
|          | B8687  | 001  | The Business of Sports                                      | MBA   | Galatioto, Salvatore | 74   | 91%   | 4.3    |      | 4.5    |      |
|          | B8688  | 001  | Virtual Reality & Artificial Intelligence                   | MBA   | Devarajan, Sharad    | 58   | 98%   | 4.8    |      | 4.9    |      |
|          | B8692  | 001  | Biotech/Pharma Commercialization and Development Strategies | MBA   | Jamil, Maqbul        | 66   | 83%   | 4.5    |      | 4.6    |      |
|          | B8694  | 001  | Building the Sales Machine                                  | MBA   | Brown, Michael       | 62   | 92%   | 4.0    |      | 4.3    |      |
|          | B8694  | 001a | Building the Sales Machine                                  | MBA   | Kinerk, Beth         | 62   | 92%   | 4.0    |      | 4.2    |      |
|          | B8696  | 001  | Data Driven Dollars   | MBA   | Ariav, Yuval         | 64   | 86%   | 4.5    |      | 4.7    |      |
|          | B8697  | 001  | The Marketing of Luxury Products                            | MBA   | Maisonrouge, Ketty   | 24   | 79%   | 4.8    |      | 4.9    |      |
|          | B8698  | 001  | Creation of a Retail Enterprise                             | MBA   | Cohen, Mark          | 47   | 85%   | 4.3    |      | 4.3    |      |
|          | B9617  | 001  | Consumer Behavior II  | MSPHD | Schmitt, Bernd       | 10   | 80%   | 4.6    |      | 4.9    |      |
|          | B9617  | 001a | Consumer Behavior II  | MSPHD | Pham, Michel Tuan    | 10   | 80%   | 4.6    |      | 4.7    |      |
|          | B9651  | 001  | MS Marketing Analytics                                      | MSPHD | Ben Sliman, Malek    | 58   | 72%   | 4.6    |      | 4.7    |      |
|          | B9651  | 002  | MS Marketing Analytics                                      | MSPHD | Fong, Hortense       | 95   | 89%   | 4.5    |      | 4.5    |      |
|          | B9651  | 003  | MS Marketing Analytics                                      | MSPHD | Fong, Hortense       | 35   | 100%  | 4.6    |      | 4.3    |      |
|          | B9655  | 001  | MS Digital Marketing  | MSPHD | Donati, Dante        | 49   | 86%   | 4.3    |      | 4.2    |      |
|          | B9657  | 001  | MS Winning Strategic Capabilities                           | MSPHD | Martinez, Alonso     | 28   | 86%   | 3.9    |      | 4.3    |      |
|          | B9659  | 001  | MS Statistical Modeling and Decision Making                 | MSPHD | Oblander, Shin       | 27   | 74%   | 4.1    |      | 4.4    |      |
|          | B9661  | 001  | MS Python Programming for Data Science                      | MSPHD | Tkachenko, Yegor     | 27   | 78%   | 4.1    |      | 4.7    |      |