

Course No.	Sec.	Course name	Professor	Division	Prog.	Enr.	Resp.	BIE ¹	
								Course	Instructor
B7008	001	Earnings Quality & Fundamental Analysis	Nissim Doron	Accounting	EMBA	21	67%	4.4	4.5
B7009	100	Financial Statement Analysis and Valuation	Katz Sharon	Accounting	EMBA	13	100%	4.9	4.9
B7009	001	Financial Statement Analysis	Julian Yeo	Accounting	EMBA	15	47%	4.3	4.6
B7009	002	Financial Statement Analysis	Julian Yeo	Accounting	EMBA	62	45%	4.0	4.1
B7107	001	Service Operations Management	Meidini Singh	DRO	EMBA	18	33%	4.3	4.8
B7109	100	Technology & Operations Strategy	Fraiman N. & Singh M.	DRO	EMBA	39	36%	4.6	4.7
B7114	001	Applied Regression Analysis	Juran David	DRO	EMBA	36	36%	4.5	4.9
B7203	001	Economics of Strategic Behavior	Wouter Dessein	Economics	EMBA	51	51%	4.4	4.3
B7221	001	Economics of Healthcare and Pharm	Frank Lichtenberg	Economics	EMBA	17	71%	3.8	3.4
B7306	200	Capital Markets & Investments	Zurack Mark	Finance	EMBA	18	50%	4.7	4.7
B7307	001	Advanced Corporate Finance	Arzac Enrique	Finance	EMBA	23	39%	4.0	3.9
B7308	001	Debt Markets	Suresh Sundaresan	Finance	EMBA	27	67%	4.8	4.9
B7309	001	Derivatives	Mark Zurack	Finance	EMBA	47	53%	4.5	4.8
B7323	001	Asset Management	Geert Bekaert	Finance	EMBA	28	43%	3.7	3.3
B7329	001	Credit Markets & LBOs	Margaret Cannella	Finance	EMBA	51	55%	4.6	4.6
B7344	200	Speculation, Crisis, and Behav. Fin.	Gur Huberman	Finance	EMBA	4	100%	4.3	4.5
B7360	001	Impact Investing Seminar	John Walker	Finance	EMBA	25	52%	4.2	4.2
B7372	001	Seminar in Value Investing	Johnson Paul	Finance	EMBA	59	47%	4.5	4.5
B7372	002	Seminar in Value Investing	Paul Johnson	Finance	EMBA	38	61%	4.6	4.8
B7377	100	Value Investing	Santos Tano	Finance	EMBA	69	36%	4.7	4.7
B7417	001	Strategic Issues facing Investment Banks	Mandis Steven	Finance	EMBA	31	39%	4.7	4.8
B7510	001	Managerial Negotiations	Mason Malia	Management	EMBA	43	84%	4.7	4.9
B7510	002	Managerial Negotiations	Malia Mason	Management	EMBA	32	72%	4.7	4.8
B7510	200	Managerial Negotiations	Wallen Aaron	Management	EMBA	15	53%	4.7	4.8
B7511	001	Turnaround Management	Kathryn Harrigan	Management	EMBA	17	71%	4.7	4.3
B7513	100	Personal Leadership & Success	Wadhwa Hitendra	Management	EMBA	44	80%	4.9	4.9
B7515	001	Top Management Process	Matthew Feely	Management	EMBA	18	61%	4.7	4.7
B7550	100	Executive Leadership	Bontempo R. & Klepper W.	Management	EMBA	65	9%	4.8	5.0
B7553	001	Managerial Decision Making	Joel Brockner	Management	EMBA	43	58%	4.5	4.7
B7554	001	Starting and Running an Entrepreneurial Co.	Weiss Donald	Management	EMBA	72	64%	4.4	4.5
B7556	100	Global Entrepreneurship	Isenberg Daniel	Management	EMBA	63	46%	4.8	4.8
B7557	001	Social Entrepreneurship for the 21st Century	Levenson Keohane Georgia	Management	EMBA	29	52%	4.3	4.2
B7607	200	Strategic Consumer Insights	Pham Michel	Marketing	EMBA	9	56%	4.2	3.3

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B7619	100	Behavioral Econ. & Decision Making	Johnson Eric	Marketing	EMBA	32	50%	4.6	4.4
B7658	001	Catching Growth Waves in Emer	Kohli R. & Martinez A.	Marketing	EMBA	11	55%	4.8	4.7
B7755	100	Business Law	Hitscherich Donna	Other	EMBA	50	72%	4.7	4.8
B7757	100	International Seminar: Brazil	Singer Carlos	Other	EMBA	57	58%	3.9	4.1
B7758	100	International Seminar: Munich	Schmitt Bernd	Other	EMBA	72	74%	4.5	4.7
B7761	100	International Seminar: India	Khandelwal Amit	Other	EMBA	20	55%	4.7	5.0
B8008	001	Earnings Quality & Fundamental Analysis	Nissim Doron	Accounting	MBA	49	71%	4.3	4.3
B8008	002	Earnings Quality & Fundamental Analysis	Nissim Doron	Accounting	MBA	101	61%	4.1	4.2
B8009	001	Financial Statement Analysis	Radhakrishna Radha	Accounting	MBA	52	31%	3.2	3.2
B8012	001	Value Investing in Credit Markets	Justin Muzinich*	Accounting	MBA	14	100%	4.9	4.9
B8107	001	Service Operations Management	Singh Medini	DRO	MBA	48	69%	4.2	4.6
B8107	002	Service Operations Management	Singh Medini	DRO	MBA	52	67%	4.1	4.4
B8107	060	MSE Service Operations	Singh Medini	DRO	MSE	57	79%	4.4	4.5
B8114	001	Applied Regression Analysis	Kolesar Peter	DRO	MBA	19	47%	4.2	3.9
B8114	002	Applied Regression Analysis	Juran David	DRO	MBA	72	35%	4.3	4.6
B8118	001	Transforming the Delivery of Healthcare Services	Linda Green L. & Rowe J.	DRO	MBA	51	86%	4.4	4.1
B8120	060	Sports Analytics	Riccio Lucius	DRO	MSE	19	47%	3.9	3.9
B8121	001	Statistics for Investments	Glasserman Paul	DRO	MBA	46	65%	4.5	4.7
B8124	001	Programming for Entrepreneurs	Maskey Sameer	Management	MBA	30	77%	4.5	4.6
B8125	001	Digital Literacy	Bell Peter*	DRO	MBA	47	89%	4.0	4.5
B8201	001	Economics of Strategic Behavior	Dessein Wouter	Economics	MBA	58	84%	4.5	4.7
B8214	001	Bus. in Soc.: Doing Well by Doing Good?	Heal Geoffrey	Economics	MBA	44	57%	3.9	3.8
B8219	001	New Developments in Energy Markets	Heal Geoffrey	Economics	MBA	65	45%	3.9	3.9
B8220	001	The Private Sector & Intl. Development	Hjort Jonas	Economics	MBA	45	82%	3.7	3.8
B8225	001	The Future of the World Econ. After the Fin. Crisis	Cohen Abby	Economics	MBA	50	46%	4.5	4.6
B8225	001	The Future of the World Econ. After the Fin. Crisis	Yared Pierre	Economics	MBA	50	46%	4.5	4.5
B8306	001	Capital Markets & Investments	Oehmke Martin	Finance	MBA	40	93%	4.5	4.6
B8306	002	Capital Markets & Investments	Oehmke Martin	Finance	MBA	37	84%	4.5	4.4
B8306	003	Capital Markets & Investments	Oehmke Martin	Finance	MBA	55	78%	4.2	4.5
B8307	001	Advanced Corporate Finance	Hodrick Laurie	Finance	MBA	53	55%	4.8	4.8
B8307	002	Advanced Corporate Finance	Hodrick Laurie	Finance	MBA	56	54%	4.7	4.8
B8307	003	Advanced Corporate Finance	Hodrick Laurie	Finance	MBA	53	45%	4.7	4.9

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B8308	001	Debt Markets	Sundaresan Suresh	Finance	MBA	45	93%	4.6	4.5
B8310	001	Advanced Intl. Corporate Finance	Hodrick Robert	Finance	MBA	34	38%	3.8	3.8
B8318	001	Investment Banking Tax Factors	Willens Robert	Finance	MBA	38	55%	4.6	4.7
B8323	001	Asset Management	Bekaert Geert	Finance	MBA	36	64%	4.4	4.6
B8325	001	Mergers & Acquisitions	Hitscherich Donna	Finance	MBA	47	79%	4.5	4.5
B8325	002	Mergers & Acquisitions	Hitscherich Donna	Finance	MBA	45	62%	4.3	4.4
B8326	001	Capital Markets Regulation	Glosten Lawrence	Finance	MBA	4	75%	3.0	3.2
B8331	001	Real Estate Finance	Piskorski Tomasz	Finance	MBA	54	48%	4.5	4.7
B8332	001	Real Estate Transactions	Sagalyn Lynne	Finance	MBA	52	69%	4.5	4.4
B8333	001	Real Estate Capital Markets	Adkinson D. & Mayer C.	Finance	MBA	38	68%	2.7	3.0
B8334	001	Real Estate Project Class	Jacobs Andrew	Finance	MBA	26	77%	4.3	4.5
B8345	001	Entrepreneurial Finance	Hubbard, Keehner & Sorensen	Finance	MBA	77	52%	4.7	4.8
B8347	001	Financial Crises and Reg. Responses	Bolton P. & Gordon J.	Finance	MBA	5	80%	4.3	4.5
B8349	001	Finance & Sustainability	Usher Bruce	Finance	MBA	66	91%	4.7	4.9
B8367	001	Internet Wars	Grusd Jared	Marketing	MBA	106	48%	3.7	3.8
B8368	001	Security Analysis	Begg Christopher	Finance	MBA	59	56%	4.1	4.2
B8368	002	Security Analysis	Corasaniti M. & Gavin A.	Finance	MBA	69	62%	4.0	4.1
B8373	001	Applied Value Investing	Renjen R. & Oro-Hahn K.	Finance	MBA	12	100%	5.0	4.9
B8373	002	Applied Value Investing	Eveillard J.M.* & Gundlach A.	Finance	MBA	10	80%	4.8	4.8
B8373	003	Applied Value Investing	Cooper M. & Eveillard J.M.*	Finance	MBA	11	36%	5.0	5.0
B8373	004	Applied Value Investing	Quinn T. & Williams A.	Finance	MBA	12	75%	4.9	4.9
B8373	005	Applied Value Investing	Hendrickson S. & Kimpel M.*	Finance	MBA	11	82%	3.6	3.5
B8374	001	Value & Special Situation Investment	Greenblatt Joel	Finance	MBA	39	56%	4.3	4.5
B8380	001	Advanced Investment Research	Ghazi Kian	Finance	MBA	8	63%	4.8	4.6
B8381	001	Misunderstood Sec.: Inv. in Uncertainty and Change	Krueger Lauren	Finance	MBA	18	39%	4.9	4.8
B8382	001	Mental Models, Investment Frameworks	Binder E. & Cino J.	Finance	MBA	8	100%	4.4	4.5
B8383	001	The Business of Sports	Galatioto Sal	Other	MBA	50	52%	3.8	4.4
B8385	001	VC/Angel Deals: gut-driven te	Chou J.* & Zimmerman E.	Finance	MBA	67	45%	4.4	4.6
B8394	001	Pvt. Equity: asset class, its inv. & its mkts.	Sonenshine Marshall	Finance	MBA	52	60%	3.9	3.9
B8416	001	The Complete Financier	Joseph Coleman	Finance	MBA	35	40%	4.5	4.6
B8426	001	Real Estate Entrepreneurship	Azrack Joseph*	Finance	MBA	26	35%	4.4	4.7
B8427	001	Social Impact Real Estate Part I	Sagalyn Lynne	Finance	MBA	32	53%	3.8	4.0

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B8428	001	Social Impact Real Estate Part II	Diller Rachel*	Finance	MBA	24	42%	4.3	4.8
B8498	001	M&A in Media (Master Class)	Knee Jonathan	Economics	MBA	37	54%	4.4	4.5
B8507	001	Organizational Change	Phillips Damon	Management	MBA	41	54%	4.0	4.3
B8507	002	Organizational Change	Phillips Damon	Management	MBA	23	61%	4.4	4.5
B8510	001	Managerial Negotiations	Bartel Ann	Management	MBA	35	91%	4.8	4.9
B8510	002	Managerial Negotiations	Bartel Ann	Management	MBA	41	73%	4.5	4.6
B8510	003	Managerial Negotiations	Freeman Seth	Management	MBA	38	45%	3.8	3.2
B8510	004	Managerial Negotiations	Ames Daniel	Management	MBA	60	80%	4.9	5.0
B8510	005	Managerial Negotiations	Ames Daniel	Management	MBA	59	78%	4.9	4.9
B8510	060	(MSE) Managerial Negotiations	Harborne Stuart	Management	MSE	50	68%	4.5	4.6
B8513	001	Personal Leadership & Success	Wadhwa Hitendra	Management	MBA	45	44%	4.3	4.3
B8513	002	Personal Leadership & Success	Wadhwa Hitendra	Management	MBA	41	29%	4.8	4.8
B8514	001	napoleon's Glance	Duggan William	Management	MBA	159	38%	4.1	4.3
B8518	001	Introduction to Venturing	Low Murray	Management	MBA	45	78%	4.5	4.7
B8519	001	Launching New Ventures	Burns B & Lerner D	Management	MBA	42	60%	4.2	4.4
B8519	002	Launching New Ventures	McGourty J. & O'Farrell W.	Management	MBA	43	77%	4.5	4.6
B8523	001	Entrepreneurship Through Acquisition	Johnson Scott	Management	MBA	34	74%	3.2	3.0
B8528	001	Family Enterprise and Wealth	Angus Patricia	Management	MBA	30	60%	3.8	4.1
B8530	001	Managing the Growing Company	Preston Michael	Management	MBA	51	69%	4.1	4.1
B8538	001	Leader's Voice: Comm. Skills for Leading Orgs.	Lee Angela	Management	MBA	36	64%	4.4	4.8
B8538	002	Leader's Voice: Comm. Skills for Leading Orgs.	Lee Angela	Management	MBA	34	62%	4.5	4.7
B8538	003	Leader's Voice: Comm. Skills for Leading Orgs.	Aspel Bradley	Management	MBA	36	61%	4.9	4.9
B8543	001	Effective Philanthropy in Urban Communities	Berman M. & Bauer D.	Management	MBA	27	74%	4.2	4.1
B8547	001	Pub. Sector Structural Change in K-12 Ed.: Pt. 1	Liebman James	Management	MBA	4	75%	2.7	3.8
B8559	001	Social Entrepreneurship: Global Perspective	Hartigan Pamela	Management	MBA	26	42%	4.3	4.1
B8564	001	Motivation Science	Halvorson H. & Higgins E.T.	Management	MBA	49	61%	3.0	3.2
B8597	001	Private Equity & Entrepreneurship in Africa (Master Class)	Low M. & Tierney P.	Management	MBA	39	79%	4.3	4.5
B8607	001	Strategic Consumer Insights	Pham Michel	Marketing	MBA	53	85%	3.6	3.8
B8613	001	Entrepreneurial Selling	Baron Eric	Marketing	MBA	53	45%	4.2	4.6
B8613	002	Entrepreneurial Selling	Baron Eric	Marketing	MBA	49	37%	4.0	4.3
B8617	001	Marketing Research	Sambandam Rajan	Marketing	MBA	23	70%	4.6	4.5
B8620	001	Developing and Executing the Market Strategy	Capon Noel	Marketing	MBA	28	36%	4.1	4.2

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B8621	001	Managing Brands, Identity & Experience	Schmitt Bernd	Marketing	MBA	48	60%	3.7	3.7
B8624	001	Consulting 101: Driving Strategic Impact	Viola Marco	Marketing	MBA	41	68%	4.0	4.5
B8625	001	Defining and Devel. Winning Strat. Capabilities	Martinez Alonso	Marketing	MBA	49	51%	4.3	4.2
B8629	001	Entertainment Mktg. & The Crafting of Celeb. Businesses	Moses Jarrod	Marketing	MBA	51	31%	4.5	4.7
B8631	001	Measuring and Monetizing Media Audiences	Poltrack D. & McDonald S.	Marketing	MBA	39	28%	3.9	3.7
B8635	001	Marketing the Arts, Culture & Entertainment	Millan T. & Plummer J.	Marketing	MBA	44	41%	4.6	4.4
B8636	001	The Cable Value Chain	Rees Arne	Marketing	MBA	49	49%	4.2	4.3
B8640	001	Digital Marketing: Strategy & Tactics	Kagan Jeremy	Marketing	MBA	67	39%	3.5	3.3
B8651	001	Systematic Creativity in Business	Goldenberg Jacob	Marketing	MBA	67	46%	3.9	4.2
B8653	001	Retailing Leadership	Cohen Mark	Marketing	MBA	63	79%	4.0	4.1
B8654	001	Retailing: Marketing Strategy w. Implications for Valuation	Feiner Jeffrey	Marketing	MBA	78	76%	3.1	2.5
B8658	001	Catching Growth Waves in Emerging Markets	Kohli Rajeev	Marketing	MBA	58	69%	4.3	4.5
B8668	001	Driving Strat. Impact: Mastering Skills of Strat. Cnsltg.	Wadhwa Hitendra	Management	MBA	58	43%	4.5	4.5
B8697	001	Retailing: Design & Mktg. of Luxury Prod. (Master Class)	Maisonrouge Ketty	Marketing	MBA	18	44%	3.8	4.1
B8743	001	The Business Environment in China	Various	Other	MBA	34	21%	4.4	4.4
B8746	001	Investing in Medical Technologies	Kamen Efrem	Other	MBA	50	80%	3.9	4.0
B8762	001	Modern Political Economy	Horton Raymond	Other	MBA	71	66%	4.8	4.9
B8816	001	Quantitative Pricing & Revenue Analytics	Maglaras Costis	DRO	MBA	71	61%	3.8	4.1
B8823	001	The U.S. Healthcare Industry	Green Linda	DRO	MBA	53	68%	4.0	3.8
B9011	001	(PhD) Empirical Research in Accounting	Amiram D. & Nallareddy S.	Accounting	PhD	7	43%	5.0	4.7
B9116	001	(PhD) Mathematical Methods	Federgruen Awi	DRO	PhD	3	0%	N/A	N/A
B9118	001	(PhD) Foundations of Optimization	Jacob Leshno	DRO	PhD	14	50%	3.6	3.8
B9122	001	(PhD) Computing For Business	Yashodhan Kanoria	DRO	PhD	36	69%	4.6	4.4
B9206	001	(PhD) Economic Analysis	Heal Geoffrey	Economics	PhD	41	22%	4.1	4.2
B9208	002	(PhD) Economic Analysis II	Heal Geoffrey	Economics	PhD	40	28%	4.4	4.3
B9305	001	(PhD) Finance Pre-Thesis Seminar	Huberman Gur	Finance	PhD	9	44%	4.0	3.8
B9317	001	(PhD) Corporate Finance Theory	Bolton Patrick	Finance	PhD	13	54%	4.7	4.9
B9319	001	(PhD) Asset Pricing I	Santos Tano	Finance	PhD	14	64%	4.4	4.4
B9323	001	(PhD) Introduction to Econometrics and Statistical Inference	Zubizarreta Jose	Finance	PhD	36	33%	4.1	3.9
B9326	001	(PHD) Empirical Corporate Finance: Methods	Breza Emily	Finance	PhD	10	40%	5.0	4.8
B9327	001	(PhD) Adv Topics in Asset Pricing	Hodrick Robert	Finance	PhD	4	50%	5.0	5.0
B9328	001	(PHD) Empirical Corporate Finance: Methods	Larrain Mauricio	Finance	PhD	10	60%	4.8	4.7

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B9506	001	(PhD) Organizational Behavior	Joel Brockner	Management	PhD	8	87%	4.6	4.8
B9508	001	(PhD) Research Methods	Abrahamson Eric	Management	PhD	7	100%	4.4	4.4
B9515	001	(PhD) Proseminar	David Ross D. & Wang D.	Management	PhD	9	56%	4.6	4.8
B9617	001	(PhD) Consumer Behavior II	Pham M. & Schmitt B.	Marketing	PhD	14	86%	4.7	4.7
W3013	001	Financial Accounting	Deng Mingcherng	Accounting	College	81	39%	4.2	4.3
W3021	001	Marketing Management	Jedidi Kamal	Marketing	College	54	78%	4.1	4.0
W3021	001	Marketing Management	Kinshuk Jerath	Other	College	54	59%	4.1	4.1
W3703	001	Leadership in Organizations	Wallen Aaron	Management	College	82	82%	4.2	4.4

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