

Course ID	Course Name	Crosslisted With	CUs	Sections Offered
ACCT 6130	Fundamentals of Financial and Managerial Accounting		1	3
ACCT 7060	Cost Management		.5	1
ACCT 7420	Financial Reporting and Business Analysis		1	2
ACCT 7430	Accounting for Mergers, Acquisitions and Complex Financial Structures		1	1
ACCT 7470	Financial Disclosure Analytics		1	2
ACCT 8970	Taxes and Business Strategy	FNCE	1	2
BEPP 6200	Behavioral Economics, Markets and Public Policy		1	1
BEPP 7630	Energy Markets & Policy	OIDD	1	1
BEPP 7640	Climate and Financial Markets		.5	1
BEPP 7650	Economics of Diversity and Discrimination		1	1
BEPP 7700	Public Finance and Policy		1	1
BEPP 8050	Risk Management		1	1
FNCE 6110	Corporate Finance		1	4
FNCE 6130	Macroeconomics and the Global Economic Environment		1	2
FNCE 6210	Corporate Finance (Half CU)		.5	4
FNCE 6230	Macroeconomics and The Global Economic Environment (Half CU)		.5	4
FNCE 7070	Valuation		1	2
FNCE 7250	Fixed Income Securities		1	1
FNCE 7320	International Banking		1	1
FNCE 7370	Data Science for Finance		1	1
FNCE 7500	Venture Capital and the Finance of Innovation		1	3
FNCE 7510	The Finance of Buyouts and Acquisitions		1	2
FNCE 7540	Impact Investing		1	1
FNCE 7560	Energy Finance		1	1
FNCE 7800	FinTech		.5	1
FNCE 7830	Strategic Equity Finance		.5	1
FNCE 8010	Advanced Topics in Private Equity		1	1
FNCE 8120	The Finance, Economics and Law of Fiscal Crises		1	1
HCMG 8450	US Payer and Provider Strategy		1	1
HCMG 8590	Comparative Health Care Systems		1	1
HCMG 8600	Leading Health Care Organizations		1	1
HCMG 8630	Management and Economics of Pharmaceutical and Biotech Industries		1	1
HCMG 8660	E-Health: Business Models and Impact		.5	1
HCMG 8670	Health Care Entrepreneurship		.5	1
HCMG 8680	Private Sector Role in Global Health		.5	1
LGST 6110	Responsibility in Global Management		.5	2
LGST 6120	Responsibility in Business		.5	4
LGST 6130	Business, Social Responsibility, and the Environment		.5	4
LGST 6470	Business and Governance of Water		1	1
LGST 8020	Corporate Law and Management in Global Perspective		1	1
LGST 8060	Negotiations	MGMT; OIDD	1	5
LGST 8090	Sports Business Management	MGMT	1	1
LGST 8130	Legal and Transactional Aspects of Entrepreneurship		1	1
MGMT 6110	Managing Established Enterprises		1	3
MGMT 6120	Management of Emerging Enterprises		1	3

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MGMT 6250	Corporate Governance, Executive Compensation and the Board		.5	2
MGMT 6910	Negotiations	LGST; OIDD	1	1
MGMT 7010	Strategy and Competitive Advantage		.5	4
MGMT 7110	Competitive Strategy and Industrial Structure		1	1
MGMT 7170	Deals: The Economic Structure of Transacting and Contracting		1	1
MGMT 7200	Corporate Diplomacy		1	1
MGMT 7210	Corporate Development: Mergers and Acquisitions		1	2
MGMT 7310	Technology Strategy		1	1
MGMT 7730	Managing Organizational Change		.5	1
MGMT 7820	Strategic Implementation		1	2
MGMT 7930	People Analytics	OIDD	.5	3
MGMT 7940	Understanding Careers and Executive Labor Markets		.5	3
MGMT 7990	Special Topics in Management		.5	1
MGMT 8010	Entrepreneurship		.5	3
MGMT 8020	Change, Innovation & Entrepreneurship		.5	1
MGMT 8040	Venture Capital and Entrepreneurial Management		.5	2
MGMT 8090	Private Equity in Emerging Markets		.5	1
MGMT 8110	Entrepreneurship Through Acquisition		.5	2
MGMT 8120	Social Entrepreneurship		.5	1
MGMT 8170	Global Growth of Emerging Firms		1	1
MGMT 8330	Strategies and Practices of Family-controlled Companies		1	1
MGMT 8880	Venture Acceleration Lab		1	1
MGMT 8920	Advanced Study Project - Collaborative Innovation Program		1	1
MGMT 8960	Decision Making in the Leadership Chair		.5	1
MKTG 6120	Dynamic Marketing Strategy		.5	4
MKTG 6130	Strategic Marketing Simulation		.5	4
MKTG 7120	Data and Analysis for Marketing Decisions		1	1
MKTG 7250	Principles of Retailing		.5	1
MKTG 7270	Digital Marketing and Electronic Commerce		.5	2
MKTG 7390	Visual Marketing		1	1
MKTG 7470	Marketing Strategy for Technology Platforms		.5	2
MKTG 7540	Pricing Policy		.5	2
MKTG 7760	Applied Probability Models in Marketing	STAT	1	3
MKTG 7780	Strategic Brand Management		1	1
MKTG 8520	Special Topics - Marketing Analytics		.5	1
MKTG 8550	Special Topics: Artificial Intelligence and Marketing		1	1
OIDD 6110	Quality and Productivity		.5	4
OIDD 6120	Business Analytics		.5	4
OIDD 6130	Online Business Models and the Information-Based Firm		.5	2
OIDD 6150	Operations Strategy		.5	6
OIDD 6360	Scaling Operations: Linking Strategy and Execution		1	2
OIDD 6420	Analytics for Services		.5	1
OIDD 6430	Analytics for Revenue Management		.5	1
OIDD 6620	Enabling Technologies		.5	3
OIDD 6900	Managerial Decision Making		1	2

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OIDD 6910	Negotiations	LGST; MGMT	1	5
OIDD 6930	Influence	LGST	.5	3
REAL 7050	Global Real Estate: Risk, Politics and Culture		1	1
REAL 7080	Housing Markets	BEPP	1	2
REAL 7210	Real Estate Investment: Analysis and Financing	FNCE	1	2
REAL 7240	Urban Real Estate Economics		1	1
REAL 8040	Real Estate Law	LGST	1	1
REAL 8210	Real Estate Development		1	1
REAL 8400	Advanced Real Estate Investment and Analysis		1	1
STAT 7010	Modern Data Mining		1	2
STAT 7050	Statistical Computing with R		.5	2
STAT 7100	Data Collection and Acquisition		.5	1
STAT 7110	Forecasting Methods for Management		1	1
STAT 7700	Data Analytics and Statistical Computing		1	1
STAT 7770	Introduction to Python for Data Science	OIDD	.5	1
WHCP 6120	Advanced Persuasion - Fundamentals for Prospective Entrepreneurs		.25	21
WHCP 6120	Advanced Persuasion - Crisis Communication		.25	40
WHCP 6120	Advanced Persuasion - Impromptu Speaking and Elements of Story for Business		.25	59
WHCP 6150	Communication Challenges for Entrepreneurs: "Pitching your Business"		.25	6
WHCP 6240	Persuasive Writing for Business Leaders		.25	10