

MBA ELECTIVES – Spring/Summer 2023

*****PLEASE NOTE Course offering and schedules subject to change**

Course	Units	Title	BLOCK 5 Schedule
ADM6275B00	1.5 unit	Big Data Analytics <i>Intensive + WP YR2 + WP YR 1</i>	Regular - Online
MBA5237A00	1.5 unit	Change Management <i>Intensive</i>	Regular – In person
MBA6156B00	1.5 unit	Lean Six Sigma Yellow Belt <i>Intensive + WP YR2 + WP YR 1</i>	Regular - Online
MBA6200B00	1.5 unit	Competitive Intelligence <i>Intensive + WP YR2 + WP YR 1</i>	Intensive – In person
MBA6220C00	1.5 unit	Sales Development Strategies for Products & Services <i>Intensive + WP YR2 + WP YR 1</i>	Regular – In person
MBA6244B00	1.5 unit	Integrity, Compliance and Risk Management <i>Intensive + WP YR2 + WP YR 1</i>	Irregular - Online
MBA6251A00	1.5 unit	Corporate Finance <i>Intensive</i>	Regular – In person
MBA6252A00	1.5 unit	Portfolio Management <i>Intensive + WP YR2</i>	Regular - Online
MBA6253A00	1.5 unit	Ethics in Finance <i>Intensive +, WP YR2</i>	Regular – In person
MBA6283C00	1.5 unit	Design Thinking <i>Intensive + WP YR2 + WP YR 1</i>	Regular - Online
MBA6296A00	1.5 unit	Generating Market Insights <i>Intensive + WP YR2 + WP YR 1</i>	Regular - Online
Exam period: June 12-18			

Course	Units	Title	BLOCK 5 & 6 Schedule
MBA6362B00	3 units	Project Management <i>Intensive + WP YR2 + WP YR 1</i>	Irregular - Online
MBA6499A00	3 units	Management Consulting Project <i>Intensive</i>	Irregular – In person
Exam period: June 12-18 (Block 5) Exam period: August 2–13 (Block 6) (To be confirmed)			

Course	Units	Title	BLOCK 6 Schedule
MBA6240B00	1.5 unit	Strategic Sustainable Development <i>Intensive + WP YR2 + WP YR 1</i>	Regular - Online
MBA6243B00	1.5 unit	Crisis Management, Organizational Continuity & Resilience <i>Intensive + WP YR2 + WP YR 1</i>	Regular - Online
MBA6254A00	1.5 unit	Sustainable Finance <i>Intensive +, WP YR2</i>	Irregular - Online
MBA6265A00	1.5 unit	Managing the Professional Services Firm – Introduction <i>Intensive</i>	Regular – Online
MBA6266C00	1.5 unit	Principles of Negotiation <i>Intensive + WP YR2 + WP YR 1</i>	Regular – In person
Exam period: August 2–13 (To be confirmed)			

Block 5 Intensive courses

MBA 6200B00 Competitive Intelligence (1.5 unit)

(Fri/Sat/Sun: May 5 - May 7)

This course is a basic program designed to provide you with a comprehensive foundation to help you better understand and use competitive intelligence. The seminar introduces participants to all elements of the Competitive Intelligence process and provides an understanding of the basic requirements of competitive intelligence. The program is focused more on the practical side of competitive intelligence with readings written from competitive intelligence practitioners.

Block 5 Regular/Irregular course schedule (May 1 – June 9)

ADM 6275B00 Big Data Analytics (1.5 unit)

(Tues: May 2 – June 6)

Introduction to big data. Applications of big data. Review of the supporting technologies including distributed platforms for big data analytics: Hadoop, Spark, and their ecosystems. Hands-on experience with Tableau for creating dashboards and visualizing data, and Spark for analyzing data files distributed on clusters of servers.

MBA 5237A00 Change Management (1.5 unit)

(Tues: May 2 – June 6)

Development of skills in the effective conceptualization, planning, implementation, and evaluation of change interventions in human systems. Behavioral science frameworks explaining and guiding the practice of change in an organizational context. Systemic nature of change and intervention practice, including the generation and management of resistance to change. Organizational change processes at the levels of individual, team, and overall organizational design including the necessary system conditions that underlie effective human system intervention efforts. Cross-cultural change, knowledge-based organizations, socio-technical change processes, system vs. cultural change.

MBA 6156B00 Lean Six Sigma Yellow Belt (1.5 unit)

(Thurs: May 4-June 8)

Develop core skills in the application of Lean Six Sigma, especially within the context of service organizations. Core concepts will include process analysis, value stream mapping, prioritization matrix, DMAIC. Upon the completion of this course, the student will have met all requirements leading to the Yellow Belt certification of Lean Six Sigma (LSS).

MBA 6220C00 Sales Development Strategies for Products & Services (1.5 unit)

(Wed: May 3 – June 7)

An exploration of the sales relationship through personal selling, customer, and 'product' strategies, applying to both tangible products and knowledge-based services. Developing new business from referrals; Sales force and distribution channel structures; Organizational & career landscape of the professional sales manager and key role-related functions. Sales force analytics. Student teams apply course learnings by engaging with actual clients on a sales development project.

MBA 6244B00 Integrity, Compliance and Risk Management (1.5 unit)

(Mon/Fri: May 1 – June 5)

Implement and improve a robust corporate compliance and ethics program. Corporate compliance and enterprise risk management as the foundations of business ethics in an organization. It serves as policy and procedures management in defining, communicating, training, and attesting to corporate governance and ethics policies and procedures for an organization.

MBA 6251A00 Corporate Finance (1.5 unit)

(Wed: May 3 – June 7)

Corporate investment strategies. Capital budgeting under uncertainty. Financing decisions and the cost of capital. Agency theory. Dividend policy. Applications of derivatives to corporate risk management. Credit management, and short-term financial decisions.

MBA 6252A00 Portfolio Management (1.5 unit)

(Tues: May 2 – June 6)

Introduction to the modern portfolio theory, the capital asset pricing model, the arbitrage pricing theory, portfolio selection, efficient markets, active portfolio management and performance measurement.

MBA 6253A00 Ethics in Finance (1.5 unit)

(Tues: May 2 – June 6)

Introduction to the ethical issues confronting financial professionals as well as the ethical standards, practices, and codes of conduct involved in the finance function. The ethical roles of the financial manager and other stakeholders in the investment industry. The effect of financial crises and scandals on investors' confidence.

MBA 6283C00 Design Thinking (1.5 unit)

(Thurs: May 4-June 8)

Introduction to Design thinking. Topics include: Design thinking for driving business innovation, new product development, and customer experience. Best practices for design inspiration, ideation and implementation, essential design research skills for empathy, listening, collaboration, observation, critical analysis, and experimentation. Design thinking tools and techniques including visualization, mapping, storytelling, rapid prototyping, and testing.

MBA 6296A00 Generating Market Insights (1.5 unit)

(Tues: May 2 – June 6)

This seminar takes a hands-on approach to developing research skills that generate new insights into consumer decision making that can be applied to real business problems. Workshops will emphasize creativity, collaboration, and experimentation with new tools. Heeding the wisdom "Quality questions beget quality answers", the emphasis will be on framing questions effectively and choosing the data and methods that yield the best insights for managers. The aim of the course is to enable students to apply techniques and thinking from the social sciences in order to become more creative, distinctive, and competitive marketers.

Block 5&6 Irregular course schedule (May 1 – July 28)

MBA 6362B00 Project Management (3 units)

(Mon/Thurs: May 1 – July 24)

Introduction to project management. Project life cycle management overview (initiation, planning, execution, monitoring and control, and closure). Basic project management concepts, approaches, methods, tools and techniques. Topics covered include: identifying project needs and objectives; aligning projects with organizational strategy; managing stakeholder expectations; writing the project charter and the project plan; delivering projects; monitoring and control; understanding and measuring project success, delivering long-term and sustainable impacts.

MBA 6499A00 Management Consulting Project (3 units)

(Tues: May 2 – July 18)

Problem definition, diagnosis, analysis, and recommendations for solution/action within a selected business organization. Normally to be completed in groups of four or five students. Supervision by MBA program faculty. Regular progress reports submitted by e-mail or Internet, or in person. Evaluation by MBA program faculty. The project proposal must be accepted by a review committee composed of the supervisor, the MBA program director, and a representative of the business organization.

Block 6 Regular/Irregular course schedule (June 19 – July 28)

MBA 6240B00 Strategic Sustainable Development (1.5 unit)

(Wed: June 21 – July 26)

Introductory seminar on frameworks for Strategic Sustainable Development, applicable to today's business environment. Concepts covered: Gap analysis tools through a sustainability lens, strategy tools for

sustainable futures, system conditions, back casting, sustainability planning, strategic prioritization within complex systems, sustainability as strategy, energy transformation, circular economy, and mobilizing capital.

MBA 6243B00 Crisis Management, Organizational Continuity and Resilience (1.5 unit)

(Thurs: June 22 – July 27)

An exploration of how and why public, private, and non-profit organizations prepare for, and respond to a broad range of crisis situations with a particular focus on today's global societal challenges. Topics include: responding to crisis; leveraging skills in communication or incident command; understanding complex political, regulatory, social and economic crisis factors; managing conflicting concerns and risks; developing better crisis leadership.

MBA 6254A00 Sustainable Finance (1.5 unit)

(Thurs/Fri: June 22 – July 20)

Introduction to environmental, social, and governance (ESG) investing, sustainable lending and green bonds, corporate social responsibility, climate finance, greenhouse emissions, and their societal impact. The course uses readings, regulations and case studies from both academia and practice.

MBA 6265A00 Managing the Professional Services Firm – Introduction (1.5 unit)

(Tues: June 20 – July 25)

Defining the services business model. Understanding how the consulting process enables client relationship management. Models of service quality and client satisfaction. Ethics in consulting for responsible management. Approaches to developing trust and client loyalty. Managing client projects. Best practices in the professional services industry.

MBA 6266C00 Principles of Negotiation (1.5 unit)

(Tues: June 20 – July 25)

Nature of negotiation. Distributive and integrative bargaining. Ethical issues. Planning and preparation. Intercultural differences. Bargaining style and personality. The Role of power, strategy and tactics. Coalition behavior. Communication, persuasion, conflict Resolution. Multi-party Negotiation.