If you need to change your registration or withdraw from a course, you will need to do so in MyUI the day prior to the first day of class or by the specific course drop date if one is indicated, to avoid tuition responsibility. If you drop a course or withdrawal on or after the first day of class, you will be accountable for a percentage of tuition as indicated on the PMBA Tuition Responsibility Schedule.

PMBA class sessions are recorded to assist students in class review. Faculty are encouraged to participate but have the option of opting out of recording courses. Those courses not being recorded are noted on the schedule.

Winter 2018

<table>
<thead>
<tr>
<th>CEDAR RAPIDS</th>
<th>Classes held at the Cedar Rapids Center</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT:9090:0EXC</td>
<td>Influence and Constructive Persuasion</td>
</tr>
<tr>
<td>Instructor: Susan Dustin</td>
<td></td>
</tr>
<tr>
<td>Dates: December 26 - January 12</td>
<td></td>
</tr>
<tr>
<td>In-person Sessions: January 2, 3, 4, 11, 12</td>
<td></td>
</tr>
<tr>
<td>Time: 8:00 am - 5:00 pm</td>
<td></td>
</tr>
<tr>
<td>Room 303</td>
<td></td>
</tr>
<tr>
<td>Students will complete coursework outside of in-person class session dates.</td>
<td></td>
</tr>
<tr>
<td>MSCI:9010:0EXC</td>
<td>Contemporary Topics in Analytics: Agile Project Management</td>
</tr>
<tr>
<td>Instructor: Wayne Kaul</td>
<td></td>
</tr>
<tr>
<td>Dates: December 26 - January 11</td>
<td></td>
</tr>
<tr>
<td>In-person Sessions: January 3, 4, 5, 10, 11</td>
<td></td>
</tr>
<tr>
<td>Time: 8:00 am - 5:00 pm</td>
<td></td>
</tr>
<tr>
<td>Room 301</td>
<td></td>
</tr>
<tr>
<td>Students will complete coursework outside of in-person class session dates.</td>
<td></td>
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</table>

<table>
<thead>
<tr>
<th>DES MOINES</th>
<th>Classes held at the John &amp; Mary Pappajohn Education Center (JMPEC)</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT:9130:0EXD</td>
<td>Strategic Management of Change</td>
</tr>
<tr>
<td>Prerequisite: MBA:8120 Management in Organizations</td>
<td></td>
</tr>
<tr>
<td>Instructor: Bev Hutney, Sara Rynes</td>
<td></td>
</tr>
<tr>
<td>Dates: December 26 - January 11</td>
<td></td>
</tr>
<tr>
<td>In-person Sessions: January 2-4, 10-11</td>
<td></td>
</tr>
<tr>
<td>Time: 8:30 am - 4:30 pm</td>
<td></td>
</tr>
<tr>
<td>Room 328</td>
<td></td>
</tr>
<tr>
<td>Students will complete coursework outside of in-person class session dates.</td>
<td></td>
</tr>
<tr>
<td>MSCI:9130:0EXD</td>
<td>Lean Process Improvement</td>
</tr>
<tr>
<td>Prerequisite: MBA:8190 or MBA:8240 Operations and Supply Chain</td>
<td></td>
</tr>
<tr>
<td>Instructor: Mike Altemeier</td>
<td></td>
</tr>
<tr>
<td>Dates: December 26 - January 11</td>
<td></td>
</tr>
<tr>
<td>In-person Sessions: January 7-11</td>
<td></td>
</tr>
<tr>
<td>Time: 8:00 am - 5:00 pm</td>
<td></td>
</tr>
<tr>
<td>Room 308</td>
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<td>Students will complete coursework outside of in-person class session dates.</td>
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<table>
<thead>
<tr>
<th>QUAD CITIES</th>
<th>Classes held at the Birchwood Learning Center</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT:9092:0EXQ</td>
<td>Effective Managerial Communication</td>
</tr>
<tr>
<td>Instructor: Patrick Highland</td>
<td></td>
</tr>
<tr>
<td>Dates: December 26 - January 11</td>
<td></td>
</tr>
<tr>
<td>In-person Sessions: January 2, 3, 4, 8, 9</td>
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<tr>
<td>Time: 8:00 am - 5:00 pm</td>
<td></td>
</tr>
<tr>
<td>Room 120</td>
<td></td>
</tr>
<tr>
<td>Students will complete coursework outside of in-person class session dates.</td>
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</tbody>
</table>

Winter courses must be dropped prior to 11:59 pm on 12/25 for no tuition responsibility.
### MBA Courses

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Instructor</th>
<th>Dates</th>
<th>Times</th>
<th>Room</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBA:8110:0EXC</td>
<td>Marketing Management</td>
<td>Mark Winker</td>
<td>Wednesdays, January 16 - April 3</td>
<td>6:00 - 9:40 pm</td>
<td>303</td>
</tr>
<tr>
<td>MBA:8110:0EXC</td>
<td>Corporate Financial Reporting</td>
<td>Mark Penno</td>
<td>Thursdays, January 17 - April 4</td>
<td>6:00 - 9:40 pm</td>
<td>303</td>
</tr>
<tr>
<td>MBA:8180:0EXC</td>
<td>Managerial Finance</td>
<td>Artem Durnev</td>
<td>Thursdays, January 17 - April 4</td>
<td>6:00 - 9:40 pm</td>
<td>301</td>
</tr>
<tr>
<td>MBA:8310:0EXC</td>
<td>Business Integration</td>
<td>Gary Gaeth, Scott Arneson</td>
<td>Mondays, January 14 - April 8</td>
<td>6:00 - 9:40 pm</td>
<td>304</td>
</tr>
<tr>
<td>FIN:9300:0EXC</td>
<td>Corporate Investment &amp; Finance Decisions</td>
<td>Mahmut Illerisoy</td>
<td>Wednesdays, January 16 - April 3</td>
<td>6:00 - 9:40 pm</td>
<td>304</td>
</tr>
<tr>
<td>MGMT:9250:0EXC</td>
<td>Managing Employee Performance</td>
<td>Beth Livingston</td>
<td>Wednesdays, January 16 - April 3</td>
<td>6:00 - 9:40 pm</td>
<td>301</td>
</tr>
<tr>
<td>MSCI:6050:0EXC</td>
<td>Data Management and Visual Analytics</td>
<td>Gautam Pant</td>
<td>Wednesdays, January 16 - April 3</td>
<td>6:00 - 9:40 pm</td>
<td>302</td>
</tr>
</tbody>
</table>

### Electives

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Instructor</th>
<th>Dates</th>
<th>Times</th>
<th>Room</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBA:8120:0EXC</td>
<td>Management in Organizations</td>
<td>Ginny Wilson-Peters</td>
<td>Tuesdays, January 15 - April 2</td>
<td>6:00 - 9:40 pm</td>
<td>303</td>
</tr>
<tr>
<td>MBA:8150:0EXC</td>
<td>Business Analytics</td>
<td>Rick Jerz</td>
<td>Mondays, January 14 - April 8</td>
<td>6:00 - 9:40 pm</td>
<td>303</td>
</tr>
<tr>
<td>MBA:8240:0EXC</td>
<td>Operations and Supply Chain</td>
<td>Ann Campbell</td>
<td>Tuesdays, January 15 - April 2</td>
<td>6:00 - 9:40 pm</td>
<td>301</td>
</tr>
<tr>
<td>MBA:8300:0EXC</td>
<td>Foundations in Strategy</td>
<td>Arturs Kalnins</td>
<td>Thursdays April 11, 18, 25, May 2, 9 and Saturdays April 13, 27, May 4</td>
<td>6:00 - 9:30 pm &amp; Saturdays 8:30 am-4:30 pm</td>
<td>301</td>
</tr>
<tr>
<td>MBA:8130:0EXC</td>
<td>Business Communication</td>
<td>Nick Westergaard</td>
<td>January 16 - March 30</td>
<td>Live online sessions: Wednesdays, 6:00 - 7:00 pm</td>
<td>304 CR Center</td>
</tr>
<tr>
<td>MKTG:9320:0EXC</td>
<td>Strategic Brand Positioning</td>
<td>John Murry</td>
<td>January 17 - March 2</td>
<td>Live online sessions: Thursdays: Jan. 24, Feb. 7, 21, 6:30 - 8:30 pm</td>
<td>304 CR Center</td>
</tr>
<tr>
<td>MSCI:6130:0EXC</td>
<td>Applied Optimization</td>
<td>Kurt Anstreicher</td>
<td>Jan 24, Feb. 7, 21, 6:30 - 8:30 pm</td>
<td>Live online sessions: Saturdays: January 19, February 2, 16, March 2, 8:30 - 4:30, room 304 CR Center.</td>
<td>302</td>
</tr>
<tr>
<td>MSCI:6130:0EXC</td>
<td>Data Management and Visual Analytics</td>
<td>Gautam Pant</td>
<td>Jan 24, Feb. 7, 21, 6:30 - 8:30 pm</td>
<td>Live online sessions: Saturdays: January 19, February 2, 16, March 2, 8:30 - 4:30, room 304 CR Center.</td>
<td>302</td>
</tr>
</tbody>
</table>

**Note:** Live online sessions: Wednesdays, Jan 24, Feb. 7, 21, 6:30 - 8:30 pm
In-person sessions: Saturdays: January 19, February 2, 16, March 2, 8:30 - 4:30, room 304 CR Center.
Recorded lectures: Viewable at choice of time during week.
Note: Drop date prior to 11:59 pm on January 15 for no tuition responsibility.
<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Instructor(s)</th>
<th>Dates</th>
<th>Times</th>
<th>Room</th>
</tr>
</thead>
<tbody>
<tr>
<td>MSCI:9110:0EXC</td>
<td><strong>Advanced Analytics</strong></td>
<td>Sam Burer</td>
<td>Tuesdays, January 15 - April 2</td>
<td>6:00 - 9:40 pm</td>
<td>304</td>
</tr>
<tr>
<td></td>
<td><strong>Prerequisite:</strong> MBA:8150 or MSCI:9100 Business Analytics</td>
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<tr>
<td></td>
<td><strong>Instructor:</strong> Sam Burer</td>
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<tr>
<td></td>
<td><strong>Dates:</strong> Tuesdays, January 15 - April 2</td>
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<td></td>
<td><strong>Times:</strong> 6:00 - 9:40 pm</td>
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<td></td>
<td><strong>Room:</strong> 304</td>
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<tr>
<td></td>
<td><strong>Course held through the Business Analytics programs. Credits can be used to fulfill MBA elective credit.</strong></td>
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<tr>
<td>ENTR:9100:0EXC</td>
<td><strong>Entrepreneurship and Innovation</strong></td>
<td>Kurt Heiar</td>
<td>Fridays &amp; Saturdays, April 12, 13, 19, 20, 26, 27, May 3, 4</td>
<td>Fridays 6:00 - 9:00 pm, Saturdays 8:30 am - 4:30 pm</td>
<td>302</td>
</tr>
<tr>
<td></td>
<td><strong>Instructor:</strong> Kurt Heiar</td>
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<tr>
<td></td>
<td><strong>Dates:</strong> Fridays &amp; Saturdays, April 12, 13, 19, 20, 26, 27, May 3, 4</td>
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<td></td>
<td></td>
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</tr>
<tr>
<td></td>
<td><strong>Times:</strong> Fridays 6:00 - 9:00 pm, Saturdays 8:30 am - 4:30 pm</td>
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<tr>
<td></td>
<td><strong>Room:</strong> 302</td>
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</tr>
<tr>
<td>MGMT:9120:0EXC</td>
<td><strong>Leadership and Personal Development</strong></td>
<td>Ginny Wilson-Peters</td>
<td>Wednesdays &amp; Thursdays, April 10 - May 9</td>
<td>6:00 - 10:00 pm</td>
<td>303</td>
</tr>
<tr>
<td></td>
<td><strong>Instructor:</strong> Ginny Wilson-Peters</td>
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<td></td>
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<tr>
<td></td>
<td><strong>Dates:</strong> Wednesdays &amp; Thursdays, April 10 - May 9</td>
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<td></td>
<td><strong>Times:</strong> 6:00 - 10:00 pm</td>
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<tr>
<td></td>
<td><strong>Room:</strong> 303</td>
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<tr>
<td></td>
<td><strong>Note:</strong> A final assignment will be due following the last class session date of 5/9.</td>
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</tbody>
</table>

**IOWA CITY**

**ELECTIVES**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Instructor(s)</th>
<th>Dates</th>
<th>Times</th>
<th>Room</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIN:9350:0EXP</td>
<td><strong>Wealth Management</strong></td>
<td>Jeff Hart</td>
<td>Tuesdays and Thursdays, April 9 - May 9</td>
<td>6:00 - 10:00 pm</td>
<td>C425 PC</td>
</tr>
<tr>
<td></td>
<td><strong>Prerequisite:</strong> MBA:8180 Managerial Finance</td>
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<tr>
<td></td>
<td><strong>Instructor:</strong> Jeff Hart</td>
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<tr>
<td></td>
<td><strong>Dates:</strong> Tuesdays and Thursdays, April 9 - May 9</td>
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<tr>
<td></td>
<td><strong>Times:</strong> 6:00 - 10:00 pm</td>
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<tr>
<td></td>
<td><strong>Room:</strong> C425 PC</td>
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<tr>
<td></td>
<td><strong>Sessions will not be recorded.</strong></td>
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</table>
# DES MOINES
Classes held at the John & Mary Pappajohn Education Center (JMPEC)

## CORE

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Instructor</th>
<th>Dates</th>
<th>Times</th>
<th>Room</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBA:8110:0EXD</td>
<td><strong>Marketing Management</strong></td>
<td>John Murry</td>
<td>Tuesdays, January 15 - April 2</td>
<td>6:00 - 9:40 pm</td>
<td>328</td>
</tr>
<tr>
<td>MBA:8120:0EXD</td>
<td><strong>Management in Organizations</strong></td>
<td>Matt McAllister</td>
<td>Thursdays, January 17 - April 4</td>
<td>6:00 - 9:40 pm</td>
<td>328</td>
</tr>
<tr>
<td>MBA:8140:0EXD</td>
<td><strong>Corporate Financial Reporting</strong></td>
<td>Roy Pettibone</td>
<td>Thursdays, January 17 - April 4</td>
<td>6:00 - 9:40 pm</td>
<td>301</td>
</tr>
<tr>
<td>MBA:8160:0EXD</td>
<td><strong>Managerial Economics</strong></td>
<td>A'amer Farooqi</td>
<td>Tuesdays, January 15 - April 2</td>
<td>6:00 - 9:40 pm</td>
<td>301</td>
</tr>
<tr>
<td>MBA:8180:0EXD</td>
<td><strong>Managerial Finance</strong></td>
<td>Dirk Laschanzky</td>
<td>Tuesdays, January 15 - April 2</td>
<td>6:00 - 9:40 pm</td>
<td>301</td>
</tr>
<tr>
<td>MBA:8150:0EXD</td>
<td><strong>Business Analytics</strong></td>
<td>Ben Margolin</td>
<td>Thursdays, January 17 - April 4</td>
<td>6:00 - 9:40 pm</td>
<td>328</td>
</tr>
<tr>
<td>MBA:8190:0EXD</td>
<td><strong>Operations and Supply Chain</strong></td>
<td>Barrett Thomas</td>
<td>Thursdays, January 17 - April 4</td>
<td>6:00 - 9:40 pm</td>
<td>308</td>
</tr>
<tr>
<td>MBA:8210:0EXD</td>
<td><strong>Business Communication</strong></td>
<td>Joseph Benesh</td>
<td>Tuesdays, January 15 - April 2</td>
<td>6:00 - 9:40 pm</td>
<td>301</td>
</tr>
<tr>
<td>MBA:8250:0EXD</td>
<td><strong>Business Integration</strong></td>
<td>Gary Gaeth, Robert Stahlin</td>
<td>Mondays, January 14 - April 8</td>
<td>6:00 - 9:40 pm</td>
<td>328</td>
</tr>
<tr>
<td>MBA:8300:0EXD</td>
<td><strong>Advanced Analytics</strong></td>
<td>Dirk Hugen</td>
<td>Tuesdays, January 15 - April 2</td>
<td>6:00 - 9:40 pm</td>
<td>301</td>
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</table>

## ELECTIVES

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Instructor</th>
<th>Dates</th>
<th>Times</th>
<th>Room</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIN:9300:0EXD</td>
<td><strong>Corporate Investment &amp; Finance Decisions</strong></td>
<td>Terrance Chorvat</td>
<td>Wednesdays, January 16 - April 3</td>
<td>6:00 - 9:40 pm</td>
<td>308</td>
</tr>
<tr>
<td>MKTG:9010 0EXD</td>
<td><strong>Contemporary Topics in Marketing: Product Management and New Product Development</strong></td>
<td>Mike Wokosin</td>
<td>Tuesdays, January 15 - April 2</td>
<td>6:00 - 9:40 pm</td>
<td>308</td>
</tr>
<tr>
<td>MSCI:6070:0EXD</td>
<td><strong>Data Science</strong></td>
<td>Benjamin Margolin</td>
<td>Mondays, January 14 - April 8</td>
<td>6:00 - 9:40 pm</td>
<td>201</td>
</tr>
<tr>
<td>MSCI:9110:0EXD</td>
<td><strong>Advanced Analytics</strong></td>
<td>Dirk Hugen</td>
<td>Tuesdays, January 15 - April 2</td>
<td>6:00 - 9:40 pm</td>
<td>201</td>
</tr>
<tr>
<td>Course Code</td>
<td>Course Title</td>
<td>Instructor</td>
<td>Dates</td>
<td>Times</td>
<td>Room</td>
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<tr>
<td>MSCI:9160:0EXD</td>
<td><strong>Supply Chain Analytics</strong></td>
<td>Phil Jones</td>
<td>Wednesdays, January 16 - April 3</td>
<td>6:00 - 9:40 pm</td>
<td>201</td>
</tr>
<tr>
<td></td>
<td>Prerequisite: MBA:8150 or MSCI:9100 Business Analytics</td>
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<td>Course held through the Business Analytics programs. Credits can be used to fulfill MBA elective credit.</td>
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<tr>
<td>ENTR:9500:0EXD</td>
<td><strong>Managing the Growth Business</strong></td>
<td>TBA</td>
<td>Tuesdays &amp; Thursdays, April 9 - May 9</td>
<td>6:00 - 10:00 pm</td>
<td>308</td>
</tr>
<tr>
<td>FIN:9290:0EXD</td>
<td><strong>Alternative Investments and Portfolio Strategies</strong></td>
<td>TBA</td>
<td>TBA</td>
<td>TBA</td>
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</tr>
<tr>
<td></td>
<td>Prerequisite: MBA:8180 Managerial Finance</td>
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</tr>
<tr>
<td>MGMT:9090:0EXD</td>
<td><strong>Influence and Constructive Persuasion</strong></td>
<td>Patrick Highland</td>
<td>Thursdays &amp; Fridays, April 18, 19, 25, 26, May 9, 10, Saturdays, April 20, 27, May 11</td>
<td>Thursdays &amp; Fridays 6:00 - 9:00 pm &amp; Saturdays 8:30 am - 4:30 pm</td>
<td>208</td>
</tr>
<tr>
<td>MGMT:9120:0EXD</td>
<td><strong>Leadership and Personal Development</strong></td>
<td>Ginny Wilson-Peters</td>
<td>Mondays, Tuesdays &amp; Fridays April 9, 12, 15, 16, 22, 23, 29, 30, May 6, 7</td>
<td>6:00 - 10:00 pm</td>
<td>328</td>
</tr>
<tr>
<td>MGMT:9220:0EXD</td>
<td><strong>Maximizing Team Performance</strong></td>
<td>Gale Mote</td>
<td>Fridays &amp; Saturdays, April 12, 13, 19, 20, 26, 27, May 3, 4</td>
<td>Fridays 6:00 - 9:00 pm &amp; Saturdays 8:30 am - 4:30 pm</td>
<td>328</td>
</tr>
</tbody>
</table>

Note: A final assignment will be due following the last class session date of 5/7.
<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Instructor(s)</th>
<th>Dates</th>
<th>Times</th>
<th>Room</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBA:8120:0EXQ</td>
<td>Management in Organizations</td>
<td>Ginny Wilson-Peters</td>
<td>Thursdays, January 17 - April 4</td>
<td>6:00 - 9:40 pm</td>
<td>120</td>
</tr>
<tr>
<td>MBA:8140:0EXQ</td>
<td>Corporate Financial Reporting</td>
<td>Roy Pettibone</td>
<td>Tuesdays, January 15 - April 2</td>
<td>6:00 - 9:40 pm</td>
<td>120</td>
</tr>
<tr>
<td>MBA:8160:0EXQ</td>
<td>Managerial Economics</td>
<td>Donald Szeszycki</td>
<td>Mondays, January 16 - April 3</td>
<td>6:00 - 9:40 pm</td>
<td>120</td>
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<tr>
<td>MBA:8180:0EXQ</td>
<td>MBA:8140:0EXQ Corporate Financial Reporting</td>
<td>Roy Pettibone</td>
<td>Tuesdays, January 15 - April 2</td>
<td>6:00 - 9:40 pm</td>
<td>120</td>
</tr>
<tr>
<td>MBA:8180:0EXQ</td>
<td>MBA:8150:0EXQ Business Analytics</td>
<td>Renato De Matta</td>
<td>Mondays, January 14 - April 8</td>
<td>6:00 - 9:40 pm</td>
<td>120</td>
</tr>
<tr>
<td>MBA:8180:0EXQ</td>
<td>MBA:8190:0EXQ Operations and Supply Chain</td>
<td>Mikhail Grachev</td>
<td>Mondays, January 14 - April 8</td>
<td>6:00 - 9:40 pm</td>
<td>120</td>
</tr>
<tr>
<td>MBA:8190:0EXQ</td>
<td>Management or MBA:8240:0EXQ Operations and Supply Chain</td>
<td>Mikhail Grachev</td>
<td>Mondays, January 14 - April 8</td>
<td>6:00 - 9:40 pm</td>
<td>120</td>
</tr>
<tr>
<td>MBA:8240:0EXQ</td>
<td>Operations and Supply Chain</td>
<td>Renato De Matta</td>
<td>Mondays, January 14 - April 8</td>
<td>6:00 - 9:40 pm</td>
<td>120</td>
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<tr>
<td>FIN:9310:0EXQ</td>
<td>Corporate Financial Strategy</td>
<td>Erik Lie</td>
<td>Tuesdays, January 16 - April 3</td>
<td>6:00 - 9:40 pm</td>
<td>112</td>
</tr>
<tr>
<td>MKTG:9010:0EXQ</td>
<td>Contemporary Topics in Marketing: Product Management and New Product Development</td>
<td>Mike Wokosin</td>
<td>Tuesdays, January 15 - April 2</td>
<td>6:00 - 9:40 pm</td>
<td>112</td>
</tr>
<tr>
<td>MSCI:6050:0EXQ</td>
<td>Data Management and Visual Analytics</td>
<td>Michael Lash</td>
<td>Mondays, January 14 - April 8</td>
<td>6:00 - 9:40 pm</td>
<td>112</td>
</tr>
<tr>
<td>MSCI:9110:0EXQ</td>
<td>Advanced Analytics</td>
<td>Mark Bennett</td>
<td>Mondays, January 14 - April 8</td>
<td>6:00 - 9:40 pm</td>
<td>112</td>
</tr>
<tr>
<td>MGMT:9290:0EXQ</td>
<td>Global Business Management</td>
<td>Mikhail Grachev</td>
<td>In-person sessions: Thursdays, January 24, February 21, March 28, 6:00 - 9:40 pm, room 112 Birchwood Learning Center</td>
<td></td>
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</tr>
<tr>
<td>MGMT:9110:0EXQ</td>
<td>Dynamics of Negotiations</td>
<td>Susan Dustin</td>
<td>Fridays &amp; Saturdays, April 12, 13, 19, 20, 26, 27, May 3, 4</td>
<td>Fridays 6:00 - 9:00 pm, Saturdays 8:30 - 4:30 pm</td>
<td>120</td>
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</table>

_Electives_ (continued)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Instructor</th>
<th>Dates</th>
<th>Times</th>
<th>Room</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENTR:9450:0EXQ</td>
<td>Strategic Management of Technology and Innovation</td>
<td>Lynn Allendorf</td>
<td>Tuesdays &amp; Thursdays, April 9 - May 9</td>
<td>6:00 - 10:00 pm</td>
<td>112</td>
</tr>
<tr>
<td>MGMT:9110:0EXQ</td>
<td>Dynamics of Negotiations</td>
<td>Susan Dustin</td>
<td>Fridays &amp; Saturdays, April 12, 13, 19, 20, 26, 27, May 3, 4</td>
<td>Fridays 6:00 - 9:00 pm, Saturdays 8:30 - 4:30 pm</td>
<td>120</td>
</tr>
</tbody>
</table>
GLOBAL LEARNING OPPORTUNITIES (GLO)

Be on the lookout for an email with registration details!

GLO PARTICIPATION PRIORITY:
1. Admitted students who have not completed a GLO previously
2. Admitted students repeating the experience in a different country
3. PreMBA students (if admitted before priority deadline below, please contact jill-tomkins@uiowa.edu to have your GLO application status updated)
4. Time/date GLO application was received.

A complete online application must be submitted by the priority deadline of December 1 for May GLOs and August 1 for January GLOs. You should apply as soon as possible because a waitlist often forms.

See [https://tippie.uiowa.edu/current-students/mba-students/global-learning-opportunities](https://tippie.uiowa.edu/current-students/mba-students/global-learning-opportunities) for further details.

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Instructor</th>
<th>Dates</th>
<th>Live online Sessions</th>
<th>In-person Sessions</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBA:8500:EXG</td>
<td>Seminar in International Business: Germany and Czech Republic</td>
<td>Marketa Rickley</td>
<td>May 19 - 26</td>
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<tr>
<td></td>
<td>There will also be a required all-day in-person class session scheduled for Sunday, April 14, 10:00 am - 4:00 pm</td>
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WEB and HYBRID

CORE

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<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Instructor</th>
<th>Dates</th>
<th>Live online Sessions</th>
<th>In-person Sessions</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBA:8140:0EXW</td>
<td>Corporate Financial Reporting</td>
<td>Kevin Markle</td>
<td>January 14 - April 5</td>
<td>Wednesdays 6:00 - 7:30 pm beginning January 16</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Note: This course is delivered via the web. This online course is delivered with a combination of recorded lecturers and live weekly class sessions. Participation in the live online class sessions is required. Note: Drop date prior to 11:59 pm on January 13 for no tuition responsibility.</td>
<td></td>
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<tr>
<td>MBA:8150:0EXW</td>
<td>Business Analytics</td>
<td>Rick Jerz</td>
<td>January 14 - April 5</td>
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</tr>
<tr>
<td></td>
<td>Note: This course is delivered via the web. This online course will NOT have required synchronous weekly class sessions, but will follow a weekly lecture and assignment schedule. The course will be delivered using recorded lectures, applied projects, and discussion boards. Course material can be accessed throughout each week at the student's choice of time; however, assignments will be due throughout the semester on a scheduled basis. Note: Drop date prior to 11:59 pm on January 13 for no tuition responsibility.</td>
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ELECTIVES

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<tr>
<th>Course Code</th>
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<th>Instructor</th>
<th>Dates</th>
<th>Live online Sessions</th>
<th>In-person Sessions</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKTG:9165:0EXW</td>
<td>Digital Marketing Analytics</td>
<td>Gary Gaeth/Goutam Chakraborty</td>
<td>January 14 - April 5</td>
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<tr>
<td></td>
<td>Note: This course is delivered via the web. This online course will NOT have required synchronous weekly class sessions, but will follow a weekly lecture and assignment schedule. The course will be delivered using recorded lectures, cases, applied projects, and discussion boards. Course material can be accessed throughout each week at the student's choice of time; however, assignments will be due throughout the semester on a weekly basis. Note: Drop date prior to 11:59 pm on January 13 for no tuition responsibility.</td>
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<tr>
<td>MBA:8130:0EXC</td>
<td>Business Communication</td>
<td>Nick Westergaard</td>
<td>January 16 - March 30</td>
<td>Wednesdays 6:00 - 7:00 pm</td>
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</tr>
<tr>
<td></td>
<td>Note: This course is a hybrid course, consisting of a combination of two in-person class sessions, recorded lectures and a weekly discussion session. Note: Drop date prior to 11:59 pm on January 15 for no tuition responsibility.</td>
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<tr>
<td>Course Type: Hybrid web and in-person</td>
<td>Course Type: Hybrid web and in-person</td>
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<tr>
<td>MBA:8130:0EXD <strong>Business Communication</strong></td>
<td>MGMT:9250:0EXC <strong>Managing Employee Performance</strong></td>
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<tr>
<td>Instructor: Nick Westergaard</td>
<td>Prerequisite: MBA:8120 Management in Organizations</td>
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<tr>
<td>Dates: January 16 - April 8</td>
<td>Instructor: Beth Livingston</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Live online sessions: Wednesdays, 6:00 - 7:00 pm</td>
<td>Dates: Wednesdays, January 16 - April 3</td>
<td></td>
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<tr>
<td>In-person sessions: April 5 &amp; 6, 8:30 am - 4:30 pm, room 328 JMPEC</td>
<td>Times: 6:00 - 9:40 pm</td>
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<tr>
<td><strong>Note:</strong> This course is a hybrid course, consisting of a combination of two in-person class sessions, recorded lectures and a weekly discussion session. Note: Drop date prior to 11:59 pm on January 15 for no tuition responsibility.</td>
<td>Room 301</td>
<td></td>
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<tr>
<td><strong>Note:</strong> This course is a hybrid course, consisting of a combination of in-person class sessions, recorded lectures, and web-based exercises and activities. In-person class sessions will be held on Jan 16, Feb 6, 13, March 13, April 3. There will be no synchronous class sessions held in the remaining weeks. Note: Drop date prior to 11:59 pm on January 16 for no tuition responsibility.</td>
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<table>
<thead>
<tr>
<th>Course Type: Hybrid web and In-person</th>
<th>Course Type: Hybrid web and In-person</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT:9290:0EXQ <strong>Global Business Management</strong></td>
<td>MKTG:9320:0EXC <strong>Strategic Brand Positioning</strong></td>
</tr>
<tr>
<td>Instructor: Mikhail Grachev</td>
<td>Prerequisite: MBA:8110 Marketing Management</td>
</tr>
<tr>
<td>Dates: January 17 - April 4</td>
<td>Instructor: John Murry</td>
</tr>
<tr>
<td>In-person sessions: Thursdays, January 24, February 21, March 28, 6:00 - 9:40 pm, room 112 Birchwood Learning Center</td>
<td>Dates: January 17 - March 2</td>
</tr>
<tr>
<td><strong>Note:</strong> This course is a hybrid course, consisting of a combination of three in-person class sessions and web-based delivery. Recorded lecture and course content will begin January 17 with the first in-person session on January 24. The web-based delivery will include recorded lectures, cases, applied projects, and other activities and will follow a weekly lecture and assignment schedule. Note: MGMT:9290 Global Business Management is a new elective in the PMBA Program as of Spring 18. If you have completed the core Global Business Strategy (GBS), taught by Mikhail Grachev or have completed GBS prior to 2017 with MarketaRickley, do not enroll in the course as there is content overlap. Students who have completed or will complete Foundations in Strategy as part of their core curriculum may enroll. Note: Drop date prior to 11:59 pm on January 16 for no tuition responsibility.</td>
<td>Live online sessions: Thursdays: Jan. 24, Feb. 7, 21, 6:30 - 8:30 pm</td>
</tr>
<tr>
<td><strong>Note:</strong> This course is a hybrid course, consisting of a combination of recorded lectures, cases, applied projects, and other activities and will follow a weekly lecture and assignment schedule. Recorded lectures: Viewable at choice of time during week. Note: Drop date prior to 11:59 pm on January 16 for no tuition responsibility.</td>
<td>In-person sessions: Saturdays: January 19, February 2, 16, March 2, 8:30 - 4:30, room 304 CR Center.</td>
</tr>
</tbody>
</table>