If you need to change your registration or withdraw from a course, you will need to do so in MyUI prior to class start date 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 class start date 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.

Spring 2019 & Global Learning Opportunities (GLO)

<table>
<thead>
<tr>
<th>COURSE</th>
<th>CEDAR RAPIDS Classes held at the Cedar Rapids Center</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CORE</strong></td>
<td></td>
</tr>
</tbody>
</table>
| MBA:8110:0EXC **Marketing Management**  
Instructor: Mark Winkler  
Dates: Wednesdays, January 16 - April 3  
Times: 6:00 - 9:40 pm  
Room 303 | MBA:8120:0EXC **Management in Organizations**  
Instructor: Ginny Wilson-Peters  
Dates: Tuesdays, January 15 - April 2  
Times: 6:00 - 9:40 pm  
Room 303 |
| MBA:8140:0EXC **Corporate Financial Reporting**  
Instructor: Mark Penno  
Dates: Thursdays, January 17 - April 4  
Times: 6:00 - 9:40 pm  
Room 303 | MBA:8150:0EXC **Business Analytics**  
Instructor: Rick Jerz  
Dates: Mondays, January 14 - April 8  
Times: 6:00 - 9:40 pm  
Room 303 |
| MBA:8180:0EXC **Managerial Finance**  
Prerequisite: MBA:8140 Corporate Financial Reporting, or previous finance/accounting course work  
Instructor: Artem Dunyev  
Dates: Thursdays, January 17 - April 4  
Times: 6:00 - 9:40 pm  
Room 301 | MBA:8240:0EXC **Operations and Supply Chain**  
Prerequisite: MBA:8150 Business Analytics  
Instructor: Ann Campbell  
Dates: Tuesdays, January 15 - April 2  
Times: 6:00 - 9:40 pm  
Room 301 |
| MBA:8310:0EXC **Business Integration**  
Prerequisites: MBA:8110 Marketing Management, MBA 8140 Corporate Financial Reporting, MBA:8150 Business Analytics, MBA:8190 Operations Management or MBA:8240 Operations and Supply Chain, and MBA:8300 Foundations in Strategy (only for those admitted in Summer 2017 or later)  
Instructor: Gary Gaeth, Scott Arneson  
Dates: Mondays, January 14 - April 8  
Times: 6:00 - 9:40 pm  
Room 304 | **Intersession Course**  
MBA:8300:0EXC **Foundations in Strategy**  
Instructor: Arturs Kalnins  
Dates: Thursdays April 11, 18, 25, May 2, 9 and Saturdays April 13, 27, May 4  
Times: Thursdays 6:00 - 9:30 pm & Saturdays 8:30 am-4:30 pm  
Room 301 |
| **ELECTIVES** | |
| FIN:9300:0EXC **Corporate Investment & Finance Decisions**  
Prerequisite: MBA:8180 Managerial Finance  
Instructor: Mahmut Illerisoy  
Dates: Wednesdays, January 16 - April 3  
Times: 6:00 - 9:40 pm  
Room 302 | MBA:8130:0EXC **Business Communication**  
Instructor: Nick Westergaard  
Dates: January 16 - March 30  
Live online sessions: Wednesdays, 6:00 - 7:00 pm  
In-person sessions: March 29 & 30 8:30 am - 4:30 pm, room 304 CR Center  
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. |
| MGMT:9250:0EXC **Managing Employee Performance**  
Instructor: Beth Livingston  
Dates: Wednesdays, January 16 - April 3  
Times: 6:00 - 9:40 pm  
Room 301 | MKTG:9320:0EXC **Strategic Brand Positioning**  
Prerequisite: MBA:8110 Marketing Management  
Instructor: John Murry  
Dates: April 8 - May 11  
Live online sessions: Thursdays: April 11 - May 9, 6:30 - 8:30 pm |
<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Instructor</th>
<th>Dates</th>
<th>Time</th>
<th>Room</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>MSCI:6050:0EXC</td>
<td><strong>Data Management and Visual Analytics</strong></td>
<td>Gautam Pant</td>
<td>Wednesdays, Jan 16 - April 3</td>
<td>6:00 - 9:40 pm</td>
<td>302</td>
<td>Course held through the Business Analytics programs. Credits can be used to fulfill MBA elective credit.</td>
</tr>
<tr>
<td>MSCI:6130:0EXC</td>
<td><strong>Applied Optimization</strong></td>
<td>Kurt Anstreicher</td>
<td>Thursdays, Jan 17 - April 4</td>
<td>6:00 - 9:40 pm</td>
<td>302</td>
<td>Course held through the Business Analytics programs. Credits can be used to fulfill MBA elective credit.</td>
</tr>
<tr>
<td>MSCI:9110:0EXC</td>
<td><strong>Advanced Analytics</strong></td>
<td>Sam Burer</td>
<td>Tuesdays, Jan 15 - April 2</td>
<td>6:00 - 9:40 pm</td>
<td>304</td>
<td>Course held through the Business Analytics programs. Credits can be used to fulfill MBA elective credit.</td>
</tr>
<tr>
<td>ENTR:9100:0EXC</td>
<td><strong>Entrepreneurship and Innovation</strong></td>
<td>Kurt Heiar</td>
<td>Fridays &amp; Saturdays, April 12 - May 4</td>
<td>6:00 - 9:00 pm, 8:30 am - 4:30 pm</td>
<td>302</td>
<td>Intersession Course - Cancelled</td>
</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>
<td>Note: A final assignment will be due following the last class session date of 5/9.</td>
</tr>
<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>
<td>Sessions will not be recorded.</td>
</tr>
<tr>
<td>MSCI:9130:0EXP</td>
<td><strong>Lean Process Improvement</strong></td>
<td>Phil Jones</td>
<td>Monday - Friday, March 18 - March 22</td>
<td>8:00 am - 5:00 pm</td>
<td>C425 PC</td>
<td>Course held during Spring Break week.</td>
</tr>
</tbody>
</table>
## CORE

<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:8110:0EXD</td>
<td>Marketing Management</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:8140:0EXD</td>
<td>Corporate Financial Reporting</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>Managerial Economics</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:8240:0EXD</td>
<td>Operations and Supply Chain</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:8310:0EXD</td>
<td>Business Integration</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>
</tbody>
</table>

### MBA:8120:0EXD Management in Organizations
- Instructor: Matt McAllister
- Dates: Thursdays, January 17 - April 4
- Times: 6:00 - 9:40 pm
- Room 328

### MBA:8150:0EXD Business Analytics
- Instructor: Ben Margolin
- Dates: Wednesdays, January 16 - April 3
- Times: 6:00 - 9:40 pm
- Room 328

### MBA:8180:0EXD Managerial Finance
- Prerequisite: MBA:8140 Corporate Financial Reporting, or previous finance/accounting course work
- Instructor: Dirk Laschanzky
- Dates: Mondays, January 14 - April 8
- Times: 6:00 - 9:40 pm
- Room 301

### MBA:8300:0EXD Foundations in Strategy
- Instructor: Joseph Benesh
- Dates: Wednesdays, January 16 - April 3
- Times: 6:00 - 9:40 pm
- Room 301

## 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>FIN:9300:0EXD</td>
<td>Corporate Investment &amp; Finance Decisions</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>Contemporary Topics in Marketing: Product Management and New Product Development</td>
<td>Mike Wokosin</td>
<td>Tuesdays, January 22 - April 9</td>
<td>6:00 - 9:40 pm</td>
<td>308  (Room 201 on 4/9 only)</td>
</tr>
</tbody>
</table>

This course will be delivered utilizing videoconference technologies. The instructor will originate from both Des Moines and Quad Cities on an alternating basis.

<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>MSCI:6060:0EXD</td>
<td>Data Programming in R</td>
<td>Benjamin Margolin</td>
<td>Mondays, January 14 - April 8</td>
<td>6:00 - 9:40 pm</td>
<td>201</td>
</tr>
</tbody>
</table>

Course held through the Business Analytics programs. Credits can be used to fulfill MBA elective credit.

<table>
<thead>
<tr>
<th>Course Code</th>
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<th>Instructor</th>
<th>Dates</th>
<th>Times</th>
<th>Room</th>
</tr>
</thead>
<tbody>
<tr>
<td>MSCI:9110:0EXD</td>
<td>Advanced Analytics</td>
<td>Dirk Hugen</td>
<td>Tuesdays, January 15 - April 2</td>
<td>6:00 - 9:40 pm</td>
<td>201</td>
</tr>
</tbody>
</table>

Course held through the Business Analytics programs. Credits can be used to fulfill MBA elective credit.
**MSCI:9160:0EXD Supply Chain Analytics**  
*Prerequisite: MBA:8150 or MSCI:9100 Business Analytics*  
Instructor: Phil Jones  
Dates: Wednesdays, January 16 - April 3  
Times: 6:00 - 9:40 pm  
Room 201  
Course held through the Business Analytics programs. Credits can be used to fulfill MBA elective credit.

**Intersession Course**  
**ENTR:9500:0EXD Managing the Growth Business**  
Instructor: Kevin Krause  
Dates: Tuesdays & Thursdays, April 9 - May 9  
Times: 6:00 - 10:00 pm  
Room 308

**Intersession Course**  
**FIN:9290:0EXD Alternative Investments and Portfolio Strategies**  
*Prerequisite: MBA:8180 Managerial Finance*  
Instructor: TBA  
Dates: Tuesdays and Thursdays, April 9 - May 9  
Times: 6:00 - 10:00 pm  
Room 301

**Intersession Course**  
**MGMT:9090:0EXD Influence and Constructive Persuasion**  
Instructor: Patrick Highland  
Dates: Thursdays & Fridays, April 18, 19, 25, 26, May 9, 10,  
Saturdays, April 20, 27, May 11  
Times: Thursdays & Fridays 6:00 - 9:00 pm &  
Saturdays 8:30 am - 4:30 pm  
Room 208  
Please note the PMBA commencement ceremony will be held on Saturday, May 11. Please do not register for this course if you are planning to attend commencement.

**Intersession Course**  
**MGMT:9120:0EXD Leadership and Personal Development**  
Instructor: Ginny Wilson-Peters  
Dates: Mondays, Tuesdays & Fridays April 9, 12, 15, 16, 22, 23, 29, 30, May 6, 7  
Times: 6:00 - 10:00 pm  
Room 328 (except for April 12 in room 308)  
Note: A final assignment will be due following the last class session date of 5/7.

**Intersession Course**  
**MGMT:9220:0EXD Maximizing Team Performance**  
Instructor: Gale Mote  
Dates: Fridays & Saturdays, April 12, 13, 19, 20, 26, 27, May 3, 4  
Times: Fridays 6:00 - 9:00 pm & Saturdays 8:30 am - 4:30 pm  
Room 328
### CORE

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Instructor</th>
<th>Dates</th>
<th>Time</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 Szetsycki</td>
<td>Wednesdays, January 16 - April 3</td>
<td>6:00 - 9:40 pm</td>
<td>120</td>
</tr>
<tr>
<td>MBA:8310:0EXQ</td>
<td>Business Integration</td>
<td>Gary Gaeth, Jon Gray</td>
<td>Mondays, January 14 - April 8</td>
<td>6:00 - 9:40 pm</td>
<td>112</td>
</tr>
</tbody>
</table>

### ELECTIVES

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Instructor</th>
<th>Dates</th>
<th>Time</th>
<th>Room</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBA:8180:0EXQ</td>
<td>Managerial Finance</td>
<td>Erik Lie</td>
<td>Wednesdays, January 16 - April 3</td>
<td>6:00 - 9:40 pm</td>
<td>112</td>
</tr>
<tr>
<td>FIN:9310:0EXQ</td>
<td>Corporate Financial Strategy</td>
<td>Mikhail Grachev</td>
<td>Mondays, January 14 - April 8</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>MGMT:9290:0EXQ</td>
<td>Global Business Management</td>
<td>Michael Lash</td>
<td>Fridays &amp; Saturdays, April 12, 13, 19, 20, 26, 27, May 3, 4</td>
<td>6:00 - 9:00 pm, 8:30 - 4:30 pm</td>
<td>120</td>
</tr>
<tr>
<td>MSCI:6050:0EXQ</td>
<td>Data Management and Visual Analytics</td>
<td>Mark Bennett</td>
<td>Mondays, January 14 - April 8</td>
<td>6:00 - 9:40 pm</td>
<td>111</td>
</tr>
<tr>
<td>MSCI:6100:0EXQ</td>
<td>Text Analytics</td>
<td>Lynn Allendorf</td>
<td>Tuesdays &amp; Thursdays, April 9 - May 9</td>
<td>6:00 - 10:00 pm</td>
<td>120</td>
</tr>
<tr>
<td>MSCI:9110:0EXQ</td>
<td>Advanced Analytics</td>
<td>Susan Dustin</td>
<td>Fridays &amp; Saturdays, April 12, 13, 19, 20, 26, 27, May 3, 4</td>
<td>6:00 - 9:00 pm, Saturdays 8:30 - 4:30 pm</td>
<td>120</td>
</tr>
<tr>
<td>Intersession Course</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>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.

### MBA:8500:EXG Seminar in International Business: Germany and Czech Republic
Instructor: Marketa Rickley
Dates: May 19 - 26
There will also be a required all-day in-person class session scheduled for Sunday, April 14, 10:00 am - 4:00 pm

### MBA:8140:0EXV Corporate Financial Reporting
Instructor: Kevin Markle
Dates: January 14 - April 5
Live online Sessions: Wednesdays 6:00 - 7:30 pm beginning January 16
Note: This course is delivered via the web. This online course is delivered with a combination of recorded lectures 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.

### MBA:8150:0EXV Business Analytics
Instructor: Rick Jerz
Dates: January 14 - April 5
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.

### MBA:8150:0EXV Foundation in Strategy
Instructor: Marketa Rickley
Dates: January 14 - April 5
Live online Sessions: Thursdays, 6:00 - 7:45 pm, beginning January 17
Note: This course is delivered via the web. This online course is delivered with a combination of recorded lectures 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.

### MBA:8300:0EXV Foundations in Strategy
Instructor: Marketa Rickley
Dates: January 14 - April 5
Live online Sessions: Thursdays, 8:00 - 9:45 pm, beginning January 17
Note: This course is delivered via the web. This online course is delivered with a combination of recorded lectures 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.

### MBA:9165:0EXV Digital Marketing Analytics
Prerequisites: MBA:8110 Marketing Management and MBA:8150 Business Analytics
Instructor: Gary Gaeth/Goutam Chakraborty
Dates: January 14 - April 5
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 scheduled basis.

### Course Type: Hybrid web and in-person
MBA:8130:0EXC Business Communication
Instructor: Nick Westergaard
Dates: January 16 - March 30
In-person sessions: March 29 & 30 8:30 am - 4:30 pm, room 304 CR Center
Note: This course is a hybrid course, consisting of a combination of two in-person class sessions, recorded lectures and a weekly discussion session.
<table>
<thead>
<tr>
<th>Course Type: Hybrid web and in-person</th>
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</tr>
</thead>
<tbody>
<tr>
<td><strong>MBA:8130:0EXD Business Communication</strong></td>
<td><strong>MGMT:9250:0EXC Managing Employee Performance</strong></td>
</tr>
<tr>
<td>Instructor: Nick Westergaard</td>
<td>Instructor: Beth Livingston</td>
</tr>
<tr>
<td>Dates: January 16 - April 8</td>
<td>Dates: Wednesdays, January 16 - April 3</td>
</tr>
<tr>
<td>Live online sessions: Wednesdays, 6:00 - 7:00 pm</td>
<td>Times: 6:00 - 9:40 pm</td>
</tr>
<tr>
<td>In-person sessions: April 5 &amp; 6, 8:30 am - 4:30 pm, room 328 JMPEC</td>
<td>Room 301</td>
</tr>
<tr>
<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.</td>
<td>Note: 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.</td>
</tr>
<tr>
<td>Note: Drop date prior to 11:59 pm on January 15 for no tuition responsibility.</td>
<td>Note: Drop date prior to 11:59 pm on January 15 for no tuition responsibility.</td>
</tr>
</tbody>
</table>

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<tbody>
<tr>
<td><strong>MGMT:9290:0EXQ Global Business Management</strong></td>
<td><strong>MKTG:9320:0EXC Strategic Brand Positioning</strong></td>
</tr>
<tr>
<td>Instructor: Mikhail Grachev</td>
<td>Instructor: John Murry</td>
</tr>
<tr>
<td>Dates: January 17 - April 4</td>
<td>Dates: April 8 - May 11</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>Live online sessions: Thursdays: April 11 - May 9, 6:30 - 8:30 pm</td>
</tr>
<tr>
<td>Note: 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.</td>
<td>In-person sessions: Saturdays: April 13, 27, May 4, 8:30 - 4:30, room 304 CR Center</td>
</tr>
<tr>
<td>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 Marketa Rickley, 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.</td>
<td>Recorded lectures: Viewable at choice of time during week.</td>
</tr>
<tr>
<td>Note: Drop date prior to 11:59 pm on January 16 for no tuition responsibility.</td>
<td>Note: Drop prior to 11:59 pm on April 7 for no tuition responsibility.</td>
</tr>
</tbody>
</table>