



THE UNIVERSITY OF IOWA

**Professional MBA Program  
Courses Available for Professional Improvement Scholarship  
Summer 2019 Course Schedule**

Each course is 3 semester hours of credit  
Courses will not be held on Memorial Day (5/27) or July 4<sup>th</sup>  
For course descriptions, visit our website:  
[tippie.uiowa.edu/pmba/courses](http://tippie.uiowa.edu/pmba/courses)

If you need to change your registration or withdraw from a course, you will need to do so in MyUI by 11:59 pm the day 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.

<b>CEDAR RAPIDS</b> Classes held at the Cedar Rapids Center	
<b>ELECTIVES</b>	
<b>FIN:9310:0EXC Corporate Financial Strategy</b> <i>Prerequisite: MBA:8180 Managerial Finance</i> Instructor: Erik Lie Dates: Mondays and Thursdays, May 13 - June 20, no class 5/27 Times: 6:00 - 9:40 pm Room 301	<b>MGMT:9110:0EXC Dynamics of Negotiations</b> Instructor: Matt McAllister Dates: Wednesdays, May 15 - July 31, no class 6/26 Times: 6:00 - 9:40 pm Room 301
<b>MGMT:9185:0EXC Project Management</b> Instructor: Bernard Dutchik Dates: Mondays and Thursdays, June 24 - August 1, no class 7/4 Times: 6:00 - 9:40 pm Room 301	<b>MKTG:9120:0EXC Customer Relationship Management</b> <i>Prerequisite: MBA:8110 Marketing Management</i> Instructor: DJ Nayakankuppam Dates: Mondays and Thursdays, July 18 - August 19 Times: 6:00 - 10:00 pm Room 304 This course will be delivered utilizing videoconference technologies. The instructor will originate from both Cedar Rapids and Quad Cities on an alternating basis.

<b>DES MOINES</b> Classes held at the John & Mary Pappajohn Education Center (JMPEC)	
<b>ELECTIVES</b>	
<b>ENTR:9450:0EXD Strategic Management of Technology and Innovation</b> Instructor: Wade Steenhoek Dates: Mondays and Thursdays, June 24 - August 1, no class 7/4 Times: 6:00 - 9:40 pm Room 308	<b>FIN:9270:0EXD Security Analysis</b> <i>Prerequisite: MBA:8180 Managerial Finance</i> Instructor: Lawrence Cook Dates: Mondays and Wednesdays, June 24 - July 29 Times: 6:00 - 9:40 pm Room 301
<b>MGMT:9185:0EXD Project Management</b> Instructor: Wayne Kaul Dates: May 9 - June 8 In-person Dates: May 16, 17, 18, 31, and June 1 Times: 8:30 am - 5:00 pm Room 328 This course will be delivered in a 5-day in-person format coupled with preparatory and post class work. Drop by 11:59 pm on 5/8 for no tuition responsibility.	<b>MGMT:9270:0EXD Human Resource Management</b> Instructor: Dennis Schrag Dates: Mondays and Thursdays, May 13 - June 20, no class 5/27 Times: 6:00 - 9:40 pm Room 308
<b>MKTG:9190:0EXD International Marketing</b> <i>Prerequisite: MBA:8110 Marketing Management</i> Instructor: Mark Winkler Dates: Mondays and Wednesdays, May 13 - June 19, no class 5/27 Times: 6:00 - 9:40 pm Room 301	

**QUAD CITIES**  
**Classes held at the Birchwood Learning Center**

**ELECTIVES**

**FIN:9200:0EXQ Portfolio Management**  
*Prerequisite: MBA:8180 Managerial Finance*  
 Instructor: Jeffrey Hart  
 Dates: Mondays and Thursdays, May 13 - June 20, no class 5/27  
 Times: 6:00 - 9:40 pm  
 Room 111  
 Sessions will not be recorded.

**MGMT:9130:0EXQ Strategic Management of Change**  
*Prerequisite: MBA:8120 Management in Organizations*  
 Instructor: TBA  
 Dates: July 8 - August 2  
 In-person Dates: July 8, 9, 10, 18, 19  
 Times: 8:30 am - 4:30 pm  
 Room 120  
 This course will be delivered in a 5-day in-person format coupled with preparatory and post class work.

**MKTG:9120:0EXQ Customer Relationship Management**  
*Prerequisite: MBA:8110 Marketing Management*  
 Instructor: DJ Nayakankuppam  
 Dates: Mondays and Thursdays, July 18 - August 19  
 Times: 6:00 - 10:00 pm  
 Room 112  
 This course will be delivered utilizing videoconference technologies. The instructor will originate from both Cedar Rapids and Quad Cities on an alternating basis.