PMB 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 2017**

<table>
<thead>
<tr>
<th>CEDAR RAPIDS</th>
<th>Classes held at the Cedar Rapids Center</th>
</tr>
</thead>
</table>
| MGMT:9091:0EXC **Corporate Social Responsibility and Sustainability**  
Instructor: Ion (Bodi) Vasi  
Dates: December 27 - January 13  
In-person Sessions: January 4, 5, 6, 12, 13  
Time: 8:00 am - 5:00 pm  
Room 301  
Students will complete coursework outside of in-person class session dates. | MGMT:9092:0EXC **Effective Managerial Communication**  
Instructor: Patrick Highland  
Dates: December 27 - January 13  
In-person Sessions: January 3, 4, 11, 12, 13  
Time: 8:00 am - 5:00 pm  
Room 303  
Students will complete coursework outside of in-person class session dates. |

<table>
<thead>
<tr>
<th>DES MOINES</th>
<th>Classes held at the John &amp; Mary Pappajohn Education Center (JMPEC)</th>
</tr>
</thead>
</table>
| MGMT:9091:0EXD **Corporate Social Responsibility and Sustainability**  
Instructor: Adam Hammes  
Dates: December 27 - January 13  
In-person Sessions: January 3, 4, 5, 8, 9  
Time: 8:00 am - 5:00 pm  
Room 308  
Students will complete coursework outside of in-person class session dates. | MSCI:9010:0EXD **Contemporary Topics in Analytics: Agile Project Management**  
Instructor: Wayne Kaul  
Dates: December 27 - January 13  
In-person Sessions: January 4, 5, 10, 11, 12:30 pm - 9:00 pm & January 6, 8:30 am - 4:30 pm  
Room 328  
Students will complete coursework outside of in-person class session dates. |

<table>
<thead>
<tr>
<th>QUAD CITIES</th>
<th>Classes held at the Birchwood Learning Center</th>
</tr>
</thead>
</table>
| MGMT:9130:0EXQ **Strategic Management of Change**  
Prerequisite: MBA:8120 Management in Organizations  
Instructor: Amy Kristof-Brown, Bev Hutney  
Dates: December 27 - January 13  
In-person Sessions: January 3, 4, 5, 11, 12  
Time: 8:00 am - 5:00 pm  
Room 120  
Students will complete coursework outside of in-person class session dates. | |

Winter courses must be dropped prior to 11:59 pm on 12/26 for no tuition responsibility.
### CORE

<table>
<thead>
<tr>
<th>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 Winkle</td>
<td>Tuesdays, January 16 - April 10</td>
<td>6:00 - 9:20 pm</td>
<td>303</td>
</tr>
<tr>
<td>MBA:8110:0EXC</td>
<td>Management in Organizations</td>
<td>Ginny Wilson-Peters</td>
<td>Wednesdays, January 17 - April 11</td>
<td>6:00 - 9:20 pm</td>
<td>303</td>
</tr>
<tr>
<td>MBA:8140:0EXC</td>
<td>Corporate Financial Reporting</td>
<td>Roy Pettibone</td>
<td>Wednesdays, January 17 - April 11</td>
<td>6:00 - 9:20 pm</td>
<td>304</td>
</tr>
<tr>
<td>MBA:8180:0EXC</td>
<td>Managerial Finance</td>
<td>Art Durnev</td>
<td>Thursdays, January 18 - April 12</td>
<td>6:00 - 9:20 pm</td>
<td>301</td>
</tr>
<tr>
<td>MBA:8240:0EXC</td>
<td>Operations and Supply Chain</td>
<td>Ann Campbell</td>
<td>Mondays, January 22 - April 16</td>
<td>6:00 - 9:20 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 22 - April 16</td>
<td>6:00 - 9:20 pm</td>
<td>304</td>
</tr>
</tbody>
</table>

### ELECTIVES

<table>
<thead>
<tr>
<th>Code</th>
<th>Course Title</th>
<th>Instructor</th>
<th>Dates</th>
<th>Times</th>
<th>Room</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIN:9220:0EXC</td>
<td>Fixed Income Securities</td>
<td>Jay Sa-Aadu</td>
<td>Thursdays, January 18 - April 12</td>
<td>6:00 - 9:20 pm</td>
<td>304</td>
</tr>
<tr>
<td>MGMT:9110:0EXC</td>
<td>Dynamics of Negotiations</td>
<td>Brady Firth</td>
<td>Wednesdays, January 17 - April 11</td>
<td>6:00 - 9:20 pm</td>
<td>301</td>
</tr>
<tr>
<td>MSCI:6050:0EXC</td>
<td>Data Management and Visual Analytics</td>
<td>Wenjun Wang</td>
<td>Tuesdays, January 16 - April 10</td>
<td>6:00 - 9:20 pm</td>
<td>302</td>
</tr>
<tr>
<td>MSCI:9110:0EXC</td>
<td>Advanced Analytics</td>
<td>Patrick Johanns</td>
<td>Wednesdays, January 17 - April 11</td>
<td>6:00 - 9:20 pm</td>
<td>302</td>
</tr>
</tbody>
</table>

### Intersession Course

<table>
<thead>
<tr>
<th>Code</th>
<th>Course Title</th>
<th>Instructor</th>
<th>Dates</th>
<th>Times</th>
<th>Room</th>
</tr>
</thead>
<tbody>
<tr>
<td>MSCI:9110:0EXC</td>
<td>Advanced Analytics</td>
<td>Patrick Johanns</td>
<td>Wednesdays, January 17 - April 11</td>
<td>6:00 - 9:20 pm</td>
<td>302</td>
</tr>
</tbody>
</table>

This course will be delivered utilizing videoconference technologies. The instructor will originate from both Cedar Rapids and Quad Cities on an alternating basis.
<table>
<thead>
<tr>
<th>Elective Course</th>
<th>Elective Course</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Intersession Course</strong></td>
<td><strong>Intersession Course</strong></td>
</tr>
</tbody>
</table>
| FIN:9350:0EXP *Wealth Management*  
Prerequisite: MBA:8180 Managerial Finance  
Instructor: Jeff Hart  
Dates: Tuesdays, Thursdays, & Saturdays, April 17, 19, 24, 26, 28, May 1, 3, 5, 8, 10  
Times: Tuesdays & Thursdays 6:00 - 9:30 pm & Saturdays 9:00 am - 4:00 pm  
Room C425 PC, April 21 only: W207 PBB  
There will be no recording for this course. | MGMT:9230:0EXC *Managing and Preventing Conflict*  
Instructor: Jay Christensen-Szalanski, Lon Moeller  
Dates: March 30 - May 5  
Course Type: Hybrid web and in-person  
On-line Sessions: No  
In-person Sessions: Friday & Saturday, May 4 - 5, 8:30 am - 4:30 pm, required, Room 304 Cedar Rapids Center  
Recorded Lectures: Available March 23; viewable at choice of time within the week; assignments due on a scheduled basis  
Note: Drop date prior to 11:59 pm on 3/29 for not tuition responsibility  
In-person sessions will not be recorded. |

**IOWA CITY**  
Classes held at the Pomerantz Center
### CORE

**MBA:8110:0EXD Marketing Management**  
Instructor: Tom Walsh  
Dates: Thursdays, January 18 - April 12  
Times: 6:00 - 9:20 pm  
Room 328  

**MBA:8140:0EXD Corporate Financial Reporting**  
Instructor: Doug DeJong  
Dates: Tuesdays, January 16 - April 10  
Times: 6:00 - 9:20 pm  
Room 328  

**MBA:8160:0EXD Managerial Economics**  
Instructor: A'amer Farooqi  
Dates: Tuesdays, January 16 - April 10  
Times: 6:00 - 9:20 pm  
Room 308  

**MBA:8180:0EXD Operations and Supply Chain**  
**Prerequisite:** MBA:8150 Business Analytics  
Instructor: Phil Jones  
Dates: Wednesdays, January 17 - April 11  
Times: 6:00 - 9:20 pm  
Room 328  

**MBA:8110:0EXD Management in Organizations**  
Instructor: Matt McAllister  
Dates: Thursdays, January 18 - April 12  
Times: 6:00 - 9:20 pm  
Room 301  

**MBA:8150:0EXD Business Analytics**  
Instructor: Patrick Johans  
Dates: Mondays, January 22 - April 16  
Times: 6:00 - 9:20 pm  
Room 328  

**MBA:8180:0EXD Managerial Finance**  
**Prerequisite:** MBA:8140 Corporate Financial Reporting, or previous finance/accounting course work  
Instructor: Dirk Laschanzky  
Dates: Tuesdays, January 16 - April 10, no class 2/20  
Times: 6:00 - 9:40 pm  
Room 301  

**MBA:8310:0EXD Business Integration**  
**Prerequisites:** MBA:8110 Marketing Management, MBA 8140 Corporate Financial Reporting, MBA:8150 Business Analytics, MBA:8180 Managerial Finance, MBA:8190 Operations Management or MBA:8240 Operations & Supply Chain, and MBA:8300 Foundations in Strategy (only for those admitted in Summer 2017 or later)  
Instructor: Gary Gaeth, Robert Stahlin  
Dates: Mondays, January 22 - April 16  
Times: 6:00 - 9:20 pm  
Room 308

### ELECTIVES

**ENTR:9700:0EXD Entrepreneurship Business Consulting**  
Instructor: Wade Steenhoek  
Dates: Thursdays, January 18 - April 12  
Times: 6:00 - 9:20 pm  
Room 308  

**FIN:9240:0EXD International Finance**  
**Prerequisite:** MBA:8180 Managerial Finance  
Instructor: Anand Vijh  
Dates: Wednesdays, January 17 - April 11  
Times: 6:00 - 9:20 pm  
Room 301  

**MBA:8130:0EXD Business Communication**  
Instructor: Nick Westergaard  
Dates: January 16 - April 10  
Course Type: Hybrid web and in-person  
On-line Sessions: Weekly, Tuesdays, 6:00 - 7:00 pm, required  
In-person Sessions: Friday & Saturday, March 30-31, 8:30 am - 5:00 pm, required, Room 328 JMPEC  
Recorded Lectures: Available January 16; viewable at choice of time within the week; assignments due on a scheduled basis  

**MGMT:9290:0EXD Global Business Management**  
Instructor: Mikhail Grachev  
Dates: January 17 - April 11  
Course Type: Hybrid web and in-person  
On-line Sessions: No  
In-person Sessions: Wednesdays, January 24, February 21, April 4, 6:00 - 9:20 pm, required, Room 308 JMPEC  
Recorded Lectures: Available January 17; viewable at choice of time within the week; assignments due on a scheduled basis  
Global Business Management is a new elective in the PMBA Program as of Spring 18. The course focuses on theoretical knowledge and practical skills that are critical to successfully compete in the global marketplace and to make sound management decisions in international contexts. Students will understand economic, political, legal and social aspects of a business environment in foreign markets, learn about multinational companies’ winning moves in entering and growing in those markets, and study best practices in managing people in different cultural settings. Note: If you have completed the core Global Business Strategy (GBS), taught by Mikhail Grachev or have completed GBS prior to last year 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.

**MSCI:6060:0EXD Data Programming in R**  
Instructor: Benjamin Margolin  
Dates: Wednesdays, January 17 - April 18 (will include one night off, date TBD, for faculty travel)  
Times: 6:00 - 9:20 pm  
Room 201  
Course held through the Business Analytics Certificate and Masters programs. Credits can be used to fulfill MBA elective credit.

**MSCI:6070:0EXD Data Science**  
**Prerequisite:** MBA:8150 or MSCI:9100 Business Analytics  
Instructor: Tong Wang  
Dates: Mondays, January 22 - April 16  
Times: 6:00 - 9:20 pm  
Room 201  
Course held through the Business Analytics Certificate and Masters programs. Credits can be used to fulfill MBA elective credit.
<table>
<thead>
<tr>
<th>Intersession Course</th>
<th>Intersession Course</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIN:9310:0EXD Corporate Financial Strategy</td>
<td>MGMT:9220:0EXD Maximizing Team Performance</td>
</tr>
<tr>
<td>Prerequisite: MBA:8180 Managerial Finance</td>
<td>Instructor: Gale Mote</td>
</tr>
<tr>
<td>Instructor: Yiming Qian</td>
<td>Dates: Fridays &amp; Saturdays, April 13 - 14, 20 - 21, 27 - 28, May 4 - 5</td>
</tr>
<tr>
<td>Dates: Fridays &amp; Saturdays, April 13 - 14, 20 - 21, 27 - 28, May 4 - 5</td>
<td>Times: Fridays 6:00 - 9:00 pm &amp; Saturdays 8:30 am - 4:30 pm</td>
</tr>
<tr>
<td>Times: Fridays 6:00 - 9:20 pm &amp; Saturdays 8:30 am - 4:10 pm</td>
<td>Room 328</td>
</tr>
<tr>
<td>Room 301 April 13 - 14, 27 - 28</td>
<td></td>
</tr>
<tr>
<td>Room 201 April 20 - 21, May 4 - 5</td>
<td>There will be no recording for this course.</td>
</tr>
<tr>
<td>MKTG:9170:0EXD Business to Business Marketing</td>
<td></td>
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<tr>
<td>Prerequisite: MBA:8110 Marketing Management</td>
<td></td>
</tr>
<tr>
<td>Instructor: Mark Winkler</td>
<td>Dates: Fridays &amp; Saturdays, April 13 - 14, 20 - 21, 27 - 28, May 4 - 5</td>
</tr>
<tr>
<td>Dates: Wednesdays &amp; Saturdays, April 14 - May 9</td>
<td>Times: Fridays 6:00 - 9:00 pm &amp; Saturdays 8:30 am - 4:30 pm</td>
</tr>
<tr>
<td>Times: Wednesdays 6:00 - 9:00 pm &amp; Saturdays 8:30 am - 4:30 pm</td>
<td>Room 308</td>
</tr>
<tr>
<td>Course Code</td>
<td>Course Title</td>
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</tr>
<tr>
<td>MBA:8120:0EXQ</td>
<td>Management in Organizations</td>
</tr>
<tr>
<td>MBA:8140:0EXQ</td>
<td>Corporate Financial Reporting</td>
</tr>
<tr>
<td>MBA:8160:0EXQ</td>
<td>Managerial Economics</td>
</tr>
<tr>
<td>MBA:8240:0EXQ</td>
<td>Operations and Supply Chain</td>
</tr>
<tr>
<td>MBA:8310:0EXQ</td>
<td>Business Integration</td>
</tr>
<tr>
<td>ENTR:9400:0EXQ</td>
<td>Evaluating Innovation Opportunities</td>
</tr>
<tr>
<td>MKTG:9190:0EXQ</td>
<td>International Marketing</td>
</tr>
<tr>
<td>MSCI:6130:0EXQ</td>
<td>Applied Optimization</td>
</tr>
<tr>
<td>MSCI:9010:0EXQ</td>
<td>Contemporary Topics in Analytics: Agile Project Management</td>
</tr>
<tr>
<td>MGT:9090:0EXQ</td>
<td>Influence and Constructive Persuasion</td>
</tr>
</tbody>
</table>
Applications and complete details will be sent out mid-fall. 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. You will receive notification of your enrollment in December. Our office will enter your GLO course request into MyUI on your behalf in March, which will show up on your April U-Bill. You should apply as soon as possible because a waitlist often forms.

**MBA:8500:EXG Seminar in International Business: Going and Growing Global in London/Dublin**
Instructor: Ken Brown
Dates: May 13 - 20
There will also be an all-day in-person class session scheduled for Saturday, April 7 in Iowa City.

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### WEB

#### CORE

**MBA:8150:0EXW Business Analytics**
Instructor: Richard (Rick) Jerz
Dates: January 16 - April 16
Course Type: Web
On-line Sessions: No
In-person Sessions: No
Recorded Lectures: Available January 16; viewable at choice of time within the week; assignments due on a scheduled basis

**MBA:8300:0EXW Foundations in Strategy**
Instructor: Marketa Rickley
Dates: Thursdays, January 18 - April 12
Course Type: Web
On-line Sessions: 6:00 - 8:00 pm
In-person Sessions: No
Recorded Lectures: Available January 18; viewable at choice of time within the week; assignments due on a scheduled basis

#### ELECTIVES

**MKTG:9010:0EXW Contemporary Topics in Marketing: Google Adwords and Analytics: Promote and Measure Website Traffic**
Prerequisite: MBA:8110 Marketing Management & MBA:8150 Business Analytics
Instructor: Matt Cardoni
Dates: Wednesdays, March 21 - May 9
Course Type: Web
On-line Sessions: 5:30 - 9:05 pm
In-person Sessions: No
Recorded Lectures: No

**MKTG:9165:0EXW Digital Marketing Strategies and Analytics**
Prerequisite: MBA:8110 Marketing Management & MBA:8150 Business Analytics
Instructors: Gary Gaeth, Goutam Chakraborty
Dates: January 16 - April 16
Course Type: Web
On-line Sessions: No
In-person Sessions: No
Recorded Lectures: Available January 16; viewable at choice of time within the week; assignments due on a scheduled basis

Hybrid web and in-person classes can be found under specific site course listings.