Mini 3 and Mini 4 2014
Elective Course Offerings--Subject to Change

Number	Title	Mini	Sec.	Area
45-800	Corporate Financial Reporting	Mini 3	E	Accounting
45-805	Companies	Mini 3	A	Entrepreneurship
45-805	Companies	Mini 3	E	Entrepreneurship
45-810	Money, Banking and Financial Markets	Mini 3	A	Economics
45-810	Money, Banking and Financial Markets	Mini 3	E	Economics
45-820	Finance II	Mini 3	A	Finance
45-820	Finance II	Mini 3	B	Finance
45-820	Finance II	Mini 3	E	Finance
45-825	International Finance	Mini 3	A	International Business;Finance
45-825	International Finance	Mini 3	E	International Business;Finance
45-826	Real Estate	Mini 3	A	Finance
45-833	New Product Management	Mini 3	A	Marketing
45-833	New Product Management	Mini 3	E	Marketing
45-834	Business to Business Marketing	Mini 3	E	Marketing
45-840	Negotiations	Mini 3	A	Organizational Behavior
45-841	Team Conflict and Negotiation	Mini 3	A	Organizational Behavior
45-841	Team Conflict and Negotiation	Mini 3	E	Organizational Behavior
45-843	Organizational Power and Influence	Mini 3	A	Organizational Behavior
45-847	Cross-Cultural Management and Ethics	Mini 3	A	Business;Organizational
45-852	Optimization Methods in Finance	Mini 3	E	Quantitative Analysis;Finance
45-854	Optimization Models for Operations	Mini 3	A	Management;Quantitative Analysis
45-861	Six Sigma Tools and Techniques	Mini 3	A	Operations Management
45-862	Supply Chain Management	Mini 3	A	Operations Management
45-862	Supply Chain Management	Mini 3	E	Operations Management
45-870	Strategic Corporate Management	Mini 3	E	Strategy
45-891	Presenting Competitively	Mini 3	A	Communications
45-895	Business Acting I	Mini 3	A	General
45-895	Business Acting I	Mini 3	E	General
45-921	Corporate Restructuring	Mini 3	A	Finance
45-926	Quantitative Trading Strategies	Mini 3	A	Quantitative Analysis;Finance
45-934	Marketing with Electronic and Social Media	Mini 3	A	Marketing
45-944	Developing Star Performers	Mini 3	E	Organizational Behavior
45-970	Studies in Strategy	Mini 3	A	Strategy
45-970	Studies in Strategy	Mini 3	E	Strategy
46-832	Marketing Research	Mini 3	A	Marketing
46-862	Innovation Ecosystems Project	Mini 3	A	Information Systems
45-806	Entrepreneurial Alternatives	Mini 4	A	Entrepreneurship
45-811	Monetary Policy in the US and Abroad	Mini 4	E	Economics
45-822	Applied Corporate Finance	Mini 4	A	Finance
45-822	Applied Corporate Finance	Mini 4	E	Finance
45-824	Venture Capital and Private Equity	Mini 4	A	Entrepreneurship;Finance
45-824	Venture Capital and Private Equity	Mini 4	E	Entrepreneurship;Finance

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Number	Title	Mini	Sec.	Area
45-830	Marketing Research	Mini 4	A	Marketing
45-830	Marketing Research	Mini 4	E	Marketing
45-831	Pricing Strategy	Mini 4	A	Strategy;Marketing
45-831	Pricing Strategy	Mini 4	B	Strategy;Marketing
45-831	Pricing Strategy	Mini 4	E	Strategy;Marketing
45-836	Consumer Behavior	Mini 4	A	Marketing
45-836	Consumer Behavior	Mini 4	E	Marketing
45-843	Organizational Power and Influence	Mini 4	E	Organizational Behavior
45-846	Ethical Issues in Business	Mini 4	A	Social Responsibility
45-851	Data Mining	Mini 4	A	Analysis
45-851	Data Mining	Mini 4	E	Analysis
45-853	Optimization for Interactive Marketing	Mini 4	A	Quantitative Analysis;Marketing
45-864	Operations Strategy	Mini 4	A	Operations Management
45-864	Operations Strategy	Mini 4	E	Operations Management
45-870	Strategic Corporate Management	Mini 4	A	Strategy
45-872	Technology Strategy	Mini 4	A	Strategy;Information Systems;Marketing
45-872	Technology Strategy	Mini 4	E	Strategy;Information Systems;Marketing
45-877	Contracts	Mini 4	A	Entrepreneurship
45-882	Digital Marketing and Social Media Strategy	Mini 4	A	Information Systems;Marketing
45-892	Executive Communication Skills	Mini 4	A	Communications;Ethics and Social Responsibility
45-895	Business Acting I	Mini 4	A	General
45-896	Business Acting II	Mini 4	E	General
45-905	Funding Early Stage Ventures	Mini 4	E	Entrepreneurship
45-910	The Global Economy -Past, Present and Future	Mini 4	A	International Business;Economics
45-911	Capitalism	Mini 4	A	Economics
45-912	Business Forecasting w/ Time Series Models	Mini 4	A	Quantitative Analysis;Economics
45-921	Corporate Restructuring	Mini 4	E	Finance
45-927	Financial Intermediation	Mini 4	A	Finance
45-928	Energy Finance	Mini 4	A	Finance
45-942	Organizational Change	Mini 4	E	Organizational Behavior
45-965	Service Management: Go-to-Market Strategy and Operations	Mini 4	A	Operations Management
45-971	Personnel Strategy	Mini 4	E	Strategy
45-977	Catastrophic Risk Analysis	Mini 4	E	Economics
45-980	Big Data	Mini 4	A	Information Systems
45-992	Germany Study Abroad Capstone	Mini 4	A	Capstone
45-993	China Study Abroad	Mini 4	A	Capstone

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Number	Title	Mini	Sec.	Area
46-833	Product Management	Mini 4	A	Marketing