

## Class Schedule Fall Semester 2008

### Graduate Schools

NOTICE: This document has been updated to the close of business on Wednesday, July 2, 2008.

- Registration start date: July 14, 2008
- Exception: MBA registration start date is March 24, 2008
- Class start date: September 10, 2008, unless otherwise noted
- All classes held on the Boston Campus unless otherwise noted

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### Graduate School of Business Administration

#### Contact Info

350 Dodge Hall

617.373.5992

Web site: [www.mba.neu.edu](http://www.mba.neu.edu)

Office hours: Monday-Friday 8:30 AM-5:30 PM

Summer hours: Monday-Friday 8:00 AM-5:00 PM

#### ACC—Accounting

ACC G200 Financial Reporting and Managerial Decision Making 1  
(3 SH)

Key 37758, Sec 01, Instr Bame-Aldred

Tue 5:20 PM-7:20 PM

Requirement for Part-Time MBA

Key 37688, Sec 02, Instr Maletta

Downtown Campus

Mon 7:25 PM-9:25 PM

Requirement for Part-Time MBA

Key 43281, Sec 03, Instr Zhang

Thu 7:25 PM-9:25 PM

Requirement for Part-Time MBA

ACC G208 Financial Reporting and Managerial Decision Making  
(4 SH)

Key 44273, Sec 26, Instr Hertenstein

TuTh 8:50 AM-10:30 AM

Key 32286, Sec 28, C A N C E L E D

TuTh 8:50 AM-10:30 AM

Key 28741, Sec 36, Instr Hertenstein

TuTh 10:50 AM-12:30 PM

Key 32271, Sec 38, C A N C E L E D

TuTh 10:50 AM-12:30 PM

ACC G230 Federal Tax Issues and Analysis (3 SH)

Key 37540, Sec 01, Instr Crossland

Downtown Campus

Mon 5:20 PM-7:20 PM

Requirement for MST

Key 28806, Sec 02, Instr Crossland

Downtown Campus

Tue 5:20 PM-7:20 PM

Requirement for MST

ACC G231 Corporations and Shareholders (3 SH)

Key 37534, Sec 01, Instr Rupert

Tue 7:25 PM-9:25 PM

Requirement for MST

ACC G232 Estate and Gift Taxation (3 SH)

Key 37529, Sec 01, Instr Gagnon

Downtown Campus

Mon 7:25 PM-9:25 PM

Requirement for MST

ACC G235 Partners and Partnerships (3 SH)  
Key 37513, Sec 01, Instr Rupert  
Tue 5:20 PM-7:20 PM  
Requirement for MST

ACC G239 State and Local Taxation (3 SH)  
Key 37508, Sec 01, Instr Gilbert  
Downtown Campus  
Tue 5:20 PM-7:20 PM  
Elective for MST

ACC G240 International Taxation: Inbound Transactions (3 SH)  
Key 37491, Sec 01, Instr Oliveira  
Downtown Campus  
Tue 7:25 PM-9:25 PM  
Elective for MST

ACC G246 Retirement Plans (3 SH)  
Key 43923, Sec 01, Instr Jurdi  
Downtown Campus  
Wed 7:25 PM-9:25 PM  
Elective for MST

ACC G248 Income Taxation of Trusts and Estates (3 SH)  
Key 43939, Sec 01, Instr Crossland  
Downtown Campus  
Wed 5:20 PM-7:20 PM  
Elective for MST

#### CBA—Business Administration

CBA G200 Career Management (0 SH)  
Key 32265, Sec 28, Instr Sarikas  
Fri 9:00 AM-11:30 AM

CBA G222 Business Ethics in the Global Economy (1 SH)  
Students enrolling in any of the one-semester-hour CBA courses must check Blackboard (blackboard.neu.edu) for assignments and materials to be purchased before the first class meeting. These courses are restricted to MBA students only. Any cancellation of registration for these courses must be received by the Registrar's Office prior to the first class meeting to qualify for a tuition refund; no Course Drop Forms will be accepted after the first class meeting.

Key 31845, Sec 01, Instr Robertson  
Sat 8:00 AM-12:00 PM  
Elective for all MBA  
Dates: 11/8 and 11/22

CBA G227 Chipping The Stock Market (1 SH)  
Students enrolling in any of the one-semester-hour CBA courses must check Blackboard (blackboard.neu.edu) for assignments and materials to be purchased before the first class meeting. These courses are restricted to MBA students only. Any cancellation of registration for these courses must be received by the Registrar's Office prior to the first class meeting to qualify for a tuition refund; no Course Drop Forms will be accepted after the first class meeting.

Key 31830, Sec 01, Instr Platt  
Sat 1:00 PM-5:00 PM  
Elective for all MBA  
Dates: 11/1 and 11/15

CBA G231 Issues in Corporate Governance (1 SH)  
Students enrolling in any of the one-semester-hour CBA courses must check Blackboard (blackboard.neu.edu) for assignments and materials to be purchased before the first class meeting. These courses are restricted to MBA students only. Any cancellation of registration for these courses must be received by the Registrar's Office prior to the first class meeting to qualify for a tuition refund; no Course Drop Forms will be accepted after the first class meeting.

Key 31824, Sec 01, Instr Margotta  
Sat 8:00 AM-1:00 PM  
Elective for all MBA  
Dates: 9/20 and 10/4

CBA G246 Financial Analysis and Modeling with Excel (1 SH)  
Students enrolling in any of the one-semester-hour CBA courses must check Blackboard (blackboard.neu.edu) for assignments and materials to be purchased before the first class meeting. These courses are restricted to MBA students only. Any cancellation of registration for these courses must be received by the Registrar's Office prior to the first class meeting to qualify for a tuition refund; no Course Drop Forms will be accepted after the first class meeting.

Key 31819, Sec 01, Instr Swasey  
Sat 8:30 AM-12:30 PM  
Elective for all MBA  
Dates: 9/27 and 10/18

CBA G252 International Management: Insights from Fiction (1 SH)  
Students enrolling in any of the one-semester-hour CBA courses must check Blackboard (blackboard.neu.edu) for assignments and materials to be purchased before the first class meeting. These courses are restricted to MBA students only. Any cancellation of registration for these courses must be received by the Registrar's Office prior to the first class meeting to qualify for a tuition refund; no Course Drop Forms will be accepted after the first class meeting.

Key 28164, Sec 01, Instr Puffer  
Sat 1:30 PM-5:30 PM  
Elective for all MBA  
Dates: 9/20 and 10/4

CBA G268 Varieties of Global Capitalism (1 SH)  
Students enrolling in any of the one-semester-hour CBA courses must check Blackboard (blackboard.neu.edu) for assignments and materials to be purchased before the first class meeting. These courses are restricted to MBA students only. Any cancellation of registration for these courses must be received by the Registrar's Office prior to the first class meeting to qualify for a tuition refund; no Course Drop Forms will be accepted after the first class meeting.

Key 06281, Sec 01, Instr Thomas  
Sat 8:00 AM-12:00 PM  
Elective for all MBA  
Dates: 11/1 and 11/15

CBA G292 Intro to Qualitative Interviewing (1 SH)  
Students enrolling in any of the one-semester-hour CBA courses must check Blackboard (blackboard.neu.edu) for assignments and materials to be purchased before the first class meeting. These courses are restricted to MBA students only. Any cancellation of registration for these courses must be received by the Registrar's Office prior to the first class meeting to qualify for a tuition refund; no Course Drop Forms will be accepted after the first class meeting.

Key 45697, Sec 01, Instr Bardhi  
Sat 1:00 PM-5:00 PM  
Elective for all MBA  
Dates: 11/8 and 11/22

## ENT—Entrepreneurship and Innovation

ENT G200 Technology, Entrepreneurship, and Enterprise Growth (3 SH)

Key 34303, Sec 01, Instr Crane  
Tue 5:20 PM-7:20 PM  
Requirement for Part-Time MBA

Key 12141, Sec 02, Instr Staff  
Mon 7:25 PM-9:25 PM  
Requirement for Part-Time MBA

ENT G210 Management of Small Business Enterprises (3 SH)

Key 45879, Sec 01, Instr Allen  
Tue 5:20 PM-7:20 PM  
Elective for all MBA

ENT G214 Social Entrepreneurship (3 SH)

Key 45863, Sec 01, Instr Tita  
Thu 5:20 PM-7:20 PM  
Elective for all MBA

## FIN—Finance

FIN G200 Value Creation Through Financial Decision Making (3 SH)

Key 37438, Sec 01, Instr Whitfield  
Tue 7:25 PM-9:25 PM  
Requirement for Part-Time MBA

Key 12121, Sec 02, Instr Welch  
Mon 5:20 PM-7:20 PM  
Requirement for Part-Time MBA

FIN G201 Financial Theory and Policy (3 SH)

Key 37422, Sec 01, Instr Trahan  
Downtown Campus  
Thu 5:20 PM-7:20 PM  
Requirement for MSF

FIN G202 Analysis of Financial Institutions and Markets (3 SH)

Key 37417, Sec 01, Instr Goettle  
Downtown Campus  
Thu 7:25 PM-9:25 PM  
Requirement for MSF

FIN G204 International Finance Management (3 SH)

Key 44892, Sec 01, Instr Marple  
Wed 7:25 PM-9:25 PM  
Elective for all MBA

FIN G205 Financial Strategy (3 SH)

Key 44900, Sec 01, Instr Kursh  
Thu 5:20 PM-7:20 PM  
Elective for all MBA

FIN G206 Finance Seminar (3 SH)

Key 37401, Sec 01, Instr Mooradian  
Downtown Campus  
Mon 5:20 PM-7:20 PM  
Requirement for MSF

FIN G211 Financial Risk Management (3 SH)

Key 12136, Sec 01, Instr Venkateswaran  
Downtown Campus  
Mon 7:25 PM-9:25 PM  
Elective for all MBA

FIN G214 Mergers and Acquisitions (3 SH)

Key 32036, Sec 01, Instr Margotta  
Thu 7:25 PM-9:25 PM  
Elective for all MBA

FIN G217 Real Estate Finance and Investment (3 SH)

Key 32000, Sec 01, Instr Yang  
Tue 5:20 PM-7:20 PM

## HRM—Human Resources Management

HRM G200 Organizations in the New Economy (3 SH)

Key 37171, Sec 01, Instr Katz  
Tue 7:25 PM-9:25 PM  
Requirement for Part-Time MBA

Key 37389, Sec 02, Instr Lee  
Downtown Campus  
Mon 5:20 PM-7:20 PM  
Requirement for Part-Time MBA

Key 43276, Sec 03, Instr Glick  
Thu 5:20 PM-7:20 PM  
Requirement for Part-Time MBA

HRM G208 Effective Organizational and Human Behavior (3 SH)

Key 28575, Sec 26, Instr Bannister  
Tue 10:50 AM-12:50 PM

Key 32250, Sec 28, C A N C E L E D  
Tue 10:50 AM-12:50 PM

Key 28325, Sec 36, Instr Spital  
Thu 8:30 AM-10:30 AM

Key 32244, Sec 38, C A N C E L E D  
Thu 8:30 AM-10:30 AM

HRM G213 Leadership (3 SH)

Key 12178, Sec 01, Instr Boyd  
Wed 5:20 PM-7:20 PM  
Elective for all MBA

HRM G218 Great Companies (3 SH)

Key 31567, Sec 01, Instr Glick  
Mon 7:25 PM-9:25 PM  
Elective for all MBA

## INB—International Business and Strategy

INB G200 Managing the Global Enterprise (3 SH)

Key 35818, Sec 01, Instr McDonough  
Wed 7:25 PM-9:25 PM  
Requirement for Part-Time MBA

Key 32174, Sec 02, Instr Sarathy  
Mon 5:20 PM-7:20 PM  
Requirement for Part-Time MBA

INB G212 Cultural Aspects of International Business (3 SH)

Key 43101, Sec 01, Instr Athanassiou  
Mon 5:20 PM-7:20 PM  
Elective for all MBA

## MEC—Managerial Economics

MEC G200 Global Competition and Market Dominance (3 SH)

Key 37352, Sec 01, Instr Whitfield  
Wed 5:20 PM-7:20 PM  
Requirement for Part-Time MBA

Key 37347, Sec 02, Instr Platt  
Downtown Campus  
Thu 7:25 PM-9:25 PM  
Requirement for Part-Time MBA

MEC G208 Economics for Managerial Decision Making (2 SH)

Key 32239, Sec 28, Instr Goettle  
Mon 10:50 AM-12:50 PM

Key 32223, Sec 38, Instr Goettle  
Mon 8:30 AM-10:30 AM

#### MGT—Management

MGT G200 Strategic Decision-Making in a Changing Environment  
(3 SH)

Key 37282, Sec 01, Instr Giglio  
Thu 7:25 PM-9:25 PM  
Requirement for Part-Time MBA

Key 37277, Sec 02, Instr Dana  
Downtown Campus  
Tue 5:20 PM-7:20 PM  
Requirement for Part-Time MBA

MGT G208 Strategic Decisions for Growth (3 SH)

Key 12157, Sec 26, Instr Sarathy  
Thu 2:50 PM-5:20 PM

MGT G214 Negotiations (3 SH)

Key 32041, Sec 01, Instr Wertheim  
Sat 8:00 AM-12:00 PM  
Elective for all MBA  
Dates: 9/13-10/28

MGT G216 The Chief Executive Officer (3 SH)

Key 32057, Sec 01, Instr Giglio  
Thu 5:20 PM-7:20 PM  
Elective for all MBA

#### MKT—Marketing

MKT G200 Creating and Sustaining Customer Markets (3 SH)

Key 37241, Sec 01, Instr Johnson  
Wed 7:25 PM-9:25 PM  
Requirement for Part-Time MBA

Key 37235, Sec 02, Instr Barczak  
Downtown Campus  
Thu 5:20 PM-7:20 PM  
Requirement for Part-Time MBA

MKT G208 Marketing and Customer Value (4 SH)

Key 34761, Sec 26, Instr Clark  
MW 8:50 AM-10:30 AM

Key 32218, Sec 28, *C A N C E L E D*  
MW 8:50 AM-10:30 AM

Key 30304, Sec 36, Instr Clark  
MW 10:50 AM-12:30 PM

Key 32202, Sec 38, *C A N C E L E D*  
MW 10:50 AM-12:30 PM

MKT G210 Marketing Research (3 SH)

Key 24779, Sec 01, Instr Hanna  
Tue 7:25 PM-9:25 PM  
Elective for all MBA

MKT G212 International Marketing (3 SH)

Key 32062, Sec 01, Instr Rabino  
Mon 5:20 PM-7:20 PM  
Elective for all MBA

MKT G222 Digital Marketing (3 SH)

Key 12183, Sec 01, Instr Sultan  
Thu 7:25 PM-9:25 PM  
Elective for all MBA

#### MSC—Management Science

MSC G206 Management of Service and Manufacturing Operations  
(3 SH)

Key 43094, Sec 01, Instr Chakravarty  
Wed 5:20 PM-7:20 PM  
Requirement for Part-Time MBA

Key 32169, Sec 02, Instr Livanis  
Mon 7:25 PM-9:25 PM  
Requirement for Part-Time MBA

MSC G207 Data Analysis for Decision Making (2 SH)

Key 27994, Sec 26, Instr Chatterjee  
Wed 10:50 AM-12:50 PM

Key 32195, Sec 28, *C A N C E L E D*  
Wed 10:50 AM-12:50 PM

Key 28533, Sec 36, Instr Chatterjee  
Wed 8:30 AM-10:30 AM

Key 32180, Sec 38, *C A N C E L E D*  
Wed 8:30 AM-10:30 AM

#### SCM—Supply Chain Management

SCM G210 Supply Chain Management (3 SH)

Key 37191, Sec 01, Instr Lieb  
Wed 5:20 PM-7:20 PM  
Elective for all MBA

SCM G213 Global Supply Chain Management (3 SH)

Key 37186, Sec 01, Instr Nyaga  
Wed 7:25 PM-9:25 PM  
Elective for all MBA

SCM G216 Market-Driven Supply Chains (3 SH)

Key 29385, Sec 01, Instr Chakravarty  
Mon 5:20 PM-7:20 PM  
Elective for all MBA