



**SIMON  
BUSINESS  
SCHOOL**

# **Spring-A Term 2020 Class Schedule**

**Term Dates:  
January 13, 2020 – March 5, 2020**

January 15, 2020

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Office of the Simon School Registrar  
(585) 275-3533  
University of Rochester - Rochester, NY 14627

### SPRING-A TERM 2020 IMPORTANT DATES

Classes Start	Monday, 1/13
Last Day to Add/Drop	Friday, 1/17
No classes (MLK Holiday)	Monday, 1/20
<b>Make-up for 1/20</b>	<b>Friday, 1/17</b>
Final Exams	Monday, 3/2 – Thursday, 3/5

**Notes:**

(1) **STEM** classes denoted by ❁❁

CRN-Course #	Course Title	Credits	Days	Times	Room	Instructor	Final Exam Date/Time
<b>ACCOUNTING</b>							
83766-ACC418/90A	TAXES & BUSINESS STRATEGY**	2.5	T	5:40pm-9:30pm	S-207	HUELS	Tuesday, March 3 → 6:00pm
43545-ACC437/31A	BASIC FED INCOME TAX ACCT (MSA)	2.5	TR	1:00pm-3:10pm	S-102	TRIBUNELLA, H	Monday, March 2 → 1:30pm
83757-ACC438/90A	AUDITING II**	2.5	T	5:40pm-9:30pm	S-102	TRIBUNELLA, T.	Tuesday, March 3 → 6:00pm
85950-ACC438/91A	AUDITING II (MSA)	2.5	R	5:40pm-9:30pm	S-102	TRIBUNELLA, T.	Thursday, March 5 → 6:00pm
83779-ACC439/90A	ACCT ANALYTICS FOR FORENSICS**	2.5	W	5:40pm-9:30pm	G-119	WEIR	Wednesday, March 4 → 6:00pm
43577-ACC511/31A	ACCOUNTING RESEARCH II [PhD]	3	TR	8:40am-10:50am	S-301B	WASLEY	

**BUSINESS ENVIRONMENT & PUBLIC POLICY**

43590-BPP426/90A	MACROECONOMICS**	2.5	W	5:40 pm-9:30 pm	S-207	BAUER	Wednesday, March 4 → 6:00pm
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**COMPUTERS & INFORMATION SYSTEMS**

83802-CIS401B/31A	INFO SYST FOR MANAGEMENT (Blue)**	1.2	M	8:40am-10:50am	G-119	SEIDMANN	Wednesday, March 4 → 9:00am
89062-CIS401L/41A	INFO SYST FOR MGMNT LAB (Blue)	0	M	3:20pm-4:20pm	G-118		
83817-CIS401B/32A	INFO SYST FOR MANAGEMENT(Gold)**	1.2	M	1:00pm-3:10pm	G-118	SEIDMANN	Wednesday, March 4 → 9:00am
89077-CIS401L/42A	INFO SYST FOR MGMNT LAB (Gold)	0	M	4:30pm-5:30pm	G-118		
83843-CIS401/90A	INFO SYS FOR MGMT**	2.5	T	5:40pm-9:30pm	G-118	JONES	Tuesday, March 3 → 6:00pm
43689-CIS415/90	BUS PROCESS ANALYSIS & DESIGN**	2.5	T	5:40pm-9:30pm	S-407	TILSON, D	Tuesday, March 3 → 6:00pm
<del>84422-CIS416/31A</del>	<del>ADVANCED INFORMATION TECHNOLOGY**</del>						
43717-CIS440/90A	DIGITAL BUSINESS STRATEGY	2.5	M	5:40pm-9:30pm	G-119	JONES	Monday, March 2 → 6:00pm
83949-CIS461/31A	STRATEGY & BUS SYS CONSULT PRACT	3	MW	1:00pm-3:10pm	G-119	TILSON, D.	
<del>83955-CIS461/90A</del>	<del>STRATEGY &amp; BUS SYS CONSULT PRACT</del>	3					
83798-CIS465/31	BUSINESS ANALYTICS PROJECT (MSBA)	3	MW	8:40am-10:50am	G-318	DEWAN	
95619-CIS465L/31	BUSINESS ANALYTICS PROJECT LAB (MSBA)	0	M	3:20pm-4:20pm	G-318		

**ENTREPRENEURSHIP**

43825-ENT425/90	TECHNICAL ENTREPRENEURSHIP** [Spring A & B]	4	T	6:10pm-9:10pm	G-119	RIEDLINGER/MOORE	
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**FINANCE**

43981-FIN402/90A	CAP BUD & CORP OBJ**	2.5	W	5:40pm-9:30pm	S-107	WARNER	Wednesday, March 4 → 6:00pm
83976-FIN430/31A	RISK MANAGEMENT (MSF)	2.5	TR	8:40am-10:50am	S-207	DAGOSTINO	Thursday, March 5 → 1:30pm
83987-FIN430/32A	RISK MANAGEMENT (MSF)	2.5	TR	1:00pm-3:10pm	S-207	DAGOSTINO	Thursday, March 5 → 1:30pm
83993-FIN430/90A	RISK MANAGEMENT**	2.5	R	5:40pm-9:30pm	S-207	DAGOSTINO	Thursday, March 5 → 6:00pm
44021-FIN434/31A	INVST MGMT & TRADE STRATEGIES**	2.5	MW	8:40am-10:50am	S-107	BURNSIDE	Wednesday, March 4 → 9:00am
84083-FIN441F/90A	CORPORATE RESTRUCTURING	2.5	T	5:40pm-9:30pm	S-301A	TRIGILIA	Tuesday, March 3 → 6:00pm
44039-FIN441G/90A	ASSET MANAGEMENT	2.5	M	5:40pm-9:30pm	G-318	INSALACO	Monday, March 2 → 6:00pm
86010-FIN450/90	INVESTMENT PORTFOLIO ANALYSIS (MBA)	3	W	5:40pm-9:30pm	S-103	BURNSIDE	
84001-FIN465/31	APPLIED FINANCE PROJECT (MSF)	3	MW	1:00pm-3:10pm	S-107	BURNSIDE	
95766-FIN465L/31	APPLIED FINANCE PROJECT LAB	0	M	4:30pm-5:30pm	S-107	BURNSIDE	
84016-FIN465/32	APPLIED FINANCE PROJECT (MSF)	3	MW	8:40am-10:50am	S-207	COUCH	
95757-FIN465L/32	APPLIED FINANCE PROJECT LAB	0	M	3:20pm-4:20pm	S-107	COUCH	
84027-FIN465/90	APPLIED FINANCE PROJECT (MSF)	3	TR	6:00pm-8:10pm	S-301B	INSALACO	
87998-FIN513/31A	AGENCY THEORY [PhD]	3	MW	1:00pm-3:10pm	S-301B	TRIGILIA	
88002-FIN522/31A	ADV EMPIRICAL ASSET PRICING [PhD]	3	TR	1:00pm-3:10pm	S-301B	LIU	

CRN-Course #	Course Title	Credits	Days	Times	Room	Instructor	Final Exam Time
<b>GENERAL BUSINESS ADMINISTRATION</b>							
44165-GBA401/31A	STRUCT PROB SOLV IN TEAMS (Blue)	1	MW	1:00pm-3:10pm	G-119	TILSON, D.	
44178-GBA401/32A	STRUCT PROB SOLV IN TEAMS (Gold)	1	MW	8:40am-10:50am	G-118	TILSON, D.	
<del>89045-GBA401/90A</del>	<del>STRUCT PROB SOLV IN TEAMS</del>	<del>4</del>					
44180-GBA411/31A	BUSINESS MODELING (Blue) **	2.5	TR	8:40am-10:50am	G-119	MANTENA	Monday, March 2 → 1:30pm
44206-GBA411L/41A	BUSINESS MODELING WRKSHP (Blue)	0	W	3:20pm-4:20pm	G-119		
44199-GBA411/32A	BUSINESS MODELING (Gold) **	2.5	TR	1:00pm-3:10pm	G-118	MANTENA	Monday, March 2 → 1:30pm
44219-GBA411L/42A	BUSINESS MODELING WRKSHP (Gold)	0	W	4:30pm-5:30pm	G-118		
88099-GBA411/90A	BUSINESS MODELING **	2.5	M	5:40pm-9:30pm	S-107	MANTENA	Monday, March 2 → 6:00pm
44241-GBA419B/31A	LEADING TEAMS II	1	M	3:20pm—4:50pm	G-124	FRYE	
89120-GBA424/31A	ANALYTICS DESIGN & APPLCTN (MSBA1)	2.5	TR	1:00pm-3:10pm	S-107	LOVETT	Monday, March 2 → 9:00am
89154-GBA424/40A	ANALYTICS DESIGN & APPLCTN LAB	0	W	4:30pm-5:30pm	S-107		
89136-GBA424/32A	ANALYTICS DESIGN & APPLCTN (MSBA2)	2.5	TR	8:40am-10:50am	S-107	LOVETT	Monday, March 2 → 9:00am
89163-GBA424/41A	ANALYTICS DESIGN & APPLCTN LAB	0	W	3:20pm-4:20pm	S-107		
89147-GBA424/33A	ANALYTICS DESIGN & APPLCTN (MSMA)	2.5	MW	1:00pm-3:10pm	S-407	LOVETT	Monday, March 2 → 9:00am
89172-GBA424/42A	ANALYTICS DESIGN & APPLCTN LAB	0	M	4:30pm-5:30pm	S-407		
87982-GBA435/90A	NEGOTIATION THEORY & PRACTICE	2.5	F & S*	12:30pm-3:45pm 12:00pm-4:40pm	S-102	DAWSON	
				*GBA435 meets January 17, 18, 31; February 1, 15, 29			
44253-GBA441/90A	BUS ETHICS & CORP SOC RESPONS	2.5	R	5:40pm-9:30pm	G-118	MIKLOS	Thursday, March 5 → 6:00pm
<del>92041-GBA442B/80</del>	<del>APPLIED BUSINESS PROJECTS [Spring A &amp; B]</del>	<del>4</del>					
<b>HEALTH SCIENCES MANAGEMENT</b>							
90820-HSM440/90A	EVOLVING MEDICAL MARKETS	2.5	R	5:40pm-9:30pm	G-120	OGIE	Thursday, March 5 → 6:00pm
44658-HSM452/90A	HEALTH CARE ACCT & FINANCE	2.5	T	5:40pm-9:30pm	S-107	WEDIG	Tuesday, March 3 → 6:00pm
<b>MARKETING</b>							
<del>45099-MKT437/31A</del>	<del>DIGITAL MARKETING STRATEGY (MSMA)</del>	<del>2.5</del>					
84371-MKT440/31A	PRICING ANALYTICS	2.5	TR	1:00pm-3:10pm	G-318	SUNADA	Tuesday, March 3 → 9:00am
84385-MKT440/32A	PRICING ANALYTICS	2.5	TR	8:40am-10:50am	G-318	SUNADA	Tuesday, March 3 → 9:00am
84358-MKT441/90	BRAND MANAGEMENT WKSHP **	3	W	5:40pm-9:30pm	S-301B	NELSON	
86004-MKT450/91	PRODUCT MANAGEMENT WKSHP **	3	W	5:40pm-9:30pm	S-301A	SCHLOFF	
84314-MKT451/31A	CONSUMER & BRAND RESEARCH	2.5	TR	8:40am-10:50am	S-103	NELSON	Thursday, March 5 → 9:00am
84309-MKT465/31	MKTING ANALYTICS PROJECTS (MSMA)	3	MW	8:40am-10:50am	S-407	HOPE; NELSON	
95606-MKT465L/31	MKTING ANALYTICS PROJECTS LAB (MSMA)	0	M	3:20pm-4:20pm	S-407		
45130-MKT512/31A	ADV TOPS IN QUANT MKT RES [PhD]	3	MW	1:00pm-3:10pm	S-301A		
<b>MANAGEMENT SCIENCE METHODS</b>							
45148-MSM504/31A	THEORY OF PROB AND STO PROC I [PhD]	3	TR	1:00pm-3:10pm	G-120	FREIMER	
45156-MSM522/31A	OPTIMIZATION [PhD]	3	TR	8:40am-10:50am	G-120	FREIMER	

CRN-Course #	Course Title	Credits	Days	Times	Room	Instructor	Final Exam Time
<b><u>OPERATIONS MANAGEMENT</u></b>							
45167-OMG402/31A	OPERATIONS MGMT (Blue) **	2.5	TR	1:00pm-3:10pm	G-119	TILSON, V	Tuesday, March 3 → 1:30pm
45194-OMG402L/41A	OPER MGMT LAB (Blue)	0	W	4:30pm-5:30pm	G-119		
45175-OMG402/32A	OPERATIONS MGMT (Gold) **	2.5	TR	8:40am-10:50am	G-118	TILSON, V	Tuesday, March 3 → 1:30pm
45209-OMG402L/42A	OPER MGMT LAB (Gold)	0	W	3:20pm-4:20pm	G-118		
84392-OMG411/90A	SUPPLY CHAIN ANALYTICS**	2.5	W	5:40pm-9:30pm	G-118	LEDERER	Wednesday, March 4 → 6:00pm
<del>84406-OMG413/90A</del>	<del>OPERATIONS STRATEGY</del>	<del>2.5</del>					

**COMPETITIVE & ORGANIZATIONAL STRATEGY**

45258-STR422/31A	GAME THEORY FOR MANAGERS **	2.5	F & S*	8:30am-11:45am 8:00am-11:15am	S-102	RANTAKARI	
*STR422 meets January 17, 18, 31; February 1, 15, 29							
45292-STR442F/90A	STRATEGY, ORGANIZ & FIRM VALUE	2.5	T	5:40pm-9:30pm	S-103	BRICKLEY	Tuesday, March 3 → 6:00pm

**INTERNATIONAL IMMERSIONS\***

43833-ENT442X/31A	INTERNATIONAL BUSINESS PRACTICUM & ISRAEL IMMERSION	2.5		Wednesday, January 15 Wednesday, January 29 Wednesday, February 26			5:40pm-9:30pm 5:40pm-9:30pm 4:40pm-9:30pm	S-102 S-102 S-102
44042-FIN442X/31A	INTERNATIONAL FINANCE & SWITZERLAND IMMERSION	2.5		<u>Pre-trip class sessions:</u> Sunday, January 26 Sunday, February 2 Sunday, February 16			9:00am-12:00pm 9:00am-12:00pm 9:00am-12:00pm	S-102 S-102 S-102
				<u>Post-trip evening review session:</u> Monday, March 23			5:40pm-9:40pm	S-102
				<u>Post-trip final exam:</u> Monday, March 30			5:40pm	

\* To register for immersion classes, e-mail [Irina.Ovcharov@Simon.Rochester.edu](mailto:Irina.Ovcharov@Simon.Rochester.edu)

# Spring-A 2020 Course Grid

As of 12/10/19	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	Type	Time	
8:40 AM - 10:50 AM	Morning Class Period	Morning Class Period	Morning Class Period	Morning Class Period	Morning Class Period	ALL		
	GBA401A/32A - Tilson, D (1st 3 weeks of mini)	OMG402/32A - Tilson, V	GBA401A/32A - Tilson, D (1st 3 weeks of mini)	OMG402/32A - Tilson, V		MBA	8:40 AM - 10:50 AM	
	CIS401B/31A - Seidmann	GBA411/31A - Mantena		GBA411/31A - Mantena		MBA	8:40 AM - 10:50 AM	
		FIN430/31A - Dagostino		FIN430/31A - Dagostino		MBA	8:40 AM - 10:50 AM	
	FIN465/32 - Couch		FIN465/32 - Couch			MSF	8:40 AM - 10:50 AM	
						MSF	8:40 AM - 10:50 AM	
	CIS465/31 (All MSBA) - Dewan	MKT440/32A - Sunada	CIS465/31 (All MSBA) - Dewan	MKT440/32A - Sunada		MSBA	8:40 AM - 10:50 AM	
		GBA424/32A - Lovett		GBA424/32A - Lovett		MSBA	8:40 AM - 10:50 AM	
	MKT465/31 - Nelson, Hope, Lennarz	MKT451/31A - Nelson	MKT465/31A - Nelson, Hope, Lennarz	MKT451/31A - Nelson		MSMA	8:40 AM - 10:50 AM	
	FIN434/32 - Burnside		FIN434/32 - Burnside			ELECTIVE	8:40 AM - 10:50 AM	
					GBA435 - Dawson (Weekend)	ELECTIVE	TBD	
					STR422 - Rantakari (Weekend)	ELECTIVE	TBD	
					FIN442X - International Finance (Immersion - Switzerland)	ELECTIVE	TBD	
					ENT442X (Immersion - Israel)	ELECTIVE	TBD	
		ACC510/31A - Wu		ACC510/31A - Wu		PhD	8:40 AM - 10:50 AM	
	ACC511/31A - Wasley		ACC511/31A - Wasley		PhD	8:40 AM - 10:50 AM		
	MSM522/31A - Freimer		MSM522/31A - Freimer		PhD	8:40 AM - 10:50 AM		
10:50 AM - 1:00 PM	Clubs, Career Management, Alumni/Community Engagement	Clubs, Career Management, Alumni/Community Engagement	Clubs, Career Management, Alumni/Community Engagement	Clubs, Career Management, Alumni/Community Engagement		ALL	10:50 AM - 1:00 PM	
1:00 PM - 3:10 PM	Afternoon Class Period	Afternoon Class Period	Afternoon Class Period	Afternoon Class Period	Afternoon Class Period	ALL		
	GBA401A/31A - Tilson, D (1st 3 weeks of mini)	OMG402/31A - Tilson, V	GBA401A/31A - Tilson, D (1st 3 weeks of mini)	OMG402/31A - Tilson, V		MBA	1:00 PM - 3:10 PM	
	CIS401B/32A - Seidmann	GBA411/32A - Mantena		GBA411/32A - Mantena		MBA	1:00 PM - 3:10 PM	
	FIN465/31 - Burnside/Jarzewski	FIN430/32A - Dagostino	FIN465/31 - Burnside/Jarzewski	FIN430/32A - Dagostino		MSF	1:00 PM - 3:10 PM	
		GBA424/31A - Lovett		GBA424/31A - Lovett		MSF	1:00 PM - 3:10 PM	
						MSBA	1:00 PM - 3:10 PM	
	GBA424/33A - Lovett	MKT440/31A - Sunada	GBA424/33A - Lovett	MKT440/31A - Sunada		MSMA	1:00 PM - 3:10 PM	
		ACC437/31A - Tribunella, H		ACC437/31A - Tribunella, H		MSA	1:00 PM - 3:10 PM	
	CIS461/31A - Tilson, D (last 4 weeks of mini)		CIS461/31A - Tilson, D (last 4 weeks of mini)			ELECTIVE	1:00 PM - 3:10 PM	
	FINS13/31A - Trigilia	MSM504/31A - Freimer	FINS13/31A - Trigilia	MSM504/31A - Freimer		PhD	1:00 PM - 3:10 PM	
	MKT512/31A	FINS22 /31A - Liu	MKT512/31A	FINS22 /31A - Liu		PhD	1:00 PM - 3:10 PM	
	3:20 PM - 5:30 PM	Labs/Workshops	Corporate Engagement	Labs/Workshops	Corporate Engagement		ALL	3:20 PM - 5:30 PM
	3:20 PM - 4:20 PM	M/W AM class labs		T/R AM class labs				
		CIS401LAB		OMG402LAB			MBA	3:20 PM - 4:20 PM
				GBA411LAB			MBA	3:20 PM - 4:20 PM
MKT465LAB								
CIS465LAB			GBA424LAB					
FIN465LAB/32					MSF	3:20 PM - 4:20 PM		
3:20 PM - 4:50 PM	GBA419 - Frye					ELECTIVE	3:20 PM - 4:50 PM	
4:30 PM - 5:30 PM	M/W PM class labs		T/R PM class labs					
	CIS401LAB		OMG402LAB			MBA	4:30 PM - 5:30 PM	
			GBA411LAB			MBA	4:30 PM - 5:30 PM	
	GBA424LAB		GBA424LAB					
	FIN465LAB/31					MSF	4:30 PM - 5:30 PM	
5:40 PM - 9:30 PM	Evening Class Period	Evening Class Period	Evening Class Period	Evening Class Period	Evening Class Period	ALL		
			ACC439/90A - Weir	ACC438/91A - Tribunella, T		MSA	5:40 PM - 9:30 PM	
	GBA411/90A - Mantena	ACC438/90A (MSBA/MBA) - Tribunella, T	FIN402/90A - Warner	GBA441/90A - Miklos		ELECTIVE	5:40 PM - 9:30 PM	
	CIS440/90A - Jones	CIS401/90A - Jones	BPP426/90A - Bauer			ELECTIVE	5:40 PM - 9:30 PM	
	FIN441G/90A - Insalaco	CIS415/90A - Tilson, D	OMG411/90A - Lederer	FIN430/90A - Dagostino		ELECTIVE	5:40 PM - 9:30 PM	
		ENT425/90 - Moore & Riedlinger	GBA401A/90A (1st 3 weeks of mini)	HSM440/90A - Ogie		ELECTIVE	5:40 PM - 9:30 PM	
		STR442F/90A - Brickley	CIS461/90A - Tilson, D (MBA Project) (last 3 weeks of mini)	GBA442B /90 - Couch		ELECTIVE	5:40 PM - 9:30 PM	
		HSM452/90A	FIN450/90A - Burnside (last 3 weeks of mini)			ELECTIVE	5:40 PM - 9:30 PM	
		ACC418/90A - Huels	MKT441/90A - Nelson (last 3 weeks of mini)			ELECTIVE	5:40 PM - 9:30 PM	
		FIN441f/90A - Trigilia	MKT450/91A - Schloff (last 3 weeks of mini)			ELECTIVE	5:40 PM - 9:30 PM	
	6:00 PM - 8:10 PM		FIN465/90 - Insalaco		FIN465/90 - Insalaco		MSF	6:00 PM - 8:10 PM

MBA Blue Cohort  
MBA Gold Cohort  
MSF  
MSF1 Cohort  
MSF2 Cohort  
MSBA1 Cohort  
MSBA2 Cohort  
MSA  
MS Marketing Analytics  
PHD Courses