



**SIMON  
BUSINESS  
SCHOOL**

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

**Quarter Dates**

**March 16, 2020 – May 7, 2020**

January 13, 2020

---

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

### SPRING-B TERM 2020 IMPORTANT DATES

|                      |                             |
|----------------------|-----------------------------|
| Classes Start        | Monday, 3/16                |
| Last Day to Add/Drop | Friday, 3/20                |
| Reading Days         | Friday, 5/1 – Sunday, 5/3   |
| Final Exams          | Monday, 5/4 – Thursday, 5/7 |

**Notes:**

(1) **STEM** classes denoted by ❁❁

| CRN-Course #                                      | Course Title                          | Credits | Days | Times          | Room | Instructor       | Date & Time of Final Exam |
|---|---------------------------------------|---------|------|----------------|------|------------------|---------------------------|
| <b><u>ACCOUNTING</u></b>                          |                                       |         |      |                |      |                  |                           |
| 43471-ACC411/31B                                  | FIN. STATEMENT ANALYSIS (MSA)         | 2.5     | TR   | 8:40am-10:50am |      | WASLEY           |                           |
| 83733-ACC424/31B                                  | FINANCIAL REPORTING II (MS)           | 2.5     | MW   | 1:00pm-3:10pm  |      | HUELS            |                           |
| 83744-ACC424/90B                                  | FINANCIAL REPORTING II (MBA)          | 2.5     | T    | 5:40pm-9:30pm  |      | HUELS            |                           |
| 83782-ACC440/31B                                  | BAS INC TAX: BUS ENT & GFT/EST (MSA)  | 2.5     | TR   | 1:00pm-3:10pm  |      | TRIBUNELLA, H    |                           |
| 87933-ACC510/31B                                  | ACCT RESEARCH I [PhD]                 | 3       | TR   | 8:40am-10:50am |      | WU               |                           |
| <b><u>APPLIED ECONOMICS</u></b>                   |                                       |         |      |                |      |                  |                           |
| 87944-AEC510/31B                                  | PHD WORKSHOP IN APPL ECON [PhD]       | 3       | TR   | 1:00pm-3:10pm  |      | NOVY-MARX; WU    |                           |
| <b><u>COMPUTERS &amp; INFORMATION SYSTEMS</u></b> |                                       |         |      |                |      |                  |                           |
| 83826-CIS413/90B                                  | MNGING DIGTL PRODS/PLATFORMS **       | 2.5     | W    | 5:40pm-9:30pm  |      | MANTENA          |                           |
| 83834-CIS417/90B                                  | INTRO BUSINESS ANALYTICS**            | 2.5     | T    | 5:40pm-9:30pm  |      | DEWAN            |                           |
| 85968-CIS418/90B                                  | ADV BUS MODELING & ANALYSIS **        | 2.5     | W    | 5:40pm-9:30pm  |      | MOHR, L          |                           |
| 43726-CIS442E/31B                                 | DATA MGMNT FOR ANALYTICS (MS)         | 2.5     | MW   | 1:00pm-3:10pm  |      | MOHR, L          |                           |
| 43734-CIS442E/90B                                 | DATA MGMNT FOR ANALYTICS **           | 2.5     | M    | 5:40pm-9:30pm  |      | MOHR, L          |                           |
| 85973-CIS442F/32B                                 | BIG DATA (MS)                         | 2.5     | TR   | 1:00pm-3:10pm  |      | TILSON, D.       |                           |
| 83949-CIS461/31                                   | STRATEGY & BUS SYS CONSULT PRACT      | 3       | MW   | 1:00pm-3:10pm  |      | TILSON, D.       |                           |
| 83955-CIS461/90                                   | STRATEGY & BUS SYS CONSULT PRACT      | 3       | W    | 5:40pm-9:30pm  |      | TILSON, D.       |                           |
| 83798-CIS465/31                                   | BUSINESS ANALYTICS PROJECT (MSBA)     | 3       | TR   | 8:40am-10:50am |      | DEWAN            |                           |
| 95619-CIS465L/31                                  | BUSINESS ANALYTICS PROJECT LAB        | 0       | W    | 3:20pm-4:20pm  |      |                  |                           |
| 90368-CIS511/31B                                  | RESEARCH TOPICS/ INFO SYSTS [PhD]     | 3       | MW   | 1:00pm-3:10pm  |      | RUI              |                           |
| <b><u>ENTREPRENEURSHIP</u></b>                    |                                       |         |      |                |      |                  |                           |
| 83961-ENT423/90B                                  | NEW VENTURE DEVLPMNT & MGMT           | 2.5     | M    | 5:40pm-9:30pm  |      | KESSLER          |                           |
| 43825-ENT425/90                                   | TECHNICAL ENTREPRSHP** [Spring A & B] | 4       | T    | 6:10pm-9:10pm  |      | RIEDLINGER/MOORE |                           |
| 85984-ENT444/90B                                  | ENTREPRENEURIAL FINANCE **            | 2.5     | T    | 5:40pm-9:30pm  |      | WALCHLI          |                           |

\*\* indicates MBA STEM courses

| CRN-Course #                | Course Title                          | Credits        | Days | Times          | Room | Instructor          | Date & Time of Final Exam |
|-----------------------------|---------------------------------------|----------------|------|----------------|------|---------------------|---------------------------|
| <b>FINANCE</b>              |                                       |                |      |                |      |                     |                           |
| 87900-FIN413/31B            | CORPORATE FINANCE *                   | 2.5            | MW   | 8:40am-10:50am |      | WALCHLI             |                           |
| 84038-FIN441A/90B           | SPEC TOP IN FIN: REAL ESTATE.**       | 2.5            | M    | 5:40pm-9:30pm  |      | CONWAY              |                           |
| 85984-FIN444/90B            | ENTREPRENEURIAL FINANCE **            | 2.5            | T    | 5:40pm-9:30pm  |      | WALCHLI             |                           |
| 84040-FIN446/90B            | FINANCIAL TECHNOLOGY **               | 2.5            | R    | 5:40pm-9:30pm  |      | MOHR, D.            |                           |
| 84052-FIN448/31B            | FIXED-INCOME SECURITIES (MSF)         | 2.5            | TR   | 8:40am-10:50am |      | ZRYUMOV             |                           |
| 84069-FIN448/32B            | FIXED-INCOME SECURITIES (MSF)         | 2.5            | TR   | 1:00pm-3:10pm  |      | ZRYUMOV             |                           |
| <del>84074-FIN448/00B</del> | <del>FIXED-INCOME SECURITIES **</del> | <del>2.5</del> |      |                |      |                     |                           |
| 84001-FIN465/31             | APPLIED FINANCE PROJECT (MSF)         | 3              | MW   | 1:00pm-3:10pm  |      | BURNSIDE            |                           |
| 95766-FIN465L/31            | APPLIED FINANCE PROJECT LAB           | 0              | M    | 4:30pm-5:30pm  |      | BURNSIDE            |                           |
| 84016-FIN465/32             | APPLIED FINANCE PROJECT (MSF)         | 3              | MW   | 8:40am-10:50am |      | COUCH               |                           |
| 95757-FIN465L/32            | APPLIED FINANCE PROJECT LAB           | 0              | M    | 3:20pm-4:20pm  |      | COUCH               |                           |
| 84027-FIN465/90             | APPLIED FINANCE PROJECT (MSF)         | 3              | TR   | 6:00pm-8:10pm  |      | INSALACO            |                           |
| 86954-FIN514/31B            | EMPIRICAL CORPORATE [PhD]             | 3              | F    | 1:00pm-5:20pm  |      | DAGOSTINO; CAMPELLO |                           |

#### **HEALTH SCIENCES MANAGEMENT**

|                  |                                 |     |   |               |  |  |  |
|------------------|---------------------------------|-----|---|---------------|--|--|--|
| 87957-HSM430/90B | HEALTH SCIENCES MGMT & STRATEGY | 2.5 | T | 5:40pm-9:30pm |  |  |  |
|------------------|---------------------------------|-----|---|---------------|--|--|--|

#### **MANAGEMENT COMMUNICATION**

|                  |                                   |     |       |                |  |       |  |
|------------------|-----------------------------------|-----|-------|----------------|--|-------|--|
| 87966-MGC402/31B | INFL IN INTERPERS INTERACT (Blue) | 2.5 | MW    | 3:20pm-5:30pm  |  |       |  |
| 87979-MGC402/32B | INFL IN INTERPERS INTERACT (Gold) | 2.5 | MW    | 3:20pm-5:30pm  |  |       |  |
| 93224-MGC472/31B | PROFESSIONAL PRESENTATIONS        | 1   | Sat.* | 8:15am-12:15pm |  | DALEY |  |

\* Class dates are March 28; April 11 & 28

#### **INTERNATIONAL IMMERSION**

|                                |   |     |  |  |  |  |  |
|--------------------------------|---|-----|--|--|--|--|--|
| 92195-STR443X/31B<br>[BPP443X] | POLITICAL RISK & THE GLOBAL FIRM--<br>SINGAPORE IMMERSION (BAUER) | 2.5 |  | Sunday, April 5<br>Sunday, April 19<br>Sunday, April 26<br><br>Trip: May 10-15, 2020 |  | 12:00pm-4:00pm<br>12:00pm-4:00pm<br>12:00pm-4:00pm |  |
|--------------------------------|---|-----|--|--|--|--|--|

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

\*\* indicates MBA STEM courses

| CRN-Course #  | Course Title                          | Credits        | Days      | Times                           | Room | Instructor      | Date & Time of Final Exam |
|---|---------------------------------------|----------------|-----------|---------------------------------|------|-----------------|---------------------------|
| <b><u>MANAGEMENT SCIENCE METHODS</u></b>                |                                       |                |           |                                 |      |                 |                           |
| 87925-MSM505/31B  | THEORY PROB & STOC PROC II            | 3              | TR        | 1:00pm-3:10pm                   |      | LEDERER         |                           |
| 87911-MSM511/31B  | ADVANCED TOPICS IN CIS & OM           | 3              | TR        | 8:40am-10:50am                  |      | ROET-GREEN; RUI |                           |
| <b><u>MARKETING</u></b>                                 |                                       |                |           |                                 |      |                 |                           |
| 45002-MKT402/90B  | MARKETING MANAGEMENT                  | 2.5            | R         | 5:40pm-9:30pm                   |      | NELSON          |                           |
| 85942-MKT421/31B  | ADVANCED MARKETING STRATEGY           | 2.5            | TR        | 8:40am-10:50am                  |      | LOVETT          |                           |
| 84337-MKT431/90B  | CONSUMER BEHAVIOR                     | 2.5            | W         | 5:40pm-9:30pm                   |      | ESTRADA         |                           |
| 45112-MKT439/90B  | ADVANCED PRICING **                   | 2.5            | R         | 5:40pm-9:30pm                   |      | MIKLOS-THAL     |                           |
| 84358-MKT441/90   | BRAND MANAGEMENT WKSHP**              | 3              | W         | 5:40pm-9:30pm                   |      | NELSON          |                           |
| <del>84323-MKT442C/90B</del>                            | <del>APPLIED PRODUCT MANAGEMENT</del> |                |           |                                 |      |                 |                           |
| 86004-MKT450/90   | PRODUCT MANAGEMENT WKSHP**            | 3              | W         | 5:40pm-9:30pm                   |      | SCHLOFF         |                           |
| 84309-MKT465/31   | MKTG ANALYTICS PROJECTS (MSMA)        | 3              | MW        | 1:00pm-3:10pm                   |      | NELSON          |                           |
| 95606-MKT465L/31  | MKTING ANALYTICS PROJECTS LAB         | 0              | M         | 4:30pm-5:30pm                   |      |                 |                           |
| 88080-MKT511/31B  | CORE RES TOP IN QUANT MKT [PhD]       | 3              | MW        | 1:00pm-3:10pm                   |      | LOVETT          |                           |
| <b><u>OPERATIONS MANAGEMENT</u></b>                     |                                       |                |           |                                 |      |                 |                           |
| 45181-OMG402/90B  | OPERATIONS MANAGEMENT**               | 2.5            | M         | 5:40pm-9:30pm                   |      | LEDERER         |                           |
| 84419-OMG415/90B  | PROCESS IMPROVEMENT                   | 2.5            | R         | 5:40pm-9:30pm                   |      |                 |                           |
| <b><u>COMPETITIVE &amp; ORGANIZATIONAL STRATEGY</u></b> |                                       |                |           |                                 |      |                 |                           |
| 45246-STR421/31B  | COMPETITIVE STRATEGY                  | 2.5            | F &<br>S* | 12:30pm-3:45pm<br>8:00am-1:30pm |      | ARIE            |                           |
| * Classes meet March 20 & 21; April 3 & 4; May 1 & 2    |                                       |                |           |                                 |      |                 |                           |
| 84435-STR422/31B  | GAME THEORY FOR MANAGERS**            | 2.5            | TR        | 1:00pm-3:10pm                   |      | MIKLOS-THAL     |                           |
| 85996-STR422/90B  | GAME THEORY FOR MANAGERS**            | 2.5            | T         | 5:40pm-9:30pm                   |      | MIKLOS-THAL     |                           |
| 45112-STR439/90B  | ADVANCED PRICING**                    | 2.5            | R         | 5:40pm-9:30pm                   |      | MIKLOS-THAL     |                           |
| <del>84441-STR440/90B</del>                             | <del>CORPORATE GOVERNANCE</del>       | <del>2.5</del> |           |                                 |      |                 |                           |

\*\* indicates MBA STEM courses

# SPRING B 2020 COURSE GRID

| As of 12/18/19     | 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      |                    |
|                    | FIN465/32 - Couch                                     |   | FIN465/32 - Couch                                     |   |   | MSF      | 8:40 AM - 10:50 AM |
|                    |   | FIN448/31B - Zryumov                                  |   | FIN448/31B - Zryumov                                  |   | MSF      | 8:40 AM - 10:50 AM |
|                    |   | CIS465/31(All MSBA) - Dewan                           |   | CIS465/31(All MSBA) - Dewan                           |   | MSBA     | 8:40 AM - 10:50 AM |
|                    |   | ACC411/31B - Wasley                                   |   | ACC411/31B - Wasley                                   |   | MSA      | 8:40 AM - 10:50 AM |
|                    | FIN413/31B - Waelchli                                 | MKT421/31B - Lovett                                   | FIN413/31B - Waelchli                                 | MKT421/31B - Lovett                                   |   | ELECTIVE | 8:40 AM - 10:50 AM |
|                    |   |   |   |   | **MKT442G - Schloff   | ELECTIVE | TBD                |
|                    |   | MSM511/31B - Roet-Green & Rui                         |   | MSM511/31B - Roet-Green & Rui                         |   | PhD      | 8:40 AM - 10:50 AM |
|                    |   |   |   |   |   | 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      |                    |
|                    | FIN465/31 - Burnside/Jarzewski                        |   | FIN465/31 - Burnside/Jarzewski                        |   | ** 1-5:20pm FIN514/31B - Dagostino and Murillo**                          | MSF      | 1:00 PM - 3:10 PM  |
|                    |   | FIN448/32B - Zryumov                                  |   | FIN448/32B - Zryumov                                  | No FIN514 on 3/27 class will meet on 3/20 11a -5:20pm & 3/24 3:30-5:30 pm | MSF      | 1:00 PM - 3:10 PM  |
|                    | CIS442E /31B- Mohr, L                                 |   | CIS442E /31B- Mohr, L                                 |   |   | MSBA     | 1:00 PM - 3:10 PM  |
|                    |   | CIS442F/32B- Tilson, D                                |   | CIS442F/32B- Tilson, D                                |   | MSBA     | 1:00 PM - 3:10 PM  |
|                    | MKT465/31 - Nelson, Hope, Lennarz                     |   | MKT465/31 - Nelson, Hope, Lennarz                     |   |   | MSMA     | 1:00 PM - 3:10 PM  |
|                    | ACC424/31B - Huels                                    | ACC440/31B - Tribunella, H                            | ACC424/31B - Huels                                    | ACC440/31B - Tribunella, H                            |   | MSA      | 1:00 PM - 3:10 PM  |
|                    | CIS461/31B - Tilson, D                                | STR422/31B - Miklos-Thal                              | CIS461/31B - Tilson, D                                | STR422/31B - Miklos-Thal                              |   | ELECTIVE | 1:00 PM - 3:10 PM  |
|                    |   |   |   |   |   | PhD      | 1:00 PM - 3:10 PM  |
|                    | CIS511/31B - Rui                                      | MSM505/31B - Lederer                                  | CIS511/31B - Rui                                      | MSM505/31B - Lederer                                  |   | PhD      | 1:00 PM - 3:10 PM  |
|                    | MKT511/31B - Lovett                                   | AEC510/31B - Novy-Marx & Wu                           | MKT511/31B - Lovett                                   | AEC510/31B - Novy-Marx & Wu                           |   | PhD      | 1:00 PM - 3:10 PM  |
| 3:20 PM - 5:30 PM  | Labs/Workshops  | Corporate Engagement                                  | Labs/Workshops  | Corporate Engagement                                  |   |          |                    |
|                    | MGC402/32B - (Gold)                                   |   | MGC402/32B - (Gold)                                   |   |   | MBA      | 3:20 PM - 5:30 PM  |
|                    | MGC402/31B - Blue                                     |   | MGC402/31B - Blue                                     |   |   | MBA      | 3:20 PM - 5:30 PM  |
| 3:20 PM - 4:20 PM  | M/W AM class labs                                     |   | T/R AM class labs                                     |   |   |          |                    |
|                    | FIN465LAB/32  |   | CIS465LAB   |   |   | MSF      | 3:20 PM - 4:20 PM  |
| 4:30 PM - 5:30 PM  | M/W PM class labs                                     |   | T/R PM class labs                                     |   |   |          |                    |
|                    | MKT465LAB   |   |   |   |   |          |                    |
|                    | 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      |                    |
|                    | OMG402/90B - Lederer                                  | STR422/90B - Miklos-Thal                              | CIS413/90B - Mantena                                  | MKT402/90B - Nelson                                   |   | ELECTIVE | 5:40 PM - 9:30 PM  |
|                    | CIS442E/90B - Mohr, L                                 | CIS417/90B - Dewan                                    | FIN450/90B - Burnside                                 | OMG415/90B - Sokol                                    |   | ELECTIVE | 5:40 PM - 9:30 PM  |
|                    | FIN441A/90B - Conway                                  | ACC424/90B - Huels                                    | CIS461/90B - Tilson, D                                | MKT439/90B - Miklos-Thal                              |   | ELECTIVE | 5:40 PM - 9:30 PM  |
|                    | ENT423/90B - Kessler                                  | FIN444/90B - Waelchli                                 | MKT441/90B - Nelson                                   |   |   | ELECTIVE | 5:40 PM - 9:30 PM  |
|                    | STR440/90B - Brickley                                 | HSM430/90B  | MKT450/91B - Schloff                                  | FIN446/90B - Mohr, D                                  |   | ELECTIVE | 5:40 PM - 9:30 PM  |
|                    | MKT442G/90B - Schloff (plus 1 Friday TBD)             | ENT425/90 - Moore & Riedlinger                        | CIS418/90B - Mohr, L                                  | GBA442B /90 - Couch                                   |   | ELECTIVE | 5:40 PM - 9:30 PM  |
|                    |   |   | MKT431/90B - Estrada                                  |   |   | 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                    |
| MSF2 Cohort            |
| MSF3                   |
| MSBA1 Cohort           |
| MSBA2 Cohort           |
| MSA                    |
| MS Marketing Analytics |
| PhD Courses            |