



SIMON
BUSINESS
SCHOOL

Course Offerings 2018 – 2019

(updated July 25, 2018)

**COURSE OFFERINGS AND INSTRUCTOR ASSIGNMENTS ARE TENTATIVE AND SUBJECT TO CHANGE.
PLEASE REFER TO THE APPROPRIATE CLASS SCHEDULE, WHEN AVAILABLE, FOR THE MOST CURRENT INFORMATION.**

GRID ABBREVIATIONS DEFINED:

- **D** – Course will be offered during the day
- **E** – Course will be offered in the evening
- **MSD** – Cohort section for MS students during the day
- **MBAD** – Cohort section for MBA students during the day
- **EMBA** – Executive MBA program

*Courses and instructors for Summer Quarter 2019 will be posted in the spring of 2019.

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

Course	Summer 2018	Pre-Fall 2018	Fall 2018	Winter 2019	Spring 2019
Accounting (ACC)					
ACC401	Glenn Huels <u>E</u>		Jason Xiao <u>MSD</u> Jason Xiao <u>MSD</u> Jason Xiao <u>E</u> Glenn Huels <u>MBAD</u> Glenn Huels <u>MBAD</u>		
ACC410			Sudarshan Jayaraman <u>E</u> Sudarshan Jayaraman <u>MSD</u>		
ACC411				Charles E. Wasley <u>MSD</u> Charles E. Wasley <u>MSD</u> Charles E. Wasley <u>E</u>	Charles E. Wasley <u>MSD</u>
ACC417				Tom Tribunella <u>E</u>	
ACC418					Glenn Huels <u>E</u>
ACC419				Bryce Schonberger <u>MSD</u>	
ACC423				Bryce Schonberger <u>E</u> Bryce Schonberger <u>MSD</u>	
ACC424					Glenn Huels <u>E</u> Glenn Huels <u>MSD</u>
ACC436			Heidi Tribunella <u>MSD</u> Heidi Tribunella <u>MSD</u>		
ACC437				Heidi Tribunella <u>MSD</u>	
ACC438					Tom Tribunella <u>E</u> Tom Tribunella <u>E</u>
ACC439					Tim Weir <u>E</u>
ACC510					Joanna Wu <u>D</u> Jaewoo Kim <u>D</u>
ACC511				Charles E. Wasley <u>D</u>	
ACC513			Sudarshan Jayaraman <u>D</u>		

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Applied Economics (AEC)					
AEC510			Giulio Trigilia <u>D</u> G. William Schwert <u>D</u>		Alan Moriera <u>D</u> Jerold B. Warner <u>D</u>
AEC511			Michael A. Raith <u>D</u>		
AEC514			Heikki Rantakari <u>D</u>		
AEC520					Paul Ellickson <u>D</u>
AEC523			Chenyu Yang <u>D</u>		
Business Environment & Public Policy (BPP)					
BPP426				Gregory H. Bauer <u>E</u>	Gregory H. Bauer <u>E</u>
BPP432 (ENT432)		Paul F. Shanahan <u>MSD</u>	David J. Oliveiri <u>E</u>		
Computers & Information Systems (CIS)					
CIS401			Roy Jones <u>E</u>		Roy Jones <u>E</u> Abraham Seidmann <u>MBAD</u> Abraham Seidmann <u>MBAD</u>
CIS413					Ravindra N. Mantena <u>E</u>
CIS415				David Tilson <u>E</u>	
CIS416					
CIS417			Rajiv M. Dewan <u>MSD</u> Rajiv M. Dewan <u>MSD</u>		Rajiv M. Dewan <u>E</u>
CIS418			Ricky Roet-Green <u>E</u> Ricky Roet-Green <u>Online</u>		
CIS432				Yaron Shaposhnik <u>E</u> Yaron Shaposhnik <u>MSD</u>	
CIS434					Huaxia Rui <u>E</u> Huaxia Rui <u>MSD</u> Huaxia Rui <u>MSD</u>
CIS440					Roy Jones <u>E</u>

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Computers & Information Systems (CIS)					
CIS442D					
CIS442E				Liza Mohr <u>MSD</u> Liza Mohr <u>E</u>	
CIS442F					David Tilson <u>E</u>
CIS461			David Tilson <u>E</u>		John Schloff <u>MBAD</u> David Tilson <u>MBAD</u>
CIS465A				Rajiv M. Dewan <u>MSD</u> Liza Mohr <u>MSD</u>	
CIS465B					Rajiv M. Dewan <u>MSD</u> Liza Mohr <u>MSD</u> Young Sun Lee <u>MSD</u>
CIS510					Huaxia Rui <u>D</u> Ricky Roet-Green <u>D</u> Yaron Shaposhnik <u>D</u>
CIS511			Huaxia Rui <u>D</u>		

Entrepreneurship (ENT)					
ENT422			Mark W. Wilson <u>E</u>		
ENT423					Dennis Kessler <u>E</u>
ENT425				Duncan T. Moore <u>E</u> Mike Riedlinger <u>E</u>	
ENT442X				Rami Katz <u>D</u> Dennis Kessler <u>D</u>	

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Executive MBA (EXP)					
EXP410			James A. Brickley <u>EMBA</u>		
EXP420			Ravindra N. Mantena <u>EMBA</u>		
EXP422			Ravindra N. Mantena <u>EMBA</u>		
EXP434					Abraham Seidmann <u>EMBA</u>
EXP444					Michael A. Raith <u>EMBA</u>
EXP454				Joanna Wu <u>EMBA</u>	
EXP455					Sudarshan Jayaraman
EXP461					Harry Groenevelt <u>EMBA</u>
EXP475			Ron Goettler <u>EMBA</u>		
EXP476			Kristin Lennarz <u>EMBA</u>		
EXP480					Urs Wälchli <u>EMBA</u>
EXP481			Jerold B. Warner <u>EMBA</u>		
EXP482			Clifford W. Smith Jr. <u>EMBA</u>		
EXP485			David J. Oliveiri <u>EMBA</u>		
EXP498					Lawrence J. Matteson

Finance (FIN)					
FIN402			Ron Kaniel <u>MBAD</u> Ron Kaniel <u>MBAD</u>	Jerold B. Warner <u>E</u>	
FIN411	Jerold B. Warner <u>E</u>		Dmitry Orlov <u>MSD</u> Dmitry Orlov <u>MSD</u>	Jerold B. Warner <u>E</u>	
FIN413			Michael Gofman <u>MSD</u> Michael Gofman <u>E</u> Michael Gofman <u>MSD</u>		Urs Wälchli <u>E</u>
FIN418			Alan Moriera <u>MSD</u> Alan Moriera <u>Online</u>		
FIN423					
FIN424				Robert Novy-Marx <u>MSD</u> Robert Novy-Marx <u>MSD</u> Robert Novy-Marx <u>E</u>	
FIN430					Ramona Dagostino <u>MSD</u> Ramona Dagostino <u>MSD</u>

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FINANCE (FIN)					
FIN433					Frank C. Torchio <u>MSD</u>
FIN434				Daniel J. Burnside <u>MSD</u>	Daniel J. Burnside <u>E</u>
FIN441A					Delores Conway <u>E</u>
FIN441B			Richard Couch <u>E</u>		
FIN441F			Giulio Trigilia <u>E</u>		
FIN441G				Richard Insalaco <u>E</u>	
FIN442 (BPP442)				Gregory H. Bauer <u>BRN</u>	
FIN444 (ENT444)					Urs Wälchli <u>E</u>
FIN446 (CIS446)					Derek Mohr <u>D</u>
FIN448					Pavel Zryumov <u>E</u> Pavel Zryumov <u>MSD</u>
FIN462		Olga Itenberg <u>MSD</u> Olga Itenberg <u>MSD</u>			
FIN465A				Richard Couch <u>MSD</u>	
FIN465B					Richard Couch <u>MSD</u> Rick Curry <u>MSD</u> Tom Estad <u>MSD</u> Drew Marsherall <u>MSD</u>
FIN505			Yixin Chen <u>D</u>		
FIN511				Pavel Zryumov <u>D</u>	
FIN512					Robert Novy-Marx <u>D</u>
FIN514			G. William Schwert <u>D</u>		
FIN523				Dmitry Orlov <u>D</u>	

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General Business Administration (GBA)					
GBA401A				David Tilson <u>MBAD</u>	
GBA411				Ravindra N. Mantena <u>MBAD</u> Ravindra N. Mantena <u>MBAD</u>	Ravindra N. Mantena <u>E</u>
GBA412	Ravindra N. Mantena <u>E</u>		Paul Ellickson <u>MBAD</u> Paul Ellickson <u>MBAD</u>	Ravindra N. Mantena <u>E</u>	
GBA435 (ENT435)	David J. Oliveiri <u>E</u> Lawrence J. Matteson <u>E</u>		David J. Oliveiri <u>E</u> Lawrence J. Matteson <u>E</u>		
GBA442C					Thom Shaw <u>E</u>
GBA462		Chenyu Yang <u>MSD</u> Chenyu Yang <u>MSD</u>			
GBA462R			Paul Ellickson <u>MSD</u> Paul Ellickson <u>MSD</u> Chenyu Yang <u>MSD</u>		
GBA463		Paul Nelson <u>MSD</u> Paul Nelson <u>MSD</u>			
GBA464		Yufeng Huang <u>MSD</u> Yufeng Huang <u>MSD</u> Liza Mohr <u>MSD</u>			
GBA466			Kurt Wojdat <u>MSD</u>		
GBA484A			David J. Oliveiri <u>D</u>		
GBA484B			David J. Oliveiri <u>D</u>		
Health Sciences Management (HSM)					
HSM420			Gerard J. Wedig <u>E</u>		
HSM425 (ACC445)				Heidi Tribunella <u>E</u>	
HSM440 (BPP440)					Samuel Ogie <u>E</u>
HSM450			Heidi Tribunella <u>E</u> Samuel Ogie <u>E</u>		
HSM451			Samuel Ogie <u>E</u>		
HSM452				Gerard J. Wedig <u>E</u>	

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Business Communication (MGC)					
MGC401		Carol Shuherk <u>MBAD</u> Thom Shaw <u>MBAD</u>			
MGC402			Carol Shuherk <u>MBAD</u> Thom Shaw <u>MBAD</u>		
MGC403				Thom Shaw <u>MBAD</u> Thom Shaw <u>MBAD</u>	
MGC411					Carol Shuherk <u>MBAD</u> Carol Shuherk <u>MBAD</u>
MGC461		Linda Daley <u>MSD</u> Drew Marsherall <u>MSD</u> Young Sun Lee <u>MSD</u> Rick Curry <u>MSD</u> Tom Estad <u>MSD</u>			
MGC462			Young Sun Lee <u>MSD</u> Linda Daley <u>MSD</u> Drew Marsherall <u>MSD</u> Rick Curry <u>MSD</u> Tom Estad <u>MSD</u> Carol Shuherk <u>MSD</u>		
MGC463				Rick Curry <u>MSD</u> Linda Daley <u>MSD</u> Tom Estad <u>MSD</u> Young Sun Lee <u>MSD</u> Drew Marsherall <u>MSD</u> Carol Shuherk <u>MSD</u>	

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Marketing (MKT)					
MKT402			Kristina Brecko <u>MBAD</u>	Kristina Brecko <u>E</u>	
MKT402L					
MKT412				Mitchell J. Lovett <u>E</u>	
MKT412R				Mitchell J. Lovett <u>MSD</u>	
MKT414 (STR423)	Rick Cardot <u>E</u>		Greg Shaffer <u>MSD</u> Greg Shaffer <u>E</u>	Greg Shaffer <u>D</u>	
MKT431					Marie-Joelle Estrada <u>E</u>
MKT432			John Schloff <u>E</u>		
MKT433			James Prinzi <u>E</u>		
MKT436				Avery Haviv <u>E</u>	
MKT436R				Avery Haviv <u>MSD</u>	
MKT437				Kristin Lennarz <u>D</u>	
MKT438			Ron Carlson <u>E</u>		
MKT439				Jeanine Miklos-Thal <u>E</u>	
MKT440					Yufeng Huang <u>E</u>
MKT441					Paul Nelson <u>E</u>
MKT442F					Young Sun Lee <u>E</u>
MKT442G					John Schloff <u>E</u>
MKT451					Paul Nelson <u>E</u>

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Marketing (MKT)					
MKT465A				Paul Nelson <u>MSD</u> Vincent W. Hope <u>MSD</u> Kristin Lennarz <u>MSD</u>	
MKT465B					Paul Nelson <u>MSD</u> Vincent W. Hope <u>MSD</u> Kristin Lennarz <u>MSD</u> Linda Daley <u>MSD</u>
MKT505			Paul Ellickson <u>D</u> Ron Goettler <u>D</u> Avery Haviv <u>D</u> Kristina Brecko <u>D</u> Yufeng Huang <u>D</u> Mitchell J. Lovett <u>D</u>		
MKT512				Mitchell J. Lovett <u>D</u>	
MKT513					Mitchell J. Lovett <u>D</u>
Management Science Methods (MSM)					
MSM504				Marshall Freimer <u>D</u>	
MSM505					Phillip J. Lederer <u>D</u>
MSM522				Marshall Freimer <u>D</u>	
Operations Management (OMG)					
OMG402				Vera Tilson <u>MBAD</u> Vera Tilson <u>MBAD</u> Phillip J. Lederer <u>E</u>	
OMG411					Phillip J. Lederer <u>E</u>
OMG412				Phillip J. Lederer <u>E</u>	
OMG413					Harry Groenevelt <u>E</u>
OMG416			Jeff Sokol <u>E</u>		
OMG437 (HSM437)					Vera Tilson <u>E</u>

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Competitive & Organizational Strategy (STR)					
STR401		Heikki Rantakari <u>MBAD</u> Heikki Rantakari <u>MBAD</u>	Heikki Rantakari <u>E</u>		
STR403	Ronald M. Schmidt <u>E</u>		Michael A. Raith <u>MBAD</u> Michael A. Raith <u>MBAD</u>	James A. Brickley <u>MSD</u>	
STR421	Lawrence J. Matteson <u>E</u>		Guy Arie <u>D</u>	Guy Arie <u>E</u>	
STR422				Heikki Rantakari <u>EMBA</u>	Jeanine Miklos-Thal <u>D</u> Jeanine Miklos-Thal <u>E</u>
STR424					James A. Brickley <u>E</u>
STR427			Barry A. Friedman <u>E</u>		
STR429					Guy Arie <u>E</u>
STR440					James A. Brickley <u>E</u>
STR442D	Gregg Lederman <u>E</u>			Gregg Lederman <u>EMBA</u>	
TEM					
TEM401			Ron Goettler <u>D</u>		
TEM402			Kurt Wojdat <u>D</u>		
TEM440			Mark W. Wilson <u>E</u>		