



**SIMON
BUSINESS
SCHOOL**

Winter Quarter 2019 Class Schedule

**Quarter Dates:
January 7, 2019 – March 15, 2019**

March 4, 2019

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

WINTER QUARTER 2019 → IMPORTANT DATES

Classes Start	Monday, Jan. 7
Last Day to Add/Drop	Sunday, Jan. 13
No Classes – Martin L. King Day	Monday, Jan. 21
Make-up Class–Martin L. King Day	Friday, Jan. 25 (for Jan. 21 classes)
Last Day of Classes	Thursday, March 7
Final Exams	Monday, March 11 to Friday, March 15

** NOTES **

 indicates MBA STEM courses

CLASS DAYS ABBREVIATIONS

- M – Monday
- T – Tuesday
- W – Wednesday
- R – Thursday
- F – Friday
- S – Saturday
- TBA – indicates that the class meeting time is to be arranged.

CRN-Course #	Course Title	Credits	Days	Times	Room	Instructor	Final Exam Date/Time
ACCOUNTING							
44065-ACC411/21	FINANCIAL STATEMENT ANALYSIS (MSF1)	3	TR	8:30am-10:00am	S-207	WASLEY	Friday, March 15 → 6:00pm
44078-ACC411/22	FINANCIAL STATEMENT ANALYSIS (MSF2)	3	TR	10:20am-11:50am	S-207	WASLEY	Friday, March 15 → 6:00pm
44080-ACC411/85	FINANCIAL STATEMENT ANALYSIS **	3	T	5:50pm-8:50pm	S-207	WASLEY	Friday, March 15 → 6:00pm
* ACC411 (ALL 3 sections) will have a mid-term exam on TUESDAY, FEBRUARY 12th at 6:00PM (no Tuesday AM classes 2/12/19)							
44099-ACC417/85	AUDITING (MSA) **	3	T	5:50pm-8:50pm	S-102	TRIBUNELLA, T	Tuesday, March 12 → 6:00pm
84702-ACC419/21	POSITIVE ACCOUNTING RESEARCH (MSA) **	3	TR	1:10pm-2:40pm	S-102	SCHONBERGER	Wednesday, March 13 → 1:30pm
84717-ACC423/21	FINANCIAL REPORTING I (MSA)	3	TR	3:00pm-4:30pm	S-102	SCHONBERGER	Thursday, March 14 → 6:00pm
84799-ACC423/85	FINANCIAL REPORTING I	3	R	5:50pm-8:50pm	S-102	SCHONBERGER	Thursday, March 14 → 6:00pm
44112-ACC437/21	BASIC FED INCOME TAX ACCT (MSA)	3	MW	10:20am-11:50am	S-103	TRIBUNELLA, H	Monday, March 11 → 9:00am
45276-ACC445/85	MANAG ACCT/HEALTH CARE ORG	3	T	5:50pm-8:50pm	S-103	TRIBUNELLA, H	Tuesday, March 12 → 6:00pm
44130-ACC511/21	ACCOUNTING RESEARCH II [PhD]	3	F	9:00am-12:20pm	G-120	WASLEY	
APPLIED ECONOMICS							
88633-AEC513/21	INDUSTRIAL ORGANIZATION THEORY [PhD]	3	T	1:00pm-4:20pm	G-120	SHAFFER, et al.	
BUSINESS ENVIRONMENT & PUBLIC POLICY							
84778-BPP426/85	MACROECONOMICS **	3	W	5:50 pm-8:50 pm	S-407	BAUER	Sunday, March 10 → 2:00pm
COMPUTERS & INFORMATION SYSTEMS							
44246-CIS415/85	BUS PROCESS ANALYSIS & DESIGN **	3	W	5:50pm-8:50pm	G-119	TILSON, D	
44260-CIS432/21	PREDICTIVE ANALYTICS/PYTHON (MSBA)	3	TR	1:10pm-2:40pm	S-207	SHAPOSHNIK	Thursday, March 14 → 6:00pm
44271-CIS432/85	PREDICTIVE ANALYTICS/PYTHON **	3	R	5:50pm-8:50pm	G-118	SHAPOSHNIK	Thursday, March 14 → 6:00pm
84751-CIS440/85	DIGITAL BUSINESS STRATEGY	3	T	5:50pm-8:50pm	G-120	JONES	
44285-CIS442E/21	DATA MGMNT FOR ANALYTICS (MS)	3	MW	3:00pm-4:30pm	S-407	MOHR	Monday, March 11 → 1:30pm
44292-CIS442E/85	DATA MGMNT FOR ANALYTICS **	3	M	5:50pm-8:50pm	S-407	MOHR	Monday, March 11 → 6:00pm
44305-CIS465A/21	PRACTICUM IN BUS ANALYTICS I (MSBA)	0	TR	10:20am-11:50am	G-318	DEWAN; MOHR	
ENTREPRENEURSHIP							
44391-ENT425/85	TECHNICAL ENTREPRENEURSHIP **	3	T	5:50pm-8:50pm	G-119	RIEDLINGER/MOORE	
FINANCE							
44544-FIN402/85	CAP BUD & CORP OBJ **	3	T	5:50pm-8:50pm	S-107	WARNER	Tuesday, March 12 → 6:00pm
44566-FIN411/85	INVESTMENTS **	3	W	5:50pm-8:50pm	S-207	WARNER	Wednesday, March 13 → 6:00pm
44579-FIN424/21	OPTIONS & FUTURES MARKETS (MSF1)	3	TR	10:20am-11:50am	S-407	NOVY-MARX	Wednesday, March 13 → 9:00am
44582-FIN424/22	OPTIONS & FUTURES MARKETS (MSF2)	3	TR	8:30am-10:00am	S-407	NOVY-MARX	Wednesday, March 13 → 9:00am
84743-FIN424/85	OPTIONS & FUTURES MARKETS **	3	R	5:50pm-8:50pm			
44610-FIN434/21	INVST MGMT & TRADE STRATEGIES (MSF) **	3	TR	3:00pm-4:30pm	G-318	BURNSIDE	Thursday, March 14 → 9:00am
84734-FIN441G/85	ASSET MANAGEMENT	3	M	5:50pm-8:50pm	G-318	INSALACO	Monday, March 11 → 6:00pm
44649-FIN465A/21	APPLIED FINANCE PROJECT (MSF)	0	TR	1:10pm-2:40pm	G-318	COUCH	
84903-FIN511/21	CONTINUOUS TIME THEORY [PhD]	3	M	1:00pm-4:20pm	G-244	ZRYUMOV	
84912-FIN523/21	ADV AGENCY THEORY [PhD]	3	W	1:00pm-4:20pm	G-120	ORLOV	

CRN-Course #	Course Title	Credits	Days	Times	Room	Instructor	Final Exam Time
GENERAL BUSINESS ADMINISTRATION							
89514-GBA401/21	STRUCT PROB SOLV IN TEAMS (Blue)	1	TR	10:20am-11:50am	G-119	TILSON, D.	
89523-GBA401/22	STRUCT PROB SOLV IN TEAMS (Gold)	1	TR	8:30am-10:00am	G-118	TILSON, D.	
44753-GBA411/21	BUSINESS MODELING (Blue) **	3	MW	10:20am-11:50am	G-119	MANTENA	Thursday, March 14 → 1:30pm
44770-GBA411/40	BUSINESS MODELING WRKSH (Blue)	0	R	1:10pm-2:40pm	G-119		
44764-GBA411/22	BUSINESS MODELING (Gold) **	3	MW	8:30am-10:00am	G-118	MANTENA	Thursday, March 14 → 1:30pm
44788-GBA411/41	BUSINESS MODELING WRKSH (Gold)	0	R	3:00pm-4:30pm	G-118		
44797-GBA412/85	DATA ANALYTICS **	3	W	5:50pm-8:50pm	S-103	MANTENA	Wednesday, March 13 → 6:00pm
44808-GBA412L/89	DATA ANALYTICS LAB	0	W	8:55pm-10:00pm	S-103		
44813-GBA419B/21	LEADING TEAMS II	1	W	1:10pm—3:20pm	S-101	FRYE	
44824-GBA441/85	BUS ETHICS & CORP SOC RESPON	3	W	5:50pm-8:50pm	S-301A	MIKLOS	Wednesday, March 13 → 6:00pm

HEALTH SCIENCES MANAGEMENT

45276-HSM425/85	MANAG ACCT/HEALTH CARE ORG	3	T	5:50pm-8:50pm	S-103	TRIBUNELLA, H	Tuesday, March 12 → 6:00pm
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(Students who have already taken ACC410 cannot register for HSM425.)

MARKETING

84765-MKT402/85	MARKETING MANAGEMENT	3	R	5:50pm-8:50pm	S-103	NELSON	Thursday, March 14 → 6:00pm
45480-MKT412/85	MARKETING RESEARCH **	3	W	5:50pm-8:50pm	S-107	LOVETT	Wednesday, March 13 → 6:00pm
45499-MKT412L/89	MARKETING RESEARCH LAB	3	W	8:55pm-10:10pm	S-107		
45501-MKT412R/21	MARKETING RESEARCH USING R (MSMA)	3	TW	3:00 pm-4:30 pm	S-107	LOVETT	Wednesday, March 13 → 6:00pm
45516-MKT412R/40	MARKETING RESEARCH R LAB (MS)	0	R	3:00 pm-4:30 pm	S-107		
45527-MKT414/21	PRICING POLICIES **	3	M	1:30pm-4:30pm	S-107	SHAFFER	Monday, March 11 → 1:30pm
45538-MKT436/85	MARKETING ANALYTICS **	3	T	5:50pm-8:50pm	S-407	HAVIV	Tuesday, March 12 → 6:00pm
45540-MKT436R/21	MARKETING ANALYTICS USING R (MSBA)	3	TR	3:00 pm-4:30 pm	S-407	HAVIV	Tuesday, March 12 → 1:30pm
45552-MKT436R/22	MARKETING ANALYTICS USING R (MSMA)	3	TR	1:10pm-2:40pm	S-407	HAVIV	Tuesday, March 12 → 1:30pm
45569-MKT437/21	DIGITAL MARKETING STRATEGY **	3	TR	10:20am-11:50am	S-107	LENNARZ	
92333-MKT437/22	DIGITAL MARKETING STRATEGY **	3	TR	1:10pm-2:40pm	S-107	LENNARZ	
45574-MKT439/85	ADVANCED PRICING **	3	M	5:50pm-8:50pm	G-118	MIKLOS-THAL	Monday, March 11 → 6:00pm
45583-MKT465A/21	MKTING ANALYTICS PROJECTS I (MSMA)	0	TR	8:30am-10:00am	S-107	HOPE; NELSON	
45595-MKT512/21	ADV TOPICS IN MARKETING II [PhD]	3	F	9:00am-12:20pm	CS 3-327	LOVETT	

MANAGEMENT SCIENCE METHODS

45600-MSM504/21	THEORY OF PROB AND STO PROC I [PhD]	3	W	1:00pm-4:20pm	CS 3-327	FREIMER	
45611-MSM522/21	OPTIMIZATION [PhD]	3	TR	10:20am-11:50am	G-120	FREIMER	

CRN-Course #	Course Title	Credits	Days	Times	Room	Instructor	Final Exam Time
MANAGEMENT COMMUNICATION							
84948-MGC403/21	TEAMWORK (Blue)	1	TR	10:20am-11:50am	G-119	SHAW	
84967-MGC403/22	TEAMWORK (Gold)	1	TR	8:30am-10:00am	G-118	SHAW	
45350-MGC463/21	TEAMWORK (MSBA)	1	MW	8:30am-10:00am	S-301B	LEE	
45368-MGC463/22	TEAMWORK (MSMA)	1	MW	8:30am-10:00am	G-124	DALEY	
45373-MGC463/23	TEAMWORK (MSF2)	1	MW	8:30am-10:00am	G-125	PATTERSON	
45384-MGC463/24	TEAMWORK (MSF2)	1	MW	8:30am-10:00am	G-335	ESTAD	
45396-MGC463/25	TEAMWORK (MSF2)	1	MW	8:30am-10:00am	Rotunda	SHUHERK	
45402-MGC463/26	TEAMWORK (MSBA)	1	MW	10:20am-11:50am	S-301B	LEE	
88465-MGC463/27	TEAMWORK (MSBA)	1	MW	10:20am-11:50am	S-301A	MARSHERALL	
91276-MGC463/28	TEAMWORK (MSMA)	1	MW	10:20am-11:50am	G-124	DALEY	
91287-MGC463/29	TEAMWORK (MSF1)	1	MW	10:20am-11:50am	G-125	PATTERSON	
91293-MGC463/30	TEAMWORK (MSF1)	1	MW	10:20am-11:50am	G-335	ESTAD	
91307-MGC463/31	TEAMWORK (MSF1)	1	MW	10:20am-11:50am	Rotunda	SHUHERK	
91315-MGC463/32	TEAMWORK (MSBA)	1	MW	1:10pm-2:40pm	S-301B	LEE	
91321-MGC463/33	TEAMWORK (MSA)	1	MW	1:10pm-2:40pm	S-301A	MARSHERALL	
91339-MGC463/34	TEAMWORK (MSMA)	1	MW	1:10pm-2:40pm	G-124	DALEY	
91342-MGC463/35	TEAMWORK (MSF3)	1	MW	1:10pm-2:40pm	G-125	PATTERSON	
91350-MGC463/36	TEAMWORK (MSF3)	1	MW	1:10pm-2:40pm	G-335	ESTAD	
91368-MGC463/37	TEAMWORK (MSA)	1	MW	3:00 pm-4:30 pm	S-301A	MARSHERALL	

OPERATIONS MANAGEMENT

45633-OMG402/21	OPERATIONS MGMT (Blue) *	3	MW	8:30am-10:00am	G-119	TILSON, V	Tuesday, March 12 → 9:00am
45657-OMG402/40	OPER MGMT LAB (Blue)	0	R	3:00 pm-4:30 pm	G-119		
45625-OMG402/22	OPERATIONS MGMT (Gold) *	3	MW	10:20am-11:50am	G-118	TILSON, V	Tuesday, March 12 → 9:00am
45666-OMG402/41	OPER MGMT LAB (Gold)	0	R	1:10pm-2:40pm	G-118		
45644-OMG402/85	OPERATIONS MGMT *	3	M	5:50pm-8:50pm	S-103	LEDERER	Monday, March 11 → 6:00pm
45679-OMG402/89	OPERATIONS MGMT LAB	0	M	8:55pm-10:00pm	S-103		
45682-OMG412/85	SERVICE MANAGEMENT *	3	W	5:50pm-8:50pm			

COMPETITIVE & ORGANIZATIONAL STRATEGY

84780-STR421/85	COMPETITIVE STRATEGY	3	T	5:50pm-8:50pm	G-118	ARIE	Tuesday, March 12 → 6:00pm
84800-STR422/21	GAME THEORY FOR MANAGERS *	3	F	12:30pm-3:45pm	S-102	RANTAKARI	
			S	12:00pm-3:15pm			
	<i>STR422 meets January 11, 12, 19; February 1, 2, 16</i>						
45527-STR423/21	PRICING POLICIES *	3	M	1:30pm-4:30pm	S-107	SHAFFER	Monday, March 11 → 1:30pm
45574-STR439/85	ADVANCED PRICING *	3	M	5:50pm-8:50pm	G-118	MIKLOS-THAL	Monday, March 11 → 6:00pm
45737-STR442D/21	LEADING ORGANIZATIONAL CHANGE	3	F	8:30am-11:45am	S-102	LEDERMAN	
			S	8:00am-11:15am			
	<i>STR442D meets January 11, 12, 19; February 1, 2, 16</i>						
84726-STR442F/21	STRATEGY, ORGANIZ & FIRM VALUE (MSF)	3	M	1:30pm-4:30pm	S-207	BRICKLEY	Monday, March 11 → 1:30pm

Winter Quarter 2019 Course Grid

As of 12/17/18	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
8:30 AM - 10:00 AM	OMG402/21 - Tilson, V (MBA) Blue	ACC411/21 (MS) - Wasley	OMG402/21 - Tilson, V (MBA) Blue	ACC411/21 (MS) - Wasley	Electives Offered On Weekend Schedule
	GBA411/22 - Mantena (MBA) Gold	GBA401A/22 - D Tilson Gold/MGC403/22 - Shaw	GBA411/22 - Mantena (MBA) Gold	GBA401A/22 - D Tilson Gold/MGC403/22 - Shaw	
	MGC463/21 - Lee	MKT465A/21 - Hope, Lennarz & Nelson	MGC463/21 - Lee	MKT465A/21 - Hope, Lennarz & Nelson	STR442D - Lederman
	MGC462/23 - Daley	FIN424/22 - Novy-Marx	MGC462/23 - Daley	FIN424/22 - Novy-Marx	
	MGC463/24 - Patterson MGC463/25 - Estad MGC463/26 - Shuherk		MGC463/24 - Patterson MGC463/25 - Estad MGC463/26 - Shuherk		
10:20 AM - 11:50 AM	ACC437/21 (MS) - Tribunella, H.	ACC411/22 (MS2) - Wasley	ACC437/21 (MS) - Tribunella, H.	ACC411/22 (MS2) - Wasley	Immersion Trips ENT442X - Israel Trek during Spring Break *Additional fees required FIN442X - Internation Finance - Swiss Trek
	GBA411/21 - Mantena (MBA) Blue	GBA401A/21 - Tilson, D Blue / MGC403/21 - Shaw	GBA411/21 - Mantena (MBA) Blue	GBA401A/21 - Tilson, D Blue / MGC403/21 - Shaw	
	OMG402/22 (gold) - V Tilson	CIS465A/21 - Dewan & L Mohr	OMG402/22 (gold) - V Tilson	CIS465A/21 - Dewan & L Mohr	
	MGC462/21 - Lee	FIN424/21 - Novy-Marx	MGC462/21 - Lee	FIN424/21 - Novy-Marx	
	MGC463/22 - Marsherrall	MKT437/21 - Lennarz	MGC463/22 - Marsherrall	MKT437/21 - Lennarz	
	MGC463/23 - Daley		MGC463/23 - Daley		
	MGC463/24 - Patterson MGC463/25 - Estad MGC463/26 - Shuherk		MGC463/24 - Patterson MGC463/25 - Estad MGC463/26 - Shuherk		
11:50 AM - 1:10 PM	LUNCH	LUNCH	LUNCH	LUNCH	
1:10 PM - 2:40 PM	MGC463/21 - Lee	COACH Workshop (MBA)	MGC463/21 - Lee	MKT436R/22 - Haviv	Simon PhD Classes ACC511 - Wasley FIN511 - Zryumov FIN523 - Orlov MKT512 - Lovett MSM504 - Freimer MSM522 - Freimer
	MGC463/22 - Marsherrall	MKT436R/22 - Haviv	MGC463/22 - Marsherrall	GBA411/40 workshop (blue) - Mantena	
	MGC463/23 - Daley	CIS432/21 - Shaposhnik	MGC463/23 - Daley	OMG402/41 lab (gold)	
	MGC463/24 - Patterson	ACC419/21 - Schonberger	MGC463/24 - Patterson	CIS432/21 - Shaposhnik	
	MGC463/25 - Estad	FIN465A/21 - Couch	MGC463/25 - Estad	ACC419/21 - Schonberger	
		MKT437/22 - Lennarz		FIN465A/21 - Couch	
				MKT437/22 - Lennarz	
	STR442F/21 - Brickley 1:30-4:30				
	MKT414/21 - Shaffer [1:30-4:30]		GBA419B/21 - Frye 1:10-3:20pm		
3:00 PM - 4:30 PM	MGC462/22 - Marsherrall	COACH Workshop (MBA)	MGC462/22 - Marsherrall	MKT436R/21 - Haviv	COLOR CODE
	CIS442E/21 - L Mohr	MKT412R/21 - Lovett (MS)	CIS442E/21 - L Mohr	MKT412R/27 lab (MS)	MBA Blue Cohort
		MKT436R/21 - Haviv	MKT412R/21 - Lovett (MS)	GBA411/41 workshop (gold) - Mantena	MBA Gold Cohort
		FIN434/21 - Burnside		OMG402/40 lab (blue)	MBA - Both Cohorts
		ACC423/21 - Schonberger		FIN434/21 - Burnside	MSF
			ACC423/21 - Schonberger	MSF1 Cohort	
4:30 PM - 5:50 PM	EVENING BREAK	EVENING BREAK	EVENING BREAK	EVENING BREAK	MSF2 Cohort
					MSF3
5:50 PM - 8:50 PM	OMG402/85 - Lederer	ACC445/HSM425/85 - Tribunella, H	CIS415/85 - Tilson, D	ACC423/85 - Schonberger	MS Business Analytics
	MKT439/85 - Miklos-Thal	ENT425/85 - Riedlinger/Moore	GBA412/85 - Mantena	CIS432/85 - Shaposhnik	MSA
	FIN441G/85 - Insalaco	MKT436/85 - Haviv	FIN411/85 - Warner	MKT402/85 - Nelson	PhD Courses
	CIS440/85 - Jones	CIS440/85 - Jones	GBA441/85 - Miklos		MS Marketing Analytics
	ACC417/85 - Tribunella, T	ACC417/85 - Tribunella, T	BPP426/85 - Bauer		MS Business & MKT Analytics
	STR421/85 - Arie	STR421/85 - Arie	MKT412/85 - Lovett		
	ACC411/85 - Wasley	ACC411/85 - Wasley	MKT412/85 - Lovett		
	FIN402/85 - Warner	FIN402/85 - Warner			
8:55 PM - 10:10 PM	OMG402 LAB		GBA412 LAB; MKT412 LAB		