Business Administration, Executive Master (XMBA)

Courses

XMBA 200C Leadership Communication 2 Units
Offered through: Business Administration
Terms offered: Summer 2016 10 Week Session
Leadership Communication is a workshop in the fundamentals of public speaking in today's business environment. Through prepared and impromptu speeches aimed at moving others to action, peer coaching, and lectures, students will sharpen their authentic and persuasive communication skills, develop critical listening skills, improve abilities to give, receive, and apply feedback, and gain confidence as public speakers.

Leadership Communication: Read More [+]

Hours & Format

Fall and/or spring: 6 weeks - 2 hours of lecture per week
Summer: 6 weeks - 2 hours of lecture per week

Additional Details

Subject/Course Level: Masters in Bus. Adm. for Executives/Graduate
Grading: Letter grade.

Leadership Communication: Read Less [-]

XMBA 200P Problem Finding, Problem Solving 1 Unit
Offered through: Business Administration
Terms offered: Prior to 2007
Problem Finding, Problem Solving (PFPS) teaches basic skills drawn from the fields of critical thinking, design thinking and systems thinking that support innovation. Specifically, it covers ways of collecting information to characterize a problem, framing and re-framing that problem, coming up with a range of solutions and then gathering feedback to assess those solutions. Following Confucius's notion: "I hear and I forget. I see and I remember. I do and I understand." The class consists primarily of hands-on exercises to experiment with and learn the tools and techniques presented, applying them to the design and testing of alternative business models for start-up and other businesses.

Problem Finding, Problem Solving: Read More [+]

Hours & Format

Fall and/or spring: 8 weeks - 3 hours of lecture per week

Additional Details

Subject/Course Level: Masters in Bus. Adm. for Executives/Graduate
Grading: The grading option will be decided by the instructor when the class is offered.

Problem Finding, Problem Solving: Read Less [-]

XMBA 200Q Decision Models 1 Unit
Offered through: Business Administration
Terms offered: Fall 2011, Fall 2009, Fall 2004
This core course introduces students to quantitative concepts, techniques, and software with which all successful managers should be familiar. The objective of this course is to improve managerial decision making by introducing managers to optimization techniques, simulation, and project management.

Decision Models: Read More [+]

Hours & Format

Summer: 3 weeks - 5 hours of lecture and 5 hours of lecture per week

Additional Details

Subject/Course Level: Masters in Bus. Adm. for Executives/Graduate
Grading: The grading option will be decided by the instructor when the class is offered.

Decision Models: Read Less [-]
**XMBA 200S Data and Decisions 2 Units**
Offered through: Business Administration
Terms offered: Summer 2016 10 Week Session, Summer 2006 10 Week Session, Summer 2005 10 Week Session
The objective of this core course is to make students critical consumers of statistical analysis using available software packages. Key concepts include interpretation of regression analysis, model formation and testing, and diagnostic checking.
Data and Decisions: Read More [+]

**Hours & Format**
- **Fall and/or spring:** 3 weeks - 15 hours of lecture per week
- **Summer:** 10 weeks - 3 hours of lecture per week

**Additional Details**
- **Subject/Course Level:** Masters in Bus. Adm. for Executives/Graduate
- **Grading:** The grading option will be decided by the instructor when the class is offered.

Formerly known as: Business Administration 200S

Data and Decisions: Read Less [-]

**XMBA 201A Managerial Economics 2 Units**
Offered through: Business Administration
Terms offered: Summer 2016 10 Week Session, Summer 2005 10 Week Session
This course uses the tools and concepts of microeconomics to analyze decision problems within a business firm. Particular emphasis is placed on the firm's choice of policies in determining prices, inputs usage, and outputs. The effects of the state of the competitive environment on business policies are also examined.
Managerial Economics: Read More [+]

**Hours & Format**
- **Fall and/or spring:** 3 weeks - 3 hours of lecture per week
- **Summer:** 10 weeks - 4.5 hours of lecture per week

**Additional Details**
- **Subject/Course Level:** Masters in Bus. Adm. for Executives/Graduate
- **Grading:** The grading option will be decided by the instructor when the class is offered.

Formerly known as: Business Administration 201A

Managerial Economics: Read Less [-]

**XMBA 201B Global Economic Environment 2 Units**
Offered through: Business Administration
Terms offered: Spring 2014, Fall 2010, Fall 2009
This core course addresses the determination of economic concepts and financial practices at work in the global economic environment. Topics include long-run productivity and growth, short-run economic fluctuations in both closed and open economies, exchange rates and the balance of payments, the natural rate of unemployment, and the causes and consequences of inflation. The instructor will draw examples from a number of countries and a variety of economies to illustrate theoretical concepts.
Global Economic Environment: Read More [+]

**Hours & Format**
- **Summer:** 3 weeks - 10 hours of lecture and 10 hours of lecture per week

**Additional Details**
- **Subject/Course Level:** Masters in Bus. Adm. for Executives/Graduate
- **Grading:** The grading option will be decided by the instructor when the class is offered.

Global Economic Environment: Read Less [-]

**XMBA 202A Financial Accounting 2 Units**
Offered through: Business Administration
Terms offered: Summer 2016 10 Week Session, Summer 2008 10 Week Session, Summer 2007 10 Week Session
This course examines accounting measurements for general-purpose financial reports. An objective of the course is to provide not only a working knowledge but also a clear understanding of the contents of published financial statements.
Financial Accounting: Read More [+]

**Hours & Format**
- **Summer:** 3 weeks - 10 hours of lecture per week

**Additional Details**
- **Subject/Course Level:** Masters in Bus. Adm. for Executives/Graduate
- **Grading:** Letter grade.

Formerly known as: Business Administration 202A

Financial Accounting: Read Less [-]
XMBA 203 Finance 2 Units
Offered through: Business Administration
Terms offered: Fall 2014, Fall 2013, Fall 2011
This core course examines the wide menu of available assets, the
institutional structure of U.S. and international financial markets, and the
market mechanisms for trading securities. Topics include discounting,
capital budgeting, historical behavior of asset returns, and diversification
and portfolio theory. The course will also provide introductions to asset
pricing theory for primary and derivative assets and to the principles
governing corporate financial arrangements and contracting.
Finance: Read More [+]

Hours & Format
Summer: 3 weeks - 10 hours of lecture and 10 hours of lecture per week

Additional Details
Subject/Course Level: Masters in Bus. Adm. for Executives/Graduate
Grading: The grading option will be decided by the instructor when the
class is offered.
Finance: Read Less [-]

XMBA 204 Operations Management 2 Units
Offered through: Business Administration
Terms offered: Spring 2014, Spring 2012, Spring 2010
This core course provides students with an understanding of the basic
issues involved in managing a manufacturing-based business and
introduces them to the tools that are available to deal with these issues.
Students will also learn pertinent fundamental concepts in management
science that are applicable to other functional areas.
Operations Management: Read More [+]

Rules & Requirements
Prerequisites: 200S

Hours & Format
Summer: 3 weeks - 10 hours of lecture and 10 hours of lecture per week

Additional Details
Subject/Course Level: Masters in Bus. Adm. for Executives/Graduate
Grading: The grading option will be decided by the instructor when the
class is offered.
Operations Management: Read Less [-]

 XMBA 205 Creating Effective Organizations 2 Units
Offered through: Business Administration
Terms offered: Fall 2014, Fall 2013, Fall 2009
This core course surveys knowledge about behavior of organizations
and in organizations. The course will include study of the issues of
individual behavior, group functioning, and the actions of organizations
in their environments, and analysis from a number of theoretical
perspectives of such problems as work motivation, task design,
leadership, communication, organizational design, and innovation. The
class will explore the implications for the management of organizations
through examples, cases, and exercises.
Creating Effective Organizations: Read More [+]

Rules & Requirements
Prerequisites: 200S

Hours & Format
Fall and/or spring: 15 weeks - 3 hours of lecture per week
Summer: 3 weeks - 10 hours of lecture and 10 hours of lecture per week

Additional Details
Subject/Course Level: Masters in Bus. Adm. for Executives/Graduate
Grading: The grading option will be decided by the instructor when the
class is offered.
Formerly known as: Business Administration 205
Creating Effective Organizations: Read Less [-]

XMBA 206 Marketing Organization and
Management 2 Units
Offered through: Business Administration
Terms offered: Fall 2014, Fall 2013, Summer 2009 10 Week Session
This core course provides an overview of the marketing system and the
marketing concept, buyer behavior, market research, segmentation,
marketing decision-making, marketing structures, and evaluation of
marketing performance in the economy and society.
Marketing Organization and Management: Read More [+]

Rules & Requirements
Prerequisites: 201A or equivalent

Hours & Format
Fall and/or spring: 3 weeks - 10 hours of lecture and 10 hours of lecture
per week
Summer: 10 weeks - 3 hours of lecture per week

Additional Details
Subject/Course Level: Masters in Bus. Adm. for Executives/Graduate
Grading: The grading option will be decided by the instructor when the
class is offered.
Marketing Organization and Management: Read Less [-]
XMBA 209 Competitive and Corporate Strategy 2 Units
Offered through: Business Administration
Terms offered: Spring 2014, Spring 2012, Spring 2010
This is a core course designed to introduce managers to the processes involved in industry and market analysis, the development of a business strategy, competitive positioning, planning, and the implementation of an integrated business program. Students will consider competing strategies as companies aim to achieve their own goals and objectives, often at the expense of their rivals, from the perspective of a general, enterprise-level manager charged with overall responsibility for a company's performance in a variety of competitive and corporate contexts.

Rules & Requirements
Prerequisites: 201A or equivalent

XMBA 217 Topics in Economic Analysis and Policy 1 - 3 Units
Offered through: Business Administration
Terms offered: Prior to 2007
Advanced study in the field of economic analysis and policy. Topics will vary from year to year and will be announced at the beginning of each semester.

Additional Details
Subject/Course Level: Masters in Bus. Adm. for Executives/Graduate
Grading: The grading option will be decided by the instructor when the class is offered.

XMBA 231 Corporate Finance 2 Units
Offered through: Business Administration
Terms offered: Prior to 2007
This course will study the principles underlying alternative financial arrangements and contracts and their application to corporate financial management. In particular, it will examine the impact of incentive, moral hazard, and principal-agent problems, that arise as a consequence of asymmetric information, government intervention, managerial incentives and taxes, on financial decisions regarding capital budgeting, dividend policy, capital structure and mergers.

Rules & Requirements
Prerequisites: 201A or equivalent

XMBA 233 Investments 2 Units
Offered through: Business Administration
Terms offered: Spring 2012, Spring 2010, Spring 2008
This course will examine four different types of asset markets: equity markets, fixed income markets, futures markets, and options markets. It will focus on the valuation of assets in these markets, the empirical evidence on asset valuation models, and strategies that can be employed to achieve various investment goals.

Rules & Requirements
Prerequisites: 201A or equivalent

XMBA 231 Corporate Finance 2 Units
Offered through: Business Administration
Terms offered: Prior to 2007
This course will study the principles underlying alternative financial arrangements and contracts and their application to corporate financial management. In particular, it will examine the impact of incentive, moral hazard, and principal-agent problems, that arise as a consequence of asymmetric information, government intervention, managerial incentives and taxes, on financial decisions regarding capital budgeting, dividend policy, capital structure and mergers.

Rules & Requirements
Prerequisites: 201A or equivalent

XMBA 233 Investments 2 Units
Offered through: Business Administration
Terms offered: Spring 2012, Spring 2010, Spring 2008
This course will examine four different types of asset markets: equity markets, fixed income markets, futures markets, and options markets. It will focus on the valuation of assets in these markets, the empirical evidence on asset valuation models, and strategies that can be employed to achieve various investment goals.

Rules & Requirements
Prerequisites: 201A or equivalent
XMBA 236E Mergers and Acquisitions: A Focus on Creating Value 2 Units
Offered through: Business Administration
Terms offered: Fall 2012, Fall 2011
Survey of the day-to-day practices and techniques used in change of control transaction. Topics include valuation, financing, deal structuring, tax and accounting considerations, agreements, closing documents, practices used in management buyouts, divestitures, hostile takeovers, and takeover defenses. Also covers distinctions in technology M&A, detecting corruption in cross border transaction attempts, and betting on deals through risk arbitrage. Blend of lecture, case study, and guest lectures.
Mergers and Acquisitions: A Focus on Creating Value: Read More [+]

Rules & Requirements
Prerequisites: XMBA 203 (http://guide.berkeley.edu/search/?P=XMBA%20203) or consent of instructor

Hours & Format
Fall and/or spring: 3 weeks - 6 hours of lecture per week
Summer: 3 weeks - 6 hours of lecture per week

Additional Details
Subject/Course Level: Masters in Bus. Adm. for Executives/Graduate
Grading: Letter grade.

XMBA 236M Turnarounds 2 Units
Offered through: Business Administration
Terms offered: Not yet offered
This course introduces the world of operational and strategic turnarounds of troubled and underperforming businesses. It focuses on the leadership practices that work in fixing flawed enterprises, from underperforming businesses to those on the brink of a death spiral. Most time in the course is spent learning how to more effectively lead companies that are underperforming or in trouble. The course is taught by cases, with the view that the best way to learn leadership is by taking the perspective of business leaders facing crises that demand new direction. Since a rescue plan only works if it is embraced, students take various roles in the cases, including bosses, subordinates, boards and lenders.
Turnarounds: Read More [+]

Hours & Format
Fall and/or spring: 15 weeks - 2 hours of lecture per week
Summer: 1 weeks - 40 hours of lecture per week

Additional Details
Subject/Course Level: Masters in Bus. Adm. for Executives/Graduate
Grading: Letter grade.

XMBA 236V New Venture Finance 2 Units
Offered through: Business Administration
Terms offered: Prior to 2007
This is a course about financing new entrepreneurial ventures, emphasizing those that have the possibility of creating a national or international impact or both. It will take two perspectives—the entrepreneur's and the investor's—and it will place a special focus on the venture capital process, including how they are formed and managed, accessing the public markets, mergers, and strategic alliances.
New Venture Finance: Read More [+]

Rules & Requirements
Repeat rules: Course may be repeated for credit.

Hours & Format
Fall and/or spring: 3 weeks - 6 hours of lecture per week
Summer: 3 weeks - 6 hours of lecture per week

Additional Details
Subject/Course Level: Masters in Bus. Adm. for Executives/Graduate
Grading: Letter grade.
Formerly known as: Executive Masters in Bus. Adm. 295D

XMBA 247 Topics in Operations and Information Technology Management 1 - 3 Units
Offered through: Business Administration
Terms offered: Prior to 2007
Advanced study in the field of manufacturing and operations. Topics will vary from year to year and will be announced at the beginning of each semester.
Topics in Operations and Information Technology Management: Read More [+]

Rules & Requirements
Repeat rules: Course may be repeated for credit.

Hours & Format
Summer: 3 weeks - 5-10 hours of lecture per week

Additional Details
Subject/Course Level: Masters in Bus. Adm. for Executives/Graduate
Grading: Letter grade.
Formerly known as: Executive Masters in Bus. Adm. 247A
Topics in Operations and Information Technology Management: Read Less [-]
XMBA 252 Managerial Negotiations 2 Units
Offered through: Business Administration
Terms offered: Summer 2014 10 Week Session, Summer 2011 10 Week Session, Summer 2010 10 Week Session
A study of the negotiations process, including negotiations among buyers and sellers, managers and subordinates, company units, companies and organizational agencies, and management and labor. Both two-party and multi-party relations are covered. Course work includes readings, lectures, and discussion of case material and simulations of real negotiations. A key focus of this course is the role of third parties in resolving disputes.
Managerial Negotiations: Read More [+]
Hours & Format
Fall and/or spring: 3 weeks - 10 hours of lecture and 10 hours of lecture per week
Summer: 10 weeks - 3 hours of lecture per week
Additional Details
Subject/Course Level: Masters in Bus. Adm. for Executives/Graduate
Grading: The grading option will be decided by the instructor when the class is offered.
Managerial Negotiations: Read Less [-]

XMBA 255 Leadership 2 Units
Offered through: Business Administration
Terms offered: Prior to 2007
In this advanced elective course, students analyze recent literature and developments related to such topics as organization development, environmental determinants of organization structure and decision-making behavior, management of professionals, management in temporary structures, cross-cultural studies of management organizations, and industrial relation systems and practices.
Leadership: Read More [+]
Rules & Requirements
Prerequisites: 205 or equivalent
Hours & Format
Fall and/or spring: 3 weeks - 10 hours of lecture per week
Summer: 3 weeks - 10 hours of lecture per week
Additional Details
Subject/Course Level: Masters in Bus. Adm. for Executives/Graduate
Grading: The grading option will be decided by the instructor when the class is offered.
Leadership: Read Less [-]

XMBA 257 Special Topics in the Management of Organizations 1 - 3 Units
Offered through: Business Administration
Terms offered: Prior to 2007
Analysis of recent literature and developments related to such topics as organization development, environmental determinants of organization structure and decision-making behavior, management of professionals and management in temporary structures, cross-cultural studies of management organizations, and industrial relations.
Special Topics in the Management of Organizations: Read More [+]
Rules & Requirements
Repeat rules: Course may be repeated for credit.
Hours & Format
Summer: 3 weeks - 7-15 hours of lecture per week
Additional Details
Subject/Course Level: Masters in Bus. Adm. for Executives/Graduate
Grading: Letter grade.
Special Topics in the Management of Organizations: Read Less [-]

XMBA 264 High Technology Marketing 2 Units
Offered through: Business Administration
Terms offered: Fall 2010, Fall 2004, Fall 2003
High technology refers to that class of products and services which is subject to technological change at a pace significantly faster than for most goods in the economy. Under such circumstances, the marketing task faced by the high technology firm differs in some ways from the usual. The purpose of this advanced elective course is to explore these differences.
High Technology Marketing: Read More [+]
Rules & Requirements
Prerequisites: 206 or equivalent
Hours & Format
Summer: 3 weeks - 10 hours of lecture and 10 hours of lecture per week
Additional Details
Subject/Course Level: Masters in Bus. Adm. for Executives/Graduate
Grading: The grading option will be decided by the instructor when the class is offered.
High Technology Marketing: Read Less [-]
XMBA 273 Dynamic Capabilities and Innovation 2 - 3 Units  
Offered through: Business Administration  
Terms offered: Not yet offered  
This is a course in strategic management. It draws on a variety of disciplines and integrates them in the fashion that will generate key insights into how technology can be developed and managed. This course will help students acquire and practice concepts and skills that are relevant to management in a technologically dynamic environment. It provides frameworks for intellectual capital management in the private sector.  
This course is aimed at those interested in working for either large or small firms in technologically progressive industries, as well as those wishing to understand how mature industries can create and respond to innovation.  
Dynamic Capabilities and Innovation: Read More [+]

Hours & Format  
Fall and/or spring: 15 weeks - 3-4 hours of lecture per week

Additional Details  
Subject/Course Level: Masters in Bus. Adm. for Executives/Graduate  
Grading: Letter grade.

Dynamic Capabilities and Innovation: Read Less [-]

XMBA 290T Topics in Innovation and Design 1 - 3 Units  
Offered through: Business Administration  
Terms offered: Summer 2014 10 Week Session, Spring 2014, Summer 2011 10 Week Session  
Advanced study in the fields of innovation and design. Topics will vary from year to year and will be announced at the beginning of each semester.  
Topics in Innovation and Design: Read More [+]

Rules & Requirements  
Repeat rules: Course may be repeated for credit.

Hours & Format  
Fall and/or spring: 3 weeks - 5-10 hours of lecture per week  
Summer: 3 weeks - 5-10 hours of lecture per week

Additional Details  
Subject/Course Level: Masters in Bus. Adm. for Executives/Graduate  
Grading: Letter grade.

Topics in Innovation and Design: Read Less [-]

XMBA 290H Haas@Work 3 Units  
Offered through: Business Administration  
Terms offered: Prior to 2007  
The primary objective of this course and the associated innovation consulting projects is for students to learn and apply the approaches, skills, and behaviors required to successfully initiate and drive innovation in a complex organization. Students taking the course will use concepts and tools from several other Haas courses, including Economic Analysis for Business Decisions, Strategic Leadership, Leading People, Finance, and Problem Finding Problem Solving. As important, the student teams are expected to deliver the highest quality work and deliverables, genuine insights, innovative solutions, and real value on mission-critical client projects.  
Haas@Work: Read More [+]

Hours & Format  
Fall and/or spring: 15 weeks - 3 hours of lecture per week

Additional Details  
Subject/Course Level: Masters in Bus. Adm. for Executives/Graduate  
Grading: Letter grade.

Haas@Work: Read Less [-]

XMBA 290V Corporate Strategy in Telecommunications and Media 3 Units  
Offered through: Business Administration  
Terms offered: Prior to 2007  
This course is intended for students who wish to gain better understanding of one of the most important issues facing management today--designing, implementing, and managing telecommunication and distributed computer systems. The following topics are covered: a survey of networking technologies; the selection, design, and management of telecommunication systems; strategies for distributed data processing; office automation; and management of personal computers in organizations.  
Corporate Strategy in Telecommunications and Media: Read More [+]

Rules & Requirements  
Prerequisites: Business Administration 204

Hours & Format  
Fall and/or spring: 15 weeks - 3 hours of lecture per week

Additional Details  
Subject/Course Level: Masters in Bus. Adm. for Executives/Graduate  
Grading: Letter grade.

Corporate Strategy in Telecommunications and Media: Read Less [-]
XMBA 291C Active Communicating 1 Unit
Offered through: Business Administration
Terms offered: Prior to 2007
This course develops the basic building blocks of impactful communication—e.g., concentration, energy, voice, physical expressiveness, spontaneity, listening, awareness, and presence—by drawing upon expertise from theater arts. Active, participatory exercises allow for the development and embodiment of effective communication skills. Class readings, lectures, and discussions address participants’ specific workplace applications.
Active Communicating: Read More [+]
Hours & Format
Fall and/or spring: 15 weeks - 1 hour of lecture per week
Summer: 2 weeks - 8 hours of lecture per week
Additional Details
Subject/Course Level: Masters in Bus. Adm. for Executives/Graduate
Grading: Letter grade.
Active Communicating: Read Less [-]

XMBA 291L Leader as Coach 1 Unit
Offered through: Business Administration
Terms offered: Prior to 2007
This course focuses on the art and science of coaching including theory and practice. The curriculum will cover theory and practice for three aspects of the coaching process—knowledge-based (information and skills), motivation-based (inspiration and passion), and strategy-based (communication and integration). The curriculum will focus on primary coaching skills, tools, processes and behaviors that a coach uses. In addition, participants will learn facilitation skills as the preferred methodology in achieving successful coaching programs. Course participants will have the opportunity to utilize this material in practice coaching sessions with supervision and feedback from peers and the instructor.
Leader as Coach: Read More [+]
Hours & Format
Fall and/or spring: 15 weeks - 1 hour of lecture per week
Summer: 2 weeks - 8 hours of lecture per week
Additional Details
Subject/Course Level: Masters in Bus. Adm. for Executives/Graduate
Grading: Letter grade.
Leader as Coach: Read Less [-]

XMBA 291S Storytelling for Leadership 1 Unit
Offered through: Business Administration
Terms offered: Prior to 2007
This course provides students with personal leadership development through the ability to tell “Who Am I” leadership journey stories, for use in the business context. For leaders, whose job it is to manage change, the approach to storytelling facilitates learning and is a vehicle to assist others in overcoming obstacles, generating enthusiasm and team work, sharing knowledge and ultimately leading to build trust and connection. This course give strategies, skills and practices for the three elements of telling powerful leadership stories: Story Content, Story Structure and Story Delivery. The course is highly interactive.
Storytelling for Leadership: Read More [+]
Hours & Format
Fall and/or spring: 8 weeks - 2 hours of lecture per week
Summer: 8 weeks - 2 hours of lecture per week
Additional Details
Subject/Course Level: Masters in Bus. Adm. for Executives/Graduate
Grading: Letter grade.
Storytelling for Leadership: Read Less [-]

XMBA 291T Topics in Managerial Communications 1 - 3 Units
Offered through: Business Administration
Terms offered: Fall 2012, Summer 2011 10 Week Session
This course will provide the student with specialized knowledge in some area of managerial communications. Topics include multimedia business presentations, personal leadership development, diversity management, and making meetings work. Topics will vary from semester to semester.
Topics in Managerial Communications: Read More [+]
Rules & Requirements
Repeat rules: Course may be repeated for credit.
Hours & Format
Summer: 3 weeks - 5-10 hours of lecture and 5-10 hours of lecture per week
Additional Details
Subject/Course Level: Masters in Bus. Adm. for Executives/Graduate
Grading: Letter grade.
Topics in Managerial Communications: Read Less [-]
XMBA 292P Strategic and Sustainable Business Solutions 1 - 3 Units
Offered through: Business Administration
Terms offered: Fall 2012, Spring 2005
This course explores the concept and practice of corporate sustainability (CS) and corporate social responsibility (CSR) through a series of lectures, guest speakers, and live consulting projects focused on CS and CSR challenges facing actual companies. The course provides the tools and experiences that sustainable management practitioners can utilize as a part of their value-creating strategies. Viewing CS and CSR from a corporate strategy perspective enables students to understand how considerations of social impact can, in fact, support core business objectives, core competencies, and bottom-line profits.

XMBA 293 Individual Supervised Study for Graduate Students 1 - 6 Units
Offered through: Business Administration
Terms offered: Summer 2014 10 Week Session, Fall 2011, Spring 2011
Individually supervised study of subjects not available to the student in the regular schedule, approved by faculty adviser as appropriate for the student's program.

XMBA 295A Entrepreneurship and Innovation 2 Units
Offered through: Business Administration
Terms offered: Summer 2010 10 Week Session, Summer 2008 10 Week Session, Summer 2006 10 Week Session
The development of creative marketing strategies for new ventures, as well as the resolution of specific marketing problems in smaller companies which provide innovative goods and services. Emphasis is on decision making under conditions of weak data, inadequate resources, emerging markets, and rapidly changing environments.

XMBA 295F Customer and Business Development in High-Tech Enterprise 2 Units
Offered through: Business Administration
Terms offered: Fall 2011
This course is about how to successfully organize sales, marketing, and business development in a startup. For the purpose of this course, a "startup" can either be a new venture, or an existing company entering a new market. Both must solve a common set of issues: Where is our market? Who are our customers? How do we build the right team? How do we scale sales? These issues are at the heart of the "Customer Development" process covered in this course.

Additional Details
Prerequisites: Consent of supervising faculty
Rules & Requirements
Repeat rules: Course may be repeated for credit as topic varies. Course may be repeated for credit when topic changes.

Hours & Format
Fall and/or spring: 15 weeks - 2 hours of lecture per week
Summer: 10 weeks - 2 hours of lecture per week
Additional Details
Subject/Course Level: Masters in Business Administration
Grading: The grading option will be decided by the instructor when the class is offered.

XMBA 295F Customer and Business Development in High-Tech Enterprise 2 Units
Offered through: Business Administration
Terms offered: Fall 2011
This course is about how to successfully organize sales, marketing, and business development in a startup. For the purpose of this course, a "startup" can either be a new venture, or an existing company entering a new market. Both must solve a common set of issues: Where is our market? Who are our customers? How do we build the right team? How do we scale sales? These issues are at the heart of the "Customer Development" process covered in this course.

Additional Details
Prerequisites: Consent of supervising faculty
Rules & Requirements
Repeat rules: Course may be repeated for credit as topic varies. Course may be repeated for credit when topic changes.

Hours & Format
Fall and/or spring: 15 weeks - 2 hours of lecture per week
Summer: 10 weeks - 2 hours of lecture per week
Additional Details
Subject/Course Level: Masters in Business Administration
Grading: The grading option will be decided by the instructor when the class is offered.
XMBA 295T Special Topics in Entrepreneurship 1 - 3 Units
Offered through: Business Administration
Terms offered: Fall 2014, Fall 2013, Fall 2010
Advanced study in the field of entrepreneurship. Topics will vary from year to year and will be announced at the beginning of each semester. Special Topics in Entrepreneurship: Read More [+]

Rules & Requirements
Prerequisites: All core courses or equivalents

Hours & Format
Fall and/or spring: 15 weeks - 1-3 hours of lecture per week
Summer: 10 weeks - 1.5-4.5 hours of lecture per week

Additional Details
Subject/Course Level: Masters in Bus. Adm. for Executives/Graduate
Grading: The grading option will be decided by the instructor when the class is offered.

Special Topics in Entrepreneurship: Read Less [-]

XMBA 296 Special Topics in Business Administration 1 - 3 Units
Offered through: Business Administration
Terms offered: Summer 2015 10 Week Session, Fall 2014, Summer 2014 10 Week Session
Advanced study in various fields of business administration. Topics will vary from year to year and will be announced at the beginning of each semester. Special Topics in Business Administration: Read More [+]

Rules & Requirements
Repeat rules: Course may be repeated for credit.

Hours & Format
Fall and/or spring: 15 weeks - 1-3 hours of lecture per week
Summer: 10 weeks - 1.5-4.5 hours of lecture per week

Additional Details
Subject/Course Level: Masters in Bus. Adm. for Executives/Graduate
Grading: The grading option will be decided by the instructor when the class is offered.

Special Topics in Business Administration: Read Less [-]

XMBA 298A International Business 2 Units
Offered through: Business Administration
Terms offered: Spring 2012, Spring 2011, Spring 2010
Course will focus on the challenges, opportunities, and risks of doing business in emerging market economies. The course is designed to enhance students' ability to start, manage, lead, and invest in companies operating in emerging markets and to respond to new competitors from emerging markets. Emerging markets are home to nearly 80% of the world's population and are expected to account for half of global GDP growth over the next 25 years. International Business: Read More [+]

Hours & Format
Fall and/or spring: 3 weeks - 15 hours of lecture per week

Additional Details
Subject/Course Level: Masters in Bus. Adm. for Executives/Graduate
Grading: The grading option will be decided by the instructor when the class is offered.

International Business: Read Less [-]

XMBA 298C International Field Seminar 3 Units
Offered through: Business Administration
Terms offered: Fall 2011, Summer 2011 10 Week Session, Fall 2010
This required course entails an experimental study of an international business topic undertaken during a one-week field study session abroad. The course includes a combination of lectures and site visits. International Field Seminar: Read More [+]

Rules & Requirements
Prerequisites: 298A
Repeat rules: Course may be repeated for credit.

Hours & Format
Fall and/or spring: 1 weeks - 30 hours of fieldwork per week
Summer:
3 weeks - 10 hours of fieldwork per week
10 weeks - 3 hours of fieldwork per week

Additional Details
Subject/Course Level: Masters in Bus. Adm. for Executives/Graduate
Grading: The grading option will be decided by the instructor when the class is offered.

International Field Seminar: Read Less [-]