



SIMON
BUSINESS
SCHOOL

Spring-A Term 2020 Class Schedule

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

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

CRN-Course #	Course Title	Credits	Days	Times	Room	Instructor	Final Exam Date/Time
ACCOUNTING							
83766-ACC418/90A	TAXES & BUSINESS STRATEGY**	2.5	T	5:40pm-9:30pm		HUELS	
43545-ACC437/31A	BASIC FED INCOME TAX ACCT (MSA)	2.5	TR	1:00pm-3:10pm		TRIBUNELLA, H	
83757-ACC438/90A	AUDITING II**	2.5	T	5:40pm-9:30pm		TRIBUNELLA, T.	
85950-ACC438/91A	AUDITING II (MSA)	2.5	R	5:40pm-9:30pm		TRIBUNELLA, T.	
83779-ACC439/90A	ACCT ANALYTICS FOR FORENSICS (MSA)	2.5	W	5:40pm-9:30pm		WEIR	
11376-ACC510/31A	ACCT RESEARCH I [PhD]	3	TR	8:40am-10:50am		WU	
43577-ACC511/31A	ACCOUNTING RESEARCH II [PhD]	3	TR	8:40am-10:50am		WASLEY	

BUSINESS ENVIRONMENT & PUBLIC POLICY

43590-BPP426/90A	MACROECONOMICS**	2.5	W	5:40 pm-9:30 pm		BAUER	
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COMPUTERS & INFORMATION SYSTEMS

83802-CIS401B/31A	INFO SYST FOR MANAGEMENT (Blue)**	1.2	MW	8:40am-10:50am		SEIDMANN	
95260-CIS401L/41A	INFO SYST FOR MGMNT LAB (Blue)	0	M	3:20pm-4:20pm			
83817-CIS401B/32A	INFO SYST FOR MANAGEMENT(Gold)**	1.2	MW	1:00pm-3:10pm		SEIDMANN	
95271-CIS401L/42A	INFO SYST FOR MGMNT LAB (Gold)	0	M	4:30pm-5:30pm			
83843-CIS401/90A	INFO SYS FOR MGMT**	2.5	T	5:40pm-9:30pm		JONES	
43689-CIS415/90	BUS PROCESS ANALYSIS & DESIGN**	2.5	T	5:40pm-9:30pm		TILSON, D	
84422-CIS416/31A	ADVANCED INFORMATION TECHNOLOGY**	2.5	TR	1:00pm-3:10pm			
83851-CIS434/31A	SOCIAL MEDIA ANALYTICS (MS)	2.5	TR	1:00pm-3:10pm		RUI	
83865-CIS434/32A	SOCIAL MEDIA ANALYTICS (MS)	2.5	TR	8:40am-10:50am		RUI	
83878-CIS434/90A	SOCIAL MEDIA ANALYTICS**	2.5	R	5:40pm-9:30pm		RUI	
43717-CIS440/90A	DIGITAL BUSINESS STRATEGY	2.5	M	5:40pm-9:30pm		JONES	
83949-CIS461/31A	STRATEGY & BUS SYS CONSULT PRACT	3	MW	1:00pm-3:10pm		TILSON, D.	
83955-CIS461/90A	STRATEGY & BUS SYS CONSULT PRACT	3	W	5:40pm-9:30pm		TILSON, D.	
83798-CIS465/31	BUSINESS ANALYTICS PROJECT (MSBA)	3	MW	8:40am-10:50am		DEWAN	

ENTREPRENEURSHIP

43825-ENT425/90	TECHNICAL ENTREPRENEURSHIP**	2.5	T	5:40pm-9:30pm		RIEDLINGER/MOORE	
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FINANCE

43981-FIN402/90A	CAP BUD & CORP OBJ**	2.5	W	5:40pm-9:30pm		WARNER	
83976-FIN430/31A	RISK MANAGEMENT (MSF)	2.5	TR	8:40am-10:50am		DAGOSTINO	
83987-FIN430/32A	RISK MANAGEMENT (MSF)	2.5	TR	1:00pm-3:10pm		DAGOSTINO	
83993-FIN430/90A	RISK MANAGEMENT**	2.5	R	5:40pm-9:30pm		DAGOSTINO	
44021-FIN434/31A	INVST MGMT & TRADE STRATEGIES**	3	MW	8:40am-10:50am		BURNSIDE	
84083-FIN441F/90A	CORPORATE RESTRUCTURING	2.5	T	5:40pm-9:30pm		TRIGILIA	
44039-FIN441G/90A	ASSET MANAGEMENT	2.5	M	5:40pm-9:30pm		INSALACO	
86010-FIN450/90	INVESTMENT PORTFOLIO ANALYSIS (MBA)	3	W	5:40pm-9:30pm		BURNSIDE	
84001-FIN465/31	APPLIED FINANCE PROJECT (MSF)	3	MW	1:00pm-3:10pm		BURNSIDE	
84016-FIN465/32	APPLIED FINANCE PROJECT (MSF)	3	MW	8:40am-10:50am		COUCH	
84027-FIN465/90	APPLIED FINANCE PROJECT (MSF)	3	TR	6:00pm-8:10pm		INSALACO	
84903-FIN513/31A	AGENCY THEORY [PhD]	3	MW	1:00pm-3:10pm		TRIGILIA	
84912-FIN522/31A	ADV EMPIRICAL ASSET PRICING [PhD]	3	TR	1:00pm-3:10pm		LIU	

CRN-Course #	Course Title	Credits	Days	Times	Room	Instructor	Final Exam Time
<u>GENERAL BUSINESS ADMINISTRATION</u>							
44165-GBA401/31A	STRUCT PROB SOLV IN TEAMS (Blue)	1	MW	1:00pm-3:10pm		TILSON, D.	
44178-GBA401/32A	STRUCT PROB SOLV IN TEAMS (Gold)	1	MW	8:40am-10:50am		TILSON, D.	
89523-GBA401/90A	STRUCT PROB SOLV IN TEAMS	1	W	5:40pm-9:30pm		TILSON, D.	
44180-GBA411/31A	BUSINESS MODELING (Blue) **	2.5	TR	8:40am-10:50am		MANTENA	
44206-GBA411L/41A	BUSINESS MODELING WRKSHP (Blue)	0	W	3:20pm-4:20pm			
44199-GBA411/32A	BUSINESS MODELING (Gold) **	2.5	TR	1:00pm-3:10pm		MANTENA	
44219-GBA411L/42A	BUSINESS MODELING WRKSHP (Gold)	0	W	4:30pm-5:30pm			
44764-GBA411/90A	BUSINESS MODELING **	2.5	M	5:40pm-9:30pm		MANTENA	
44241-GBA419B/31A	LEADING TEAMS II	1	M	3:20pm—4:50pm		FRYE	
11310-GBA435/90A	NEGOTIATION THEORY & PRACTICE	2.5	F & S	TBA		DAWSON	
44253-GBA441/90A	BUS ETHICS & CORP SOC RESPONS	2.5	R	5:40pm-9:30pm		MIKLOS	

HEALTH SCIENCES MANAGEMENT

44658-HSM452/90A	HEALTH CARE ACCT & FINANCE	2.5	T	5:40pm-9:30pm			
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MARKETING

85942-MKT421/31A	ADVANCED MARKETING STRATEGY	2.5	TR	8:40am-10:50am		LOVETT	
45099-MKT437/31A	DIGITAL MARKETING STRATEGY (MSMA)	2.5	MW	1:00pm-3:10pm		LENNARZ	
84371-MKT440/31A	PRICING ANALYTICS	2.5	TR	1:00pm-3:10pm		SUNADA	
84385-MKT440/32A	PRICING ANALYTICS	2.5	TR	8:40am-10:50am		SUNADA	
84358-MKT441/90	BRAND MANAGEMENT WKSHP **	3	W	5:40pm-9:30pm		NELSON	
86004-MKT450/91	PRODUCT MANAGEMENT WKSHP **	3	W	5:40pm-9:30pm		SCHLOFF	
84309-MKT465/31	MKTING ANALYTICS PROJECTS (MSMA)	3	MW	8:40am-10:50am		HOPE; NELSON	
45595-MKT511/31A	ADV TOPICS IN MARKETING I [PhD]	3	MW	1:00pm-3:10pm		LOVETT	

MANAGEMENT SCIENCE METHODS

45148-MSM504/31A	THEORY OF PROB AND STO PROC I [PhD]	3	TR	1:00pm-3:10pm		FREIMER	
45156-MSM522/31A	OPTIMIZATION [PhD]	3	TR	8:40am-10:50am		FREIMER	

CRN-Course #	Course Title	Credits	Days	Times	Room	Instructor	Final Exam Time
<u>MANAGEMENT COMMUNICATION</u>							
84948-MGC402/31A	INFL IN INTERPERS INTERACT (Blue)	2.5	MW	1:00pm-3:10pm			
84967-MGC402/32A	INFL IN INTERPERS INTERACT (Gold)	2.5	MW	8:40am-10:50am			
<u>OPERATIONS MANAGEMENT</u>							
45167-OMG402/31A	OPERATIONS MGMT (Blue) **	2.5	TR	1:00pm-3:10pm		TILSON, V	
45194-OMG402L/41A	OPER MGMT LAB (Blue)	0	W	4:30pm-5:30pm			
45175-OMG402/32A	OPERATIONS MGMT (Gold) **	2.5	TR	8:40am-10:50am		TILSON, V	
45209-OMG402L/42A	OPER MGMT LAB (Gold)	0	W	3:20pm-4:20pm			
84392-OMG411/90A	SUPPLY CHAIN ANALYTICS**	2.5	W	5:30pm-9:30pm		LEDERER	
84406-OMG413/90A	OPERATIONS STRATEGY	2.5	R	5:30pm-9:30pm		GROENEVELT	
<u>COMPETITIVE & ORGANIZATIONAL STRATEGY</u>							
45258-STR422/31A	GAME THEORY FOR MANAGERS **	2.5	F & S	TBA		RANTAKARI	
45292-STR442F/90A	STRATEGY, ORGANIZ & FIRM VALUE	2.5	T	5:40pm-9:30pm		BRICKLEY	

Spring-A 2019 Course Grid

As of 07/08/19	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
	MGC402/32A (last 4 weeks of mini)		MGC402/32A (last 4 weeks of mini)			MBA	8:40 AM - 10:50 AM
	CIS401B/31A - Seidmann	GBA411/31A - Mantena	CIS401B/31A - Seidmann	GBA411/31A - Mantena		MBA	8:40 AM - 10:50 AM
		FIN430/31A - Dagostino		FIN430/31A - Dagostino		MSF	8:40 AM - 10:50 AM
	FIN465/32 - Couch		FIN465/32 - Couch			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
		CIS434/32A - Rui		CIS434/32A - Rui		MSBA	8:40 AM - 10:50 AM
	MKT465/31 - Nelson, Hope, Lennarz		MKT465/31A - Nelson, Hope, Lennarz			MSMA	8:40 AM - 10:50 AM
	FIN434/32 - Burnside	MKT421 - Lovett	FIN434/32 - Burnside	MKT421 - Lovett		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
	MGC402/31A (last 3 weeks of mini)		MGC402/31A (last 3 weeks of mini)			MBA	1:00 PM - 3:10 PM
	CIS401B/32A - Seidmann	GBA411/32A - Mantena	CIS401B/32A - Seidmann	GBA411/32A - Mantena		MBA	1:00 PM - 3:10 PM
	FIN465/31 - Burnside		FIN465/31 - Burnside			MSF	1:00 PM - 3:10 PM
		FIN430/32A - Dagostino		FIN430/32A - Dagostino		MSF	1:00 PM - 3:10 PM
		CIS434/31A - Rui		CIS434/31A - Rui		MSBA	1:00 PM - 3:10 PM
	MKT437/31A - Lennarz	MKT440/31A - Sunada	MKT437/31A - Lennarz	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)	CIS416/31A - TBD	CIS461/31A - Tilson, D (last 4 weeks of mini)	CIS416/31A - TBD		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
	MKT511/31A - Lovett	FINS22 /31A - Liu	MKT511/31A - Lovett	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
	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
	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	OMG413/90A - Groenvelt		ELECTIVE	5:40 PM - 9:30 PM
	FIN441G/90A - Insalaco	CIS415/90A - Tilson, D	OMG411/90A - Lederer	CIS434/90A - Rui		ELECTIVE	5:40 PM - 9:30 PM
		ENT425/90 - Moore & Riedlinger	GBA401A/90A (1st 3 weeks of mini)	FIN430/90A - Dagostino		ELECTIVE	5:40 PM - 9:30 PM
		STR442F/90A - Brickley	CIS461/90A - Tilson, D (MBA Project) (last 3 weeks of mini)			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	MKT441/91A - 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