



**SIMON  
BUSINESS  
SCHOOL**

# **Spring-A Term 2021 Class Schedule**

**Term Dates:  
January 11, 2021 – March 4, 2021**

January 14, 2021

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

### SPRING-A TERM 2021 IMPORTANT DATES

Classes Start	Monday, 1/11
Last Day to Add/Drop	Sunday, 1/17
No classes (MLK Holiday)	Monday, 1/18
<b>Make-up Classes for 1/18</b>	<b>Friday, 1/15</b>
Final Exams	Monday, 3/1 – Thursday, 3/4

**Notes:**

(1) **STEM** classes denoted by ❁❁

Course/Section	Course Title	Credits	Days	Times	Room	Instructor	Final Exam Date/Time
<b><u>ACCOUNTING</u></b>							
ACC401/31	CORP FIN ACCT (MSF)	2.5	MW	8:30am-10:00am	S-407	XIAO	
ACC411/31A	FIN. STATEMENT ANALYSIS (MSF)	2.5	MW	8:30am-10:00am	S-404	WASLEY	
ACC419/31A	POSITIVE ACCTNG RESEARCH ** (MSA)	2.5	MW	8:30am-10:00am	G-118	JAYARAMAN	
ACC419L/Lab	POSITIVE ACCTNG RESEARCH-LAB	2.5	F	8:30am-9:30am			
ACC437/31	BASIC FED INCOME TAX ACCT [begins Feb. 16]	2.5	TR	8:30am-10:00am	G-118	TRIBUNELLA, H	
ACC440/31A	BAS INC TAX: BUS ENT & GFT/EST (MSA)	2.5	MW	10:20am-11:50am	G-118	TRIBUNELLA, H	
ACC442A/31A	FINANCIAL REPORTING ANALYTICS FOR DECISION MAKERS ** [Online]	2.5	F & S*	8:30am-11:45am 8:00am-11:15am		JAYARAMAN	
				*Class dates: Jan. 15,16,30; Feb. 12,13,27			
ACC511/31A	ACCOUNTING RESEARCH II [PhD]	3	TR	1:00pm-3:10pm	G-118	WASLEY	

**APPLIED ECONOMICS**

AEC513/31A	INDUSTRIAL ORGANIZATION THEORY	3	TR	8:40am-10:50am		SHAFFER; RANTAKARI; MIKLOS-THAL	
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**BUSINESS ENVIRONMENT & PUBLIC POLICY**

BPP426/90A	MACROECONOMICS **	2.5	W	5:40pm-9:00pm	S-207	BAUER	
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**COMPUTERS & INFORMATION SYSTEMS**

CIS414/90A (CIS440)	DIGITAL BUSINESS STRATEGY	2.5	M	5:40pm-9:00pm	S-407	JONES	
CIS415/90A	BUS PROCESS ANALYSIS & DESIGN **	2.5	R	5:40pm-9:00pm	S-107	TILSON, D	
CIS432/31A	PREDICT ANALYTICS/PYTHON (MSBA)	2.5	MW	8:30am-10:00am	G-318	SHAPOSHNIK	
CIS461/31	STRATEGY & BUS SYS CONSULT PRACT	3	MW	1:30pm-3:00pm	S-107	TILSON, D.	
CIS461/90	STRATEGY & BUS SYS CONSULT PRACT	3	W	5:40pm-9:00pm	G-118	TILSON, D.	
CIS465/31	BUSINESS ANALYTICS PROJECT (MSBA)	3	TR	8:30am-10:00am	S-407	KEATING, et al.	

**ENTREPRENEURSHIP**

ENT423/90A	NEW VENTURE DEVELOPMENT	2.5	R	5:40pm-9:00pm	S-207	KESSLER	
ENT425/90	TECHNICAL ENTREPRENEURSHIP ** [Spring A & B]	4	T	6:10pm-9:10pm		RIEDLINGER/MOORE	

**FINANCE**

FIN402/90A	CAP BUD & CORP OBJ ** [Online]	2.5	T	5:40pm-9:00pm		WARNER	
FIN424/31A	OPTIONS & FUTURES W/PYTHON (MSF)	2.5	TR	10:20am-11:50am	S-404	NOVY-MARX	
FIN441A/90A	REAL ESTATE [Online]	2.5	M	5:40pm-9:00pm		CONWAY	
FIN441F/90A	CORPORATE RESTRUCTURING	2.5	R	5:40pm-9:00pm	S-407	TRIGILIA	
FIN441G/90A	ASSET MANAGEMENT	2.5	M	5:40pm-9:00pm	S-107	INSALACO	
<del>FIN441H/31A</del>	<del>ESG AND SUSTAINABLE INVESTING **</del>	<del>2.5</del>					
FIN450/90	INVESTMENT PORTFOLIO ANALYSIS (MBA)	3	W	5:40pm-9:30pm	S-407	BURNSIDE	
FIN462/31A	FOUNDATIONS FINL ECONOMICS (MSF)	2.5	TR	10:20am-11:50am	S-107	CHEN	
FIN465/31	APPLIED FINANCE PROJECT (MSF)	3	TR	8:30am-10:00am	S-207	BURNSIDE; INSLACO	
FIN511/31A	CONTINUOUS TIME THEORY [PhD]	3	TR	1:00pm-3:10pm	G-119	ZRYUMOV	

Course/Section	Course Title	Credits	Days	Times	Room	Instructor	Final Exam Time
<b><u>GENERAL BUSINESS ADMINISTRATION</u></b>							
GBA401/31A	STRUCT PROB SOLVING (Blue)	1	MW	3:20pm-4:50pm	S-107	TILSON, D.	
GBA401/32A	STRUCT PROB SOLVING (Gold)	1	MW	1:30pm-3:00pm	S-107	TILSON, D.	
GBA401/90A	STRUCT PROB SOLVING	1	W	5:40pm-9:00pm	G-118	TILSON, D.	
GBA411/31A	BUSINESS MODELING (Blue) **	2.5	MW	8:30am-10:00am	S-107	MANTENA	
GBA411L/41A	BUSINESS MODELING WRKSHP (Blue)	0	R	9:00am-10:00am			
GBA411/32A	BUSINESS MODELING (Gold) **	2.5	MW	10:20am-11:50am	S-107	MANTENA	
GBA411L/42A	BUSINESS MODELING WRKSHP (Gold)	0	R	10:20am-11:20am			
GBA411/90A	BUSINESS MODELING **	2.5	M	5:40pm-9:00pm	S-207	MANTENA	
GBA435/31A	NEGOTIATION THEORY & PRACTICE [Online]	2.5	F & S*	12:30pm-3:45pm 12:00pm-4:30pm		DAWSON	
<i>*Class dates: Jan. 15, 16, 30; Feb. 12, 13, 27</i>							
GBA462/31A	CORE STATS FOR MS (MSF)	2.5	MW	10:20am-11:50am	G-318	ELLICKSON	
GBA462/Lab	CORE STATS FOR MS--LAB	0	W	1:30pm-2:30pm			
GBA462R/31A	CORE STATS FOR MS USING R (MS)	2.5	MW	10:20am-11:50am	G-318	ELLICKSON	
GBA462R/Lab	CORE STATS FOR MS/R—LAB (MS)	0	W	3:20pm-4:20pm			
GBA464/31A	PROGRAMMING FOR ANALYTICS (MS)	2.5	TR	10:20am-11:50am	S-207	MOHR, L.	
GBA464/Lab	PROG FOR ANALYTICS—LAB (MSBA)	0	R	3:20pm-4:20pm			
GBA441/90A	BUS ETHICS & CORP SOC RESPON	2.5	T	5:40pm-9:00pm	S-404	MIKLOS	
GBA442C/90A	ELEMENTS OF LEADERSHIP	2.5	T	5:40pm-9:00pm	S-301	SHAW	
GBA466/31A	ACCT & FINANCE FOR MS STUDENTS	2.5	TR	10:20am-11:50am	S-407	WOJDAT	
<b><u>HEALTH SCIENCES MANAGEMENT</u></b>							
HSM452/90A	HEALTH CARE ACCT & FINANCE	2.5	T	5:40pm-9:00pm	G-119	WEDIG	
<b><u>MARKETING</u></b>							
MKT414/31A	PRICING POLICIES (MSMA) **	2.5	TR	10:20am-11:50am	G-318	SHAFFER	
MKT414/LAB	PRICING POLICIES--LAB	0	F	8:30am-9:30am			
MKT437/31	DIGITAL MARKETING STRAT [begins Feb. 16]	2.5	TR	10:20am-11:50am	S-404	NESCIO	
MKT437/90A	DIGITAL MARKETING STRATEGY **	2.5	M	5:40pm-9:00pm	G-318	NESCIO	
MKT441/90	BRAND MANAGEMENT WKSHP **	3	W	5:40pm-9:00pm	S-107	NELSON	
MKT450/91	PRODUCT MANAGEMENT WKSHP	3	W	5:40pm-9:00pm	S-301	ROTH	
MKT465/31	MKTING ANALYTICS PROJECTS (MSMA)	3	MW	10:20am-11:50am	S-404	NELSON, et al.	
MKT511/31A	CORE RES TOPS IN QUANT MKT [PhD]	3	MW	3:20pm-5:30pm	G-119	LOVETT	
<b><u>MANAGEMENT SCIENCE METHODS</u></b>							
MSM504/31A	THEORY OF PROB AND STO PROC I [PhD]	3	MW			GROENEVELT	
MSM522/31A	OPTIMIZATION [PhD]	3					

Course/Section	Course Title	Credits	Days	Times	Room	Instructor	Final Exam Time
<b>MANAGEMENT COMMUNICATION</b>							
MGC461/1	PROFESSIONAL COMMUNICATION (MSA)	4	MW	1:30pm-3:00pm	S-301	KEATING	
MGC461/2	PROFESSIONAL COMMUNICATION (BUA)	4	MW	8:30am-10:00am	S-301	LEE	
MGC461/3	PROFESSIONAL COMMUNICATION (BUA)	4	TR	5:00am-6:30am		MARSHERALL	
MGC461/4	PROFESSIONAL COMMUNICATION (BUA)	4	TR	6:45am-8:15am		MARSHERALL	
MGC461/5	PROFESSIONAL COMMUNICATION (BUA)	4	MW	9:00pm-10:30pm		LEE	
MGC461/6	PROFESSIONAL COMMUNICATION (MKA)	4	MW	6:45am-8:15am		DALEY	
MGC461/7	PROFESSIONAL COMMUNICATION (MKA)	4	TR	6:45am-8:15am		GEORGE	
MGC461/8	PROFESSIONAL COMMUNICATION (MSF)	4	TR	1:30pm-3:00pm	S-301	ESTAD	
MGC461/9	PROFESSIONAL COMMUNICATION (MSF)	4	TR	7:30pm-9:00pm		PATTERSON	
MGC461/10	PROFESSIONAL COMMUNICATION (MSF)	4	TR	7:30pm-9:00pm		ESTAD	
MGC461/11	PROFESSIONAL COMMUNICATION (MSF)	4	TR	9:15pm-10:45pm		PATTERSON	
MGC461/12	PROFESSIONAL COMMUNICATION (MKA)	4	MW	8:30am-10:00am	S-101	DALEY	
MGC461/13	PROFESSIONAL COMMUNICATION (MSA)	4	TR	6:45am-8:15am		KEATING	
MGC471/31A	PROFESSNL WRITING FOR EXEC AUD	1	S*	8:00am-11:30am		SHAW	
				<i>*Class dates: Jan. 26; Feb. 6, 20</i>			

**OPERATIONS MANAGEMENT**

OMG402/31A	OPERATIONS MGMT (Blue) **	2.5	MW	10:20am-11:50am	S-207	TILSON, V	
OMG402Lab/Blue	OPER MGMT LAB (Blue)	0	R	1:30pm-2:30pm			
OMG402/32A	OPERATIONS MGMT (Gold) **	2.5	MW	8:30am-10:00am	S-207	TILSON, V	
OMG402Lab/Gold	OPER MGMT LAB (Gold)	0	R	1:30pm-2:30pm			

**COMPETITIVE & ORGANIZATIONAL STRATEGY**

STR423/31A	PRICING POLICIES **	2.5	TR	10:20am-11:50am	G-318	SHAFFER	
<del>STR442F/31A</del>	<del>STRATEGY, ORGANIZ &amp; FIRM VALUE</del>	<del>2.5</del>					

**INTERNATIONAL IMMERSION**

<del>ENT442X/31</del>	<del>INTERNATIONAL CONSULTING &amp; ENTREPRENEURSHIP (KESSLER &amp; KATZ)</del>	2.5					
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