Spring Course Notes, Special Instructions and Held Seats

- **15.025 Game Theory for Strategic Advantage**
  - 5 seats held for undergraduates enrolling in 15.0251

- **15.062J Data Mining: Finding the Data and Models that Create Value**
  - 10 seats held for undergraduates enrolling in 15.0621J

- **15.071/15.0711 The Analytics Edge**
  - 10 seats held in each section for undergraduates enrolling in 15.0711
  - Section C is restricted to MBA and OR

- **15.218 Global Economic Challenges and Opportunities**
  - 15 seats will be held for MBA '19s in each section.

- **15.219 Global Energy: Politics, Markets, and Policy**
  - 10 seats held for Undergraduates enrolling in 15.2191

- **15.225 Economy and Business in Modern China and India (China/India Lab)**
  - 15.225A – China Lab: 26 seats held for MBA 18s, 26 seats held for MBA '19s, 4 seats held for MFin or MSMS
  - 15.225B – India Lab: 13 seats held for MBA 18s, 13 seats held for MBA '19s, 2 seat held for MFin or MSMS
  - During the waitlist period at the start of the term, additional considerations will be given to the backgrounds and expertise of students. Interested students should place a bid in the waitlist round.

- **15.281 Advanced Managerial Communication**
  - Restricted to MBAs and Sloan Fellows.
  - 12 seats will be held for MBA '18s, 12 seats will be held for MBA '19s and 6 seats will be held for Sloan Fellows in each section.

- **15.283 Advanced Managerial Communication**
  - Restricted to MBAs and Sloan Fellows.
  - 12 seats will be held for MBA '18s, 12 seats will be held for MBA '19s and 6 seats will be held for Sloan Fellows.

- **15.317 Leadership and Organizational Change**
  - Course restricted to LGO students.
  - LGO ‘18s will be pre-enrolled in this course.

- **15.323 Leading from the Middle**
  - Course restricted to LGO students.
  - LGO students should add the class directly to their spring registration, no bidding necessary.

- **15.390 New Enterprises**
  - 10 seats held in each section for undergraduates enrolling in 15.3901

- **15.445 Mergers, Acquisitions and Private Equity**
  - 10 seats held in each section for undergraduates enrolling in 15.4451

- **15.450 Analytics of Finance - MFIN required subject**
  - 15.450 will be open to MFINs only in Round I.
  - 15.450 will open to the other programs starting in Round II.

- **15.518 Taxes and Business Strategy**
  - 10 seats held in each section for undergraduates enrolling in 15.5181

- **15.618 Entrepreneurship and Innovation: Legal Tools and Frameworks**
  - 10 seats held for Undergraduates enrolling in 15.6181
• **15.761 Introduction to Operations Management**
  - 10 seats held in each section for undergraduates enrolling in 15.7611

• **15.769 Operations Strategy request**
  - 38 seats held for LGO students

• **15.783J Product Design & Development**
  - 25 seats are held for MBA, MSMS, SF and MFin; 20 seats are held for LGO and 10 seats are held for SDM.
  - All SDM and LGO students should bid for this subject through SloanBid.
    - Place a bid for 15.783J via Sloanbid.mit.edu. Accepted SDM and LGO students will initially be assigned to course 15.783j and may choose to switch to the Course 2 or ESD number after the start of the semester.

• **15.810 – Marketing Innovation (Marketing Management)**
  - hold 20 seats in each section for undergraduates enrolling in 15.812

• **15.900 Competitive Strategy**
  - 10 seats held in each section for undergraduates in 15.9001

• **15.913/15.915 Strategies for Sustainable Business**
  - Bid for course entry “15.913/15.915” – 12 units.
  - Students will be automatically enrolled in both the H1 (15.913) and H2 (15.915) sessions.
  - Enrollees must complete both the H1 (15.913) and H2 (15.915) sessions of this class. You may not drop one session without dropping the other.
  - 12 seats reserved for non-Sloan registrations
  - must take either 15.372 or 15.504 in a previous semester to be eligible for this class.

• **15.509 SSIM: Practice of Finance: Corporate Boards: Their Responsibilities and Functions**
  - Prerequisite of 15.402 or its equivalent
  - Professor Pozen will accept students who have only taken 15.401 as long as the course does not fill during bidding.

• **15.513 Advanced Analytics of Finance – Mfin Required Elective**
  - 15.513 will be open to MFINs only in Round I.
  - 15.513 will open to the other programs starting in Round II.

• **15.524 SSIM: The Role of Asia on Global Financial Markets (MFIN Study Tour)**
  - Application-only course, application process is now closed.
  - Accepted MFin students will be pre-enrolled in this course.
  - Contact Mfin Program Office for more information

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**Spring permission-only and application enrollments**

- **15.228 MBA Study Tour**
  - Enrollment via application, deadline has passed.
  - Students who have been accepted to participate will be automatically enrolled in the course for Spring.

- **15.350 Intro To Making**
  - Apply at [https://martintrustcenter.typeform.com/to/hCrzV5](https://martintrustcenter.typeform.com/to/hCrzV5)

- **15.367J Healthcare Ventures**

- **15.371J Innovation Teams**
  - Apply at [iteams.mit.edu](http://iteams.mit.edu)
Sloan Course Notes
Spring 2018 and IAP 2018

- **15.378/15.3781 Building an Entrepreneurial Venture: Advanced Tools and Techniques**
- **15.392 Scaling Entrepreneurial Ventures**
- **15.499 Practice of Finance: Social Impact Investing**
  - Pre-requisites: 15.401, 15.414, or 15.415
  - Apply at: [https://survey.qualtrics.com/jfe/form/SV_263EWHO7QeK1p6R](https://survey.qualtrics.com/jfe/form/SV_263EWHO7QeK1p6R)
- **15.502 USA LAB**
  - [https://survey.qualtrics.com/jfe/form/SV_2bexCBuwpVm7yjX](https://survey.qualtrics.com/jfe/form/SV_2bexCBuwpVm7yjX)
  - Jacqueline McGoldrick <jamcgold@mit.edu>
- **15.524 SSIM: The Role of Asia on Global Financial Markets (MFin Study Tour)**
  - MFin students who have been accepted to participate will be automatically enrolled in the course for Spring.

### Pre-requisites

IMPORTANT: It is the responsibility of the student to make sure that he or she has sufficiently completed the pre-requisites before adding a class. If students are not sure if they meet the requirements, please contact the instructor directly for questions regarding course pre-requisites and waivers. A complete list of course prerequisites can be found via the MIT Course Bulletin.

### Electives that duplicate the Sloan Fellows core

Sloan Fellows should not enroll in these the following electives as they will repeat material that will be covered in previous/future core courses:

- 15.401 (Fall & Spring) Managerial Finance
- 15.761 (Fall & Spring) Intro to Operations Mgmt.
- 15.810 (Fall & Spring) Marketing Management
- 15.900 (Fall and Spring) Competitive Strategy

### WebSIS Pre-Registration for Undergraduate Students and non-Sloan graduate Students

The following courses can be added directly through WebSIS starting December 1st. **Most courses listed below are for Undergraduates or non-Sloan graduate students:**

- 15.0251 Game Theory for Strategic Advantage (Ugrad Course Number)
- 15.037J Energy Economics and Policy
- 15.053 Optimization Methods in Management Science
- 15.053 Optimization Methods in Business Analytics
- 15.0621 Data Mining: Finding the Data and Models that Create Value (Ugrad Course Number)
- 15.0711 The Analytics Edge (Ugrad course number)
- 15.075 Statistical Thinking and Data Analysis
- 15.276 Communicating with Data
- 15.279 Management Communication For Undergraduates
- 15.301/15.310 Managerial Psychology Laboratory
- 15.3641 Regional Entrepreneurship Acceleration Lab (REAL) (Ugrad Course Number)
Sloan Course Notes
Spring 2018 and IAP 2018

• 15.371J Innovation Teams (iTeams)
• 15.373J Venture Engineering
• 15.3781 Building an Entrepreneurial Venture: Advanced Tools and Techniques (Ugrad Course Number)
• 15.3901 New Enterprises (Ugrad course number)
• 15.3991 Entrepreneurship Lab (Ugrad Course Number)
• 15.401, Sections A&B Managerial Finance
• 15.417 Laboratory in Investments (meets with 15.401)
• 15.4451 Mergers, Acquisitions, and Private Equity (Ugrad course number)
• 15.501/15.516 Corporate Financial Accounting
• 15.5181 Taxes and Business Strategy (Ugrad course number)
• 15.6181 Entrepreneurship and Innovation: Legal Tools and Frameworks (Ugrad course number)
• 15.7611 Introduction to Operations Management (Ugrad course number)
• 15.812 Marketing Management
• 15.9001 Competitive Strategy (Ugrad Course Number)
• 15.540 SSIM: Tackling the Big Business Issues through Literature and Film

IAP Course Notes

15.339 Distributed Leadership Workshop

Dates: January 8-10 (Section A), January 16-18 (Section B), or January 23-25 (Section C)
Units: 6

This workshop focuses on the key leadership capabilities needed in today’s increasingly decentralized organizations: *sensemaking*, *relating*, *visioning*, and *inventing*. Through conceptual discussions, small group exercises, and self-reflection, the workshop helps students identify and understand their leadership capabilities, articulate their values and aspirations, and practice developing leadership skills in interaction with class members.

• This course meets the MBA leadership elective requirement.
• This is a permission-only course with a departmental application process. Do not pre-register on WebSIS.
• Apply online by December 18th, 2017 at https://goo.gl/forms/Xg0QumADoiYCNT9F3
• Limited to 45 participants per section, no listeners. As space is limited, please complete this form as soon as possible.

Schedule
Section A – January 8 & 9: 8:30am–6pm (in E62-233); January 10: 8:30am–3:30pm (in 56-154).
Section B – January 16 & 17: 8:30am–6pm; January 18: 8:30am–3:30pm (all sessions in E62-233)
Section C – January 23 & 24: 8:30am–6pm; January 25: 8:30am–3:30 pm (all sessions in E62-233).

15.672/15.6721 and 15.673/15.6731 – Negotiation Analysis

15.S63: Shakespeare, Speeches and Leadership: Telling your Leadership Story
Email Ryan Harrington (ryanharr@mit.edu). Include your full name, program, graduation year, MIT ID and answer the following:

• What are your objectives in taking the 2.5 day workshop?
• What are your concerns about taking the course?
• Are you able to commit to the full 2.5 day sessions?
• Will you complete the pre-work for the course and the homework requirements for this workshop?