

Sloan Course Notes – Fall 2015

15.013 – Industrial Economics for Strategic Decisions

- Sloan Fellows may bid for a waitlist position during the waitlist round.

15.389 – Global Entrepreneurship Lab

- G-Lab is a full semester plus IAP and a mandatory meeting Feb 1, 2016.
- This is a 12 unit split course. 9 units are counted towards Fall, 3 units are counted towards IAP
- There are no pre-requisites for 15.389. It is recommended, but not required, that students take 15.395 in addition to 15.389.
- Students will work on projects in a team of 4 and all team members must be in the same 15.389 section. Students are encouraged but not required form teams prior to the course. We'll work to help match students that are not on teams.

15.402 – Corporate Finance (was “Finance Theory II”)

- 73 seats are held for Graduate students. Graduates should bid for 15.402 via [Sloanbid](#).
- Undergraduates should pre-register for 15.418 through [Websis](#).

15.433 – Financial Markets (was “Investments”)

- MFin Core subject
- Round I: Subject is closed to MFins only and each student is guaranteed a seat.
 - MFins, place a 1-point bid for your section preference.
- Remaining seats will open to others in Round II.

15.434 - Advanced Corporate Finance

- MFin Core subject
- Round I: Subject is closed to MFins only and each student is guaranteed a seat
 - MFins, place a 1-point bid for your section preference.
- Remaining seats will open to others in Round II.

15.437 – Options and Futures Markets

- MFin restricted elective.
- Round I: Subject is closed to MFin bids only
- Remaining seats will open to others in Round II.

15.569 Leadership Lab: Leading Sustainable Systems

- This is a 15-unit subject with 9 units counting during the Fall semester and 6 units counting during IAP.

- Students registered for 15.569 in the Fall will be automatically registered for the remaining units over IAP.
- Partial credit will not be given for this subject; you must complete all 15 units.

15.767/777 – Healthcare Lab

- 15.767 is for students who will do the action learning component over the fall SIP period and will receive SIP credit (MBA).
 - 15.767 is 9 elective units plus 2 SIP units
- 15.777 is for students who will do the action learning component over the IAP period.
 - 15.777 is 15 elective units, 9 units counted towards fall and 6 units counted towards IAP.
- This course does have required pre-requisite subjects. See pre-requisite section of this document for more information.

15.S16 Israel Lab

- A recently announced Fall course that will meet Wednesdays, 4-7pm in E62-233.
- This is an action learning course with a 40 seat capacity that will count for 6 units in the Fall and 3 units over IAP.
- Bidding will open for this course in Round II.

MBA Core Electives

Priority goes to first-year MBA students. Second Year MBAs will be able to bid for waitlist positions in the MBA core electives during the Waitlist Round:

- 15.401 Managerial Finance (Sections C, D, & E)
- 15.761 Intro to Operations Management
- 15.900 Competitive Strategy (Sections A & B)

Reserved Seats

Seats have been held for certain programs/undergraduate meets-with courses in the following subjects:

- 15.034 'Metrics for Managers: Big Data and Better Answers
 - 10 seats held in each section for Sloan Fellows
 - 10 seats held in each section for 15.0341 undergraduate enrollments
- 15.062 Data Mining
 - 10 seats held for 15.0621 undergraduate enrollments
- 15.068 Statistical Consulting

- 5 seats held for Sloan Fellows
- 15.386 Managing in Adversity (H2)
 - 20 seats held for Sloan Fellows
- 15.390 New Enterprises
 - 10 seats held in each section for 15.3901 undergraduate enrollments
- 15.402 Corporate Finance
 - 32 seats held in each section for 15.418 undergraduate enrollments
- 15.433 Financial Markets
 - 10 seats held in each section for 15.4331 undergraduate enrollments
- 15.434 Advanced Corporate Finance
 - 10 seats held in each section for 15.4341 undergraduate enrollments
 - 5 seats held for Sloan Fellows in each section
- 15.567 Economics of Information
 - 10 seats held for Sloan Fellows
- 15.569 Leadership Lab
 - 15 seats held for Sloan Fellows
 - 5 seats held for non-Sloan
- 15.570 Digital Marketing
 - 10 seats held for Sloan Fellows in each section
- 15.665 Power & Negotiation
 - 10 seats for Sloan Fellows in each section
- 15.769 Operations Strategy
 - 5 seats held for Sloan Fellows
 - 5 seats held for SCM
- 15.818 Pricing
 - 10 seats held for Sloan Fellows in each section
- 15.871 Introduction to System Dynamics, **Section B ONLY**
 - 15 seats held for SCM
- 15.S10 SSIM: Executing Strategy in Volatile Markets
 - 30 seats held for Sloan Fellows

Undergraduate and Non-Sloan Graduate Students

The following subjects are added directly through [WebSIS](#) starting May 1st (bidding is not available for these subject numbers):

- 15.011 Economic Analysis for Business Decisions (meets with 15.0111)
- 15.0111 Economic Analysis for Business Decisions (meets with 15.011, was 15.016)
- 15.0341 Metrics for Managers: Big Data and Better Answers (meets with 15.034)
- 15.0621 Data Mining: Finding the Data and Models that Create Value (meets with 15.062J)
- 15.079 Introduction to Applied Probability

15.279	Management Communication for Undergraduates
15.301	Managerial Psychology Laboratory (meets w/15.310)
15.305	Leadership and Management (Primarily for ROTC)
15.310	Managerial Psychology Laboratory (meets w/ 15.301)
15.3781	Building an Entrepreneurial Venture
15.3901	New Enterprises (meets with 15.390, was 15.379)
15.411	Finance Theory I
15.418	Laboratory in Corporate Finance (meets with 15.402)
15.4331	Financial Markets (meets with 15.433)
15.4341	Advanced Corporate Finance (meets with 15.434)
15.501	Corporate Financial Accounting (meets w/15.516)
15.772J	D-Lab: Supply Chains
15.S42	SSIM: Energy Management for a Sustainable Future
15.A18	The Zen of Probability

Permission-Only and Enrollment by Application

The courses listed below are permission-only and are not available via the bid process. Please view the websites for each subject (if applicable) for application details. Details are updated as they are received.

DEADLINE EXTENDED: The 15.572 Analytics Lab

15.364 Regional Entrepreneurship Acceleration Lab (REAL)

15.366 [Energy Ventures](#) Contact Ana Cuellar <cuellara@mit.edu>

15.367 Healthcare Ventures

15.371J [Innovation Teams](#) (Application details will be posted shortly)

15.378/15.3781 [Application of Advanced Entrepreneurial Techniques](#) (Application details will be posted shortly)

15.572 [Analytics Lab](#)

- **UPDATE: Application deadline has been EXTENDED until 11:59pm on Friday, May 8. Details and application at digital.mit.edu/a-lab/.**
- For MBAs, EMBA's, and other MIT graduate students; admission decisions will be communicated the following week. A separate application period for Sloan Fellows will follow in July. Contact: Susan Young (susany@mit.edu) and Chuck Gibson (cgibson@mit.edu).

15.S02/S17 SSIM: Seminar in Technology, Design and Entrepreneurship (TATA Seminar)

- New students register for 15.S17: <http://stellar.mit.edu/S/course/15/fa14/15.S17/>
 - Continuing students register for 15.S02: <http://stellar.mit.edu/S/course/15/fa14/15.S02/>
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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](#).

15.401/15.411 Managerial Finance is a pre-requisite for:

- **15.402/15.412** Corporate Finance and all other finance electives

15.402, 15.412, 15.414, or 15.415 is a pre-requisite for:

- **15.431** Entrepreneurial Finance and Venture Capital (Spring)
- **15.434** Advanced Corporate Finance
- **15.445** Mergers & Acquisitions (Spring)
- **15.452** Proseminar in Corporate Finance/Investment Banking
- **15.490** Practice of Finance: Private Equity & Hedge Funds (Spring)
- **15.491** Practice of Finance: Advanced Corporate Risk Management (Spring)
- **15.493** Perspectives on Investment Management

15.761 Introduction to Operations Management is a pre-requisite for:

- **15.768** Management of Services: Concepts, Designs, and Delivery (Spring)
- **15.769** Operations Strategy
- **15.783J** Product Design and Development (Spring)

15.767/777 Healthcare Lab:

- **15.060** (DMD) or equivalent,
- **15.761** (Intro to Ops) or equivalent.
- Students who do not satisfy the above requirements should seek instructor approval.

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:

- 15.220 (Fall) Global Strategy and Organization
- 15.310 Managerial Psychology
- 15.761 (Fall & Spring) Intro to Operations Mgmt.

- 15.810 (Fall & Spring) Marketing Management
- 15.900 (Fall and Spring) Competitive Strategy