

You are now able to select EMBA Class of 2016 Spring Electives during the Add/Drop Round on the [EMBABid website](#). There are three Spring electives offered; you must take at least one spring elective, though you can take two:

1. 15.727 The Analytics Edge (Dimitris Bertsimas) **OR** 15.723 Advanced Applied Macroeconomics and International Institutions (Roberto Rigobon)
2. 15.712 Power, Influence, and Negotiation (Jared Curhan)

Course descriptions are as follows:

## **15.727 The Analytics Edge**

Professor Dimitris Bertsimas ([Bio Link](#))

Introduces modern analytics methods (data mining and optimization), starting with real-world problems where analytics have made a material difference. Modern data mining methods include clustering, classification, logistic regression, CART, random forest methods, and association rules. Modern optimization methods include robust, adaptive and dynamic optimization. Applications include health care, hospital operations, finance, energy, security, internet, and demand modeling. Uses R programming language for data mining and ROME for robust optimization.

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## **15.723 Advanced Applied Macroeconomics and International Institutions**

Professor Roberto Rigobon ([Bio Link](#))

Topics draw on current macroeconomic issues and events, such as modern monetary and fiscal policy; financial crisis, contagion, and currency crisis; real exchange rates, purchasing power parity, and long run sustainability; sustainable development; targeting and the new monetary policy regime; and Europe and the Euro: optimal currency areas.

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## **15.712 Power, Influence, and Negotiation**

Professor Jared Curhan ([Bio Link](#))

Provides understanding of the theory and processes of negotiation as practiced in a variety of settings. Designed for relevance to the broad spectrum of bargaining problems faced by the manager and professional. Allows students an opportunity to develop negotiation skills experientially and to understand negotiation in useful analytical frameworks. Emphasizes simulations, exercises, role playing, and cases.