

<b>AT THE BUSINESS SCHOOL</b>								
<i>Note: Priority is given to GSB students unless otherwise noted</i>								
<u>Course</u>	<u>Description</u>	<u>Faculty</u>	<u>Autumn</u>	<u>Winter</u>	<u>Spring</u>	<u>Units</u>	<u>Day/Time</u>	<u>Notes/History</u>
F319	Private Equity Investing Seminar	McDonald	X			4	M 6:30-9:15pm	
F321	Investment Management & Entrepreneurial Finance	McDonald	X			4	Sept 28 - Oct 2: M/Tu/W/Th/F 3:15-6:00pm Nov 16 - Nov 20: M/Tu/W/Th/F 3:15-6:00pm	2 sections. GMP.
F329	Investment Seminar	McDonald	X				M 6:30-9:15pm	GMP.
G306	Real Estate Investment	Abbey			X	4	Sec 1: Tu/Th 1:15-3:00pm Sec 2: Tu/Th 3:15-5:00pm	2 sections.
G360	Sports Business Management	Foster, O'Reilly		X		4	Tu/Th 8:00-9:45am	
G561	Sports Business Financing	Foster, O'Reilly			X	2	Tu/Th 8:00-9:45am	First half of the quarter.
OB 363	Leadership Perspectives	O'Reilly, Peterson	X			2	T/Th 6:30-8:00pm	
S351	Building and Managing Professional Sales Organizations	Leslie, Stevens		X		4	Sec 1: Tu/Th: 8:00-9:45am Sec 2: Tu/Th 10:00-11:45pm	2 sections
S351	Building and Managing Professional Sales Organizations	Lattin, Bowman			X	4	Sec 1: Tu/Th: 8:00-9:45am Sec 2: Tu/Th 10:00-11:45pm	2 sections
S353	Entrepreneurship: Formation of New Ventures	Leslie, Rachleff	X			4	T/Th 10:00-11:45am	
S353	Entrepreneurship: Formation of New Ventures	Reiss, Chess	X			4	M/F 10:00-11:45am	
S353	Entrepreneurship: Formation of New Ventures	Ellis, Foster		X		4	Sec 1: Tu/Th 10:00-11:45am Sec 2: Tu/Th 1:15-3:00pm	2 sections
S353	Entrepreneurship: Formation of New Ventures	Holloway, Morgridge			X	4	Tu/Th 10:00-11:45am	
S354	Entrepreneurship and Venture Capital	Wendell		X		4	Sec 1: Tu/Th 10:00-11:45am	
S354	Entrepreneurship and Venture Capital	Glynn		X		4	Sec 2: Tu/Th 10:00-11:45am	
S355	Managing Growing Enterprises	Grousbeck	X		X	4	Tu/Th 10:00-11:45am	
S355	Managing Growing Enterprises	Peterson	X			4	Tu/Th 1:15-3:00pm	
S355	Managing Growing Enterprises	Allen, Peterson			X	4	Tu/Th 1:15-3:00pm	
S355	Managing Growing Enterprises	Ellis, Taweel			X	4	Tu/Th 3:15-5:00pm	
S356	Evaluating Entrepreneurial Opportunities	Ciesinski		X		3	M/F 3:15-5:00pm	Team applications; please see separate handout
S359	Aligning Start-Ups with Their Market	Barnett, Rachleff			X	4	Tu/Th 10:00-11:45am	
S366	Evaluating Entrepreneurial Opportunities (Second Quarter Sequence)	Ciesinski			X	3	M/F 3:15-5:00pm	
S368	Strategic Management of Nonprofits	Meehan		X		4	Tu/Th 1:15-3:00pm	
S371	Strategic Management of Technology and Innovation	Burgelman	X			4	Tu/Th 8:00-9:45am	
S373	Strategy and Action in Information Technology	Burgelman, Grove	X			4	Tu 10:00am-1:00pm	
S508	Entrepreneurship from the Perspective of Women	Saloner	X			2	September 14 - September 18: M/Tu/W/Th/F 1:00-4:00pm	
S513	New Venture Workshop	Saloner	X				September 14 - September 18: M/Tu/W/Th/F 9:00am-12:00pm	
S524	Strategy Implementation	Leslie	X				September 14 - September 18: M/Tu/W/Th/F 9:00am-12:00pm	
S543	Entrepreneurship Through Acquisition	Dodson, Kelly	X			2	October 05 - October 09: M/Th 3:15-6:15pm October 12 - October 16: M/Tu/Th 3:15-6:15pm	

**At the Engineering School**

*Note: Priority is given to MS&E students unless otherwise noted*

<u>Course</u>	<u>Description</u>	<u>Faculty</u>	<u>Fall</u>	<u>Winter</u>	<u>Spring</u>	<u>Units</u>	<u>Day/Time</u>	<u>Notes</u>
ME 208	Patent Law and Strategy for Innovators and Entrepreneurs	Schox	X			2-3	F 1:15-3:05pm	
ME 233	Make it Big: Crossing the Entrepreneur's Gap	Theeuwes	X			3	M/W 5:15-6:30pm	
ME 421	European Entrepreneurship and innovation Through Leaders	Lee, Leifer, Prinz, Pate-Cornell		X	X	3	M 4:15-5:30pm	
MS&E 270	Strategy in Technology-based Companies	Eisenhardt, Katila	X	X		3-4	M/W/F 12:15 - 2:05pm	
MS&E 271	Global Entrepreneurial Marketing	Kosnik, Novitsky, Smith		X	X	4	Win: Tu/Th 9:00-10:30am Spr: W/F 9:00-10:30pm	
MS&E 273	Technology Venture Formation	Lyons, Maclean	X			3-4	Tu 4:15-7:20pm	
MS&E 274	Dynamic Entrepreneurial Strategy	Tse, Edison		X		3	Tu/Th 12:50-2:05pm	
MS&E 276	Entrepreneurial Management	Byers, Lin			X	3	W 2:15-4:05pm	Prerequisites: MS&E 140 and ENGR 60, or equivalents.
MS&E 277	Creativity and Innovation	Seelig			X	3	Tu/Th 10:00-11:50am	
MS&E 280	Organizational Behavior and Management	Sutton		X	X	3-4	M/W/F 10:00-11:50am	
MS&E 285	Negotiation	Christensen	X		X	3	Tu 3:15-5:05pm	
MS&E 287	Prototyping Change in Entrepreneurial Firms	Dunn, Sutton		X		3-4	W 3:15-6:05pm	To apply, send a resume and a brief statement of why you should be in the class to bobsut@stanford.edu & ddunn@stanford.edu
MS&E 472	Entrepreneurial Thought Leaders' Seminar	Byers, Kosnik, Seelig	X	X	X	1	W 4:15-5:30pm	
ENGR 60	Engineering Economy	Chiu, Weber	X	X		3	Tu/Th 3:15-4:30pm	Also offered during summer.
EE 203	The Entrepreneurial Engineer	Melen		X		1	Tu 11:00-11:50am	
URBANST131	Social Innovation & The Social Entrepreneur	Edwards	X			1	M 7:00-8:30pm	
URBANST133	Social Entrepreneurship Collaboratory	Scher			X	4	M/W 12:35-2:05pm	