

### Round 3 Bidding Results

\* The '# of Bids' column reflects all bids from Round 3.

The 'Seats Open' reflects the number of total seats open before the start of Round 4.

| Course    | Title   | Capacity | # of Bids | Successful Bids | Max Bid | Clearing Price | Seats Open |  |  |
|-----------|---|----------|-----------|-----------------|---------|----------------|------------|--|--|
| B8301-001 | Advanced Corporate Financ                       | 54       | 0         | 0               | 0       | 0              | 0          |  |  |
| B8301-002 | Advanced Corporate Financ                       | 54       | 19        | 5               | 5556    | 2500           | 0          |  |  |
| B8301-003 | Advanced Corporate Financ                       | 50       | 0         | 0               | 0       | 0              | 0          |  |  |
| B8301-004 | Advanced Corporate Financ                       | 60       | 0         | 0               | 0       | 0              | 0          |  |  |
| B8312-001 | Advanced Derivatives                            | 49       | 1         | 1               | 2       | 2              | 8          |  |  |
| B8602-001 | Advertising & Integratd                         | 51       | 0         | 0               | 0       | 0              | 40         |  |  |
| B9301-003 | Applied Equity Analysis                         | 55       | 13        | 1               | 3102    | 3102           | 0          |  |  |
| B8899-001 | Applied Regression Analysis                     | 66       | 10        | 1               | 5793    | 5793           | 0          |  |  |
| B8799-016 | Behavioral Econ., Business Ethics, & Leadership | 60       | 3         | 3               | 49      | 1              | 51         |  |  |
| B8399-014 | Behavioral Finance                              | 50       | 6         | 6               | 1000    | 7              | 8          |  |  |
| B8499-003 | Board & Exec Mgmt/Nonprft                       | 50       | 4         | 1               | 2000    | 2000           | 0          |  |  |
| B6302-001 | Capital Markets & Investm                       | 60       | 2         | 2               | 1       | 1              | 35         |  |  |
| B6302-002 | Capital Markets & Investm                       | 60       | 1         | 1               | 1       | 1              | 42         |  |  |
| B6302-003 | Capital Markets & Investm                       | 60       | 1         | 1               | 1       | 1              | 55         |  |  |
| B6302-004 | Capital Markets & Investm                       | 60       | 1         | 1               | 59      | 59             | 58         |  |  |
| B8601-001 | Consumer Behavior                               | 52       | 0         | 0               | 0       | 0              | 45         |  |  |
| B8399-015 | Corporate Governance                            | 20       | 5         | 5               | 1000    | 100            | 3          |  |  |
| B9701-015 | Corporate Governance                            | 40       | 1         | 1               | 55      | 55             | 32         |  |  |
| B8619-001 | Customers, Decisions, & Behavioral Economics    | 37       | 2         | 2               | 1       | 1              | 20         |  |  |
| B8308-001 | Debt Markets                                    | 60       | 7         | 2               | 6000    | 5000           | 0          |  |  |
| B8308-002 | Debt Markets                                    | 60       | 10        | 8               | 4111    | 500            | 0          |  |  |
| B8699-002 | Developing & Managing Strategic Customers       | 52       | 4         | 4               | 2500    | 7              | 10         |  |  |
| B9301-080 | Distressed Value Investing                      | 8        | 1         | 0               | 1000    | 0              | 0          |  |  |
| B8100-001 | Earnings Quality                                | 65       | 18        | 1               | 6000    | 6000           | 0          |  |  |
| B8100-002 | Earnings Quality                                | 65       | 0         | 0               | 0       | 0              | 0          |  |  |
| B8100-003 | Earnings Quality                                | 65       | 9         | 3               | 10637   | 3001           | 0          |  |  |
| B7203-001 | Econ Of Strategic Behavior (Emba)               | 20       | 12        | 2               | 8000    | 6130           | 0          |  |  |
| B8299-002 | Economics Of Health Care & Pharmaceuticals      | 51       | 2         | 2               | 500     | 100            | 35         |  |  |
| B9455-015 | Education Leadership Consulting Lab             | 40       | 1         | 1               | 2       | 2              | 30         |  |  |
| B8399-006 | Entrepreneurial Finance                         | 106      | 0         | 0               | 0       | 0              | 0          |  |  |
| B8699-005 | Entrepreneurial Selling                         | 51       | 12        | 10              | 1000    | 1              | 0          |  |  |
| B8699-013 | Entrepreneurial Selling                         | 51       | 8         | 6               | 5501    | 300            | 0          |  |  |
| B9301-001 | Finance & Sustainability                        | 37       | 0         | 0               | 0       | 0              | 0          |  |  |
| B7729-07  | Global. & Markets & Econ. Land. (Emba-London)   | 2        | 0         | 0               | 0       | 0              | 0          |  |  |
| B8701-001 | High Performnce Leadership                      | 61       | 0         | 0               | 0       | 0              | 0          |  |  |
| B8713-001 | Introduction To Venturing                       | 66       | 9         | 11              | 8000    | 100            | 19         |  |  |

### Round 3 Bidding Results

\* The '# of Bids' column reflects all bids from Round 3.

The 'Seats Open' reflects the number of total seats open before the start of Round 4.

| Course    | Title  | Capacity | # of Bids | Successful Bids | Max Bid | Clearing Price | Seats Open |  |  |
|-----------|--|----------|-----------|-----------------|---------|----------------|------------|--|--|
| B8713-002 | Introduction To Venturing                          | 66       | 6         | 1               | 6009    | 6009           | 0          |  |  |
| B8399-016 | Investment & Wealth Management                     | 60       | 8         | 8               | 3009    | 7              | 2          |  |  |
| B8317-001 | Investment Banking                                 | 60       | 7         | 7               | 3000    | 1              | 15         |  |  |
| B9301-063 | Investment Banking Tax Factors                     | 54       | 4         | 4               | 2500    | 55             | 26         |  |  |
| B8705-001 | Launching New Ventures                             | 66       | 10        | 10              | 5500    | 42             | 0          |  |  |
| B6150-001 | Law For Mngrs & Entrprnrs                          | 37       | 0         | 0               | 0       | 0              | 24         |  |  |
| B8412-001 | Managerial Negotiations                            | 38       | 17        | 1               | 10500   | 10500          | 0          |  |  |
| B8412-002 | Managerial Negotiations                            | 40       | 13        | 1               | 6000    | 6000           | 0          |  |  |
| B8412-003 | Managerial Negotiations                            | 38       | 12        | 4               | 3512    | 2505           | 0          |  |  |
| B8412-004 | Managerial Negotiations                            | 40       | 0         | 0               | 0       | 0              | 2          |  |  |
| B8412-005 | Managerial Negotiations                            | 42       | 16        | 5               | 5981    | 3000           | 0          |  |  |
| B8412-009 | Managerial Negotiations                            | 38       | 8         | 13              | 5985    | 2              | 5          |  |  |
| B9601-043 | Managing Brands                                    | 70       | 9         | 9               | 3501    | 3              | 8          |  |  |
| B9701-065 | Managing The Company                               | 40       | 14        | 5               | 4000    | 1636           | 1          |  |  |
| B8712-001 | Managrl Decision Making                            | 75       | 9         | 9               | 3500    | 1              | 31         |  |  |
| B8699-025 | Marketing & The Internet                           | 52       | 5         | 5               | 2000    | 1              | 3          |  |  |
| B6690-001 | Marketing For Arts, Culture, & Education           | 54       | 0         | 0               | 0       | 0              | 52         |  |  |
| B9601-061 | Marketing For Growth                               | 40       | 2         | 2               | 2000    | 100            | 30         |  |  |
| B8617-001 | Marketing Research                                 | 51       | 1         | 1               | 50      | 50             | 26         |  |  |
| B8699-011 | Measuring Media Audiences                          | 51       | 5         | 5               | 250     | 1              | 32         |  |  |
| B8699-023 | Media & Entertainment                              | 51       | 15        | 14              | 2001    | 1              | 0          |  |  |
| B9301-043 | Mergers & Acquisitions                             | 60       | 10        | 10              | 8000    | 100            | 2          |  |  |
| B8202-001 | Modern Political Economy                           | 60       | 11        | 1               | 5500    | 5500           | 0          |  |  |
| B8604-001 | New Product Development                            | 50       | 0         | 0               | 0       | 0              | 41         |  |  |
| B8311-001 | Options Markets                                    | 51       | 6         | 6               | 9000    | 10             | 6          |  |  |
| B8311-002 | Options Markets                                    | 51       | 6         | 2               | 2815    | 2592           | 0          |  |  |
| B8899-002 | Pricing & Revenue Optimization                     | 50       | 3         | 3               | 2000    | 100            | 31         |  |  |
| B9601-037 | Pricing Strategies                                 | 60       | 4         | 4               | 1000    | 1              | 39         |  |  |
| B9301-067 | Private Equity                                     | 60       | 0         | 0               | 0       | 0              | 0          |  |  |
| B8399-005 | Real Estate Capital Markets                        | 50       | 0         | 0               | 0       | 0              | 0          |  |  |
| B8314-001 | Real Estate Finance                                | 92       | 9         | 9               | 2001    | 1              | 30         |  |  |
| B8158-001 | Real Estate Transactions                           | 50       | 3         | 3               | 2000    | 1000           | 0          |  |  |
| B9601-055 | Retailing Leadership                               | 104      | 11        | 11              | 3000    | 1              | 55         |  |  |
| B9601-039 | Retailing Marketing Luxury Products                | 35       | 4         | 1               | 2039    | 2039           | 0          |  |  |
| B9601-060 | Retailing: Finance, Marketing, Strategic Investing | 106      | 1         | 0               | 4000    | 0              | 0          |  |  |
| B8699-008 | Sales Management                                   | 51       | 1         | 1               | 1       | 1              | 37         |  |  |

### Round 3 Bidding Results

\* The '# of Bids' column reflects all bids from Round 3.

The 'Seats Open' reflects the number of total seats open before the start of Round 4.

[illegible]