

**Fall 2011 Round 1 Bidding Results**

Fall 2011 Round 1 Bidding Results																
Course Number	Title	Instructor	Day	Start Time	End Time	Capacity	Number of Bids	Successful Bids	# Only This Section	# Any Section Same Time	# Any Section	# Any Section Same Prof	Max Bid	Min Bid	Clearing Price	Open Seats
B6302-001	Capital Markets & Investments	Martin Oehmke	MW - Full Term	9:00 AM	10:30 AM	50	1	1	1	0	0	0	100	100	100	49
B6302-002	Capital Markets & Investments	Martin Oehmke	MW - Full Term	10:45 AM	12:15 PM	49	8	8	6	1	0	1	1500	25	25	41
B6302-003	Capital Markets & Investments	Martin Oehmke	MW - Full Term	2:15 PM	3:45 PM	50	1	1	1	0	0	0	100	100	100	49
B6302-004	Capital Markets & Investments	Mark Zurack	MW - Full Term	12:30 PM	2:00 PM	73	30	30	28	0	1	1	2500	1	1	43
B6690-001	Marketing the Arts, Culture & Entertainment	Joseph Plummer, Tahra Millan	MW - Full Term	9:00 AM	10:30 AM	32	12	12	12	0	0	0	1500	1	1	20
B8100-001	Earnings Quality & Fundamental Analysis	Doron Nissim	TR - Full Term	9:00 AM	10:30 AM	72	11	11	9	0	1	1	1743	3	3	61
B8100-002	Earnings Quality & Fundamental Analysis	Doron Nissim	TR - Full Term	10:45 AM	12:15 PM	72	23	23	22	0	1	0	2000	1	1	49
B8110-001	Financial Statement Analysis and Valuation	Stephen Penman	M - Full Term	10:45 AM	2:00 PM	66	48	48	45	0	1	2	2500	1	1	18
B8110-002	Financial Statement Analysis and Valuation	Stephen Penman	W - Full Term	10:45 AM	2:00 PM	67	53	53	52	0	1	0	2001	1	1	14
B8158-001	Real Estate Transactions	Richard Wolfe	MW - Full Term	9:00 AM	10:30 AM	73	41	41	41	0	0	0	5001	1	1	32
B8200-001	Strategic Philanthropy	Melissa Berman	T - B Term	4:00 PM	7:15 PM	63	11	11	11	0	0	0	2000	1	1	52
B8201-001	Economics of Strategic Behavior	Wouter Dessein	TR - Full Term	9:00 AM	10:30 AM	57	19	19	16	0	3	0	2021	1	1	36
B8201-002	Economics of Strategic Behavior	Wouter Dessein	TR - Full Term	10:45 AM	12:15 PM	60	67	60	60	0	5	2	2549	1	62	0
B8202-001	Modern Political Economy	Raymond Horton	TR - Full Term	9:00 AM	10:30 AM	68	75	68	75	0	0	0	4501	50	807	0
B8299-011	Business in Society: Doing Well by Doing Good?	Geoffrey Heal	MW - Full Term	4:00 PM	5:30 PM	65	12	12	12	0	0	0	4001	11	11	53
B8299-017	New Developments in Energy Markets	Geoffrey Heal	MW - Full Term	12:30 PM	2:00 PM	67	70	67	70	0	0	0	3005	6	16	0
B8301-001	Advanced Corporate Finance	Lawrence Glosten	MW - Full Term	12:30 PM	2:00 PM	57	13	13	11	0	2	0	2001	105	105	44
B8301-002	Advanced Corporate Finance	Lawrence Glosten	MW - Full Term	2:15 PM	3:45 PM	59	19	19	17	1	1	0	2503	100	100	40
B8308-001	Debt Markets	Suresh Sundaresan	TR - Full Term	9:00 AM	10:30 AM	51	22	22	20	0	1	1	2001	1	1	29
B8308-002	Debt Markets	Suresh Sundaresan	TR - Full Term	10:45 AM	12:15 PM	52	37	37	29	1	6	1	2300	13	13	15
B8309-001	Derivatives	Lars Lochstoer	TR - Full Term	10:45 AM	12:15 PM	68	19	19	18	0	0	1	3074	3	3	49
B8309-002	Derivatives	Lars Lochstoer	TR - Full Term	4:00 PM	5:30 PM	68	9	9	8	0	0	1	2001	2	2	59
B8313-001	Security Analysis	Michael Corasaniti	M - Full Term	5:45 PM	9:00 PM	73	118	73	109	0	7	2	5002	33	1626	0
B8313-002	Security Analysis	Gavin Albert	R - Full Term	5:45 PM	9:00 PM	50	22	22	18	0	3	1	3000	51	51	25
B8314-001	Real Estate Finance	Daniel Adkinson	MW - Full Term	6:00 PM	7:30 PM	72	25	25	25	0	0	0	2000	1	1	47
B8317-001	Investment Banking	James Freeman	T - Full Term	4:00 PM	7:15 PM	68	20	20	20	0	0	0	3011	101	101	48
B8323-001	Asset Management	Andrew Ang	MW - Full Term	9:00 AM	10:30 AM	67	16	16	14	0	1	1	3789	100	100	51
B8323-002	Asset Management	Andrew Ang	MW - Full Term	12:30 PM	2:00 PM	68	26	26	23	1	1	1	2100	12	12	42

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B8345-001	Entrepreneurial Finance & Private Equity	R. Glenn Hubbard, Michael Keehner, Morten Sorensen	MW - Full Term	9:00 AM	10:30 AM	105	176	105	176	0	0	0	8000	10	2011	0
B8399-004	Emerging Financial Markets	David Beim	MW - Full Term	10:45 AM	12:15 PM	71	87	71	87	0	0	0	3721	55	500	0
B8399-005	Real Estate Capital Markets	Daniel Adkinson, Michael Giliberto	T - Full Term	9:00 AM	12:15 PM	53	26	26	26	0	0	0	2409	6	6	27
B8399-027	Advanced International Corporate Finance	Robert Hodrick	TR - Full Term	10:45 AM	12:15 PM	50	45	45	45	0	0	0	4713	71	71	5
B8412-001	Managerial Negotiations	Ann Bartel, Bernard Ichniowski	Block Week 8/29 - 9/2	8:30 AM	6:30 PM	38	77	38	74	0	2	1	6006	52	3006	0
B8412-003	Managerial Negotiations	Daniel Ames	T - Full Term	9:00 AM	12:15 PM	38	115	38	94	1	2	18	6000	56	3003	0
B8412-004	Managerial Negotiations	Daniel Ames	T - Full Term	2:15 PM	5:30 PM	38	124	38	113	2	2	7	8071	100	3007	0
B8412-005	Managerial Negotiations	Daniel Ames	W - Full Term	9:00 AM	12:15 PM	38	52	38	49	0	1	2	5005	327	2500	0
B8412-006	Managerial Negotiations	Ann Bartel	M - Full Term	10:45 AM	2:00 PM	38	14	14	14	0	0	0	4016	6	6	18
B8412-007	Managerial Negotiations	Richard Ronay	R - Full Term	9:00 AM	12:15 PM	37	4	4	3	0	1	0	2000	101	101	33
B8412-008	Managerial Negotiations	Richard Ronay	R - Full Term	2:15 PM	5:30 PM	37	11	11	11	0	0	0	2507	76	76	26
B8601-001	Strategic Consumer Insights	Michel Pham	T - Full Term	2:15 PM	5:30 PM	50	8	8	8	0	0	0	1800	101	101	42
B8610-001	Integrated Marketing Strategy	Len Sherman	R - Full Term	2:15 PM	5:30 PM	41	69	41	69	0	0	0	3647	1	612	0
B8619-001	Behavioral Economics & Decision Making	Daniel Bartels	W - Full Term	9:00 AM	12:15 PM	54	99	54	82	0	10	7	10000	3	2000	0
B8619-002	Behavioral Economics & Decision Making	Daniel Bartels	W - Full Term	2:15 PM	5:30 PM	54	155	54	140	0	6	9	4333	13	2500	0
B8630-001	Strategic Marketing in the Modern Corporation	Noel Capon	Block Week 8/29 - 9/2	8:30 AM	6:30 PM	50	26	26	26	0	0	0	3013	1	1	24
B8699-005	Entrepreneurial Selling	Eric Baron	M - B Term	9:00 AM	12:15 PM	49	10	10	9	0	0	1	800	11	11	39
B8699-008	Sales Management	Jeffrey Krawitz	M - A Term	2:15 PM	5:30 PM	41	14	14	14	0	0	0	1000	10	10	27
B8699-009	Marketing Plans Workshop	Michelle Greenwald	M - Full Term	9:00 AM	12:15 PM	60	21	21	21	0	0	0	2501	1	1	39
B8699-011	Media Metrics, Analytics & Economics	David Poltrack, Scott McDonald	T - Full Term	5:45 PM	9:00 PM	70	19	19	19	0	0	0	1000	4	4	51
B8699-013	Entrepreneurial Selling	Eric Baron	M - B Term	2:15 PM	5:30 PM	51	13	13	13	0	0	0	1000	1	1	38
B8699-020	Systematic Creativity in Business	Jacob Goldenberg	W - A Term	9:00 AM	12:15 PM	51	19	19	19	0	0	0	1111	2	2	32
B8699-032	Media Marketing and Entrepreneurship	Sharad Devarajan	M - B Term	5:45 PM	9:00 PM	72	37	37	37	0	0	0	1500	1	1	35
B8699-033	Strategic Innovation Management	Alex Kandybin	W - B Term	5:45 PM	9:00 PM	73	12	12	12	0	0	0	1213	1	1	61
B8699-034	Social Media Marketing Strategy	Andrew Stephen	M - A Term	4:00 PM	7:15 PM	69	40	40	40	0	0	0	5001	1	1	29
B8702-001	Top Management Process	E. Ralph Biggadike	TR - Full Term	9:00 AM	10:30 AM	60	72	60	72	0	0	0	7001	1000	4000	0
B8705-001	Launching New Ventures	Brendan Burns	M - Full Term	2:15 PM	5:30 PM	72	78	72	78	0	0	0	4012	10	100	0
B8708-001	Corporate Growth & Development	Kathryn Harrigan	T - Full Term	2:15 PM	5:30 PM	50	10	10	10	0	0	0	2550	1	1	40
B8711-001	Turnaround Management	Kathryn Harrigan	T - Full Term	9:00 AM	12:15 PM	49	24	24	24	0	0	0	3629	23	23	25
B8713-001	Introduction to Venturing	Murray Low	W - Full Term	12:30 PM	3:45 PM	51	116	51	116	0	0	0	6529	70	1023	0
B8799-012	Napoleon's Glance	William Duggan	R - B Term	2:15 PM	5:30 PM	200	256	200	256	0	0	0	6223	1	301	0
B8799-026	Personal Leadership & Success	Hitendra Wadhwa	Block Week 8/29 - 9/2	9:00 AM	6:00 PM	50	65	50	65	0	0	0	4001	51	500	0
B8816-001	Pricing & Revenue Optimization	Costis Maglaras	R - Full Term	2:15 PM	5:30 PM	51	33	33	33	0	0	0	2450	2	2	18
B8823-001	Healthcare Industry in the 21st Century	Linda Green	T - Full Term	2:15 PM	5:30 PM	60	27	27	27	0	0	0	2000	1	1	33

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B8831-001	Applied Regression Analysis	David Juran	W - B Term	9:00 AM	12:15 PM	54	39	39	35	0	3	1	2001	1	1	15
B8831-002	Applied Regression Analysis	David Juran	W - B Term	12:30 PM	3:45 PM	53	30	30	26	0	3	1	2500	1	1	23
B8861-001	Service Operations Management	Medini Singh	R - Full Term	9:00 AM	12:15 PM	49	28	28	26	0	0	2	2687	13	13	21
B8861-002	Service Operations Management	Medini Singh	R - Full Term	2:15 PM	5:30 PM	50	21	21	20	0	0	1	2005	20	20	29
B8901-002	Corporate Governance	Franklin Edwards	MW - Full Term	2:15 PM	3:45 PM	64	9	9	9	0	0	0	905	10	10	55
B9301-001	Finance & Sustainability	Bruce Usher	R - Full Term	2:15 PM	5:30 PM	73	56	56	56	0	0	0	4562	7	7	17
B9301-043	Mergers & Acquisitions	Donna Hitscherich	M - Full Term	9:00 AM	12:15 PM	54	36	36	31	0	3	2	5501	101	101	13
B9301-053	Mergers & Acquisitions	Donna Hitscherich	M - Full Term	2:15 PM	5:30 PM	54	74	54	65	0	7	2	5796	1200	2214	0
B9301-063	Investment Banking Tax Factors	Robert Willens	R - Full Term	2:15 PM	5:30 PM	60	23	23	23	0	0	0	2067	10	10	37
B9301-077	Applied Value Investing	Neal Nathani	R - Full Term	5:45 PM	9:00 PM	10	27	10	9	2	16	0	8083	1255	5700	0
B9301-111	Private Equity: the asset class, its investments & its markets	Marshall Sonenshine	M - Full Term	4:00 PM	7:15 PM	52	75	52	75	0	0	0	4000	511	1751	0
B9301-116	Hedge Funds	Fabio Savoldelli	M - Full Term	5:45 PM	9:00 PM	67	32	32	32	0	0	0	5001	2	2	35
B9301-147	Applied Value Investing	Andrew Gundlach	T - Full Term	5:45 PM	9:00 PM	10	77	10	53	8	16	0	9888	100	6501	0
B9301-167	Applied Value Investing	TBA TBA, Jefferson Gramm	R - Full Term	5:45 PM	9:00 PM	10	11	10	3	4	4	0	9341	21	5056	0
B9301-169	Persuasion	Cheryl Einhorn	T - Full Term	2:15 PM	5:30 PM	40	31	31	31	0	0	0	3666	50	50	9
B9377-005	Communications, Internet, & Media (Master Class)	Eli Noam, Raul Katz, Robert Atkinson	W - Full Term	2:15 PM	5:30 PM	36	13	13	13	0	0	0	1500	23	23	23
B9455-016	Social Entrepreneurship: Global Perspective	Pamela Hartigan	TF - A Term	4:00 PM	7:15 PM	57	18	18	18	0	0	0	2500	1	1	39
B9601-055	Retailing Leadership	Mark Cohen	W - Full Term	2:15 PM	5:30 PM	72	21	21	21	0	0	0	1301	1	1	51
B9601-060	Retailing: Finance Marketing & Strategic Integration	Jeffrey Feiner	T - Full Term	2:15 PM	5:30 PM	108	154	108	154	0	0	0	8001	1	513	0
B9601-061	Marketing for Organic Revenue Growth	Donald Lehmann	M - Full Term	12:30 PM	3:45 PM	52	2	2	2	0	0	0	500	101	101	50
B9601-062	Strategy Consulting Skills	Hitendra Wadhwa	Strategy Consulting Skills - 12/2 & 12/3	8:00 AM	6:00 PM	60	90	60	90	0	0	0	3006	1	313	0
B9601-069	Retail Fundamentals	Mark Cohen	R - Full Term	2:15 PM	5:30 PM	71	12	12	12	0	0	0	1501	31	31	59
B9601-074	Emerging Markets	Rajeev Kohli, Alonso Martinez	W - Full Term	10:45 AM	2:00 PM	52	25	25	25	0	0	0	3713	97	97	27
B9601-075	Pharmaceutical Development & Commercialization Workshop	Cliff Cramer, Robert Essner	M - A Term	2:15 PM	5:30 PM	51	22	22	22	0	0	0	2500	10	10	29
B9601-076	Transmedia & Transcreation: How Technology & Globalization Are Transforming Media	Devarajan	M - A Term	5:45 PM	9:00 PM	73	31	31	31	0	0	0	2500	1	1	42
B9601-078	The Marketing of an American President	Ellen Schapps	W - B Term	2:15 PM	5:30 PM	36	22	22	22	0	0	0	3200	2	2	14
B9650-001	Managing Strategic Customers	Noel Capon	T - Full Term	2:15 PM	5:30 PM	52	5	5	5	0	0	0	2151	26	26	47
B9677-010	Retailing: The Design & Marketing of Luxury Products (Master Class)	Ketty Maisonrouge	T - Full Term	6:00 PM	9:15 PM	20	41	20	41	0	0	0	7661	1102	3553	0
B9701-065	Managing the Growing Company	Michael Preston	R - Full Term	9:00 AM	12:15 PM	41	38	38	38	0	0	0	3000	101	101	3

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B9701-090	Innovate or Die	Jeffrey Harris	M - Full Term	5:45 PM	9:00 PM	40	13	13	13	0	0	0	4111	50	50	27
B9701-093	Family Business Management	Michael Preston	T - Full Term	9:00 AM	12:15 PM	36	13	13	13	0	0	0	2229	11	11	23
B9777-004	Private Equity & Entrepreneurship in Africa (Master Class)	Murray Low, Paul Tierney	M - Full Term	9:00 AM	12:15 PM	30	50	30	50	0	0	0	7032	1	1112	0
B9777-009	NYC: Innovative & Entrepreneurial Solutions to the City's Complex Challenges (Master Class)	Schorer	M - Full Term	10:45 AM	2:00 PM	36	40	36	36	0	0	0	7051	54	425	0
B9830-001	Transforming the Delivery of Healthcare Services	Linda Green, John Rowe	R - B Term	9:00 AM	12:15 PM	34	16	16	16	0	0	0	2500	10	10	18
B9877-001	Operations Consulting (Master Class)	Peter Kolesar, Wayne Cutler	M - Full Term	5:45 PM	9:00 PM	35	6	6	6	0	0	0	1500	223	101	29
B9877-004	The Business of Sustainability (Master Class)	Geoffrey Heal, Klaus Lackner	W - Full Term	5:45 PM	9:00 PM	24	12	12	12	0	0	0	2521	50	50	12
B9920-007	Global Immersion: Economic Growth and Financial Stability in Turkey	Bogachan Celen	W - B Term	2:15 PM	5:30 PM	29	17	17	17	0	0	0	3000	57	57	12
<b>Fall 2011 Round 1 Bidding Results - MBA Seats in EMBA Courses</b>																
B7399-001	Seminar in Value Investing	Paul Johnson	Block Week 8/29 - 9/2			20	28	20	28	0	0	0	9416	1	2412	0
B7716-001	Global Entrepreneurship	Daniel Isenberg	Block Week 8/29 - 9/2			6	20	6	20	0	0	0	5188	16	2503	0