

Page	Concentration / Class	# OF CREDITS	2015		2016									
			NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT
Supply Chain														
5	Supply Chain Procurement and Sourcing	1 CR	5-6											
5	Supply Chain Foundations	1 CR					22-23							
5	Supply Chain Risk	1 CR						28-29						
5	Supply Chain Sales and Operations Planning & Logistics	1 CR												
Strategy														
13	Designing Winning Strategies for Advantage and Growth	2 CR						18-22						
14	Driving Strategic Business Decisions	2 CR	9-13				7-11					18-22		
15	Strategic Management	1 CR	18-19						24-25					
16	Strategic Pricing	1 CR							TBD					
Leadership & Management														
17	Advocacy, Influence and Power	2 CR			25-29						TBD			
18	Building Engagement	1 CR						21-22						
19	Leading Change and Driving Innovative Thinking	2 CR				22-26					13-17			
20	Leading for Impact	2 CR						4-8						
21	Leading High Performance Teams	1 CR	17-18				31-1							
22	Maximizing Mental Agility to Improve Creativity	1 CR					1-2							
23	Non-Profit Boards: Working with Them and Serving on Them	1 CR										TBD		
24	The Art and Science of Effective Negotiation	1 CR						13-14						
25	Virtual Leadership: Leading Dispersed Teams	1 CR		3-4							2-3			
Marketing														
26	Customer-Centric Marketing	1 CR				18-19								
27	Driving Business Performance Through Marketing	1 CR								16-17				
28	Market Validation	1 CR						7-8						
29	Marketing of Innovations	1 CR					3-4							
Finance & Accounting														
30	Finance and Accounting for Non-Financial Managers	2 CR				1-5					6-10			
31	Financial Analysis for Value Creation	2 CR					29-4						11-15	
32	Performance Management and Control	1 CR					9-10							
Business Analytics														
33	Data Analytics	1 CR	16-17							9-10				
34	Predictive Analytics	1 CR								11-12				

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