

University of San Francisco
School of Business and Management
Electives

Entrepreneurship		Units
*6601	Entrepreneurial Management	4
*6602	Global Product Development	2
*6603	Creativity & Innovation	2
6604	Intellectual Property Management	2
*6605	Small Business Ventures	2
6208	Venture Capital & Invest Banking	2
6501	Internet Business Applications	4

Finance		Units
*6201	Investments	2
*6202	Financial Institutions & Markets	2
*6203	Advanced Corporate Finance 1	2
*6204	Advanced Corporate Finance 2	2
6205	Risk Management	2
*6206	International Finance 1	2
*6207	International Finance 2	2
*6208	Venture Capital & Invest Banking	2
6209	Investment Banking	2
*6210	Corporate Financial Rptg & Analysis	2
6211	Decision Modeling for Personal Fin	2
6212	Private Equity	2
6213	Private Equity & Venutre Capital	2
6214	Corporate Finance	2
6215	Investing in Bay Area Firms	2
6216	Financial Modeling 1	2
6217	Financial Modeling 2	2
6218	Fixed Income Analysis 1	2
6219	Fixed Income Analysis 2	2
6220	Portfolio Theory and Applications	2
6221	Advanced Portfolio Mgmt & Derivatives	2
6223	Behavioral Finance	2
6224	Macroeconomic Business Conditions 2	2

Interntl Business		Units
6701	Japanese Business, Econ & Society	2
6702	Doing Business in (country or region)	2
*6703	Global Trends	2
*6414	Managing Across Cultures	2
6796	Spec Topics: IB	2
*6797	International Study Tour	4
6206	International Finance 1	2
6207	International Finance 2	2
*6302	Global Marketing	2
6408	Sustainable Business Models	2
6414	Managing Across Cultures	2
6506	Trends in Global Communication	2
6602	Global Product Development	2

Leadership, Orgs, & Social Responsibility		Units
*6401	Advanced Leadership	2
6402	Organizational Development	2
6403	Issues in Social Responsibility	2
6404	Organizational Communication	2
6405	Corporate Commun & Pub Relations	2
6406	Negotiations, Bargaining & Conflict Res	2
6407	Human Resource Management	2
6408	Sustainable Business Models	2
6409	Employment Law for Managers	2
6410	Managing Product Safety & Liability	2
6411	Power & Politics in Orgs	2
6413	Business Teams & Small Group Dynam	2
*6414	Managing Across Cultures	2
6415	Current Issues in Global Business	2
6416	Leading & Innovation	2

Marketing		Units
*6301	Research Methods in Marketing	2
*6302	Marketing Strategy	2
*6303	Global Marketing	2
*6304	Consumer Behavior	2
6305	Integrated Marketing Comunication	2
6306	Internet Marketing	2
6307	Quantitative Methods in Marketing	2
6308	Marketing Technology & Innovation	2
6309	Multicultural Marketing	2
6310	Marketing for Non-Profit Orgs	2
6311	Marketing Consulting Projects	2
6312	Guerrilla Marketing	2
6313	Marketing in Emerging Economies	2
*6314	Sales & Channel Management	2
6315	Brand Strategy & Management	2
6396	Special Topics: Marketing	2

Technology		Units
6501	Internet Business Applications	4
6502	Cultivating Online Community	2
6503	Personal Online Presence	2
6504	Tech, Innov, & Entrep Lecture Series	2
6505	Comm Industries Trends & Strategies	2
6506	Trends in Global Communications	2
6507	Policy Contexts of the ICT Industry	2
6508	Technology Business Planning	2
6509	High Tech Marketing	2
6510	Business Process Improvement	2
6511	Business Process Innovation	2
6512	Supply Chain Management	2
6596	Special Topics: Tech Management	2

Strategy		Units
6801	Managing Business Growth	2
6802	Gaining Strategic Advantages	2
6803	Industry Dynamics & Comp Analysis	2

* Courses will be offered on a regular basis. All others will be offered based on student demand and faculty availability.