

MBA CLASS OF 2019

Final offer of elective courses.

Please be aware that the **green discontinuous line** separating two electives means that these two electives have a **clash in their schedule** (meaning they are sharing dates and times in their sessions). In this case, **you cannot take both electives**.

Regular electives from October to December

START	END	COURSE	PROFESSOR	Day Of Week	TIME
8 Oct	5 Nov	Marketing Transformation for the Digital Era	<i>Pau Virgili</i>	Monday	<i>*Semi-intensive</i> AM & PM
		Power and Influence	<i>Jose Maria de Areilza Carvajal</i>		
12 Nov	10 Dic	Strategic Sales Management	<i>Jaime Castelló</i>	Monday	<i>*Semi-intensive</i> AM & PM
		Data-Driven Transformation	<i>Manu Carricano</i>		
2 Oct	4 Dec	Social Entrepreneurship and Impact Investing	<i>Lisa Hehenberger</i>	Tuesday	AM
		Behavioral Economics	<i>Pedro Rey</i>		
2 Oct	4 Dec	Mergers & Acquisitions <i>*2nd edition offered Term 5</i>	<i>Santiago Simón</i>	Tuesday	PM
		Leader as Coach: Using Emotional Intelligence to Develop and Motivate Others	<i>Robert Emmerling</i>		
3 Oct	5 Dec	Performance Measurement and Control Systems <i>*1st edition offered Summer Term</i>	<i>Josep Bisbe</i>	Wednesday	AM
		Technology Strategy and the management of Intellectual Property	<i>George Chondrakis</i>		
4 Oct	5 Dec	Geopolitics	<i>David Murillo & Angel Saz</i>	Wednesday	PM
19 Oct	11 Des	Sport Business Management	<i>Keegan Pierce & Carlos Cantó</i>	Fridays: 19 Oct & 2, 9, 30 Nov + Tuesday: 11 Des	<i>*Semi-intensive</i> AM & PM
5 Oct	11 Des	Leading Through Processes	<i>Àlex Grassas</i>	Fridays: 5, 19 Oct & 9, 16 Nov + Thursday: 22 Nov + Tuesday: 11 Des	