

Area	No.	Incompatibilities	Course name	Professor's name	Language	Sessions	Do you accept deliverables in other	Additonal Comments
Human Resources & Skills	3	6, 11, 22, 32, 42, 45, 48, 49, 50, 66, 72, 80, 117, 123, 136, 144, 146, 156, 158, 112, 166,	ADVANCED NEGOTIATIONS WORKSHOP	Enrique Ogliastri	English	15	Yes	Capacity 35; also offered in Spanish as Taller Avanzado de Negociación.
Entrepreneurship	4	16, 24, 55, 78, 91, 112, 129, 138, 161, 200,	ADVANCED STARTUP BUSINESS MODELS	Ignacio Larru Martínez	English	10	Yes	
Economics	6	3, 11, 45, 48, 49, 59, 72, 73, 80, 117, 123, 141, 156, 158,	AFRICA: THE LAST DEVELOPMENT FRONTIER	Gayle Allard	English	10	No	
Control	8	14, 16, 17, 22, 39, 60, 63, 67, 68, 73, 76, 80, 84, 87, 97, 108, 109, 114, 125, 200,	ANÁLISIS AVANZADO DE ESTADOS FINANCIEROS	Alvaro García Soto	Español	15	Yes	
Economics	9	28, 37, 52, 59, 64, 65, 79, 88, 120, 135,	ANÁLISIS ECONOMICO DE PAISES	Rafael Pampillón	Español	15	Yes	
Finance	11	3, 6, 22, 23, 45, 48, 49, 50, 59, 66, 72, 73, 117, 136, 141, 144, 156, 158,	APPLIED CORPORATE FINANCE	Conchita Martin Berzal	English	15	No	
Finance	12	16, 17, 22, 23, 38, 39, 60, 66, 67, 68, 69, 73, 76, 84, 99, 108, 117, 125,	APPLIED FINANCIAL ENGINEERING	Antonio Rivela	English	20	No	
Info Systems & Technology	14	8, 16, 17, 23, 60, 61, 63, 66, 76, 84, 109, 200,	ARTIFICIAL INTELLIGENCE & MACHINE LEARNING	François-Xavier Rousselot	English	10	No	
Finance	17	8, 12, 14, 16, 23, 60, 61, 63, 66, 67, 68, 69, 76, 84, 108, 109,	BANKING INDUSTRY: ANALYSIS & INVESTMENT	Daniel A. Abut	English	15	Yes	
Strategy	22	3, 8, 11, 12, 39, 48, 49, 66, 67, 68, 72, 73, 76, 84, 87, 99, 125, 136, 141, 144, 146,	BUSINESS 360 EXTENDED	Mark Esposito; Terence Tse	English	10	No	
Marketing	23	11, 12, 14, 16, 17, 60, 61, 66, 68, 69, 76, 84, 108, 109, 200,	BUSINESS AT THE BOTTOM OF THE PYRAMID	María López Escorial	English	10	Yes	
Marketing	24	4, 16, 44, 55, 58, 62, 77, 78, 98, 112, 129, 130, 138, 161, 200,	BUSINESS TO BUSINESS MARKETING	Ignacio Gafo	English	15	Yes	Capacity 45
Finance	28	9, 37, 47, 51, 52, 54, 59, 64, 65, 70, 79, 83, 88, 120, 135, 161, 167,	CAPITAL MARKETS DERIVATIVES & RISK MANAGE	Rafael Martínez Ferreira	English	20	Yes	
Finance	32	3, 42, 45, 49, 50, 72, 80, 117, 136, 144, 146, 156,	CASH MANAGEMENT (ESP)	Francisco López Berrocal	Español	10	Yes	
Humanities	34	40, 57, 61, 67, 69, 89, 108, 109, 122, 141, 166, 168, 171, 200,	CMT 2: PHILOSOPHY & THE FIRM	Rolf Strom-Olsen	English	10	No	
Strategy	37	9, 28, 52, 59, 64, 65, 79, 88, 120, 135,	COMPETITIVE STRATEGY IN PLATFORM MARKETS	Juan Santalo	English	10	Yes	
Human Resources & Skills	38	12, 39, 60, 67, 68, 73, 76, 84, 87, 99, 114, 125,	COMUNICACION PRODUCTIVA	Natalia Gironella García	Español	10	No	Capacity 30
Marketing	39	8, 12, 22, 38, 66, 67, 68, 73, 76, 80, 97, 99, 114, 117, 125,	CONTENT MARKETING STRATEGY IN ECOMMERCE	Eric Boyd	English	10	No	
Finance	40	34, 57, 61, 67, 69, 74, 89, 108, 109, 141, 146, 166, 168, 171, 200,	CORPORATE VALUATION IN PRACTICE	Francisco J. Lopez Lublán	English	10	Yes	Capacity 24; takes place in the Trade Room.
Economics	42	3, 32, 45, 49, 50, 59, 72, 73, 80, 136, 144, 146, 156, 158,	COUNTRY ECONOMIC ANALYSIS	Gayle Allard; Gonzalo Garland	English	10	No	
Info Systems & Technology	44	24, 46, 55, 77, 133,	CREAR UNA EMPRESA DE INTERNET CON EXITO	Alvaro Castells	Español	15	Yes	
Info Systems & Technology	45	3, 6, 11, 32, 42, 48, 50, 72, 80, 117, 123, 136, 144, 146, 156, 158,	CRYPTOECONOMY: FROM BITCOIN TO TOKENS	Alexandre Bussuti; Alex Preukschat & Jaime Nuñez	English	15	No	
Info Systems & Technology	46	44, 55, 58, 62, 77, 78, 91, 133,	CUSTOMER ANALYTICS	Jose Curto Diaz	English	10	Yes	
Marketing	47	28, 51, 52, 59, 79, 88, 120, 135, 161, 167,	CUSTOMER EXPERIENCE (ESP)	Luz Hernández Hernández	Español	10	No	
Operations	48	3, 6, 11, 22, 45, 49, 50, 66, 72, 80, 117, 123, 144, 146, 158,	CUSTOMER EXPERIENCE MANAGEMENT	Felipe Amado Quintana Navarro	English	10	Yes	
Human Sciences & Technology	49	3, 6, 11, 22, 32, 42, 48, 72, 74, 80, 89, 117, 123, 136, 141, 144, 146, 153, 158,	CUSTOMER-CENTRICITY & DIGITAL TRANSFORMATION	Fernando Polo	English	15	Yes	
Design & Management	50	3, 11, 32, 42, 45, 48, 117, 123, 136, 156,	DESIGN YOUR LIFE	Ingo Rauth	English	10	No	
Marketing	51	28, 47, 52, 53, 54, 59, 70, 79, 83, 88, 120, 135, 161, 167,	DIGITAL MARKETING, SOCIAL MEDIA & ANALYTICS	Pedro Moreno de los Rios	English	10	No	
Operations	52	9, 28, 37, 47, 51, 64, 88, 167,	DIGITAL STRATEGIES FOR CONSUMER GOODS	Daniel Corsten	English	10	No	
Human Sciences & Technology	53	51, 70, 71, 79, 83, 96, 120, 135, 161, 167, 173, 200,	DIGITAL TRANSFORMATION IN ACTION	Pablo Galiana	English	10	Yes	
Operations	54	28, 51, 60, 70, 71, 79, 83, 120, 135, 161, 167, 173, 200,	DIRECCION DE PROYECTOS	Jose Luis Portela Lopez	Español	10	Yes	
Marketing	55	4, 24, 44, 46, 58, 62, 77, 78, 79, 82, 91, 98, 112, 129, 130, 133, 138, 161,	DIRECCION ESTRATEGICA DE VENTAS	Javier Roza; Rafael Diaz Cruz	Español	20	Yes	
Human Resources & Skills	57	34, 40, 61, 67, 74, 89, 108, 109, 122, 123, 136, 141, 146, 153, 166, 168, 171, 200,	EFFECTIVE COMMUNICATION	Javier Bernad	English	15	No	Capacity 25. Due to content overlap, this course is geared to students who did not attend this professor's core course.
Design & Management	58	24, 46, 55, 78, 79, 82, 91, 98, 112, 129, 130, 138, 62, 200,	EFFECTIVE PRESENTATIONS DESIGN	Javier Chico	English	15	Yes	Capacity 35
Design & Management	62	24, 46, 55, 78, 82, 91, 98, 112, 130, 138, 58, 200,	EFFECTIVE PRESENTATIONS DESIGN (B)	Javier Chico	English	15	Yes	Capacity 35
Design & Management	59	6, 9, 11, 28, 37, 42, 47, 51, 64, 65, 72, 73, 88, 158, 161,	EFFICIENT PROBLEM SOLVING	Roland Pfister	English	10	No	
Economics	60	8, 12, 14, 17, 23, 38, 54, 61, 63, 66, 67, 68, 69, 70, 71, 76, 79, 84, 87, 108, 161,	EMERGING MARKETS & INTERNATIONAL ECONOMY	Simon Commander	English	20	No	
Entrepreneurship	61	14, 16, 17, 23, 34, 40, 57, 60, 66, 67, 69, 76, 84, 89, 109, 122, 141, 166, 168, 171,	ENTREPRENEURIAL ACQUISITION	Blake Winchell	English	10	No	
Entrepreneurship	63	8, 14, 16, 17, 60, 66, 76, 84, 109, 200,	ENTREPRENEURSHIP & VENTURE CAPITAL	Blake Winchell	English	15	No	
Control	64	9, 28, 37, 52, 59, 65, 88, 135,	ESTRATEGIA A TRAVES DEL CONTROL DE GESTION	Alfonso Gonzalez Barrios	Español	10	Yes	
Human Resources & Skills	65	9, 28, 37, 59, 64, 79, 88, 120, 135, 167,	EXEMPLARY LEADERSHIP PRACTICE	Sandra Comas	English	10	Yes	
Entrepreneurship	66	3, 11, 12, 14, 16, 17, 22, 23, 39, 48, 60, 61, 63, 68, 69, 72, 73, 84, 99, 108, 109, 117, 144, 67,	FAMILIAS EMPRESARIAS Y EMPRESA FAMILIAR	Cristina Cruz	Español	20	Yes	Also offered in English as Family Business & Family Firms.
Entrepreneurship	67	8, 12, 17, 22, 34, 38, 39, 40, 57, 60, 61, 68, 76, 84, 87, 108, 109, 114, 122, 141, 168, 171, 66,	FAMILIES IN BUSINESS & FAMILY FIRMS	Cristina Cruz	English	20	Yes	Also offered in Spanish as Family Business y Empresa Familiar.
Entrepreneurship	68	8, 12, 17, 22, 23, 38, 39, 60, 66, 67, 69, 73, 76, 80, 84, 87, 97, 108, 114, 117, 125,	FINANCIAL ENTREPRENEURSHIP: FROM IDEA TO IPO	Paz Ambrosy	English	20	Yes	
Control	70	28, 51, 53, 54, 60, 71, 79, 83, 96, 120, 135, 161, 167, 173,	FINANCIAL STATEMENT ANALYSIS & VALUATION	Ronny K. Hofmann	English	10	No	
Economics	71	53, 54, 60, 70, 79, 83, 96, 120, 161, 167, 173, 200,	FINTech	Luis Maldonado	English	10	Yes	
Strategy	73	6, 8, 11, 12, 22, 38, 39, 42, 59, 66, 68, 72, 76, 84, 87, 99, 114, 117, 125,	GEOPOLITICS FOR BUSINESS PEOPLE	Milo Jones	English	15	No	
Economics	74	40, 49, 57, 89, 108, 109, 122, 123, 136, 144, 146, 153, 158, 166, 168, 171, 200,	HOW TO EXPAND A COMPANY INTERNATIONALLY	Mikel Aguirre; Begoña Guzman	English	15	Yes	
Marketing	76	8, 12, 14, 17, 22, 23, 38, 39, 60, 61, 63, 67, 68, 69, 73, 80, 84, 87, 108, 109, 114, 117, 125, 200,	INNOVATION MANAGEMENT & CREATIVITY	Carmen Abriñ	English	15	Yes	
Strategy	77	24, 44, 46, 55, 78, 82, 91, 138, 80,	INTELLIGENCE TOOLS FOR BUSINESS PEOPLE	Milo Jones	English	15	No	
Strategy	80	3, 6, 8, 32, 39, 42, 45, 48, 49, 68, 72, 76, 87, 97, 99, 114, 117, 123, 125, 136, 141, 144, 146, 158, 77,	INTELLIGENCE TOOLS FOR BUSINESS PEOPLE (B)	Milo Jones	English	15	No	
Human Sciences & Technology	82	55, 58, 62, 77, 78, 98, 112, 129, 130, 133, 138,	INTRODUCTION TO PYTHON PROGRAMMING	Ignacio Larru Martínez	English	20	Yes	
Entrepreneurship	83	28, 51, 53, 54, 70, 71, 79, 96, 120, 135, 161, 167, 173, 84, 180, 200, 181, 182, 183,	KI: CREANDO MI PROPIO NEGOCIO	Pedro Corrales	Español	20	Yes	Capacity 16
Entrepreneurship	84	8, 12, 14, 17, 22, 23, 38, 60, 61, 63, 66, 67, 68, 69, 73, 76, 87, 99, 108, 109, 83, 180, 181, 182, 183,	KNOWLEDGE INCUBATOR	Paris De L'Etraz	English	20	No	
Human Resources & Skills	87	8, 22, 38, 60, 67, 68, 73, 76, 80, 84, 97, 99, 114, 125,	LEADERSHIP, POWER & INFLUENCE	Fernando Bartolomé	English	20	Yes	
Operations	88	9, 28, 37, 47, 51, 52, 59, 64, 65, 79, 120, 135, 167,	LEAN THINKING	Felipe Amado Quintana Navarro	English	15	Yes	
Strategy	89	34, 40, 49, 57, 61, 69, 74, 109, 122, 123, 136, 141, 144, 146, 153, 166, 168, 171, 200,	LUXURY STRATEGY	David Millán Pannelles	English	15	Yes	Capacity 25
Entrepreneurship	91	4, 16, 46, 55, 58, 62, 77, 78, 79, 129, 130, 133, 138, 161,	MS&A FOR STARTUPS	Miguel Arias	English	10	No	
Info Systems & Technology	96	53, 70, 71, 79, 83, 120, 135, 173, 97, 200,	MANAGING BIG DATA	Ignacio Larru Martínez	English	10	Yes	
Info Systems & Technology	97	8, 39, 68, 80, 87, 99, 114, 125, 96,	MANAGING BIG DATA (B)	Ignacio Larru Martínez	English	10	Yes	
Finance	98	24, 55, 58, 62, 78, 82, 112, 129, 130, 200,	MANAGING EQUITY PORTFOLIOS	Rafael Hurtado	English	10	Yes	Capacity: 24; takes place in the Trade Room.
Strategy	99	12, 22, 38, 39, 66, 73, 80, 84, 87, 97, 114, 117, 125,	MANAGING THE MULTI-BUSINESS FIRM	Marco Giarratana; Juan Santalo	English	15	No	
Marketing	108	8, 12, 16, 17, 23, 34, 40, 57, 60, 66, 67, 68, 69, 74, 76, 84, 122, 123, 136, 141, 146, 166, 171, 109,	MARKETING STRATEGY FOR DECISION MAKING	Ramon Diaz-Bernardo	English	10	Yes	Capacity 35; also offered in Spanish as Marketing Strategy for Decision Making (ESP).
Negotiation	112	4, 24, 55, 58, 62, 78, 82, 98, 129, 130, 161, 3, 166, 200,	MAXIMIZE YOUR NEGOTIATION POWER & SUCCESS	Enrique Peña; Paula Almansa	English	15	Yes	
Operations	114	8, 38, 39, 67, 68, 73, 76, 80, 87, 97, 99, 117, 125,	MODELING BIG DATA	Jose Olmo Badenas	English	15	Yes	
Negotiation	117	3, 6, 11, 12, 32, 39, 45, 48, 49, 50, 66, 68, 72, 73, 76, 80, 99, 114, 125, 136, 141, 144, 146,	NEGOCIACION, PERSUASION Y JUEGOS DE PODER	Mercedes Costa; Mariana Segura	Español	15	No	
Operations	120	9, 28, 37, 47, 51, 53, 54, 65, 70, 71, 79, 83, 88, 96, 135, 167, 173, 200,	ORGANIZATION DESIGN	Mikko Ketokivi	English	15	No	
Human Resources & Skills	122	34, 57, 61, 67, 74, 89, 108, 109, 123, 136, 141, 144, 146, 153, 166, 168, 171, 200,	PERSONAL BRANDING (ESP)	Arancha Ruiz	Español	10	Yes	
Human Sciences & Technology	123	3, 6, 45, 48, 49, 50, 57, 72, 74, 80, 89, 108, 122, 144, 146, 153, 156, 158, 166, 168, 171,	PERSUADING & SELLING LIKE STEVE JOBS	Tomás de Lara Aguilar	English	20	No	
Entrepreneurship	125	8, 12, 22, 38, 39, 68, 73, 76, 80, 87, 97, 99, 114, 117,	PREMIUM & LUXURY ENTREPRENEURSHIP	Eugenia Girón	English	10	Yes	
Marketing	129	4, 24, 55, 58, 78, 82, 91, 98, 112, 138, 161, 200,	PRICING STRATEGY & PROFITABILITY MANAGEMENT	Cesar Bengoechea	English	10	Yes	
Marketing	130	24, 55, 58, 62, 82, 91, 98, 112, 138, 200,	PRICING STRATEGY (ESP)	Cesar Bengoechea	Español	10	Yes	
Operations	133	44, 46, 55, 78, 82, 91,	PROJECT MANAGEMENT	Fabrizio Salvador	English	10	No	
Entrepreneurship	135	9, 28, 37, 47, 51, 53, 54, 64, 65, 70, 79, 83, 88, 96, 120, 161, 167, 173,	RESEARCH PROJECT: CLEAN TECH VENTURES	Taiyuan (Terry) Wang	English	20	No	Capacity 5
Marketing	136	3, 11, 22, 32, 42, 45, 49, 50, 57, 72, 74, 80, 89, 108, 117, 122, 141, 144, 146, 153, 156,	RETAILING (ESP)	Fernando Sanchez-Suarez; Roberto Manzano	Español	15	Yes	
Info Systems & Technology	138	4, 24, 55, 58, 62, 77, 78, 82, 91, 129, 130,	ROBOTICS: THE 4TH INDUSTRIAL REVOLUTION	Manuel Angel Alonso Coto	English	10	Yes	
Marketing	144	3, 11, 22, 32, 42, 45, 48, 49, 66, 69, 72, 74, 80, 89, 117, 122, 123, 136, 141, 146, 153,	SERVICES MARKETING & CUSTOMER STRATEGY	Teresa Recio	English	20	Yes	Capacity 49
Marketing	156	3, 6, 11, 32, 42, 45, 50, 72, 123, 136,	STRATEGIC BRAND MANAGEMENT	Gabriela Sallnas	English	10	Yes	
Strategy	157	107, 26, 148, 149,	STRATEGIC FORESIGHT: NAVIGATING UNCERTAINTY	Alexander Van de Putte	English	15	No	Capacity 35; takes place in the Short Exchange Week, May 28 - June 1.
Strategy	158	3, 6, 11, 42, 45, 48, 49, 59, 72, 74, 80, 123, 153,	STRATEGY IMPLEMENTATION	Jose Antonio Martinez Marcos	English	10	Yes	
Operations	161	4, 16, 24, 28, 47, 51, 53, 54, 55, 59, 60, 70, 71, 78, 79, 83, 91, 112, 129, 135, 167, 200,	SUPPLY CHAIN MANAGEMENT	Antti Tenhiala	English	15	No	
Human Resources & Skills	166	34, 40, 57, 61, 69, 74, 89, 108, 109, 122, 123, 141, 146, 153, 168, 171, 3, 112, 200,	TALLER AVANZADO DE NEGOCIACION	Enrique Ogliastri	Español	15	Yes	Capacity 35; also offered in English as Advanced Negotiation Workshop.
Human Sciences & Technology	167	28, 47, 51, 52, 53, 54, 65, 70, 71, 79, 83, 88, 120, 135, 161, 173,	TECH PRODUCT MANAGEMENT	Ignacio Larru Martínez	English	20	Yes	
Info Systems & Technology	168	34, 40, 57, 61, 67, 69, 74, 89, 109, 122, 123, 141, 146, 153, 166, 171, 200,	TECHNOLOGY & BUSINESS STRATEGY	Ramiro Monteleagre	English	20	Yes	
Economics	171	34, 40, 57, 61, 67, 69, 74, 89, 108, 109, 122, 123, 141, 146, 153, 166, 168, 200,	THE GEOPOLITICS OF MONEY & FINANCE	Miguel Otero-Iglesias	English	15	Yes	
Control	173	53, 54, 70, 71, 79, 83, 96, 120, 135, 167, 200,	THE MANAGEMENT & INVESTING OF WARREN BUFFETT	Bruce Busta	English	10	No	