

ASIAN INSTITUTE OF MANAGEMENT (AIM)
2018 Elective Courses

| FINANCE, ACCOUNTING and ECONOMICS DEPARTMENT | | | | | |
|---|---|-------------|-------------|----------------------|----------------------------------|
| # | COURSE | CODE | UNIT | # OF SESSIONS | FACULTY |
| 1 | Global Network Week (<i>Summer Elective/regular students only</i>) | GNW | 2 | 20 | Prof. Federico M. Macaranas, PhD |
| 2 | Regional Integration in Asia | RIA | 1 | 10 | Prof. Federico M. Macaranas, PhD |
| 3 | Introduction to Behavioral Economics | IBE | 1 | 10 | Prof. Wilfred Manuela Jr. |
| 4 | Advanced Valuation | AV | 1 | 10 | Prof. Ma. Theresa P. Manalac |
| 5 | Entrepreneurial Finance Valuation | EFV | 1 | 10 | Prof. Gulliver G. Go |
| 6 | Financial Risk Management | FRM | 1 | 10 | Mr. Andrew Huang |
| 7 | Fixed Income Market Analysis and Strategies | FIMAS | 1 | 10 | Mr. Roel Refran |
| 8 | Investment Banking | IB | 1 | 10 | Mr. Paolo L. Azurin |
| 9 | Portfolio Management | PM | 1 | 10 | Mr. Paul Joseph Garcia |
| 10 | Private Equity | PE | 1 | 10 | Mr. Bharat Parashar |
| 11 | Project Finance | ProjFin | 1 | 10 | Prof. Jose Manuel Barroco |
| MARKETING DEPARTMENT | | | | | |
| # | COURSE | CODE | UNIT | # OF SESSIONS | FACULTY |
| 1 | Brand Management | BM | 2 | 20 | Ms. Catherine Tantoco-Daniels |
| 2 | Digital Marketing | DigM | 2 | 20 | Prof. Babak Hayati, PhD |
| 3 | Customer Relationship Management | CRM | 2 | 20 | Prof. Sandeep Puri |
| 4 | Sales Management | SM | 1 | 10 | Mr. Charles Robert B. Davis |
| LEADERSHIP AND PEOPLE MANAGEMENT DEPARTMENT | | | | | |
| # | COURSE | CODE | UNIT | # OF SESSIONS | FACULTY |
| 1 | Leading with Impact | LWI | 1 | 10 | Prof. Nieves R. Confesor |
| 2 | Mediating Disputes (<i>Pre-requisites SNCM</i>) | MDis | 1 | 10 | Prof. Nieves R. Confesor |
| 3 | Coaching for Leaders (<i>Summer Elective/regular students only</i>) | CL | 1 | 10 | Prof. Patricia Denise Lopez |
| 4 | Employee Engagement (<i>Summer Elective/regular students only</i>) | EE | 1 | 10 | Prof. Patricia Denise Lopez |
| 5 | Leadership and Personal Branding: Elevate your Influence and Be Seen, Be Heard, Be Sought | LPB (A) | 1 | 10 | Prof. Harini Chari |
| 6 | Leadership and Personal Branding: Elevate your Influence and Be Seen, Be Heard, Be Sought | LPB (B) | 1 | 10 | Prof. Harini Chari |

ASIAN INSTITUTE OF MANAGEMENT (AIM)
2018 Elective Courses

| ANALYTICS, INFORMATION AND OPERATIONS DEPARTMENT | | | | | |
|---|---|-------------|-------------|----------------------|---------------------------------------|
| # | COURSE | CODE | UNIT | # OF SESSIONS | FACULTY |
| 1 | Global Information Systems (<i>Summer Elective/Regular students only</i>) | GIS | 1 | 10 | Prof. Donald L. Amoroso, PhD |
| 2 | Asian Study Tour (Destination: Japan) | AST | 2 | 20 | Prof. Ricardo A. Lim, PhD |
| 3 | Sustainable Operations | SO | 1 | 10 | Prof. Rene T. Domingo |
| STRATEGIC MANAGEMENT DEPARTMENT | | | | | |
| # | COURSE | CODE | UNIT | # OF SESSIONS | FACULTY |
| 1 | Microfinance and Development | MD | 2 | 20 | Prof. Ronald T. Chua |
| 2 | Enterprise-Wide Risk Management (<i>Considered as Finance Course</i>) | ERM | 2 | 20 | Prof. Ma. Elena B. Herrera, FASP, PhD |
| 3 | Disaster Risk and Crisis Management | DRCM | 1 | 10 | Prof. Kenneth Hartigan-Go |
| 4 | Navigating and Managing the Regulatory Environment | NRE | 1 | 10 | Prof. Kenneth Hartigan-Go |
| 5 | Leading and Social Innovation and Design Thinking | LSIDT | 1 | 10 | Prof. Kenneth Hartigan-Go |