

MBA ELECTIVES SCHEDULE 2022

NB: RSM reserves the right to make changes when needed | PLEASE NOTE: **DT, HHL, MSDA, MCT, SF, SCT, SI, DS & DMO carry two concentration labels*

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Finance Courses

FAV	Financial Analysis and Valuation - Dr. S. Zori
FinE	Financial Engineering - Prof. R. Poppe (weekend)
FTE	Financial Techniques used to acquire an Enterprise - Prof. R. Poppe (weekend)
IIM	International Investment Management - Prof. C. Lutolf-Carroll (weekend)
MA	Mergers & Acquisition - Dr. A. Mulder & Prof. E. Roelofsen
MCT*	Managing Corporate Turnaround - Prof. J. de Haas (weekend)
PE	Private Equity - H. Haanappel
SFVC	Strategic Finance and Value Creation - Prof. M. Ward
SF*	Sustainable Finance - Prof. D. Schoenmaker (weekend)
SI*	Sustainable Investing - Dr. E. Marti

Business and Leadership Courses

BNEG	Business Negotiations - Prof. W. Starner
CL	Communication for Leaders - Dr. M. Hunter
ENTe	Entrepreneurship - Dr. W. Hulsink et al (CR/EMBA only; weekend)
ENT	Entrepreneurship - Dr. W. Hulsink et al (FTMBA only)
IL	Irrational Lab - Dr. Z. Wu
IN	International Negotiations - P. Courtin (FTMBA only)
INe	International Negotiations - P. Courtin (CR/EMBA only; weekend)
Iwl	Influencing with Integrity - G. Conti (weekend)
Lead	Making the Leadership Difference - C. Nel (weekend)
LwP	Leading with Presence - Prof. S. Giessner et al
LPAD	Leveraging People Analytics for Decision-Making - Dr. R.L. Hewett & Dr. C. Lee (weekend)
PIPE	Leadership Pipeline - A. Ibsen (weekend)

Supply Chain/Operations Management Courses

HHL*	Health & Humanitarian Logistics - Dr. H. de Vries
PRA	Pricing and Revenue Analytics - Prof. N. Mishra
SCT*	Sustainability & the Challenging Transformation from linear to circular value chains - E. Weenk
SGS	Strategic Global Sourcing in an Integrated Supply Chain World - Dr. K. Niblett & Dr. T. Schoenherr (weekend)

Marketing Courses

DMD	Data Analysis for Marketing Decisions - Prof. Dr. H. Bruno
DT*	Design Thinking - Dr. D. Deichmann et al
EC	Enhancing Creativity - Dr. A. Aylesworth
MSDA*	New Marketing Strategy for the Digital Age - Prof. P. Virgili
WCB	Winning Customers using Behavioural Economics - Dr. B. de Langhe (ONLINE format)
CCV	Creating Customer Value - Dr. A. Lemmens & Dr. M. Tuk (weekend)

Strategy Courses

SC	Strategy Consulting - Dr. J. Klitsie
DESP	Developing Effective Strategies in Practice - Dr. M. Baaij
DT*	Design Thinking - Dr. D. Deichmann et al
GSIF	Global Strategy and The International Firm -Dr. R. Olie (weekend)
IE	Innovation Ecosystems - Dr. M. Tarakci (weekend)
MCT*	Managing Corporate Turnaround - Prof. J. de Haas (weekend)
MSDA*	New Marketing Strategy for the Digital Age - Prof. P. Virgili
RWD	Real World Decisions - P. Courtin (weekend)
SAL	Strategy & Leadership:Concept and Applications - Prof. N. Binedell (FTMBA only)
SALE	Strategy & Leadership:Concept and Applications - Prof. N. Binedell (CR/EMBA only; weekend)
NSG	New Strategic Growth & Implementation - Prof. T. Mom & Prof. J. Jansen (EMBA/CREMBA only)

Sustainability Courses

CS	Communicating Sustainability - Dr. S. Laasonen
HHL*	Health & Humanitarian Logistics - Dr. H. de Vries
SCT*	Sustainability & the Challenging Transformation from linear to circular value chains - E. Weenk
SF*	Sustainable Finance - Prof. D. Schoenmaker (weekend)
SI*	Sustainable Investing - Dr. E. Marti

CR-EMBA electives (classes in University of Cologne, Germany) - RSM FTMBA and EMBA only

DS	Digital Strategy - Prof. D. Schoder & Prof. C. Schwens (Strategy Business & Leadership)
DMO*	Digital Marketing & Operations - Prof. Dr. F. Sting & Prof. Dr. H. Bruno (Marketing & Supply Chain/Operations Management)
FOM	Future of Mobility - Dr. C. Wolff (Business & Leadership)
IL	Innovation Leadership - Dr. M. Tarakci (Business & Leadership)