

Spring 2024 Bidding & Registration Highlights

Northwestern | Kellogg

AGENDA

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- New Professors & Select Course Information
- Summer Internship & International Student Reminders
- Modalities
- Spring Only Courses
- Chicago Campus Considerations
- Spring Experiential Learning Opportunities
- Bidding Calendar & Reminders
- Q&A



CALENDAR NOTES

SPRING QUARTER CALENDAR

Spring Quarter 2024

MONTH	DAY	EVENT
March	25	10-Week/1st 5 Week Classes Begin on Chicago campus
March	25	No Classes on Evanston Campus
March	26	10-Week/1st 5 Week Classes Begin on Evanston campus
March	29	Make-up for March 25 Evanston Evening Classes
March	30	Saturday Classes Begin
April	3	Make-up for March 25 Evanston Day Classes
April	27	1st 5 Week Classes End
April	29	2nd 5 Week Classes Begin
May	15	Make-Up for all May 27 Day Classes
May	17	Make-Up for all May 27 Evening Classes
May	27	Memorial Day Holiday (No Classes)
May	31	Evanston Campus 10-Week/2nd 5 Week Classes End
May	31	Evanston Campus (Day/Eve) Classes - Exams Begin (Evening)
June	1	Chicago Campus 10-Week/2nd 5 Week Classes End
June	3	Chicago Campus Classes - Exams Begin
June	4	Evanston Campus (Day) Classes - Exams End
June	6	Evanston Campus (Eve) Classes - Exams End
June	7	Chicago Campus (Eve) Classes - Exams End
June	8	Saturday Exams
June	9	Kellogg Convocation

**Spring Quarter classes start on
March 26th**

**Note holidays and make-up
days during quarter**

Note final exam period

TECH TIP: SEE WEEKLY SCHEDULE IN BIDREG PLAN

Default calendar in Plan is "Overview" of total quarter; Wednesdays (and potentially Friday evenings) show if there are any make up days for the class

The screenshot shows the BidReg Plan interface for Northwestern Kellogg. The browser address bar is `reg.kellogg.northwestern.edu/plan`. The page title is "COURSE PLANNING". A legend indicates: Plan (blue), Bid (yellow), Waitlist (teal), and Enrollment (green). Two buttons, "Overview" and "Weekly", are visible, with "Overview" highlighted by a red box. The schedule is displayed as a grid with days of the week (Sun-Sat) and times (8am-4pm). Courses are listed in a sidebar on the left, including BLAW-435-0 (Business Law), FINC-431-0 (Finance II), MKTG-466-0 (Marketing Strategy for Growth and Defense), and OPNS-430-0 (Operations Management). The schedule shows that BLAW-435-0 is planned for Monday, Wednesday, and Thursday. MKTG-466-0 is planned for Monday, Tuesday, Wednesday, and Thursday. OPNS-430-0 is planned for Monday, Tuesday, and Thursday. FINC-431-0 is planned for Wednesday and Thursday. The "Overview" button is highlighted with a red box.

	Sun	Mon	Tue	Wed	Thu	Fri	Sat
8am		Plan - FINC-431-0 (31)		Plan - FINC-431-0 (31)	Plan - FINC-431-0 (31)		
9am							
10am		Plan - MKTG-466-0 (32)	Plan - OPNS-430-0 (34)	Plan - MKTG-466-0 (32)	Plan - MKTG-466-0 (32)	Plan - OPNS-430-0 (34)	
11am							
12pm							
1pm		Plan - BLAW-435-0 (31)		Plan - BLAW-435-0 (31)	Plan - BLAW-435-0 (31)		
2pm							
3pm							
4pm							

TECH TIP: SEE WEEKLY SCHEDULE IN BIDREG PLAN

To see view by week, click "Weekly", then you are able to toggle between weeks.

Weekly View: May 24th

reg.kellogg.northwestern.edu/plan

Northwestern Kellogg COURSE PLANNING

Classes added to your schedule in planning are tentative and may not be available in all bidding phases.

Term: Spring 2024

- BLAW-435-0 Business Law
- FINC-431-0 Finance II
- MKTG-466-0 Marketing Strategy for Growth and Defense
- OPNS-430-0 Operations Management

Legend: Plan (blue), Bid (yellow), Waitlist (green), Enrollment (red)

Week: Mar 24 - 30, 2024

	Sun 24	Mon 25	Tue 26	Wed 27	Thu 28	Fri 29	Sat 30
8am					Plan - FINC-431-0 (31)		
9am							
10am							
11am			Plan - OPNS-430-0 (34)		Plan - MKTG-466-0 (32)	Plan - OPNS-430-0 (34)	
12pm							
1pm							
2pm					Plan - BLAW-435-0 (31)		
3pm							
4pm							

Weekly View: May 31st

reg.kellogg.northwestern.edu/plan

Northwestern Kellogg COURSE PLANNING

Classes added to your schedule in planning are tentative and may not be available in all bidding phases.

Term: Spring 2024

- BLAW-435-0 Business Law
- FINC-431-0 Finance II
- MKTG-466-0 Marketing Strategy for Growth and Defense
- OPNS-430-0 Operations Management

Legend: Plan (blue), Bid (yellow), Waitlist (green), Enrollment (red)

Week: Mar 31 - Apr 6, 2024

	Sun 31	Mon 1	Tue 2	Wed 3	Thu 4	Fri 5	Sat 6
8am							
9am		Plan - FINC-431-0 (31)		Plan - FINC-431-0 (31)	Plan - FINC-431-0 (31)		
10am							
11am		Plan - MKTG-466-0 (32)	Plan - OPNS-430-0 (34)	Plan - MKTG-466-0 (32)	Plan - MKTG-466-0 (32)	Plan - OPNS-430-0 (34)	
12pm							
1pm							
2pm		Plan - BLAW-435-0 (31)		Plan - BLAW-435-0 (31)	Plan - BLAW-435-0 (31)		
3pm							
4pm							



NEW PROFESSORS & SELECT COURSE INFORMATION

NEW PROFESSORS: SPRING 2024

OPNS-430-0
Operations Management



**Daniela Hurtado
Lange**

MECN-441-0
**Competitive Strategy and
Industrial Structure**



Suraj Malladi

MKTG-450-0
**Marketing Research and
Analytics**



Nils Wernerfelt

OPNS-454-0
**Strategic Decisions in
Operations**



Audrey Bazerghi

NEW PROFESSORS: SPRING 2024

MORS-472-5
Negotiation Fundamentals



Elizabeth Huppert

MORS-452-0
Leading the Strategic Change Process



Kylie Hwang

LDEV-461-5
Personal Leadership Insights



LaTonya Wilkins

SAN FRANCISCO IMMERSION PROGRAM REMINDERS

- All students applying must complete either **Finance II (FINC-431)** or **ACF (FINC-440)** by the end of Spring quarter.
- Students pursuing the **Venture Capital Track**, must successfully complete **Entrepreneurial Finance and Venture Capital (FINC-445)**. It is recommended that it is taken in Spring as interviews will begin during the summer. It must be completed by Fall in order to be eligible in Winter 2025.

PACT 470...SAME COURSE, NEW QUARTER, NEW TOPICS

PACT-470: Public Economics for Business Leaders - Federal Policy (Professor David Besanko)

Spring Quarter 2024

Tues and Fri 10:30 a.m. – 12 noon, 3:30 p.m. – 5:00 p.m.

Evanston Campus

- PACT 470 is the same courses that numerous Kellogg students have taken over the last 15 years (and loved!) Instead of the winter quarter, it's now in spring quarter
- The class is especially well suited for those pursuing careers in **management consulting, investment banking** (especially part having to do with infrastructure financing), **mature organizations and start-ups in energy, health care, education, and the social sector, public sector careers** (now or eventually) **in or outside the U.S.**
- **New topics** for spring 2024 include policy toward **autonomous vehicles, regulation of AI in the EU, public policy toward charitable contributions** (with a digression into effective altruism), **Tik Tok and cybersecurity, affordable housing policy, and income inequality in Chile**
- Class gracefully moves between **quantitative economic analysis** and **open-ended class discussion**
- Many cases and examples set outside the U.S., including India, South Africa, Portugal, China, Chile, Brazil, Mexico, Sweden, Australia, Singapore, and Denmark

Some parameters for PACT 470:

- ❖ Two Doha debates during the quarter, with a podcast being the deliverable for the second
- ❖ Grade based on class attendance, engagement, and participation (22%), take-home mid-quarter (24%) and final (30%) problem sets, and team debate deliverables (12% each)
- ❖ For those who occasionally cannot attend the section in which they are enrolled due to travel or other commitments, Professor Besanko will be flexible in allowing you to attend the other section





SUMMER INTERNSHIP & INTERNATIONAL STUDENT REMINDERS

SPRING SCHEDULING REMINDERS IN RELATION TO INTERNSHIP START DATES

- **Students are responsible for fulfilling their Spring course obligations**
 - You must be able to complete your final exams, as listed in BidReg/syllabi. If there is a in-person, proctored final exam, you must register to take that exam at the Hub between Friday, May 31 and Tuesday, June 4
 - Note attendance and grading policies for courses, as laid out in the syllabi. For example, if a class has a mandatory group presentation on the last day of the class, you must attend
 - Remember that the MBA|MBAi Academic Policies Manual provides that if you miss 20% or more of a class, the professor may drop or fail you (regardless of whether this is stated in the syllabi)
- **Employers are managing start dates for multiple schools and may offer earlier start dates. Students should request a start date on or after June 3**
 - If necessary, the CMC can help you negotiate a start date that accommodates your academic obligations

SPRING SCHEDULING IDEAS, IN RELATION TO SUMMER INTERNSHIP TIMING

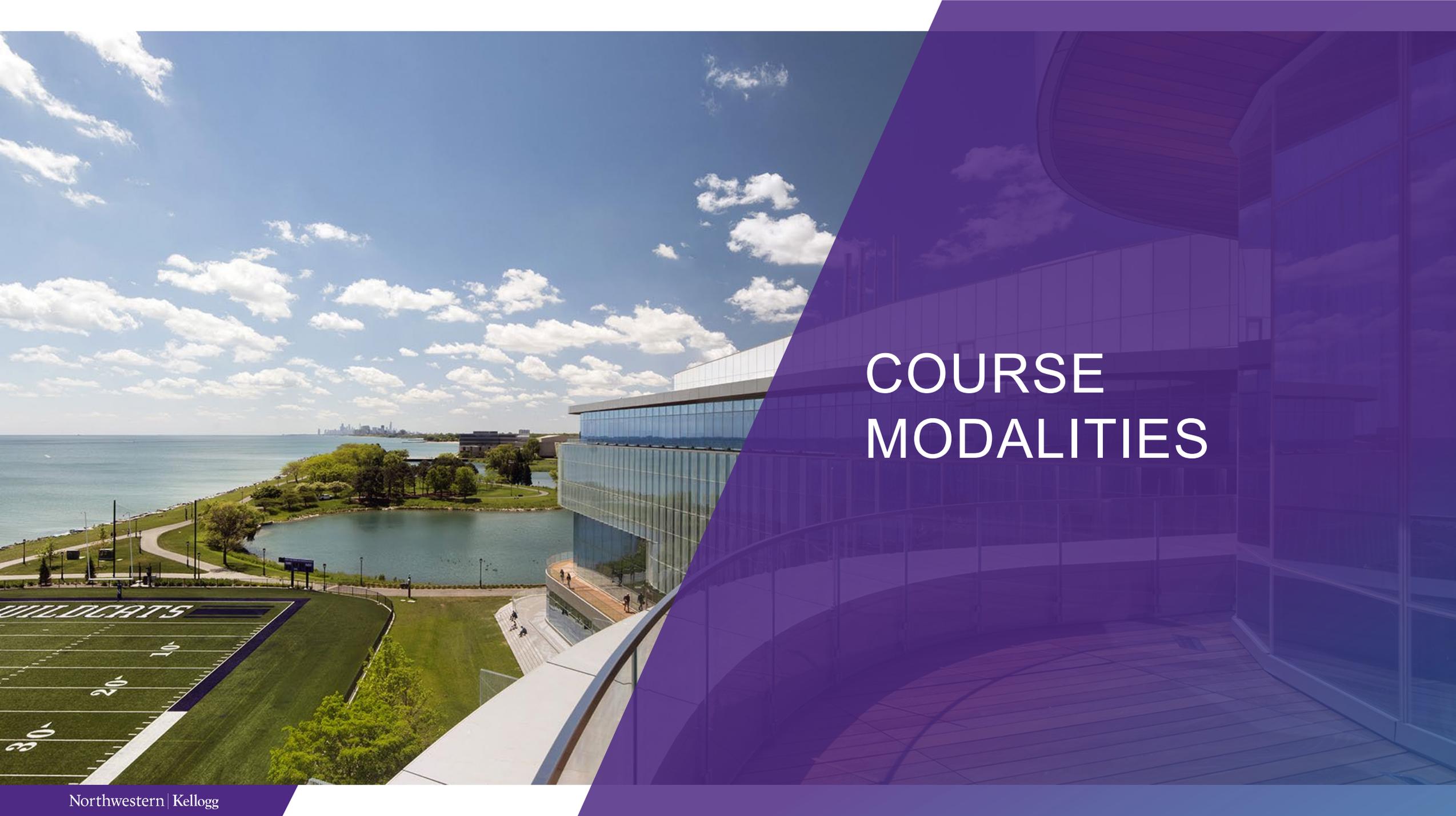
- **Ideas to manage end of year work-load:**
 - First 5-week classes
 - Independent/field studies
 - Classes without an in-person final exam or project

INTERNATIONAL STUDENT REMINDERS

- For international students, 2 of the 3 required credits must be **in-person** credits. This is a requirement for F-1 and J-1 students (additional credits may be remote)
- International Student Services Team will be hosting multiple CPT and OPT sessions. Sign up through [Campus Groups](#)

Session	Dates
Full-Time CPT Workshop	February 27, February 29 & March 26
OPT Workshop	February 21, February 28 & March 6

- To comply with CPT work authorization regulations, international students may not begin their Full-Time Summer Internships before June 3rd
 - International students with inflexible internship start dates need to talk to Academic Advising (Betsi Burns)



COURSE MODALITIES

SECTION NUMBER KEY

EVANSTON CAMPUS

Section 30: Full-time only

Section 40: Full-time / Evening & Weekend

CHICAGO CAMPUS

Section 60: Evening Only

Section 70: Weekend Only

Section 80: Evening / Weekend

Section 90: Evening / Weekend / Full-time

FULLY VIRTUAL

Section 89: Evening / Weekend (CORE)

Section 99: Evening / Weekend / Full-time

REMOTE ONLY COURSES – SPRING 2024

Course	Section #	Course Title	Meeting Pattern
ACCT-452-0	99	Issues in Financial Reporting	Wednesdays 6:30p-9:30p
FINC-465-0	99	Derivatives Markets	Tuesdays 6:30p-9:30p
FINC-478-5	99	Financial Modeling for Private Equity Transactions	TBD (1 st 5 week)
MKTG-479-0	99	Critical Thinking in Digital and Social Media Marketing	Thursdays 6:30p-9:30p
MORS-460-0	99	Leading and Managing Teams	Mondays 6:00p-9:00p
MORS-471-5	99	Negotiating in a Virtual World	TBD (1 st 5 week)
REAL-455-5	99	International Real Estate	Wednesdays 6:30p-9:30p (1 st 5 week)
SSIM-636-0	99	Sustainability Lab	Thursdays 6:30p-9:30p
SSIM-940-0	99	Early Stage Impact Investing	Wednesdays 6:30p-9:30p
STRT-960-5	99	Strategic Decisions: A Guide to Making Winning Choices	Mondays 6:30p-9:30p (1 st 5 week)

HYBRID COURSES – SPRING 2024

Course	Section #	Course Title	Meeting Pattern
ENTR-935-5	91HR/91HV	Intellectual Property for Entrepreneurs	Thursdays 6p-9p (1 st 5 weeks)
SSIM-455-5	81HR/81HV	Board Governance of Non-Profit Organizations	Thursdays 6p-9p (1 st 5 weeks)
SSIM-917-5	41HR/41HV	Corporate Social Innovation	Mondays 6:30p-9:30p (1 st 5 weeks)

IDENTIFYING HYBRID CLASSES IN BIDREG

ACCT-451-0		Financial Reporting and Analysis				View Description		1.0		
Academic Year	Term	Session	Section	Meeting Pattern	Credits	Syllabus	Instructor	Campus	Location	Fin
2022-2023	Winter 2023	10WK	41HR	Wed 6:30PM - 9:30PM	1.0		Finn, Mark	Evanston	Global Hub 1130	
2022-2023	Winter 2023	10WK	41HV	Wed 6:30PM - 9:30PM	1.0		Finn, Mark	Off Campus	No Room Needed	

- HR = Attend each class session in-person
- HV = Attend each class session synchronously by Zoom

Choose your modality through bidding. Students must attend class in the modality for which they enrolled.

SPRING ONLY COURSES FOR THIS CALENDAR YEAR

SPRING ONLY COURSES 2024

Accounting

ACCT-452-0 – Issues in Financial Accounting

ACCT-459-0 – ESG Investing and Sustainability Reporting

Business Law

BLAW-437-0 – Regulation of Competitive Strategies

Entrepreneurship

ENTR-454-0 – Entrepreneurial Selling

ENTR-466-0 – New Venture Launch

ENTR-935-5 – Intellectual Property for Entrepreneurs

SPRING ONLY COURSES, CONT'D...

Finance

FINC-444-0 – Value Investing

FINC-448-0 – Applied Real Estate Finance and Investments

FINC-465-0 – Derivatives Markets

FINC-910-0 – Asset Management Lab

FINC-947-0 – Private Equity Deep Dive

FINC-948-0 – Keeping it all in the Family: Growing, Financing, and Managing Family Firms

Healthcare

HCAK-931-0 – Pharmaceutical Strategy

HCAK-970-5 – Digital Health

HCAK-941-5 – Using Analytics to Create and Capture Value in Healthcare

Microeconomics

MECN-446-0 – Pricing Strategies

MECN-943-0 – Behavioral Economics and Competitive Strategy

SPRING ONLY COURSES, CONT'D...

Leadership Development

LDEV-456-0 – Strategic Communication for Organizations

Marketing

MKTG-468-0 – Technology Marketing

MKTG-650-0 – Marketing Consulting Laboratory

MKTG-965-0 – Marketing in Emerging Markets

Operations

OPNS-925-5 – The Rookie General Manager

PACT

PACT-470-0 – Public Economics for Business Leaders: Federal Policy

SPRING ONLY COURSES, CONT'D...

Real Estate

REAL-455-5 – International Real Estate

Social Impact

SSIM-636-0 – Sustainability Lab

SSIM-917-5 – Corporate Social Innovation

SSIM-940-0 – Early Stage Impact Investing

SSIM-947-5 - Decision-Making for Sustainable Business

SSIM-950-0 - Strategic Leadership in the Nonprofit Sector

Strategy

STRT-440-0 – People Analytics and Strategy

STRT-458-0 – The Economics of Energy Markets and the Environment

STRT-947-0 – Healthcare Strategy Consulting Lab



CHICAGO CAMPUS CONSIDERATIONS

CHICAGO CAMPUS CONSIDERATIONS

SEATS IN CHICAGO AVAILABLE IN BID PHASE 1 (Section 90s)

Course Number	Course	Notes
ENTR-454-0 (91)	Entrepreneurial Selling	Mondays 6:00pm-9:00pm
ENTR-935-5 (91HR/91HV)	Intellectual Property for Entrepreneurs	Thursdays 6:00pm-9:00pm (1 st 5)
MORS-975-5 (91)	Advanced Negotiations	Sundays 8:30am-5:00pm (5/5 and 5/19)

CHICAGO CAMPUS CONSIDERATIONS

OPEN SEATS (IF ANY) AVAILABLE IN BID PHASE 3

Course Number	Course	Notes
FINC-444-0 (81)	Value Investing	Thursdays 6:00-9:00pm
LDEV-468-0 (81)	Managerial Leadership	Wednesdays 6:00-9:00pm
MECN-446-0 (81)	Pricing Strategies	Mondays 6:00-9:00pm
MORS-462-5 (81)	Beyond Diversity: The Fundamentals of Inclusive Leadership	Tuesdays 6:00-9:00pm 1st 5 Weeks
OPNS-450-0 (81)	Decision Models and Prescriptive Analytics	Wednesdays 6:00-9:00pm
PACT-441-0 (81)	Strategy Beyond Markets	Saturdays 9:00am-12:00pm
STRT-466-0 (81)	Strategic Challenges in Emerging Markets	Saturdays 9:00am-12:00pm

CHICAGO CAMPUS “POP-UP” COURSES

Course	Section #	Course Title	Meeting Pattern
LDEV-452-5	81	Executive Presentations	1 st 5 weeks 2 Sundays: 4/14 & 4/21 8:30 am – 5:00 pm
MORS-472-5	81	Negotiation Fundamentals	1 st 5 weeks 2 Sundays: 4/21 & 4/28 8:30 am – 5:00 pm
MORS-975-5	91*	Advanced Negotiations*	2 nd 5 weeks 2 Sundays: 5/5 & 5/19 8:30 am – 5:00 pm

- ***Full-time students will be able to bid for Advanced Negotiations in Bid Phase 1; if open seats, other pop-up courses will be available for bidding in Bid Phase 3***



SPRING 2024 EXPERIENTIAL LEARNING OPPORTUNITIES

SPRING EXPERIENTIAL LEARNING OPPORTUNITIES

Enroll through Bidding

COURSE	EXPERIENCE	PATHWAY/MAJOR
Personal Leadership Insights (LDEV-461-5)	Personal Growth	Leadership
New Venture Discovery (ENTR-462)	Kellogg Project	Entrepreneurship Pathway; Technology Management Pathway
Early-Stage Impact Investing (SSIM-940)	Hands-on Analysis, Team Project	Asset Management Pathway; Social Impact Pathway
Strategic Leadership in the Nonprofit Section (SSIM-950)	Case Studies, Leadership Simulation	Social Impact Pathway
Growth Strategy Practicum (STRT-615)	Project for External Client	Growth and Scaling Pathway
Marketing Research and Analytics (MKTG-450-0)	Capstone Project with Client	Marketing Major; Management Science Major; Data Analytics Pathway; Tech Mgmt Pathway

Explore experiential learning opportunities in BidReg and on the [Experiential Learning page](#) on Serial.

SPRING EXPERIENTIAL LEARNING OPPORTUNITIES

Enroll through Application (Applications Still Open)

COURSE	Current Application Deadline
<u>New Venture Development</u> (ENTR-464-0)	February 23
<u>New Venture Launch</u> (ENTR-466-0)	February 28
<u>Asset Management Practicum</u> (FINC-456-0)	February 7
<u>Asset Management Lab</u> (FINC-910-0)	February 7
<u>Private Equity Deep Dive</u> (FINC-947-0)	Feb 12, 5:00 pm
<u>Marketing Consulting Lab</u> (MKTG-650-0)	January 26, 3:00 pm - January 31, 11:59 pm
<u>Analytical Consulting Lab</u> (MECN-615-0)	January 22 – February 5
<u>Healthcare Entrepreneurship Lab</u> (TBD)	February 1 – February 16
<u>Healthcare Strategy Consulting Lab</u> (STRT-947)	January 4 – February 6
<u>Sustainability Lab</u> (SSIM-636-0)	TBD

Explore experiential learning opportunities in BidReg and on the [Experiential Learning page](#) on Serial.



BIDDING CALENDAR & REMINDERS

KELLOGG BIDDING PROCESS

PHASE 1		PHASE 2		PHASE 3		PAY WHAT YOU BID		ADD/DROP	
BID	DROP	BID	DROP	BID	DROP	BID	DROP		
<p>Bid only for seats allocated to your program</p> <hr/> <p>Full-time</p> <hr/> <p>Evening</p> <hr/> <p>Weekend</p>		<p>Full-time students bid for open full-time seats</p> <hr/> <p>E&W students bid for open Evening and/or Weekend seats</p>		<p>Bid for open seats in any program</p>		<p>Bid for a waitlist position or a roster seat in any program</p> <hr/> <p>If enrolled or promoted from waitlist, charged bid amount</p>		<p>Real-time enrollment in any open seat or add to waitlist for any course</p> <hr/> <p>Drop classes for a 50% bid point refund</p>	
100% bid point REFUND		100% bid point REFUND		75% bid point REFUND		50% bid point REFUND		<p>Previous Quarter Ends</p> <p>Ends Monday, Week 2 @ 8am</p>	
Alternate Section Options						Waitlists			
						50% bid point REFUND continues			

All dropped seats receive refund amount from **current phase**

BIDDING PHASES

PHASE 1	BID	February 9 at 9am thru February 12 at 5pm	<ul style="list-style-type: none"> • Bid on seats allocated to your program. Full-time students: sections 30s, 40s, 90s • Alternate section options available
	DROP	February 14 at 12pm thru February 15 at 5pm	<ul style="list-style-type: none"> • Drop any enrollments for a 100% refund of bid points for use in Phase 2
PHASE 2	BID	February 16 at 12pm thru February 19 at 5pm	<ul style="list-style-type: none"> • Bid on open seats in your program. Full-time students: sections 30s, 40s, 90s • Alternate section options available
	DROP	February 21 at 12pm thru February 22 at 5pm	<ul style="list-style-type: none"> • Drop any enrollments (from Phase 1 or Phase 2) for a 100% refund of bid points for use in Phase 3
PHASE 3	BID	February 23 at 12pm thru February 26 at 5pm	<ul style="list-style-type: none"> • Bid on open seats in any program (Full-time, Evening, or Weekend) • Alternate section options available
	DROP	February 28 at 12pm thru February 29 at 5pm	<ul style="list-style-type: none"> • Drop any enrollments (from Phases 1, 2, or 3) for a 75% refund of bid points for use in the Pay What You Bid Phase
PWYB	BID	March 1 at 12pm thru March 4 at 5pm	<ul style="list-style-type: none"> • Bid on any seats in any program (Full-time, Evening, or Weekend) • Unsuccessful bidders placed on a waitlist • No alternate section options available • If successfully enrolled, charged bid amount
	DROP	March 5 at 12pm thru March 15 at 8:30am	<ul style="list-style-type: none"> • Drop any enrollments for a 50% refund of bid points

ADD/DROP PERIOD



ADD/DROP	Add/Drop	March 15 at 9am thru April 1 at 8am	<ul style="list-style-type: none">• Real-time enrollment into open seats and addition to waitlists.• Drop any enrollments for a 50% refund of bid points. (Drops from a waitlist or no promotion into class results in 100% refund of bid points.)• Waitlist promotions in real time.• Set conditional drops to ensure waitlist promotion if you are at or near your credit maximum.
	Add/Drop <i>(2nd 5 Week Courses Only)</i>	April 1 at 8:01am thru May 6 at 8am	<ul style="list-style-type: none">• Real-time enrollment into open seats and addition to waitlists.• Continue to drop 2nd 5-Week enrollments for a 50% refund of bid points. (Drops from a waitlist or no promotion into class results in 100% refund of bid points.)• Waitlist promotions in real time.

ADDITIONAL DROP-IN HOURS DURING BIDDING

	Mon	Tues	Wed	Thurs	Fri
Week of 1/29	Plaza	Plaza	Bidding Highlights Presentation	Plaza & Zoom	Zoom
Week of 2/5	Plaza & Zoom	Plaza & Zoom	Plaza & Zoom	Plaza & Zoom	Plaza & Zoom
Week of 2/12	Plaza & Zoom	Plaza	Plaza & Zoom	Plaza & Zoom	Plaza & Zoom

REMINDERS AND LINKS WILL BE POSTED ON SLACK in
#STUDENTEXPERIENCE_CLASS OF 2024
#STUDENTEXPERIENCE_CLASS OF 2025

ACADEMIC ADVISING CONTACT INFORMATION

1:1 Academic Advising Sessions

- Schedule a session with your advisor through [Campus Groups](#).
 - If you can't find a time that works with your schedule, please [email Academic Advising](#).
-

Email

- [Email Academic Advising](#) with general academic questions.
-

Drop-In

- Join drop-in hours in Gies Plaza or Zoom – see previous slide for schedule
-

Slack

- Get quick, simple questions answered.
- [#studentexperience_classof_2025](#), [#studentexperience_classof_2024](#) or DM [@AcademicExperienceTeam](#)



QUESTIONS?