# Spring 2025 Bidding & Registration Highlights

Northwestern Kellogg

### AGENDA

- Calendar Notes
- 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

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### SPRING QUARTER CALENDAR

#### Spring Quarter 2025

March 31	No Classes on Evanston Campus
March 31	10-Week/1st 5 Week Classes Begin on Chicago campus
April 1	10-Week/1st 5 Week Classes Begin on Evanston campus
April 5	Saturday Classes Begin
April 9	Make-up for March 31Evanston Day Classes
April 11	Make-up for March 31 Evanston Evening Classes
May 3	1st 5 Week Classes End
May 5	2nd 5 Week Classes Begin
May 26	Memorial Day Holiday (No Classes)
May 28	Make-Up for all May 26 Day Classes
May 30	Make-Up for all May 26 Evening Classes
June 6	Evanston Campus 10-Week/2nd 5 Week Classes End
June 7	Chicago Campus 10-Week/2nd 5 Week Classes End

June 6	Evanston Campus (Day/Eve) Classes - Exams Begin
June 7	Chicago Campus 10-Week/2nd 5 Week Classes End
June 9	Chicago Campus Classes - Exams Begin
June 10	Evanston Campus (Day) Classes - Exams End
June 12	Evanston Campus (Eve) Classes - Exams End
June 13	Chicago Campus (Eve) Classes - Exams End
June 14	Saturday Exams
June 15	Kellogg Convocation

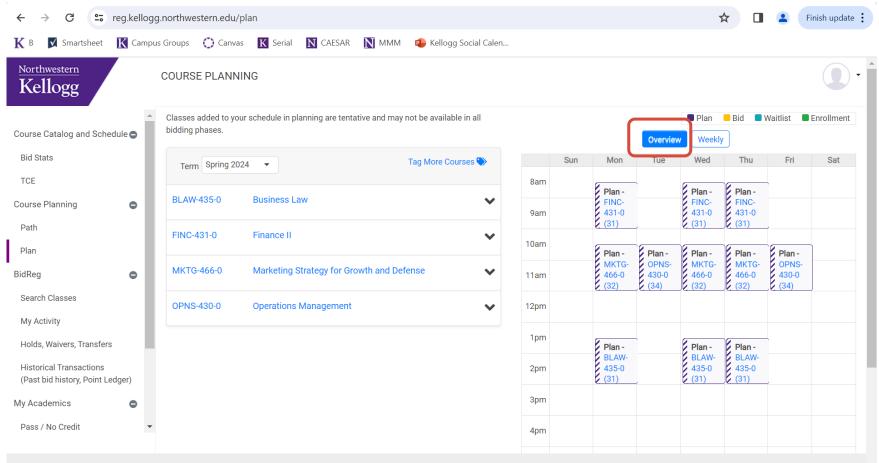
Spring Quarter classes start on <u>April 1st</u>

#### 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



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Comments? 😯 G+ in 🕇 🎔 🖸

### 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: M	ay 24	th							V	Veekly	y Vie	w: I	May	31s	t
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K B 🗹 Smartsheet 🔣 Campu	us Groups 🛛 🜔 Canva	as 🔣 Serial 🚺 CAESAR 🚺 MMM 🔹 Kellog	gg Social Calen								en						
Kellogg	COURSE PLANN	IING															
Course Catalog and Schedule	Classes added to yo bidding phases.	our schedule in planning are tentative and may not be availa	ble in all	< >	Mar 24 – 30,	20 <mark>24</mark> verview	Plan Bid	Waitl	ilist 🔳 Enroll	ment	< [	• Mar 31 – A	pr 6, <mark>20,24</mark> v	Plan		Waitlist 📕	Enrollment
Bid Stats TCE	Term Spring 20	124 • Tag More C	ourses 🏷	Su 2		Tue 26	Wed Th 27 2	iu B		at 30		Sun Mor 31 1	n Tue 2	Wed 3	Thu 4	Fri 5	Sat 6
Course Planning	BLAW-435-0	Business Law	~	8am			Pla FIN 43	n - C-		-1	8am 9am	Plan FINC 431-	-	Plan - FINC- 431-0	Plan - FINC- 431-0 (31)		
Path Plan	FINC-431-0	Finance II	~	9am 10am		G	(31	)		- 1	10am	(31)		(31)			
BidReg •	MKTG-466-0	Marketing Strategy for Growth and Defense	~	11am		Plan - OPNS- 430-0 (34)	Pla Mk 460	TG- 0	Plan - OPNS- 430-0 (34)	- 1	11am	Plan MKT 466- (32)	G- OPNS 0 430-0		Plan - MKTG- 466-0 (32)	Plan - OPNS- 430-0 (34)	
My Activity	OPNS-430-0	Operations Management	~	12pm		<u>v</u> (34)	) (32	<u>)                                    </u>	(34)	- 1	12pm	. (52)	<u> </u>	. (32)	<u> </u>	(34)	
Holds, Waivers, Transfers				1pm			Pla BL	n -			1pm	Plan		Plan - BLAW-	Plan -		
(Past bid history, Point Ledger)				2pm			433 (31	5-0			2pm	435- (31)	D	435-0 (31)	BLAW- 435-0 (31)		
My Academics • Pass / No Credit •				3pm							3pm						
				4pm							4pm						

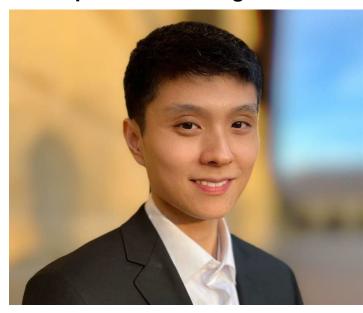
### NEW PROFESSORS & SELECT COURSE INFORMATION

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### NEW PROFESSORS: SPRING 2025

#### OPNS-430-0 Operations Management



Lin Fan

#### ENTR-466-0 New Venture Launch



Mert Iseri

### 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) in Spring quarter. Interviews will begin during the summer, so you may not wait until Fall quarter to complete this course.

### PACT-470 PUBLIC ECONOMICS FOR BUSINESS LEADERS – FEDERAL POLICY (SPRING 2025)

### Spring Quarter 2025

Two Sections:

- Tuesday-Friday 10:30 a.m. 12 noon
- Tuesday-Friday 3:30 p.m. 5:00 p.m.

**Evanston Campus** 

**Professor David Besanko** 



### PACT-470 ... SAME COURSE, NEW TOPICS



PACT 470 is the courses that numerous Kellogg students have taken over the last 17 years (and loved!) As it was last year, 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.

Among the topics in spring 2025 include policy toward autonomous vehicles, regulation of AI in the EU, public policy toward charitable contributions, Tik Tok and cybersecurity, affordable housing policy, and social insurance in Chile

Class gracefully moves between quantitative economic analysis and openended class discussion

Many cases and examples set outside the U.S., including India, South Africa, Portugal, China, Chile, Brazil, Mexico, Sweden, Australia, 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 occasionally

These will be the *penultimate sections* of PACT 470! Professor Besanko will teach just one more section of PACT 470 (in AY 2025-26) before he retires

### ENTR-958 - COMMERCIALIZING INNOVATIONS

Spring 2025

Professor Birju Shah and Professor James Conley

Tuesdays 9am-12pm.

Success for new technology is driven by the ability of a business to create and capture value through innovation - from product innovation to business model innovation. This experience-based course, conducted in partnership with the Querrey InQbation Lab, offers students a chance to put innovation to work by developing commercial opportunities for new, unique Northwestern University technologies, innovations and inventions. The course will be most beneficial to students with an interest in starting up a business, entrepreneurship, business design, business strategy consulting and commercialization. The objective of this course is to develop a business project (from business concept to business plan) to the point of potential commercial launch. More information on the projects for this quarter is <u>available</u> <u>here</u>. Entrance to this course is by application only. <u>This application is available here</u> and is due **February 5 at 5:00 pm** 

SUMMER INTERNSHIP & INTERNATIONAL STUDENT REMINDERS

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# 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 an in-person, proctored final exam, you must register to take that exam at the Hub between Friday, June 6 and Tuesday, June 10
  - 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 identifies 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 9.
  - 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 workload:
  - First 5-week classes
  - Remote courses (please note international students must have at least 2 in-person credits)
  - Independent / Field Studies
  - Classes without an in-person final exam, project or other deliverable

### INTERNATIONAL STUDENT REMINDERS

- For international students, **2 of the 3 required credits** <u>must</u> 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.
   Workshop announcements and sign-up links will be posted soon on Campus Groups

Session	Dates
Full-Time CPT Workshop	March 4, April 9, & April 18
OPT Workshop	February 26, February 28 & March 5

 To comply with CPT work authorization regulations, international students <u>may not</u> begin their Full-Time Summer Internships any earlier than June 9th!

### COURSE MODALITIES

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60<sup>0</sup>

200

ATS

### SECTION NUMBER KEY

Section 30:	Full-time only
Section 40:	Full-time / Evening & Weekend

	Section 60:	Evening Only
CHICAGO	Section 70:	Weekend Only
CAMPUS	Section 80:	Evening / Weekend
	Section 90:	Evening / Weekend / Full-time

Section 89: Evening / Weekend (CORE) Section 99: Evening / Weekend / Full-time

FULLY

VIRTUAL

**EVANSTON** 

CAMPUS

### REMOTE ONLY COURSES – SPRING 2025

Course	Section #	Course Title	Meeting Pattern
ACCT-431-0	99	Managerial Accounting	Wednesdays 6:30p-9:30p
ACCT-452-0	99	Issues in Financial Reporting	Mondays 6:00p-9:00p
ENTR-470-0	99	Launching and Scaling Startups	Tues/Thurs 7:00am-8:30am
FINC-442-0	99	Financial Decisions	Thursdays 6:00pm-9:00pm
MECN-615-0	99	Analytical Consulting Lab	Thursdays 6:00pm-9:00pm
MKTG-451-0	99	Omnichannel Experience Strategy	Wednesdays 6:00pm-9:00pm
MKTG-479-0	99	Critical Thinking in Digital and Social Media Marketing	Thursdays 6:30p-9:30p
MORS-471-5	99	Negotiating in a Virtual World	TBD (1 <sup>st</sup> 5 week)
MORS-944-0	99	Artificial Intelligence and the Future of Work	Tuesdays 6:30pm-9:30pm
OPNS-454-0	99	Strategic Decisions in Operations	Mon/Wed 7:00am-8:30am
REAL-455-5	99	International Real Estate	Wednesdays 6:30p-9:30p (1 <sup>st</sup> 5 week)
STRT-440-0	99	People Analytics and Strategy	Tuesdays 6:30pm-9:30pm
STRT-960-0	99	Strategic Decisions: A Guide to Making Winning Choices	Mondays 6:30pm-9:30pm (2 <sup>nd</sup> 5 week)

### HYBRID COURSES – SPRING 2025

Course	Section #	Course Title	Meeting Pattern
ENTR-935-5	41HR/41HV	Intellectual Property for Entrepreneurs	Thursdays 6:30p-9:30p (1 <sup>st</sup> 5 weeks)
SSIM-455-5	81HR/81HV	Board Governance of Non-Profit Organizations	Wednesdays 6:00p-9:00p (1 <sup>st</sup> 5 weeks)
SSIM-636-0	41HR/41HV	Sustainability Lab	TBD
SSIM-917-5	41HR/41HV	Corporate Social Innovation	Mondays 6:30p-9:30p (1 <sup>st</sup> 5 weeks)

### IDENTIFYING HYBRID CLASSES IN BIDREG

ACCT-451-0	Financial Reporting and Analysis								scription	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	571	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 <u>must</u> attend class in the modality for which they enrolled.

SPRING ONLY COURSES FOR THIS CALENDAR YEAR

### **SPRING ONLY COURSES 2025**

#### 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 Entrepreneur

ENTR-958-0 – Commercializing Innovations

### SPRING ONLY COURSES - CONTINUED

#### **Finance**

FINC-444-0 – Value Investing

FINC-448-0 – Mergers and Acquisitions, LBOs and Corporate Restructuring

FINC-455-0 – Applied Real Estate Finance and Investments

FINC-473-0 – Macroeconomic Policy and Global Capital Markets

FINC-477-0 – Global Entrepreneurial Finance

FINC-947-0 – Private Equity Deep Dive

FINC-957-0 - Strategic Financial Planning and Wealth Management

#### Healthcare

HCAK-931-0 – Pharmaceutical Strategy

HCAK-937-0 - Healthcare Entrepreneurship Lab

HCAK-951-5 – Managing Health Care Services in a Value Based Setting

HCAK-970-5 – Digital Health

#### Microeconomics

MECN-452-0 – Game Theory and Strategic Decisions

MECN-943-0 – Behavioral Economics and Competitive Strategy

### SPRING ONLY COURSES - CONTINUED

Marketing
MKTG-468-0 – Technology Marketing
MKTG-650-0 – Marketing Consulting Laboratory
MKTG-949-5 Ethnographic Customer Insights
MKTG-965-0 – Marketing in Emerging Markets
MORS
MORS-462-5 – Beyond Diversity: The Fundamentals of Inclusive Leadership
MORS-944-0 - Artificial Intelligence and the Future of Work
Operations
OPNS-954-0 – Strategic Decisions in Operations
ODNO 005 5 The Dealtie Ormanal Managem

OPNS-925-5 – The Rookie General Manager

#### PACT

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

### SPRING ONLY COURSES - CONTINUED

Real Estate					
REAL-455-5 – International Real Estate					
REAL-930-5 - Real Estate Technology					
Social Impact					
SSIM-636-0 – Sustainability Lab					
SSIM-917-5 – Corporate Social Innovation					
SSIM-940-0 – Early-Stage Impact Investing					
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-963-0 – Technology and Innovation Strategy					

STRT-947-0 - Healthcare Strategy Consulting Lab

### CHICAGO CAMPUS CONSIDERATIONS

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### CHICAGO CAMPUS CONSIDERATIONS

### OPEN SEATS (IF ANY) AVAILABLE IN BID PHASE 3

Course Number	Course	Notes
FINC-444-0 (81)	Value Investing	Saturdays 1:30-4:30pm
LDEV-468-0 (81)	Managerial Leadership	Wednesdays 6:00-9:00pm
MECN-452-0 (81)	Game Theory and Strategic Decisions	Saturdays 1:30-4:30pm
MORS-462-5 (81)	Beyond Diversity: The Fundamentals of Inclusive Leadership	Tuesdays 6:00-9:00pm 1st 5 Weeks
OPNS-450-0 (81)	<b>Decision Models and Prescriptive Analytics</b>	Tuesdays 6:00-9:00pm
LDEV-477-0 (81)	Selling Yourself and Your Ideas	Wednesdays 6:00-9:00pm
STRT-466-0 (81)	Strategic Challenges in Emerging Markets	Tuesdays 6:00-9:00pm

### CHICAGO CAMPUS "POP-UP" COURSES

### OPEN SEATS (IF ANY) AVAILABLE IN BID PHASE 3

Course	Section #	Course Title	Meeting Pattern			
MKTG-949-5	81	Ethnographic Customer Insights	2 <sup>nd</sup> 5 weeks 2 Sundays: 4/27 & 5/4 8:30am - 5:00pm			
MORS-975-5	81	Advanced Negotiations	2 <sup>nd</sup> 5 weeks 2 Sundays: 5/4 & 5/18 8:30 am – 5:00 pm			

### SPRING 2025 EXPERIENTIAL LEARNING OPPORTUNITIES

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### 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
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
Marketing Consulting Lab (MKTG-650-0)	January 31 – February 5
Commercializing Innovations (ENTR-958)	February 5
Analytical Consulting Lab (MECN-615-0)	February 10
Healthcare Strategy Consulting Lab (STRT-947)	January 27 – February 10
Healthcare Entrepreneurship Lab (TBD)	February 3 – February 10, February 11 – February 17
Asset Management Practicum (FINC-456-0)	February 12
Asset Management Lab (FINC-910-0)	February 12

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
NUVention: Arts and Entertainment (ENTRP-476-0)	February 16
Private Equity Deep Dive (FINC-947-0)	February 17
New Venture Development (ENTR-464-0)	February 28
New Venture Launch (ENTR-466-0)	February 28
Sustainability Lab (SSIM-636-0)	April 7
NUVention: Launch (ENTREP-495-0)	Rolling/Inquire with department

#### 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		
Bid only for seats allocated to your program Full-time Evening Weekend	<b>100%</b> bid point REFUND	Full-time students bid for open full-time seats E&W students bid for open Evening and/or	100% bid point REFUND	Bid for open seats in any program	75% bid point REFUND	Bid for a waitlist position or a roster seat in any program If enrolled or promoted from waitlist, charged bid amount	50% bid point REFUND	Previous Quarter Ends	Real-time enrollment in any open seat or add to waitlist for any course Drop classes for a 50% bid point refund
		Weekend seats							ntinues
Alternate Section Options						Waitlists			

All dropped seats receive refund amount from current phase

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### **BIDDING PHASES**

PHASE 1	BID	February 14 at 9am thru February 17 at 5pm	<ul> <li>Bid on seats allocated to your program. Full-time students: sections 30s, 40s, 90s</li> <li>Alternate section options available</li> </ul>			
PHASE 2 PH	DROP	February 19 at 12pm thru February 20 at 5pm	Drop any enrollments for a <b>100% refund of bid points</b> for use in Phase 2			
	BID	February 21 at 12pm thru February 24 at 5pm	<ul> <li>Bid on open seats in your program. Full-time students: sections 30s, 40s, 90s</li> <li>Alternate section options available</li> </ul>			
Hd	DROP	February 26 at 12pm thru February 27 at 5pm	<ul> <li>Drop any enrollments (from Phase 1 or Phase 2) for a 100% refund of bid points for use in Phase 3</li> </ul>			
VSE 3	BID	February 28 at 12pm thru March 3 at 5pm	<ul> <li>Bid on open seats in any program (Full-time, Evening, or Weekend)</li> <li>Alternate section options available</li> </ul>			
PWYB PHASE	DROP	March 5 at 12pm thru March 6 at 5pm	<ul> <li>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</li> </ul>			
	BID	March 7 at 12pm thru March 10 at 5pm	<ul> <li>Bid on any seats in any program (Full-time, Evening, or Weekend)</li> <li>Unsuccessful bidders placed on a waitlist</li> <li>No alternate section options available</li> <li>If successfully enrolled, charged bid amount</li> </ul>			
	DROP	March 12 at 12pm thru March 13 at 8:30am	<ul> <li>Drop any enrollments for a 50% refund of bid points</li> </ul>			

### ADD/DROP PERIOD

ADD/DROP	Add/Drop	March 21 at 9am thru April 7 at 8am	<ul> <li>Real-time enrollment into open seats and addition to waitlists.</li> <li>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.)</li> <li>Waitlist promotions in real time.</li> <li>Set conditional drops to ensure waitlist promotion if you are at or near your credit maximum.</li> </ul>
AD	<b>Add/Drop</b> (2 <sup>nd</sup> 5 Week Courses Only)	April 7 at 8:01am thru May 12 at 8am	<ul> <li>Real-time enrollment into open seats and addition to waitlists.</li> <li>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.)</li> <li>Waitlist promotions in real time.</li> </ul>

### ADDITIONAL DROP-IN HOURS AND GROUP ADVISING DURING BIDDING

	Mon	Tues	Wed	Thurs	Fri
Week of 2/3	Plaza	Plaza		Zoom	Zoom
Week of 2/10	Plaza	Plaza	Plaza	Plaza	Group Advising
Week of 2/17	Plaza	Plaza	Plaza	Plaza	Group Advising

REMINDERS AND LINKS WILL BE POSTED ON SLACK in #STUDENTEXPERIENCE\_CLASS OF 2025 #STUDENTEXPERIENCE\_CLASS OF 2026

### ACADEMIC ADVISING CONTACT INFORMATION

### **1:1 Academic Advising Sessions**

- Schedule a session with your advisor through <u>Campus Groups</u>.
- 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\_2026, #studentexperience\_classof\_2025 or DM @AcademicExperienceTeam

### QUESTIONS?

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