

MBA COURSES

Textbooks for P3 and P5 May-June 2017

P3 Core Courses

International Political Analysis / Vinod Aggarwal

Business and its environment by David P. Baron, 7th ed.
HD6950.4 .B37 2013

Macroeconomics in the Global Economy / Jean Imbs

Macroeconomics by Gregory Mankiw, 8th ed.
HB172.5 .M36 2013

P3 Elective Courses

Applied Corporate Finance / Massimo Massa

Applied mergers and acquisitions by Robert F. Bruner
HD2746.5 .B78 2004

Corporate finance by Jonathan B. Berk and Peter DeMarzo, 4th ed.
HG4026 .B47 2017

Finance for executives by G. Hawawini and C. Viallet, 5th ed.
HG4011 .H39 2015

The new financial capitalists by G. P. Baker and G. D. Smith
HG4028 .M4 B335 1998

Takeovers, restructuring, and corporate governance by J. Fred Weston, 4th ed.
Mark L. Mitchell and J. Harold Mulherin
HG4028 .M4 W478 2014

Valuation by Tim Koller, Marc Goedhart and David Wessels, 4th ed.
HG4028 .V3 C67 2005

Customer Insights / Ziv Carmon

Influence: science and practice by Robert B. Cialdini, 5th ed.
BF774 .C53 2009

Nudge by Richard Thaler and Cass R. Sunstein
BF441 .T43 2009

Predictably irrational by Dan Ariely
BF441 .A75 2010

Presence: bringing your boldest self to your biggest challenges by Amy Cuddy
BF698 .C83 2015

Thinking fast and slow by Daniel Kahneman
BF441 .K34 2011

Why smart people make big money mistakes... and how to correct them by
Gary Belsky and Thomas Gilovich
HG179 .B45 2009

Why we buy: the science of shopping by Paco Underhill
HF5415.2 .U53 2009

Data Analytics with Programming Workshop / Theodoros Evgeniou

Data science for business by Foster Provost and Tom Fawcett
QA76.9 .D3 P76 2013

Embracing Complex Change / Linda Brimm

Global cosmopolitans by Linda Brimm
BF697 .B75 2010

Entrepreneurial Field Studies / Vikas Aggarwal

The art of the start by Guy Kawasaki
HD62.5 .K39 2004

Business model generation by A. Osterwalder and Y. Pigneur
HD30.28 .O78 2010

The focus group research handbook by H. Edmunds
H61.28 .E36 1999

The four steps to the epiphany by S. Blank
HD62.5 .B536 2007

Handbook of interview research by J. Gubrium and J. Holstein
H61.28 .G83 2001

The lean startup by Eric Ries
HD62.5 .R54 2011

MBA field studies by E.R. Corey
Z12 .M33 1990

Questionnaire design by Ian Brace
HF5415.2 .B73 2004

Research methods for business students by M Saunders, P. Lewis and A. Thornhill
Z10 .S38 2007

Research methods for managers by John Gill. 2nd ed.
HD30.4 .G55 1997

Financial Statement Analysis / Steven Monahan

Financial accounting for MBAs by Easton, Wild, Halsey and McAnally. 4th ed.

HG20 .E37 2010

Financial statement analysis and security valuation by Stephen Penman. 4th ed.

HG60 .P46 2010

Business analysis and valuation by Palepu, Healy and Bernard. 3rd ed.

HG60 .P35 2004

Identifying New Business Models / André Calmon

The risk-driven business model by Karan Girotra and Serguei Netessine

HD30.28 .G57 2014

International Financial Management / Massimo Massa

Global financial markets by Ian Giddy

HG3881 .G49 1994

International financial management by Cheol S. Eun and Bruce G. Resnick. 4th ed.

HG3881 .E655 2007

International investments by Bruno Solnik and Dennis McLeavey. 5th ed.

HG4538 .S52 2004

Negotiations Dynamics / Natalia Karelaia

3-d negotiation by David A. Lax and James K. Sebenius

HD6952 .L39 2006

Ask for it by Linda Babcock and Sara Laschever

HD6952 .B33 2008

Bargaining for advantage by G. Richard Shell

HD6952 .S54 2006

Beyond reason by Roger Fisher and Daniel Shapiro

BF637 .N4 F57 2005

Difficult conversations by Douglas Stone, Bruce Patton and Sheila Heen

BF637 .N4 S76 2000

Getting past no by William Ury

BF637 .N4 U79 1993

Getting to yes by Roger Fisher and William Ury. 3rd ed.

BF637 .N4 F57 2011

Getting together by Roger Fisher and Scott Brown

BF637 .N4 F58 1988

Negotiation genius by Deepak Malhotra and Max H. Bazerman

HD6952 .M35 2007

Negotiating rationally by Max H. Bazerman and Margaret A. Neale

BF637 .N4 B39 1992

Value negotiation by Horacio Falcão
HD6952 .F35 2010

Strategy Structure and Incentives / Maria Guadalupe

The modern firm by John Roberts
HD6950.5 .R63 2004

Personnel economics in practice by Edward P. Lazear and Michael Gibbs. 3rd ed.
HD6957 .L39 2015

Strategic human resources by James N. Baron and David M. Kreps
HD6957 .B37 1999

P3/P5 Elective Courses

Business in the World 2050 / Douglas Webber

Abundance by Peter H. Diamandis and Steven Kotler
T173.8 .D53 2012

The collapse of Western civilization by Naomi Oreskes and Erik M. Conway
J10.1 .XXI C O74 2014

The future, declassified by Mathew Burrows
HB3730 .B87 2014

Global turning points by Mauro F. Guillén and Emilio Ontiveros
HB75 .G85 2012

In 100 years edited by Ignacio Palacios-Huerta
HB3730 .I66 2013

Capitalism / Douglas Webber

Capitalism: a very short introduction by James Fulcher. 2nd ed.
HB501 .F85 2015

Inside job by Charles Ferguson
DVD (254) (258)

Family and Privately Owned Businesses / R. Carlock and M. Bennesen

The family business map by M. Bennesen and J. Jan
HD62.25 .B466 2014

When family businesses are best by Randel S. Carlock and John L. Ward
HD62.25 .C37 2010

Family business on the couch by M. Kets de Vries, R. Carlock and E. Florent-Treacy
HD62.25 .K48 2007

Understanding and Managing Risk/ E. Diecidue, J. Gimeno and C. Zeisberger

Against the gods by Peter L. Bernstein
HD61 .B47 1998

A demon of our own design by Richard Bookstaber
HG4751 .B66 2007

Panic edited by Michael Lewis
HB3722 .P36 2009

Understanding Real Estate Risk-Return / Lahlou Khelifi

Real estate development by Miles, Berens, Eppli and Weiss
HD1375 .M873 2007

Real estate finance and investments by Peter Linneman. 3rd ed.
HG4751 .L56 2011

P5 Elective Courses

Advanced Applied Corporate Finance / Pierre Hillion

Corporate finance by Jonathan B. Berk and Peter DeMarzo, 3rd ed.
HG4026 .B47 2013

Blue Ocean Strategy Study Group / Renée Mauborgne

Blue ocean strategy by W. Chan Kim and Renée Mauborgne. 2nd ed.
HD30.28 .K56 2015

Communication and Leadership / Ian C. Woodward

Body language in business by Adrian Furnham and Evgeniya Petrova
BF637 .N66 F87 2010

Leadership communication by Deborah J. Barrett. 2nd ed.
HD6950.3 .B37 2008

Lend me your ears by William Safire
PN6080.1 .L46 2004

Made to stick by Chip and Dan Heath
BF637 .P4 H43 2007

Corporate Governance / Kevin Kaiser

A real look at real world corporate governance by David Larcker and Brian Tayan
HD2741 .L37 2013

The blue line imperative by Kevin Kaiser and David Young
HD31 .K35 2013

Corporate finance by Jonathan B. Berk and Peter DeMarzo, 4th ed.
HG4026 .B47 2017

Dear Chairman by Jeff Gramm
HD2745 .G73 2015

Governing the modern corporation by Roy Smith and Ingo Walter
HD2741 .S65 2006

Distribution Channels and Sales Force / Markus Christen

Marketing Channels by A. T. Coughlan, E. Anderson, L. W. Stern and A. I. El-Ansary. 7th ed.
HF5415.129 .S75 2006

Earnings Quality Management / Daniel Bens

Financial reporting and analysis by L. Revsine, D. Collins, B. Johnson, F. Mittelstaedt and L. Soffer. 6th ed.
HG60 .R48 2015

Leading Innovation / Nathan Furr

The innovator's method by Nathan Furr
HD6954.5 .F87 2014

Leveraged Buy-Outs / Michael Prahl

Barbarians at the gate by Bryan Burrough and John Helyar
HD2746.5 .B87 2010

Private equity 4.0 by Benoit Leleux, Hans van Swaay and Esmeralda Megally
HG4751 .L45 2015

Vault career guide to private equity by Mike Martinez
ZA13.3 .V4 V37 2008

Valuation by Tim Koller, Marc Goedhart and David Wessels, 5th ed.
HG4028 .V3 C67 2015

Venture capital and private equity by J. Lerner, F. Hardymon and A. Leamon
HG4751.33 .U7 L47 2012

Models for Strategic Planning / Spyros Zoumpoulis

The art of modeling with spreadsheets by S. Powell and K. Baker. 4th ed.
QA76.9 .C65 P69 2014

Practical management science by W. L. Winston and S. C. Albright. 5th ed.
QA76.9 .C65 W56 2016

Power and Politics / Kaisa Snellman

Made to stick by Chip and Dan Heath
BF637 .P4 H43 2007

Psychological Issues in Management / Derek Deasy

Immunity to change by Robert Kegan and Lisa Laskow Lahey
HD6954 .K4 2009

Daring greatly by C. Brené Brown
BF575 .A85 B76 2013

Strategic Market Intelligence / Joerg Niessing

Blink by Malcom Gladwell
BF441 .G53 2005

Discovering statistics using IBM SPSS Statistics by Andy Field
HA32 .F54 2013

Marketing research: methodological foundations by D. Iacobucci and G. Churchill. 10th and 11th ed.
HF5415.2 .I33 2010

Nudge by Richard Thaler
BF441 .T43 2008

Outliers by Malcolm Gladwell
BF637 .S8 G53 2008

The paradox of choice by Barry Schwartz
BF441 .S34 2004
BF441 .S34 2005

Predictably irrational by Dan Ariely
BF441 .A75 2010

The seven sins of memory by Daniel L. Schacter
BF376 .S34 2001

The tipping point by Malcolm Gladwell
HM1033 .G53 2000

Why we buy by Paco Underhill
HF5415.2 .U53 2009

Strategic Pricing / Klaus Wertenbroch

Power pricing by Robert Dolan and Hermann Simon
HF5416.5 .D65 1996

Smart pricing: by Jagmohan S. Raju and Z. John Zhang
HF5416.5 .R35 2010

The strategy and tactics of pricing by Thomas Nagle, John Hogan and Joseph Zale
HF5416.5 .N34 2011

Technology and Innovation Strategy / Nathan Furr

Diffusion of innovations by Everett M. Rogers
HM101 .R57 1983

The handbook of technology and innovation management edited by Scott Shane
HD45 .H36 2008

Innovation: the attacker's advantage by Richard N. Foster
HD45 .F67 1986

The innovator's method by Nathan Furr
HD6954.5 .F87 2014

The wide lens by Ron Adner
HD45 .A36 2013

Technology Venturing Practicum / Bill Magill

Business model generation by Alexander Osterwalder and Yves Pigneur
HD30.28 .O78 2010

Technology ventures by T. H. Byers, R. C. Dorf and A. J. Nelson. 4th ed.
HD62.5 .B947 2015

Value Creation in Luxury and Fashion / David Dubois and Frédéric Godart

Deluxe: how luxury lost its luster by Dana Thomas

HB841 .T46 2007

Luxury brands in emerging markets edited by Glyn Atwal
and Douglas Bryson

HF5415.2 .L89 2014

Unveiling fashion by Frédéric Godart

GT525 .G63 2012