BerkeleyHaas
GLOBAL ACCESS PROGRAM

Berkeley Haas Global Access Program Course Curriculum - Graduate Track
Fall 2025-Spring 2026

Please note that courses are subject to change. If you have specific questions about any of the courses, please contact us at bhgap@berkeley.edu.

Required Core Course

BUS ADM X419.7 Thriving at Haas and Beyond
1 Unit, *Jennifer Davis*

The objective of this course is to help students explore and develop the tools and assets they need to intentionally choose their career or educational direction. It will prepare students to market their strengths and skills as well as translate their study abroad experience into terminology that has value to future employers or graduate/professional schools. The course incorporates self-awareness, career exploration, and self-marketing techniques that foster effective career decision making, development of job search skills and overall post-graduate success.

Students should take this course in their first semester of BHGAP.

BHGAP Elective Courses Fall 2025

MBA XB290E Climate Change and Business Strategy
3 Units**,** *Andrew Isaacs*

This course addresses 35 topics covering many of the principal elements of how business is affected by climate change, and how changing business practices can improve (or worsen) the climate outlook.

MBA XB290T Product Management
3 Units, *Vince Law*

During the semester, students will be going through steps of product management, starting with a prompt from the project sponsor and taking that prompt through conception of a product idea, customer needs-finding and analysis, planning of product via a concrete roadmap, and definition of the product requirements. Through these steps, students will learn a variety of strategic frameworks as well as tactical methodologies that help PMs advance the development of their products or services everyday. Students will also have the opportunity to be exposed to the product development process in the context of cross-functional team management, as well as stakeholder management in direct contact with their project's sponsor. As such, students will not be able to bring their own projects or ideas into the course.

The course is introductory in nature, aimed at those who have not experienced a full product development cycle in the past, or those who have had some experience in product management and now want to add context and tools to supplement their on-the-job learning. This course also aims to facilitate the formation of small teams for the development of their product or service ideas.

UGBA XB39E-1 AI Ethics for Leaders
2 Units, *David Harris*

This course enables future leaders to understand and navigate the many decisions necessary to ethically leverage AI in professional settings, in business, government and nonprofit settings. It covers the basics of AI, relevant ethical frameworks, prominent ethical issues, and how organizations have addressed those issues previously. By the end of the course, students will be fluent in evaluating the impact of AI systems on individuals and society. They will be able to draw upon cases where leaders have been confronted with ethical issues and some of the tools that have helped resolve them.

MBA XB295 Entrepreneurship
3 Units, *Arman Zand*

This is a course about leading an entrepreneurial venture. While the Haas School is principally about established businesses, this course will focus on businesses that start small by design, and with hard work and good luck can be expected to develop into complex enterprises. The course will go through the entrepreneurial journey starting from initial ideation all the way M&A and IPO.

The driving force behind start-up ventures are entrepreneurs, those individuals who have the courage, insight, knowledge, intensity and luck to attempt to achieve great business results without resources remotely sufficient for the job (or so it seems at first). A key vehicle for the entrepreneur's effort is the basic tenets of a sound business: customer demand, attractive unit economics, large enough market opportunity, and the ability to attract talent and investors. This class will focus on all of these areas and more.

MBA XB269 Pricing
3 Units, *Wasim Azhar*

This three-module course aims to equip students with proven concepts, techniques, and frameworks for assessing and formulating pricing strategies. The first module develops the economics and behavioral foundations of pricing. The second module discusses several innovative pricing concepts including price customization, nonlinear pricing, price matching, and product line pricing. The third module analyzes the strengths and weaknesses of several Internet-based, buyer-determined pricing models.

MBA XB277 Disruption Futures
3 Units, Olaf Groth

The global economy is increasingly marked by volatility, ambiguity and uncertainty in our contextual environment. Technological and business model disruption, both the result and cause of this VUCA environment, take place continuously and at unprecedented speed. Many technology areas are changing our lives in quite dramatic ways. We will jointly make sense of the chaos and chart a path into the future. Students will be asked to come to the first session having prepared one key strategic disruption question with which their employer or an organization of their interest is grappling. The instructor will select and curate a handful of these questions, and form working groups around them. We will then develop foresight and strategies for either defending against disruption or pre-emptively disrupting ourselves.

To that end, we will apply a step by step framework, scenario-based foresight and back-casting. The framework will enable us to take stock of our assumptions, vet and prioritize critical uncertainties and consider alternative futures that give us visibility into the different ways in which a market or a competitive arena can evolve, and to be prepared with the right moves ahead of time. The integration of scenario craft with strategy frameworks will then allow us to seize opportunity through robust high-level portfolios of strategic moves.

EWMBA XB267 The Business of AI
1 Unit, *Matthew Stepka*

From self-driving cars to humanoid robots, Artificial Intelligence (AI) is changing the way we live, work and do business. In this class, get an introduction to AI technology and its many business applications. You will walk away with a foundational understanding of AI and its near- and long-term applications; explore the myths and realities surrounding the technology; and delve into the legal, social and policy implications of AI.

UGBA XB147: Operations and Supply Chain Analytics
2 Units, Omar Romero-Hernandez

The course examines the supply of goods and services, positioning marketing as the management of demand and operations as the management of supply. Operations managers must effectively allocate and optimize resources—including capital, labor, natural resources, technology, and information—to navigate increasingly complex, multinational environments. This course equips students with both strategic insights and analytical tools for effective decision- making. A practical, hands-on approach will be emphasized, focusing on process optimization, logistics, supply chain integration, descriptive, predictive and prescriptive analytics. Course materials will include case studies, real-world business scenarios, interactive exercises, and expert guest lectures. Additionally, students will explore how information systems and emerging technologies such as blockchain and AI shape modern operations and supply chains.

UGBA XB196SA: Business Models for Sustainability
3 Units, *Andrew Isaacs*

This course addresses a range of topics that cover the principal elements of how business is affected
by sustainability issues, in particular climate change, and how business practices can improve (or worsen) the outlook.

This course is intended for students with an interest in how business, social and environmental sustainability are intertwined. The course focuses on matters related to climate change, specifically how business sustainability depends both on mitigating impacts to our environment and on adaptation to ongoing climate change and other elements of sustainability. While the course does not shy away from using scientific terms, the material is easily accessible, and no prior familiarity with climate science or other technical elements of sustainability is assumed. We will examine a range of approaches to developing business models in the context of sustainability, the actions that business can take to improve the environmental outlook, and the emergence of a sustainability aware economy. Students considering a career in sustainability will benefit from the deep understanding of the business issues that this course is intended to provide.