

EMBA-Global CBS Elective Briefing: Part 2

October 15, 2026

London
Business
School



Columbia
Business
School

Agenda

- Term 3 Overview
- CBS Elective Registration Process & Dates
- CBS Academic Resources
- Reminders
- Time for Questions!

Terminology - CBS

Spring Term (Term 3): January – April

Summer Term (Term 4): May – August

Fall Term (Term 5): Late August – December

1 CBS Course = 3 credits

Half CBS Course = 1.5 credits (not common with block weeks)

Term 3

EMBA-Global Term 3: Core/Electives

- Dates: January 10 – 16 (at LBS) and February 21 – February 27 (at CBS)
- Global Economic Environment (GEE) - core course, pre-enrolled
- Two electives rotating with GEE:
 - Capital Markets (pre-/co-requisite for all CBS finance electives)
 - Negotiations
 - Both taught by CBS faculty
 - You will be pre-enrolled, but these two courses are not required. If you do not want to take one or both, you can drop them during CBS Add/Drop.

Term 3

	10-Jan-27	11-Jan-27	12-Jan-27	13-Jan-27	14-Jan-27	15-Jan-27	16-Jan-27
US Time	Sun	Mon	Tues	Weds	Thu	Fri	Sat
08:30-09:00		Managerial Negotiations Malia Mason (CBS) 08:30-11:30	Global Economic Environment Linda Yueh (LBS) 08:30-11:30	Global Economic Environment Linda Yueh (LBS) 08:30-11:30	Capital Markets & Investments Suresh Sundaresan (CBS) 08:30-11:30	Capital Markets & Investments Suresh Sundaresan (CBS) 08:30-11:30	Capital Markets & Investments Suresh Sundaresan (CBS) 08:30-11:30
09:00-09:30							
09:30-10:00							
10:00-10:30							
10:30-11:00							
11:00-11:30							
11:30-12:00	Lunch	Lunch	ESS Briefing	Lunch	Lunch	Lunch	Lunch
12:00-12:30							
12:30-13:00							
13:00-13:30	Managerial Negotiations Malia Mason (CBS) 13:00-16:00	Managerial Negotiations Malia Mason (CBS) 13:00-16:00	Global Economic Environment Linda Yueh (LBS) 16:30-19:30	Global Economic Environment Linda Yueh (LBS) 16:30-19:30	Capital Markets & Investments Suresh Sundaresan (CBS) 13:00-16:00	Capital Markets & Investments Suresh Sundaresan (CBS) 13:00-16:00	
13:30-14:00							
14:00-14:30							
14:30-15:00							
15:00-15:30							
15:30-16:00							
16:00-16:30	Break	Break	Break	Break	Break		
16:30-17:00	Managerial Negotiations Malia Mason (CBS) 16:30-19:30	Global Economic Environment Linda Yueh (LBS) 16:30-19:30	Careers Session 16:15-17:15	PO Briefing 16:15-17:15			
17:00-17:30							
17:30-18:00							
18:00-18:30							
18:30-19:00							
19:00-19:30							

January - LBS

	21-Feb-27	22-Feb-27	23-Feb-27	24-Feb-27	25-Feb-27	26-Feb-27	27-Feb-27
US Time	Sun	Mon	Tues	Weds	Thu	Fri	Sat
08:30-09:00	Global Economic Environment Linda Yueh (LBS) 08:30-11:30	Global Economic Environment Linda Yueh (LBS) 08:30-11:30	Global Economic Environment Linda Yueh (LBS) 08:30-11:30	Capital Markets & Investments Suresh Sundaresan (CBS) 08:30-11:30	Capital Markets & Investments Suresh Sundaresan (CBS) 08:30-11:30	Managerial Negotiations Malia Mason (CBS) 08:30-11:30	Managerial Negotiations Malia Mason (CBS) 08:30-11:30
09:00-09:30							
09:30-10:00							
10:00-10:30							
10:30-11:00							
11:00-11:30							
11:30-12:00	Lunch	Lunch	Lunch	Lunch	Lunch	Lunch	Lunch
12:00-12:30							
12:30-13:00							
13:00-13:30	Global Economic Environment Linda Yueh (LBS) 16:30-19:30	Global Economic Environment Linda Yueh (LBS) 16:30-19:30	Managerial Negotiations Malia Mason (CBS) 13:00-16:00	Capital Markets & Investments Suresh Sundaresan (CBS) 13:00-16:00	Managerial Negotiations Malia Mason (CBS) 13:00-16:00	Capital Markets & Investments Suresh Sundaresan (CBS) 13:00-16:00	Managerial Negotiations Malia Mason (CBS) 13:00-16:00
13:30-14:00							
14:00-14:30							
14:30-15:00							
15:00-15:30							
15:30-16:00							
16:00-16:30	Break	Break	Break	Break	Break	Break	Break
16:30-17:00	Capital Markets & Investments Suresh Sundaresan (CBS) 16:30-19:30	Managerial Negotiations Malia Mason (CBS) 16:30-19:30					
17:00-17:30							
17:30-18:00							
18:00-18:30							
18:30-19:00							
19:00-19:30							

Term 3

EMBA-Global Block Week Electives

- Weeklong elective (5 consecutive days)
- Options throughout the semester
- Typically scheduled Sunday-Thursday or Monday-Friday, 9am-5pm
- Select at least one block week elective in Spring to have four courses

Term 3



Sun - Thu

Mar 29 - Apr 2

2026

B7493-100: Real Estate as an Asset and a Business

Professor Christopher Mayer and Professor Ivo DeWit

Time	Sun 3/29	Mon 3/30	Tue 3/31	Wed 4/1	Thu 4/2
Classroom	Geffen 490	Geffen 490	Geffen 490	Geffen 490	Geffen 490
8:00 AM - 9:00 AM	Breakfast	Breakfast	Breakfast	Breakfast	Breakfast
9:00 AM - 12:00 PM	Class	Class	Class	Class	Class
12:00 PM - 1:00 PM	Lunch	Lunch	Lunch	Lunch	Lunch
1:00 PM - 5:00 PM	Class	Class	Class	Class	Class
			<div>Block Week Reception</div> <div>5:00 PM - 6:00 PM</div> <div>Geffen 202 (Alumni Suite)</div>		

*Classroom Location:

Geffen 490

*Breakfast/Lunch Location:

Geffen 540

*Block Week Reception

Geffen 202 (Alumni Suite) - Tue (3/31) at 5:00 PM - 6:00 PM

Term 3 – CBS Block Weeks

Subject Area	Course Title	Credits	Course Number	Faculty	Dates
Marketing	Pricing Strategies	3	MRKTB7649-100	Asim Ansari	January 25 - 29 (Mon-Fri)
Finance	Real Estate as an Asset and a Business	3	FINCB7493-100	Christopher Mayer & Ivo De Wit	February 28 - March 4 (Sun-Thurs)
Management	Power & Influence	3	MGMTB7531-100	Eric Abrahamson	March 8 - 12 (Mon-Fri)
Management	Technology Strategy	3	MGMTB7570-100	Stephan Meier	April 11 - 15 (Sun-Thurs)
Economics	Economics of Strategic Behavior	3	BUECB7216-100	Jacopo Perego	April 18 - 22 (Sun-Thurs)

- These are confirmed, but still a very small chance there could be changes
- You register for these through the CBS registration process
- As a reminder, your EMBA-Global Term 3 core class weeks are:
 - o January 10-16 (LBS)
 - o February 21-27 (CBS)

Term 3

EMBA-Global Term 3: Suggested Schedule

1. **Global Economic Environment (GEE):** required core class, automatically enrolled
2. **Capital Markets:** optional, automatically enrolled by CBS
3. **Negotiations:** optional, automatically enrolled by CBS
4. **Select one additional course** at either CBS or LBS: you must follow the School's registration process to enroll

Term 4-5

Additional options for Terms 4 & 5 at CBS:

- EMBA-NY Weekend Electives
- Non-EMBA Registration:
 - Full-time MBA evening, daytime, and block week courses(space available basis)
 - Independent study
 - Cross registration at other CU Graduate Schools

CBS Elective Selection – Spring 2027 Timeline

CBS Elective Briefing Part II

- Thursday, October 15

Course Selection & Ranking Period (Course Match)

- October 28 – November 5

Schedules Published

- Tuesday, November 17

Add/Drop & Waitlist Period (Vergil)

- Phase 1 Opens Wednesday, December 2 at 1:00pm (NY time)
- If you do not want to take Capital Markets and/or Managerial Negotiations, you can drop at this time

CBS Elective Selection

Course Selection & Ranking Period

- Takes place in a system called **Course Match**
- You will rank the courses you are interested in taking and an advanced algorithm will assign classes based on your and your classmates preferences
- You will have a week to login and rank order the CBS course(s) you would like to take. **It is not first come, first served.**
 - Schedules are released a few weeks after Course Match closes
- This is how you will register for your fourth course in Term 3, should you wish to take it at CBS
- Register for one term at a time
 - You're only registering for Spring (Jan-Apr) CBS courses in the upcoming registration process

CBS Elective Selection

[Academics](#)[Tuition & Financial Aid](#)[Student](#)[Course Match >](#)

Columbia University Financial Responsibility Agreement

You will need to agree to the Columbia University Financial Responsibility Statement to access Course Match. Login with your uni to <https://vergil.columbia.edu/vergil/show-frs?term=20262>. After you agreed, click OK to continue to set your Course Match access.

OK

Course Registration Resources

[Course Add/Drops: SSOL](#)[GPA Calculator](#)[Course Match Information](#)

London
Business
School



Note: You may see this screen when accessing Course Match for the first time. If so, please follow the steps below to access Course Match

- 1) Click the link in the paragraph above OK
- 2) You will be redirected to Vergil, wait a moment for a pop-up.
- 3) Review and agree to the financial responsibility statement.
- 4) Once you have submitted, please return to the Course Match screen. Hit "OK"
- 5) The page will refresh and you will now see a button that says "**CBS Spring 2027**"-click there to enter Course Match

CBS Elective Selection

Course Match is accessed via <https://coursematch.gsb.columbia.edu/>

Step #1: After logging in, the first step will be viewing the credits you wish to enroll in. Keep in mind, GEE, Capital Markets, and Negotiations are pre-enrolled for you and count for 9 credits. You do not need to add these courses manually.

The screenshot displays the 'How many credits do you need?' section of the Course Match interface. At the top, a horizontal flowchart shows the process steps: GET STARTED (highlighted in blue), FIND CLASSES, RANK CLASSES, REVIEW SCHEDULES, and CONFIRM. Below this, the 'How many credits do you need?' section contains a text box with instructions: 'You will be able to adjust your minimum and target credit values on this screen. The target credit amount you are presented with is the maximum number you will be able to rank. You can reduce this amount, if necessary, but you should not set a value greater than the value initially displayed. If you do, the amount will be reverted to the maximum amount allowed before seats are allocated.' Below the text, there are two input fields: 'Minimum' with a value of 1.5 and 'Target' with a value of 9. A 'SAVE' button is located below these fields. To the right of the text box, there is a purple button labeled 'NEXT: FIND CLASSES'.

- **Minimum credits:** minimum credits you wish to be enrolled in
- **Maximum credits:** maximum number of credits you will be assigned, determines how many credits to rank.
 - All students have a maximum of 15-pre-enrollment credits
 - **Term 3 Maximum Credits is 6**

CBS Elective Selection

Step #2: Find and select classes.

- You **must select** at least **double** your maximum credits. Doing so helps the algorithm work most efficiently in assigning you your target amount.
- Reminder:** You will only be assigned up to your chosen maximum credits (no more than 6 credits). The ranking step will allow you to indicate your preference.

The screenshot displays the 'Find classes' step of the CBS Elective Selection process. At the top, a progress bar shows five steps: GET STARTED, FIND CLASSES (highlighted in blue), RANK CLASSES, REVIEW SCHEDULES, and CONFIRM. Below the progress bar, the 'Find classes' section includes a heading, a paragraph of instructions, a search bar, and a table of available courses.

Find classes

Only courses in which there are seats available to your program AND for which you have fulfilled prerequisites will be available for you to select. For a full listing of courses, please visit the Courses at Columbia Business School webpage: <https://www8.gsb.columbia.edu/courses/>. Course-specific instructions/rules are included in the +Extended Description section.

Search bar: All dates ×

Type name, description or instructor to filter courses. Filter classes by date range.

Name	Description	Instructor	Time	Credits	Action
OROMBS148-001-20211-MSA	The Analytics Advantage Extended Description [+]	Carl Chan,Paul Glesselman,Daniel Guetta,Clemas Mustemi,Garrett Van Ryan,Azraf Zeest	T 8:30 AM-11:45 AM	1.5	ADD
OROMBS148-002-20211-MSA	The Analytics Advantage Extended Description [+]	Carl Chan,Paul Glesselman,Daniel Guetta,Clemas Mustemi,Garrett Van Ryan,Azraf Zeest	T 2:00 PM-5:15 PM	1.5	ADD
BUECB6216-001-20211-MSA	Economics of Organizational Strategy Extended Description [+]	Ann Bartel	M W 12:10 PM-1:40 PM F 12:10 PM-1:40 PM	1.5	REMOVE
BUECB6216-001-20211-MSA	Economics of Strategic Behavior Extended Description [+]	Marie Laura Doust	Th 2:00 PM-5:15 PM	3	ADD
BUECB6216-002-20211-MSA	Economics of Strategic Behavior Extended Description [+]	Marie Laura Doust	Th 8:30 AM-11:45 AM	3	ADD
BUECB6216-003-20211-MSA	Economics of Strategic Behavior Extended Description [+]	Jacopo Perego	Sun M T W Th 9:00 AM-5:00 PM	3	REMOVE

CBS Elective Selection

Step #3: After adding your classes, you will then rank them in order of importance. You can add them to the following buckets: Favorite, Great, Good, Acceptable.

- You can only rank one Favorite. The other buckets have no restrictions.

Note: Placing a course as your Favorite does not guarantee a seat in the course



Rank your selections

Rankings not yet saved

SUBMIT RANKINGS

You must submit your rankings for them to be saved

Rank the classes you chose according to your interest. The higher up you place a class, the harder the system will work to assign you that class. The first class on your list should be your favorite class, descending from there. The different sections (favorite; great; good; acceptable) are for distinct differentiation between classes, while the ranking within each section is for smaller adjustments and preferences between them. You do not have to place classes in every section. In some cases, you may wish to enroll in only one of a group of classes, even if you have ranked them all highly. Communicate this to Course Match using the Rules feature at the very bottom of the page. A rule is a list of classes that says how many of those classes you would like to take – as few as one and as many as three.

Favorite

Name	Description	Instructor	Time	Credits	
ECMRB8744-001-20211-MBA	The Psychology and Economics of Consumer Finance	Eric Johnson, Stephen Zeldes	Sun M T W Th 9:00 AM-5:00 PM	3	
DROP HERE					

Great

Name	Description	Instructor	Time	Credits	
MRKT8629-001-20211-MBA	Entertainment Marketing & The Crafting of Celebrity Businesses	Jarrod Moses	M 3:50 PM-7:05 PM	1.5	
MGMT88512-001-20211-MBA	Advanced Organizational Change	Todd Jick	M T W Th F 9:00 AM-5:00 PM	3	
DROP HERE					

Good

Name	Description	Instructor	Time	Credits	
FINCB8461-001-20211-MBA	Practice of Wealth Management for High-Net-Worth Clients	Maria Brisbane, Alex Zachary	W 5:40 PM-8:55 PM	3	
MRKT8646-001-20211-MBA	A Strategic Marketing Approach To Private Equity In Emerging Markets	Marco Viola	T 2:00 PM-5:15 PM	1.5	

CBS Elective Selection

Step #4: The next step is to review potential schedules that Course Match might assign at the end of the selection period.

- Please keep in mind that if there is a greater demand than available seats for your top pick classes, you may receive a schedule not in the potential schedules.
- Due to the format of block weeks, this review step might not easily capture your potential schedule.



Review your potential schedules

NEXT: CONFIRM

Here you will be presented the top best schedules (up to eight) you could receive based on your rankings. Timing and curricular conflicts are handled, so every schedule you see here is valid. It is important that these schedules reflect what you actually want. If they do, you are done. If not, go back and adjust your selections and rankings. Note: If there is a greater demand than available seats for your top pick classes, you may receive a schedule that is not included in the top eight displayed below.

- **Step #5:** The last step is to hit confirm. You can make changes and confirm again up until the selection round ends.

CBS Elective Selection

Add/Drop & Waitlist Period

- Takes place in Columbia University's main registration system: **Vergil**
- **Add/Drop happens in real-time** and is first come, first served
- If you do not want to take Capital Markets and/or Negotiations, you can drop these classes at this time
- Other changes to schedule can also happen at this time, including adding yourself to waitlists

Students can **Register** for
classes within the Course
Search, Student Planner, or
My Schedule/Registration
pages



Your Registration Appointment for Fall 2024 is open.

Registration is blocked until you sign the Financial Responsibility Statement for this term.

[Appointments](#)

You have unmet co-requisite requirements.

You must sign the Financial Responsibility Statement before proceeding with registration.

REMAINING
WAIT LIST
COUNT

REMAINING
MAX PDF
CLASSES

Each semester, students must review and sign the **Financial Responsibility Statement**

Keywords
Course Title or Keyword

School(s)
Search for schools

Department(s)
Search for departments

Subject(s)
Search for subjects

Subterm(s)

Course Identifier
e.g. MATH101UN, CHEM1

Call Number
e.g. 12345

Instructor
Search for instructor

Day(s)

Sunday Su
Monday Mo
Tuesday Tu

Wednesday We
Thursday Th
Friday Fr

Saturday Sa

Times Offered
5am 12am
Credits
0 20

Course Level
0 10000

Method of Instruction(s)

Course Type(s)

Courses that Satisfy Barnard General Education Requirement...

☒ Only show courses with sections

☐ Only show classes with open seats

☐ Satisfies Global Core Requirement (Columbia College and General Studies)

☐ Satisfies Science Requirement (Columbia College and General Studies)

Hide Filters

Faculty Evaluations

Sort by

22 COURSES
Only show courses with sections

Financial Accounting
ACCT500IB

3 sections

Section	Title	Call Number	Class Type	Day, Time, Location & Instructor	Method of Instruction	Grading Mode	Credits	Enrollment
001	Financial Accounting	10002	LECTURE	TBD 4001_test(test4001) Sep 3, 2024 - Dec 9, 2024	In-Person	Standard	3	Open 100 / 100
<div> Remove from Plan Join Wait List... </div>								
<div> Details Faculty Evaluations Syllabus Book List View in CourseWorks </div>								
Class Identifier (ID) ACCT500IB001 (1304534)					Subject ACCOUNTING (ACCT)			
School GRADUATE SCHOOL OF BUSINESS (SBU)					Session Full Term			
Department ACCOUNTING (ACCT)					Instructor test 4001 (test4001) primary			
002	Financial Accounting	10007	LECTURE	Tu 9:00am - 10:15am 114 AVERY HALL Ajdlar, Arnaud (aa2592) Sep 3, 2024 - Dec 9, 2024	In-Person	Standard	3	Restricted 25 / 15
<div> Add to Plan This class conflicts with MATH3020V001, WMST1050X001, AFCV1020C001 </div>								
<div> Details Faculty Evaluations Syllabus Book List View in CourseWorks </div>								
Class Identifier (ID) ACCT500IB002 (1304704)					Subject ACCOUNTING (ACCT)			
School GRADUATE SCHOOL OF BUSINESS (SBU)					Session Full Term			
Department ACCOUNTING (ACCT)					Instructor Arnaud Ajdlar (aa2592) primary			
001	Financial Accounting	10026	LECTURE	test4763_test4763(test4763) In-Person	Standard	3	Open 100 / 100	
<div> Add to Plan Register... </div>								
<div> Details Faculty Evaluations Syllabus Book List View in CourseWorks </div>								
Class Identifier (ID) ACCT500IB001 (1304777)					Subject ACCOUNTING (ACCT)			
School GRADUATE SCHOOL OF BUSINESS (SBU)					Session Full Term			
Department ACCOUNTING (ACCT)					Instructor test4763 test4763 (test4763) primary			

My Planner

Registered 3

Waitlisted -

Planned 7

REGISTERED CLASSES

REGISTERED

Financial Accounting ACCT500IB

Section 001

LECTURE - In-Person - 3 credits - Full Term

TBD
4001_test(test4001)
Sep 3, 2024 - Dec 9, 2024

ANESTHESIOLOGY PRECEPTORSHIP AS 036 OC

Section T12 Restricted 0 / 24

PRECEPT - In-Person - 0 credits - Full Term

You are already registered for another section of this course.

Financial Accounting ACCT500IB

Section 002 Full 25 / 15

LECTURE - In-Person - 3 credits - Full Term

Tu 9:00am - 10:15am
114 AVERY HALL
Ajdlar, Arnaud (aa2592)
Sep 3, 2024 - Dec 9, 2024

Join...

More Sections

Go to Planner

CBS Academic Resources

- **Vergil:** Vergil is used for viewing grades, financial services, and academic records as well as for add/drop.
- **Starfish:** Scheduling appointments with your academic advisor (Carolina) and peer tutoring
- **EMBA Student Site:** View policies, program dates, term schedules, and elective selection resources.
 - All resources and links for elective selection will be posted here in Academics—Elective Selection—Resources
 - CBS Course Catalog can be used to review historical course offerings

[OSA Quicklinks](#)



What if...

I'm not able to travel back to CBS after February class week in the Spring?

No problem! Pick your remaining elective(s) at LBS and there's nothing you need to do in CBS Course Match. If you're on an F-1 visa just be sure to plan on coming back in the Summer & Fall terms.

I don't want to take Negotiations or Capital Markets?

You will have the option to drop these courses during add/drop. For now, focus on other electives in Course Match, you can pick up to 6 credits (2 classes) from CBS.

I change my mind about a CBS or LBS elective later on?

You will still have the opportunity to make changes to your course selections as add/drop is ongoing. In most cases you will have more classes than you need.

I'm based in/near NY and I want to take classes in formats other than Block Weeks?

This will be more possible during Term 4 and 5 but we can discuss this in more detail during an advising session.

F-1 Visa Holders

- The program is designed for **4 courses** (12 credits) each term to maintain fulltime status
 - Only exception is your final term (Fall 2027)
- You must have one course that physically takes place in NYC each term (**at least one entry into U.S. on F-1 status**)
 - A CBS International Seminar does not count since you will not enter the U.S.
- A new I-20 is required on each entry into the US, unless you're returning within one month. Speak with ISSO for planning and to ensure proper I-20 dates.
- Health and/or financial holds **will prevent you from registering**
- Due to program structure and updated federal guidelines the EMBA-Global program is not eligible for OPT (Optional Practical Training)

Reminders

All Students: Health and/or financial **holds will prevent you from registering and must be resolved prior to the start of Course Match.**

- Please review if you have a hold in Vergil--> View my Holds
 - If you have questions about a health hold, please email immunizationcompliance@columbia.edu
 - If you have questions about a financial hold, please email finaid@gsb.columbia.edu for guidance

Please note our office cannot lift or override holds placed by other University offices.

What's Next: Key Dates

October 15	CBS: Elective Briefing Part II & LBS Drop-In
Thursday 15 to Monday 19 October	LBS: Elective and Global Experience Bidding Round 1 for SPR27 & SUM27
Thursday 22 to Monday 26 October	LBS: Elective and Global Experience Bidding Round 2 for SPR27 & SUM27
Wednesday 28 October to Thursday 5 November	CBS Elective Selection: Course Match Ranking
Thursday 29 October	LBS: Elective Add/Drop opens
Wednesday 2 December	CBS: Elective Add/Drop opens

Questions?

Up Next:

LBS Drop-In Session