

MASTER OF BUSINESS ADMINISTRATION, MBA

Degree Requirements

The Master of Business Administration at IBS is a 2-year, full-time program with a focus on international business. Students concentrate in one of three fields: International Business, International Finance, or International Economic Policy. During the two years of the program (4 semesters), you will take a full course load by completing the equivalent of 16 full-semester, 4-credit courses, for a total of 64 credits. (Half-semester courses, called modules, are 2-credit courses; two of these are equivalent to one full-semester course.) You are allowed to take more than 16 credits per semester, but because of the 2-year residency requirement, this would not reduce your time to graduation. Summer courses do not count toward the residency requirement and normally no summer courses are offered in the program.

For most students, degree requirements include nine and a half (9.5) semester-equivalent courses in eight subject areas and at least six and a half (6.5) elective courses; you may take more electives, if you wish. (If you have not taken microeconomics or statistics previous to arriving at Brandeis, then you need to also take modules on those topic.) A core course may also be taken as an elective, if you have already met the requirement. In some areas, a specific course is mandated to fill the requirement; in other areas, you have a choice among a few courses. Some advice on selecting among these choices is in this handbook; in addition, you will receive advice at orientation and from peer and faculty advisors.

Be aware that the requirements for the MAief are different from those for the MBA, so program advice you get from MAief students may or may not apply to you. MAief and MBA students do often take the same courses, so that advice about courses is usually relevant to both.

The core areas for our MBA degree, with their course options, are as shown on the following page.

MBA Requirements at Brandeis IBS

Subject Area	Semester-equivalent courses required	Courses Available to Meet Requirement		Normally offered in
<i>If you have poor preparation in microeconomics</i>		<i>Econ 200f</i>	<i>Fundamentals of Microeconomics</i>	<i>Fall</i>
Quant methods	1	Econ 210f Bus 211f Fin 217f Econ 211f Econ 212f	Fundamentals of Stat Analysis Information Management Financial Modeling Introduction to Econometrics Applications of Econometrics	Fall/Spring Spring Spring Spring Spring
Accounting	1	Fin 212a Fin 213a	Accounting and Fin. Analysis Advanced Financial Accounting	Fall Spring
Int. Economics	1	Econ 201a	Global Economic Environment	Fall
Finance	2	Fin 201a Fin 202a	Financial Theory Int. Corporate Finance	Fall Spring
Marketing	1	Bus 252a Bus 250a Bus 251a	Marketing Management Global Marketing Strategy Financial Product Marketing	Fall Spring Fall
Operations	1	Bus 272a	Operations Management	Spring
Org. Behavior	1	Bus 220a Bus 221a	Organizational Behavior Managing Across Cultures	Fall Spring
Business Policy	1 1/2	Bus 260a Bus 270a * Bus 260a * Plus any other in this list Bus 275f Bus 295a Bus 262f Bus 264a	Competition & Strategy Managing Int'l Business Organizations & Management Transnational Negotiations Field Projects in Consulting Alliance Strategy Consulting Approaches	Spring Fall Fall Fall/Spring Spring Spring Spring
Total	9 1/2			

Electives

IBS offers more than 50 electives and the list grows yearly. Also, as noted above, **any course that fulfills requirements may also be taken as an elective, after you have fulfilled the relevant area requirement.** Please consult the IBS web page for what will be offered, the prerequisites associated with each course and the schedule of classes.

All course information is available at:

http://www.brandeis.edu/global/current_students.php.

In addition to core courses taken as electives, common electives taken by students in the MBA program include the following:

BUS 230a	Entrepreneurship
BUS 276a	Business Dynamics: Managing in a Complex World
FIN 231a	Creating and Managing Value
FIN 262a	International Portfolio Management
FIN 248a	Financial Strategies
FIN 232a	Mergers and Acquisitions
FIN 241f	Financial Planning and Control
FIN 216f	Financial Statement Analysis

Students may elect to take one course outside of IBS as an elective. If the course is NOT a language class or a Heller School class without an IBS correlate, students should see the OASS staff for further details about how to receive approval for taking that course. An IBS correlate is a class with similar course content and structure. Only after approval has been granted can a student register for the course.

Concentrations

The MBA at Brandeis International Business School is normally focused on international business. As a result, any student who does not select another concentration will receive an “MBA in International Business.” To earn a different concentration, you must take at least 4 semester-equivalent electives in a specialty, beyond what is included in the core requirements; the “MBA in International Finance” thus requires 4 electives in Finance and the “MBA in International Economic Policy” requires 4 electives in Economics. At least two of the four courses required for a concentration must be taken at IBS. You may choose to take elective courses through study abroad or cross-registration; however, these courses must be pre-approved by your Program Director if they are to count toward the concentration.

You must complete the declaration of concentration process **before** you apply for graduation. You can obtain a “Declaration of Concentration” form online at http://www.brandeis.edu/global/current_students.php.

Planning Your Courses in the IBS MBA Program

You should take some time to plan in advance so that you are not overloaded and are able to complete all requirements and take the electives that you want to take. Your

Program Director can help in the planning process, but you should also ask fellow MBA students for their advice.

As a first-year student, your choices in the Fall are relatively limited because you will be registered prior to your arrival in the IBS core courses. The courses you will be registered for include:

- FIN 201a Financial Theory OR FIN 301a Advanced Financial Theory (depending on prior coursework)
- FIN 212a Accounting and Financial Analysis or FIN 213a Advanced Financial Accounting (depending on prior coursework and experience)
- ECON 201a Global Economic Environment

Depending on prior coursework and experience you may also be registered in:

- ECON 201f Fundamentals of Microeconomics
- ECON 210f Fundamentals of Statistical Analysis

A typical program of study might be as follows:

Typical MBA Program of Study at IBS

FIRST YEAR

Fall	Spring
<ul style="list-style-type: none"> • Global Economic Environment* • Accounting and Fin Analysis* • Financial Theory* • Fundamentals of Stat Analysis* • Marketing Management* or Organizational Behavior* or elective course or module 	<ul style="list-style-type: none"> • International Corporate Finance* • Operations Management* • Competition and Strategy* • Global Marketing Strategy* or Managing Across Cultures* • Elective module

SECOND YEAR

Fall	Spring
<ul style="list-style-type: none"> • Study abroad or 4-5 courses, electives or requirements 	<ul style="list-style-type: none"> • Financial Modeling* • Electives or remaining requirements

* Courses used to fulfill core requirements of the MBA. If core requirements are met with other courses, these may be taken as electives.

Some Course Selection Tips and Guidelines for all IBS students

Exemption from Requirements

If your preparation is strong in a particular area and you believe that you qualify for an exemption from a particular requirement you will need to submit a Requirement Completion Form to the Office of Administration and Student Services. A “Requirement Completion Form” form is available online at http://www.brandeis.edu/global/current_students.php. **You must apply for course exemptions during your first semester at IBS.** Be sure to include supporting documentation for your petition. Please note, being exempted from a requirement will not reduce your workload, however, it does give you more freedom to enroll in electives that may be of particular interest.

If you have had substantive prior preparation in the following areas, you should strongly consider the following advice.

Background in Accounting

Most students have studied some accounting already. Depending on how much background you have in accounting, you should take one or the other of these courses:

Fin 212a: Accounting and Financial Analysis. This introductory accounting course is designed for students with no previous exposure to accounting. It will provide a comprehensive background in financial accounting, aimed at the needs of the financial decision maker rather than the budding accountant.

Fin 213a: Advanced Financial Accounting. This accounting course is designed as an accelerated review to financial accounting with some previous exposure to accounting. It will review in approximately eight weeks the material covered in 212a in thirteen weeks. In addition the final 4-5 weeks will look at some of the international and foreign exchange accounting issues, as well as using case studies in accounting policy.

MA and MBA students should take EITHER FIN 212a, Accounting and Financial Analysis OR FIN 213a, Advanced Accounting and Financial Analysis. Students who take both will not be granted credit as there is considerable overlap in the courses.

MA and MBA students should NOT take FIN 210f, Accounting I or FIN 211f, Accounting II. They are meant for MSF students only! The course content of the MSF accounting courses is contained in FIN 212a and FIN 213a.

In exceptional cases you may be exempted from the core accounting requirement, allowing you to take more advanced accounting or other electives.

Levels of Finance Courses

If you have had one or more college-level finance courses in the last five years and are comfortable with statistics, you may take **Fin 301a Advanced Financial Theory**, offered in the Fall semester, instead of **Fin 201a**. That course will move faster than **Fin 201a** and develop more rigorous foundations in finance. Some Ph.D. students will also enroll in this course, but it is designed to address the needs of Master's students with extensive background and interest in finance.

Do you need additional preparation in economics or statistics?

If you have not taken microeconomics or college-level statistics in the last five years, you may need additional preparation in economics and/or statistics. In that case, you should take one or both of these fundamentals courses: **Econ 200f(1) Fundamentals of Microeconomics** and/or **Econ 210f(2) Fundamentals of Statistical Analysis**. Note that for the MBA, this statistics fundamentals course would count toward your requirement, but the microeconomics course would be extra.

Non-Course Requirements

The requirements described below have corresponding exemption paperwork that students need to complete. A notation on a student's transcript will be made, which will indicate the requirement has been met. Students who have already met these requirements should submit paperwork during the first semester at IBS. See the Office of Administrative and Student Services (OASS) for all forms and paperwork.

Language Proficiency Requirement

To graduate, a student is required to have working knowledge of a language in addition to English. Practically speaking, this means ability to carry on a basic conversation with a colleague in a language other than English. Basic reading and writing skills (such as a simple email) are also required.

To demonstrate proficiency, evidence can be provided in one of the following ways:

- native language is not English
- two semesters of a language at Brandeis
- two to four courses in the host language while studying abroad
- intensive language course during the study abroad semester
- demonstrated competency (see the OASS to inquire about this option)
- an intensive language course such as Berlitz

International Experience Requirement

The MBA and MAief Programs require students to have or gain professional international experience before they graduate. This requirement can be satisfied in the following ways:

- studying abroad for a semester at one of our partner universities
- living outside of the United States for three or more years (having lived outside of the US when a young child will not meet this requirement; see OASS)
- working in a professional position for at least three months outside of the US
- undertaking a rigorous internship outside the United States for 3 or more months

Study Abroad Option

Even students who have already met the international experience requirement before they get here may elect to study abroad at one of our partner universities.

You may study abroad for one semester and receive credit for up to 4 courses toward your Brandeis degree. To receive the full 4-course credit you must take the normal course load at the partner university and complete your courses with satisfactory grades. Students typically study abroad in the fall of their second year. If you choose to go abroad in the spring of your first year, you need to decide very soon after you arrive at Brandeis. Consult with the Assistant Director of Academics and Student Services if you are considering this option.

The courses you take abroad normally fulfill the elective part of your Brandeis degree requirements. In unusual cases, you may complete a core course requirement or receive credit for additional coursework. You must get approval for this in advance; please consult your program director.

Cross-Registration Option

Students are permitted with signature permission to cross-register for one course each semester, and these courses can count as electives. Schools with cross-registration include: Babson College, Boston University, Boston College, Bentley College, and Tufts University.

Cross-registration is purely a student initiative; that is students must complete all the necessary paperwork and make all arrangements¹. Students should discuss course

¹ This includes transportation. Withdrawal from a cross-registered course requires paperwork with the partner university.

plans with staff in the OASS. It may be useful to discuss cross-registration plans with the Program Director who can provide useful advice.

Thesis Option

Students who wish to unify their studies by completing a Master's project with thesis may do so under the direction of a thesis advisor and their Program Director. A thesis topic or focus may arise from the student's chosen concentrations in International Economics, International Finance, or International Business. Students choosing to complete an optional master's project involving a thesis must submit their completed project no later than April 15 of the year in which the degree is to be conferred. If you are interested in the thesis option, contact your Program Director.

ASSURANCE OF LEARNING GOALS

The International Business School has recently put in place "assurance of learning goals" for its programs. The objective of the goals, required to meet accreditation standards set by AACSB International, is to ensure that every student in each of our programs leaves the School having gained certain fundamental knowledge and skills. You can find the goals for the MBA program at the end of this section.

Over the course of the year we will be testing whether students have attained the goals using a variety of measurements. The tests will be conducted mainly in the context of courses (for instance targeted questions in mid-term and final examinations), but also by other means, such as surveys, stand-alone tests, evidence of overseas and linguistic experience. Mostly you will have to do nothing over and above your normal studies to demonstrate attainment of the goals, as they are closely aligned with the School's core curriculum.

While faculty will monitor individuals' performance in relation to the goals, it will not be reflected in a student's academic record, which will continue to be based on grades.

The School will use the results of the measurements of the learning goals to help improve its programs and ensure that they enable you to meet your own academic and career objectives.

The goals for the MBA program are:

1. Business and Management:

"Students will understand key management concepts and be able to apply them to companies and industries in the real world."

2. Financial Concepts:

"Students will understand fundamental financial concepts and be able to apply them to issues in corporations and markets in a global context."

3. Global System:

“Students will have a practical understanding of the economic/finance and social/political dimensions of global economic environments that can be applied to the analysis of real-world problems.”

4. Language and International Experience:

“Students will have a working knowledge of a language other than English and will have substantive experience of living or working outside the United States.”

5. Professional Communications Skills:

“Students will have the written, presentational, and collaborative skills to (a) work individually or with peers from around the world to articulate a case based on complex data, and (b) advocate that case before an international audience.”