Independent Interdisciplinary Major

In choosing a major, a student may propose a program that combines academic work in several departments. The proposal requires the support of at least two departments and one member of each supporting department who will agree to serve on the student’s major committee. This program shall be limited to a total of about 30 students in the College of Arts and Sciences. An independent interdisciplinary major must be declared before the end of the student’s junior year.

Courses of Instruction

**IIM 98b Senior Essay**
Usually offered every year.
Staff

**IIM 99d Senior Research**
Usually offered every year.
Staff

An interdepartmental program

International and Global Studies

Objectives

International and global studies (IGS) is an interdisciplinary program that provides students with an opportunity to understand the complex processes of globalization that have so profoundly affected politics, economics, culture, society, the environment, and many other facets of our lives. After a set of four foundational courses (a gateway introductory survey and three core courses), students specialize in a key area: Cultures, Identities, and Encounters; Global Economy; Global Environment; Global Governance; Global Media and Communications; Inequalities and Poverty; or an Independent Specialization. To gain a deeper understanding of other cultures, IGS majors take one additional language course (beyond the University requirement) and complete either study abroad or an internship abroad (or some combination of the two). The IGS program thus combines a set of rigorous foundational courses, an opportunity to specialize on a key problem of globalization, and a combination of superior language skills and international residency (study or work) for meaningful, firsthand experiential learning.

How to Become a Major or Minor

Students who wish to major or minor in international and global studies may choose an advisor from any faculty member teaching in the IGS program, but are encouraged to work with the head of the specialization that they choose. Although IGS fulfills the University requirements as a major, students will often find it highly advantageous to combine it with another major or minor in a specific disciplinary or area studies curriculum.

Students should take International and Global Studies [IGS 10a] during their first or second year; this course provides a systematic introduction to the key issues of contemporary global change, provides an overview of the specializations (from which the student will later choose), and gives an orientation to the options for international internships and study abroad. In addition, students must take three core courses in the disciplines of anthropology [ANTH 1a, Introduction to the Comparative Study of Human Societies], economics [ECON 8b, Global Economy, prerequisite ECON 2a], and politics [POL 15a, Introduction to International Relations]. These foundational courses should be completed by the end of the sophomore year.
University foreign language requirement.
requirement will be waived if a student is exempted from the
language course at Brandeis or during study abroad. This
language of study, the instruction must be in the foreign
foreign language requirement, normally in the student’s primary
primary area of specialization. Students are encouraged to choose
specialization, none of which may be listed under the student’s

A. Gateway Course: IGS 10a [Introduction to International and
Global Studies]

B. Core Courses: ANTH 1a [Introduction to the Comparative
Study of Human Societies], ECON 8b (Global Economy), and POL
15a [Introduction to International Relations].

C. Four courses within one of the following specializations:
Cultures, Identities, and Encounters; Global Economy; Global
Environment; Global Governance, Global Media and
Communications; Inequalities and Poverty, or an Independent
Specialization approved by the Faculty Executive Committee. Courses selected for an independent specialization must meet the
following criteria: (a) the subject matter is international,
comparative or provides a theoretical framework suitable for the
analysis of global issues; and (b) at least a third of the course
pertains to the proposed field of study. Within each standard
specialization, there are one or more required or strongly
recommended courses. With the approval of the undergraduate
advising head of the program, a student may substitute no more
than two courses for courses listed within any specialization.

D. Electives: At least two additional courses from another area of
specialization, none of which may be listed under the student’s
primary area of specialization. Students are encouraged to choose
foundational courses from other specializations.

E. Auxiliary Language Study: One course beyond the University
foreign language requirement, normally in the student’s primary
language of study, the instruction must be in the foreign
language. This may be fulfilled by enrolling in an additional
language course at Brandeis or during study abroad. This
requirement will be waived if a student is exempted from the
University foreign language requirement.

F. Study Abroad and International Internship: Students may satisfy
this requirement by one semester of study abroad, by participating
in an approved international internship, or by some combination of
the two. Although one semester of study abroad is sufficient by
itself, it is highly desirable that students participate,
simultaneously, in a part-time internship. The international
internship ordinarily must be for a minimum of two months (either
in the summer or regular term); it must be approved by the
undergraduate advising head. In special cases, and with the approval
of the undergraduate advising head, students may perform the
international internship at an agency that is located in the United
States but directly engaged in international and global issues.
Students who participate in an independent internship may apply to
receive course credit for the internship by submitting, upon their
return to the University, a substantial analytical paper about their
experience.

G. Senior Thesis (optional): Students have the option of undertaking
an honors thesis, which is required for degrees granted with
distinction. Ideally, but not necessarily, a student’s thesis will be
based on his or her internship or on research conducted during his
or her study abroad. By undertaking and completing an honors
thesis, students will receive credit for two courses.

H. No more than five courses from any one department will be
counted towards the major.

Requirements for the Minor

A. Gateway Course: IGS 10a [Introduction to International and
Global Studies]

B. Core Courses: ANTH 1a [Introduction to the Comparative
Study of Human Societies], ECON 8b [Global Economy], POL
15a [Introduction to International Relations].

C. Electives: Two courses from two different areas of specialization.

D. No more than three of these courses may count toward another
minor.

Courses of Instruction

IGS 10a Introduction to International and
Global Studies

“Globalization” touches us more everyday. Introduces the challenges of globalization to national and international governance, economic success, individual and group identities, cultural diversity, the environment, and inequalities within and between nations, regions of the globe, gender, and race. Usually offered every year.
Mr. Freeze and Mr. Ross

IGS 92a Global Studies Internship

Usually offered every year.
Staff

IGS 92b Global Studies Internship

Usually offered every year.
Staff

IGS 98a Independent Study

Usually offered every year.
Staff

IGS 99d Senior Research

Seniors who are candidates for degrees with honors in IGS must register for this course and, under the direction of a faculty member, prepare an honors thesis on a suitable topic. Usually offered every year.
Staff

Core Courses

ANTH 1a
Introduction to the Comparative Study of Human Societies

ECON 8b
The Global Economy
<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>IGS 10a</td>
<td>Introduction to International and Global Studies</td>
</tr>
<tr>
<td>POL 15a</td>
<td>Introduction to International Relations</td>
</tr>
</tbody>
</table>

### Cultures, Identities, and Encounters

**Required Specialization Course**

- **HIST 61a**
  - Cultural Encounters and Conflict in Historical Perspective

**Electives**

- **AAAS 18b**
  - Africa and the West
- **AAAS 145b**
  - What is Race?
- **ANTH 80a**
  - Anthropology of Religion
- **ANTH 129b**
  - Global, Transnational, and Diasporic Communities
- **ANTH 139b**
  - Language, Ethnicity, and Nationalism
- **ENG 111b**
  - Post-Colonial Theory
- **ENG 155b**
  - Literature and Empire
- **FA 192a**
  - Studies in Modern Art
- **FREN 165b**
  - Haiti, Then and Now
- **GECS 160a**
  - In the Shadow of the Holocaust: Global Encounters
- **HIST 56b**
  - World History to 1960
- **HIST 71a**
  - Latin American History, Pre-Conquest to 1870
- **HIST 80b**
  - East Asia: Nineteenth Century to the Present (China and Japan)
- **HIST 148b**
  - Central Asia in Modern Times
- **IMES 104a**
  - Islam: Civilization and Institutions
- **NEJS 141b**
  - Zionism and its Critics
- **NEJS 143a**
  - Polish-Jewish Relations in the Twentieth Century

**NEJS 144a**
- Jews in the World of Islam

**SECS 169a**
- Travel Writing and the Americas: Columbus’s Legacy

**SOC 125b**
- U.S.-Caribbean Relations

**SOC 128a**
- Religion and Globalization

**WMNS 105b**
- Feminist Theories in Historical and Cross-Cultural Perspective

**WMNS 195b**
- The Woman’s Voice in the Muslim World

### Global Economy

**Required Specialization Courses**

- Student must choose three out of four courses:
  - **BUS 70a**
    - Business in the Global Economy
  - **ECON 57a**
    - Environmental Economics
  - **ECON 60b**
    - The Economics of International Trade Disputes
  - **ECON 175a**
    - Introduction to the Economics of Development

**Electives**

- **AAAS 80a**
  - Economy and Society in Africa
- **AAAS 126b**
  - Political Economy of the Third World
- **ECON 141b**
  - Technology and the Global Economy
- **ECON 160a**
  - International Trade Theory
- **ECON 161a**
  - International Finance
- **ECON 225a**
  - Comparative Institutional Economics
- **POL 172b**
  - Introduction to International Political Economy
- **POL 180b**
  - Sustaining Development

### Global Environment

**Required Specialization Courses**

- **AMST 20a**
  - Environmental Issues
- **ECON 57a**
  - Environmental Economics

**Electives**

- **AAAS 158a**
  - Theories of Development and Underdevelopment
- **AMST 101a**
  - American Environmental History
- **AMST 102a**
  - Women, the Environment, and Social Justice
- **AMST 106b**
  - Food and Farming in America
- **ANTH 55a**
  - Models of Development
- **ANTH 127a**
  - Medicine, Body, and Culture
- **BIOC 17b**
  - Conservation Biology
- **BIOC 23a**
  - Evolutionary Ecology
- **BIOC 134b**
  - Topics in Ecology
- **BISC 2a**
  - Human Reproduction, Population Explosion, Global Consequences
- **BISC 3b**
  - Humans and the Environment
- **ECON 176a**
  - The Household, Health, and Hunger in Developing Countries
- **ENG 60b**
  - Writing about the Environment
- **HIST 100a**
  - Fire and Ice: An Ecological Approach to World History
- **HIST 128a**
  - Ecological Imperialism: the Environmental Consequences of Early Modern Expansion
- **LGLS 132b**
  - Environmental Law and Policy
- **SOC 112a**
  - Topics on Women and Development
- **SOC 175b**
  - Civic Environmentalism
Global Governance

Suggested Foundational Course

**POL 172b**
Introduction to International Political Economy

Students following the Global Governance track must choose two courses from each sub-area below.

Global Challenges

**AAAS 60a**
Economics of Third World Hunger

**AAAS 117a**
Communications and Social Change in Developing Nations

**AAAS 126b**
Political Economy of the Third World

**AAAS 158a**
Theories of Development and Underdevelopment

**ANTH 139b**
Language, Ethnicity, and Nationalism

**HIST 179a**
Globalization: Critical Historical Perspectives

**NEJS 189a**
The Arab-Israeli Conflict

**POL 131b**
Social Movements in Latin America

**POL 146b**
Seminar: Topics in Revolutions in the Third World

**POL 161b**
Causes and Prevention of War

**POL 172b**
Introduction to International Political Economy

**SOC 112a**
Topics on Women and Development

**SOC 119a**
War and Possibilities of Peace

**SOC 121a**
New Approaches to Development: Globalization and Human Development

Transnational Cooperation and Conflict

**AAAS 163b**
Africa in World Politics

**LGLS 124b**
International Law and Development

**LGLS 125b**
International Law, Organizations, and Conflict Resolution

NEJS 144b
Conflict and Consensus in Israeli Society

PHIL 19a
Human Rights

POL 127a
Ending Deadly Conflict

POL 127b
Seminar: Managing Ethnic Conflict

POL 153a
The New Europe: European Economic and Political Integration

POL 160b
World Politics since 1945

POL 163a
Seminar: Human Rights and International Relations

POL 166b
Seminar: Issues in International Political Economy

POL 174b
Seminar: Problems of National Security

POL 175b
Global Civil Society

POL 176a
Seminar: International Intervention

POL 178a
Seminar: International Politics of the Pacific

POL 180b
Sustaining Development

Global Media and Communications

Suggested Foundational Course

**ANTH 26a**
Communication and Media

Students following the Global Media track must choose two courses from each sub-area below.

Defining Media

**AMST 134b**
The New Media in America

**ANTH 26a**
Communication and Media

**ANTH 153a**
Writing Systems and Scribal Traditions

**COML 160b**
Narrative in Literature and Film

**COML 170a**
Working across Cultures

**FA 20b**
Introduction to Visual Culture

**SOC 146a**
Mass Communication Theory

Communicating across Cultures

**AAAS 134b**
Novel and Film of the African Diaspora

**ANTH 184b**
Cross-Cultural Art and Aesthetics

**ENG 17b**
African Novel

**ENG 77b**
Literatures of Global English

**ENG 127a**
The Novel in India

**FECs 157a**
French Film

**GECs 167a**
German Cinema: Vamps and Angels

**MUS 35b**
The Music of the African Diaspora

**RECS 149b**
The Rise and Fall of Russian Modernism: Cultural and Political Revolutions 1900-1934

**SOC 120b**
Globalization and the Media

**THA 115b**
The Avant-Gardes

Inequalities and Poverty

Students following the Inequalities and Poverty track must choose two courses from each sub-area below.

Inequality and Development

**AAAS 18b**
Africa and the West

**AAAS 60a**
Economics of Third World Hunger

**AAAS 80a**
Economy and Society in Africa

**AAAS 123a**
Third World Ideologies

**AAAS 143a**
Economies of African Countries

**ANTH 55a**
Models of Development

**ANTH 163b**
Production, Consumption, and Exchange
A graduate school

Brandeis International Business School

Objectives

The Brandeis International Business School prepares students for the challenges of the emerging global marketplace. Its programs address the complex responsibilities faced by business and government leaders in their varied professional environments.

M.A.ief Program
The Lemberg M.A. in International Economics and Finance, offered in collaboration with the University’s economics department, is a two-year professional degree that integrates analytical skills in economics and capital markets with practical management insights and global economic perspectives. It prepares students for careers in finance, economic policy, consulting, multinational corporations, and international organizations.

M.B.A.i. Program
The M.B.A. International, a two-year professional degree, offers in-depth training in all business and management functions, with special emphasis on finance and strategy. Its internationally focused curriculum and language requirement distinguish it sharply from “generic” M.B.A. degrees.

M.S.F. Program
The M.S. in finance is a 10-course, part-time program focused on the quantitative and analytical tools of modern finance with emphasis on applications in investments and corporate financial management. The program accommodates the schedules of working professionals by offering year-round evening courses and may be completed within five semesters.

Ph.D. Program
The Ph.D. in international economics and finance, offered in collaboration with the University’s economics department, provides advanced training in economic theory, research techniques, and creative problem-solving in an integrated, global economic framework. Concentrations are limited to international trade, international finance, international business, and development/transition economics. The program prepares students for research, teaching, and policy-making careers, in business, government, and international agencies.

Combined B.A./M.A. Programs
Brandeis and Wellesley undergraduate students may apply for admission to a special B.A./M.A. track within the Lemberg M.A.ief Program in the spring of their third year. They begin taking program courses in their fourth year of undergraduate study and satisfy the master’s degree requirements in one additional year of study at the graduate level after receiving their B.A. degree.

How to Be Admitted to Brandeis International Business School

The School seeks outstanding candidates from around the world, and from a wide range of backgrounds and experiences. Factors critical in the evaluation of applicants to all IBS degree programs include academic achievement, aptitude for graduate study, motivation, leadership, and experience. Detailed information regarding admission requirements, applications, policies, and procedures, is available on the IBS Website and by contacting the Office of Admissions.
Requirements for the Degree of Master of Arts  

**Program of Study**
Students must successfully complete an approved schedule of at least 16 semester-length courses (or the equivalent) during their four semesters of residency at Brandeis. This includes six required courses (in the areas of accounting, financial theory, quantitative techniques, international economic environment, international trade, and international corporate finance) and the remaining five must be selected from a list of approved electives. Four semester-length courses (or the equivalent) may be completed during the student’s semester abroad.

**Residence Requirement**
Two years (four semesters) of full-time residence are normally required. One of these may be a semester spent at a foreign university associated with the program. For candidates on the B.A./M.A. track, one year of residence as a graduate student is required.

**International Experience Requirement**
Students are required to have international experience through living, working or studying outside the United States. This requirement can be fulfilled with experience gained prior to entry into IBS or while the student is enrolled at IBS. For a list and explanation of the options available for satisfying the requirement, consult the IBS website or the Office of Student Services.

**Language Requirement**
Students are required to have basic knowledge of a language other than English. This requirement can be fulfilled with a language learned prior to entry into IBS or while the student is enrolled at IBS. For a list and explanation of the options available for satisfying the requirement, consult the IBS Website or the Office of Student Services.

**Concentrations**
Students may concentrate in one of three fields: international finance, international economic policy, or international business. Concentrating requires taking four semester equivalent courses in the field beyond the required core courses. Students who complete this requirement receive the M.A. in international economics and finance with a concentration in international finance (or international economic policy or international business).

Requirements for the Degree of Master of Science in Finance (M.S.F.)  

**Program of Study**
Students must successfully complete an approved schedule of 10 semester-length courses (or the equivalent). Five courses are required (in the areas of accounting, investment analysis, quantitative techniques, international economic environment, and international corporate finance) and the remaining five must be selected from a list of approved electives.

**Residence Requirement**
Students may complete the requirements at their own pace. Full-time residency is not required. However, students are normally required to complete their requirements within four calendar years after beginning work in the program.

**Concentrations**
Students may concentrate in one of two fields: business finance or international investments. Concentrating requires taking two semester courses (or the equivalent) in the field beyond the required courses. Students who complete this requirement receive the M.S. in finance with a concentration in business finance (or international investments).
Requirements for the Degree of Master of Business Administration International (M.B.A.i.)

Program of Study
Students must successfully complete a minimum of 16 semester-length courses (or the equivalent) during their four terms of residency at Brandeis. At least nine and one-half semester-course credits must be taken within a required set of subjects (in the areas of economic environment of business, quantitative methods, accounting and control, finance, marketing, operations, organizational behavior, and business policy) and the remaining courses must be selected from a list of approved electives. Four semester-length courses (or the equivalent) may be completed during the student’s semester abroad.

Residence Requirement
Two years (four semesters) of full-time residence are normally required. One of these may be a semester spent at a foreign university associated with the program.

International Experience Requirement
Students are required to have international experience through living, working, or studying outside the United States. This requirement can be fulfilled with experience gained prior to entry into IBS or while the student is enrolled at IBS. For a list and explanation of the options available for satisfying the requirement, consult the IBS website or the Office of Student Services.

Language Requirement
Students are required to have basic knowledge of a language other than English. This requirement can be fulfilled with a language learned prior to entry into IBS or while the student is enrolled at IBS. For a list and explanation of the options available for satisfying the requirement, consult the IBS website or the Office of Student Services.

Concentrations
Students may concentrate in one of three fields: international business, international finance, or international economic policy. Concentrating in finance requires taking four semester equivalent finance courses beyond the required core courses. Students who complete this requirement receive the M.B.A. in international finance instead of the M.B.A. in international business.

Courses of Instruction

[200 and above] Primarily for Graduate Students

BUS 211f Information Management
Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 281f in previous years. Surveys of quantitative techniques and computer tools in management information systems including database manipulation. Objective of the course is to help students acquire advanced computer skills through cases and hands-on applications. Usually offered every year.

BUS 220a Organizational Behavior
This course may not be repeated for credit by students who have taken IEF 237b in previous years. Open only to master’s degree students. Covers the fundamentals of organizational behavior, including the topics of leadership, work motivation, organizational culture, organizational structure, group dynamics, perception, decision-making, and cross-cultural interaction. Assignments include group project analysis of real organizational dilemma using concepts covered in class. Usually offered every year.

Mr. Molinsky

BUS 221a Managing across Cultures
This course may not be repeated for credit by students who have taken IEF 230a in previous years. Focuses on interpersonal challenges of managing across cultures. Using a combination of lecture, role-plays, video, and student presentations, this course will equip students with skills and perspectives that will enable them to function more effectively in foreign cultural situations. Usually offered every year.

Mr. Molinsky

Requirements for the Degree of Doctor of Philosophy

Program of Study
Requirements include successful completion of formal coursework, outstanding performance in examinations designed to measure field competence, and completion of a thesis that represents substantial original research. Students are required to complete seven core courses (in the areas of microeconomics, macroeconomics, econometrics, and finance) and must also complete at least two elective courses in two of the four following major fields:

1. International trade
2. International finance
3. International business
4. Development/transition economics

After core and field examination requirements are substantially completed, students are required to enroll in ECON 399a (Dissertation Workshop). This workshop provides opportunities for students to hear research presentations by faculty members and visitors, present papers in progress, and define thesis objectives.

Residence Requirement
Three years of full-time residence are normally required. However, for most students it takes four or more years of full-time study to complete the degree.

Core and Field Examinations
Each candidate for the Ph.D. must pass a written examination, offered annually, covering the core required subjects. Students must also pass written examinations in two of the four major fields (see above) to demonstrate competence in a broad specialty. Field examinations are offered as required.

Dissertation and Defense
All candidates for the Ph.D. will submit a dissertation in a form approved by his or her dissertation director and by a committee appointed by the director of the Ph.D. Program. The student will defend the dissertation at a Final Oral Examination.
BUS 222a The Leadership Experience
This course may not be repeated for credit by students who have taken IEF 231a in previous years.

This course presents the challenges of leading and managing in interpersonally challenging situations. Topics include delivering bad news, conducting performance reviews, handling difficult employees, and giving and receiving feedback. Extensive use of role-plays and simulated managerial situations. Usually offered every year.

Mr. Molinsky

BUS 225a Organizations and Management
Explores organizational structures and processes of firms. Topics include alignment of strategy and structure, elements of organizational design, organization of multi-business and multinational firms, internal and external networks, public policy, and organizational leadership. Uses case studies and class discussion extensively. Usually offered every year.

Mr. Reed

BUS 230a Entrepreneurship
This course may not be repeated for credit by students who have taken IEF 235b in previous years.

This course addresses the fundamentals of starting and growing a business, including entrepreneurial finance and financial management. Covers theory and practice, and includes presentations by speakers engaged in entrepreneurship, underwriting, and venture capital. The major assignment is a team project to construct a business plan for a startup company using actual data. Usually offered every year.

Staff

BUS 231a Entrepreneurial Finances and Business Plans
Open only to IBS students. This course may not be repeated for credit by students who have taken IEF 234b in previous years.

Introduces techniques for preparing business plans and explores the process of using a business plan to acquire funding. Requires students to prepare a business plan for a new venture and to present this plan in front of a critical audience. Usually offered every year.

Mr. Chen

BUS 232a International Entrepreneurship
This course may not be repeated for credit by students who have taken IEF 235a in previous years.

International entrepreneurs seek and evaluate new venture and business expansion opportunities worldwide. This course examines world trade issues, emergence of economic unions, and the economic opportunities of major established and emerging markets around the world from an entrepreneur's perspective. Usually offered every year.

Ms. Zimmerman

BUS 235f Real Estate
Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 228f in previous years.

Introduction to the analysis, financing, and management of income-producing real property. Explores how investors and developers identify projects, determine value, design marketing strategies, and obtain financing in the debt and equity markets. Usually offered every year.

Mr. Bayone

BUS 241f Electronic Commerce
Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 285f in previous years.

Explores information technology and Internet technology. Familiarizes students with the basic technologies, systems, and applications that enable the eBusiness infrastructure. Examines the business and economics of network technologies and how it can reshape business. Usually offered every year.

Ms. Phillips

BUS 250a Global Marketing Strategy
This course may not be repeated for credit by students who have taken IEF 225b in previous years.

Starting with a brief overview of marketing disciplines, the course will develop strategies for entering and operating in diverse international markets at varying levels of investment. The case study method will be used to examine the process that leads to a successful marketing strategy, including financial analysis, economic and geographic evaluation, cultural and political assessment, and infrastructure evaluation. Usually offered every year.

Mr. Chen

BUS 251a Financial Product Marketing
This course may not be repeated for credit by students who have taken IEF 226a in previous years.

Focuses on the application of general marketing concepts and practices to financial services and products. Strongly recommended for students pursuing a marketing career in the financial industry. Usually offered every year.

Mr. Chen

BUS 252a Marketing Management
An in-depth exploration and practical application of the basic marketing tools of product policy, pricing, promotion, distribution, sales management, customer segmentation and retention, in order to analyze marketing opportunities and develop marketing programs for a variety of management situations. Usually offered every year.

Ms. Zimmerman

BUS 260a Competition and Strategy
This course may not be repeated for credit by students who have taken IEF 245f or IEF 245a in previous years.

Introduces frameworks for analyzing industries and firm competitive advantage and reviews key concepts in business strategy. Uses case method to practice strategic thinking and team projects to practice business research. Core for M.B.A. students and recommended for other business students. Usually offered every year.

Mr. Gomes-Casseres

BUS 261f Technology Strategy
Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 248a or IEF 248f in previous years.

Examines issues through the lens of the Internet revolution. Discusses the implications for technology strategy of new technologies, rapid change, network economics and standards, information economics and regulation. Students will use a mix of cases, online research, and conceptual readings. Usually offered every year.

Mr. Gomes-Casseres

BUS 262f Alliance Strategy
Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 246f in previous years.

In many industries, collaboration between firms now goes hand in hand with competition. Inter-firm alliances of various sorts (e.g., joint ventures, joint research, and long-term supply contracts) have become critical to success in high-technology industries, as well as in certain geographic markets. Surveys the strategic and organizational issues involved in using such alliances. Discuss ideas from the theoretical, empirical, and normative research on the topic, and apply these ideas to managerial decisions using case studies. Usually offered every year.

Mr. Gomes-Casseres

BUS 264f Consulting Approaches
Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 240f in previous years.

Provides a consultant’s perspective on solving complex and often politically charged decisions. Taught in a case study format, also addresses implementing change and ethical issues and conflicts of interest that often arise during consulting engagements. Usually offered every year.

Mr. Sherden
BUS 270a Managing International Business
This course may not be repeated for credit by students who have taken IEF 230b in previous years. Firms compete internationally through trade, foreign investment, and alliances. To succeed, they need to manage three sources of competitive advantage: country environments, firm capabilities, and government policies. Using case discussion, students analyze the international strategies of United States, Japanese, and European firms. Usually offered every year. Mr. Chen

BUS 271f Service Management
Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 239f previous years. Introduces the field of service management, with a focus on marketing, operations, and human resources. Issues include critical factors in customer satisfaction, internationalization of services, and organizing for effective service delivery. Uses case studies in hotel, health care, and legal industries. Usually offered every year. Mr. Oshins

BUS 275f Strategic Negotiations
Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 236f in previous years. Explores the dynamics of international business negotiations in the context of evolving global industries. Students will develop an understanding of negotiation strategy, positioning, and process, as well as the skill necessary to effectively design, negotiate, and manage transnational deals. Usually offered every year. Staff

BUS 277f Corporation and Communities
Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 237f in previous years. Through case studies and meetings with corporate decision makers, students explore shifting strategies and developing programs in the rapidly changing arena of corporate social responsibility. Mr. Appell

BUS 279a Managing the Integrated Enterprise
Analyzes a single company in depth to explore the interrelationships between organizational strategy, operational tactics, and policy. Usually offered every year. Mr. Reed

BUS 281f Laws of International Transactions: Legal Environment of Business
Prerequisite: It is recommended that students have taken a core of economics or finance courses. Open only to IBS students. Meets for one-half semester and yields half-course credit. An introductory course intended to explore fundamental legal issues and concepts which impact financial management. Recent events in commercial and financial markets make it evident that legal and compliance risks require the same level of scrutiny and review as other financial activities such as capital budgeting. While this module does not undertake to completely or totally prepare students to engage in these reviews, it provides the basic building blocks. Students should emerge with an understanding of the nexus of law and finance. The text primarily used is Managers and the Legal Environment: Strategies for the 21st Century and is supplemented with case studies to ensure learning of the application of legal concepts. Usually offered every year. Mr. Aikens

BUS 282a Investment in the Emerging Market
Prerequisite: Accounting and finance knowledge Corequisite: ECON 232f (formerly IEF 221f) would be beneficial. Examines various investment strategies of companies engaged in business in the emerging markets. Using the case method, explores controlling interests, diversification/expansion strategies, spin-offs, start-ups, project finance, joint ventures, and troubled debt restructurings. Usually offered every year. Mr. Bayone

BUS 295a Field Projects in Consulting
Open only to second-year M.B.A. students. Designed for second-year M.B.A. students to allow them to apply the principles and techniques taught in the business school curriculum to real business through management consulting opportunities and classroom meetings. Usually offered every year. Ms. Goldstein-Weiner

BUS 297a Field Project
Prerequisite: Two semesters at IBS or permission of program director. Yields half-course credit. Offers students an opportunity to apply the theories and key themes covered in the core courses in a real-life setting. Requires completion of at least six weeks of a paid or unpaid internship approved and monitored by a faculty advisor. The project could involve a research or consulting assignment or a structured internship in the school’s fields. Interested students should consult the guidelines established by the school. Usually offered every year. Staff

BUS 297b Field Project
Prerequisite: Two semesters at IBS or permission of program director. Yields half-course credit. Offers students an opportunity to apply the theories and key themes covered in the core courses in a real-life setting. Requires completion of at least six weeks of a paid or unpaid internship approved and monitored by a faculty advisor. The project could involve a research or consulting assignment or a structured internship in the school’s fields. Interested students should consult the guidelines established by the school. Usually offered every year. Staff

BUS 298a Independent Study
This course may not be repeated for credit by students who have taken IEF 298b in previous years. Normally available for a student who wishes to pursue advanced reading on research in a subject or field not available in the department’s course listings. Usually offered every semester. Staff

BUS 298b Independent Study
Normally available for a student who wishes to pursue advanced reading on research in a subject or field not available in the department’s course listings. Usually offered every semester. Staff

BUS 299a Master’s Project
Prerequisite: Two semesters at IBS or permission of program director. This course may not be repeated for credit by students who have taken IEF 299a in previous years. A student wishing to complete a master’s project, under the guidance of a faculty advisor, may enroll in this course during his or her final semester in the master’s program. Projects may involve a short analytical thesis, the solution of an applied problem, or a report on work completed in an appropriate internship. Usually offered every year. Staff

BUS 299b Master’s Project
Prerequisite: Two semesters at IBS or permission of program director. A student wishing to complete a master’s project, under the guidance of a faculty advisor, may enroll in this course during his or her final semester in the master’s program. Projects may involve a short analytical thesis, the solution of an applied problem, or a report on work completed in an appropriate internship. Usually offered every year. Staff
ECON 200f Fundamentals of Microeconomics
Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 200f in previous years.

Designed for first-year M.A. students. An introduction to key theoretical concepts in microeconomics. Calculus will only be used in a very limited number of cases. Emphasizes topics important in other IEF classes, such as financial theory or international trade. Some material is applicable to courses in business strategy. Usually offered every year.

Staff

ECON 201a Global Economic Environment
May not be repeated for credit by students who have taken IEF 253a, 257a or 201a in previous years.

A look at global economic environments from the perspective of all stakeholders, including governments, businesses, consumers, labor, rich and poor. The course takes a multidisciplinary approach drawing on international political, economy, finance, and business management. The course is divided in two major themes: the economic finance dimension and the political social dimension. Usually offered every year.

Ms. Hughes and Mr. Ballantine

ECON 202a International Macroeconomics
Prerequisite: ECON 201a [formerly IEF 201a]. May not be repeated for credit by students who have taken IEF 202b in previous years.

Reviews standard international macroeconomics, including balance of payments accounting, PPP and interest parity, and the Mundell-Fleming paradigm. Advanced topics include speculative attacks against fixed exchange rate regimes, models of target zone, and stopping hyperinflations. Usually offered every year.

Staff

ECON 210f Quantitative Techniques
Open only to M.S.F. students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 288f in previous years.

Introduces the mathematical and econometric techniques commonly used in financial research and decision making. Includes forecasting and estimation, financial modeling, sensitivity analysis, and simulation techniques. Usually offered every year.

Staff

ECON 211f Introduction to Econometrics
Prerequisite: Statistics or ECON 210f (formerly IEF 288f). Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 283f in previous years. Survey of quantitative techniques and computer tools in data analysis and forecasting, including econometric estimation. The course will include case studies and the use of computer applications. Usually offered every year.

Staff

ECON 212f Applications of Econometrics
Prerequisite: ECON 211f or equivalent. Open only to IBS students. Meets for one-half semester and yields half-course credit.

Applications of econometric theory including the multiple regression, heteroskedasticity, auto correlation, multicollinearity, and dummy variables.

Mr. Bahceci

ECON 215a Econometrics with International Applications
Prerequisite: Statistics and Math. This course may not be repeated for credit by students who have taken IEF 284b in previous years.

Econometric theory and applications. Discusses the statistical theory of regression modeling and associated hypothesis testing, with emphasis on the construction, interpretation, and use of econometric models. Usually offered every year.

Staff

ECON 225a Comparative Institutional Economics
Prerequisite: ECON 80a.

Examines the role of institutions in shaping economic behavior and performance, particularly in developing and transition economies. Topics include: problems and models of transition, enterprise reform, market failure in key economic systems, and constitutional economies. Usually offered every second year.

Mr. Jefferson

ECON 232f Country Risk Analysis
Prerequisites: ECON 201a [formerly IEF 201a] [may be taken concurrently]. Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 221f in previous years.

Explores country risk from the perspective of bankers who seek long-standing relationships with clients in emerging markets. Examines quantitative and qualitative techniques to manage country risk in a dynamic environment. Various country crises and success stories will be analyzed by using case studies. Usually offered every year.

Mr. Bayone

ECON 241f Regulating Competition
Open only to IBS students. Meets for one-half semester and yields half-course credit. Although the U.S. economy is a market economy, government regulation exists in almost all areas. Thus for would-be regulators, and for managers of private enterprises, who have to function in this environment, it is important to understand the rationale behind government intervention into the market, in the U.S. and in an international context. Considers theoretical and practical aspects of competition policy, intellectual property right laws, and regulation. Various economic theories about how regulators behave are also looked into, although the focus is on current policy issues and regulatory structure. Also focuses on the recent move away from regulation and the pros and cons of deregulation. Two particular industries are studied—telecommunications and transportation. The case studies used help to illuminate the various types of regulation and competition policy, how they work in reality, the problems associated with them, and suggested remedies wherever possible. Usually offered every year.

Ms. Sanyal

ECON 242f Regulating Private Enterprise
Open only to IBS students. Meets for one-half semester and yields half-course credit. Focuses on the rationale behind regulating private public utility regulation, with particular emphasis on the rate of return regulation. Six particular industries are studied: telecommunications, electric utilities, environment, transportation, drugs, and workplace safety. Usually offered every year.

Ms. Sanyal

ECON 251f Political Economy
Open only to IBS students. Meets for one-half semester and yields half-course credit.

Emphasizes the interaction of economic and political processes and explores the integration of trade and financial markets from a political economy perspective. Tries to understand how interest-group politics and informational problems and asymmetries interact in shaping policy outcomes. Usually offered every year.

Mr. Erbil
ECON 260a International Trade Policy and Institutions
Prerequisites: ECON 201a (formerly IEF 201a). Open only to IBS students. This course may not be repeated for credit by students who have taken IEF 260b in previous years.
Develops the fundamental economic theories behind the various policies that regulate and interfere with international trade. Examines the predominant national and international institutions that are charged with administering these policies as well as the scope and process for potential reform. Usually offered every year.
Staff

ECON 261f Services in World Markets
Open only to IBS students. Meets for one-half semester and yields half-course credit. Analyzes the economic issues involved in the integration into world markets of trade in consulting and professional services, investment, financial and banking services, telecommunications, and transportation. Also addresses the tradeoffs in regulating services trade through the WTO’s General Agreement on Trade in Services (GATS), regional initiatives, as well as conflict areas and dispute settlement. Usually offered every year.
Mr. Bown

ECON 270a Economic Development Strategies
Prerequisite: ECON 201a (formerly IEF 201a). This course may not be repeated for credit by students who have taken IEF 275b. Discusses the current situation of developing countries and the main theories of development and underdevelopment. Introduces the field and tools of development economics, explores the theoretical and policy debates around developing economies, and looks at alternative development strategies. Usually offered every year.
Mr. Erbil

ECON 273f Public Finance in Developing Countries
Prerequisites: ECON 201a (formerly IEF 201a). Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 230f in previous years.
Key issues in public finance for developing countries. Emphasis on applied economic analysis. Topics include the role of the state vs. the market, financing public expenditure, tax policy [focus on VAT and investment incentives], and fiscal programming for macroeconomic stabilization. Usually offered every year.
Mr. Bolnick

ECON 274f Investment Policy in Developing Countries
Prerequisite: ECON 201a (formerly IEF 201a), reasonable understanding of basic macro and microeconomics. Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 262f.
Provides an analytical introduction to investment policy in developing countries. Emphasis is on applied economic analysis. Although the focus is on developing countries, the material is highly pertinent to transitional and emerging economies as well. Usually offered every year.
Mr. Bolnick

ECON 275a Political Economy of Development: Case of the Middle East
This course may not be repeated for credit by students who have taken IEF 167b in previous years.
Covers major issues concerning the political economy of the contemporary Middle East, including economic development strategies, population growth, water resources, investment in human capital, the changing role of the state, impact of current political reforms, and integration into the global economy. Usually offered every year.
Staff

ECON 276f International Institutions in the Global Economy
Prerequisite or corequisite: ECON 202a (formerly IEF 202b). Open only to IBS students. Meets for one-half semester and yields half-course credit.
Explores the role of international organizations in the development process. Topics include alternative approaches to lending for development and the global financial architecture. Case studies of World Bank and IMF experience, with particular emphasis on East Asia and Latin America, illustrate the application of different strategies. Experts from these institutions will participate in the delivery of the course. Usually offered every year.
Staff

ECON 297b Field Project
Prerequisite: Two semesters at IBS or permission of program director.
Offers students an opportunity to apply the theories and key themes covered in the core courses in a real-life setting. Requires completion of at least six weeks of a paid or unpaid internship approved and monitored by a faculty advisor. The project could involve a research or consulting assignment or a structured internship in the school’s fields. Interested students should consult the guidelines established by the school. Usually offered every year.
Staff

ECON 298f Independent Study
This course may not be repeated for credit by students who have taken IEF 298b in previous years.
Normally available for a student who wishes to pursue advanced reading on research in a subject or field not available in the department’s course listings. Usually offered every semester.
Staff

ECON 299a Master’s Project
Prerequisite: Two semesters at IBS or permission of program director.
A student wishing to complete a master’s project, under the guidance of a faculty advisor, may enroll in this course during his or her final semester in the master’s program. Projects may involve a short analytical thesis, the solution of an applied problem, or a report on work completed in an appropriate internship. Usually offered every year.
Staff
ECON 299b Master’s Project
Prerequisite: Two semesters at IBS or permission of program director.
A student wishing to complete a master’s project, under the guidance of a faculty advisor, may enroll in this course during his or her final semester in the master’s program. Projects may involve a short analytical thesis, the solution of an applied problem, or a report on work completed in an appropriate internship. Usually offered every year.
Staff

ECON 301a Advanced Microeconomics I
Prerequisite: Microeconomics and Math. This course may not be repeated for credit by students who have taken IEF 301a in previous years.
This course covers the basic knowledge of theoretical and fiscal policy. Topics include inflation, unemployment, rational expectations, the impact of a government deficit, the determination of interest rates, and the behavior of exchange rates. Long-run properties of short-run models and the microeconomics of macro models. Usually offered every year.
Mr. Villanueva

ECON 302a Advanced Microeconomics II
Prerequisite: Microeconomics and Math. This course may not be repeated for credit by students who have taken IEF 302a in previous years.
Study of the modern theory of consumption, investment, the current account, and the implications of monetary and fiscal policy. Topics include inflation, unemployment, rational expectations, the impact of a government deficit, the determination of interest rates, and the behavior of exchange rates. Long-run properties of short-run models and the microeconomics of macro models. Usually offered every year.
Mr. Villanueva

ECON 304a Advanced Macroeconomics II
Prerequisite: ECON 303a (formerly IEF 302a). This course may not be repeated for credit by students who have taken IEF 302b in previous years.
Current research issues in macroeconomics, such as the impact of supply shocks, real demand shocks, and monetary shocks on output, interest rates, and exchange rates. Empirical studies and testing of competing macroeconomic theories. Usually offered every year.
Ms. Shankar

ECON 312a Advanced Econometrics
Prerequisite: ECON 215a (formerly IEF 284b). This course may not be repeated for credit by students who have taken IEF 384b in previous years.
Covers several econometric topics drawn from cross-sectional and time series disciplines. A theme throughout the course is the use of computational models such as bootstrapping and monte-carlo experiments. Usually offered every year.
Mr. LeBaron

ECON 326f Agent-Based Modeling
Prerequisites: ECON 301a, 302a, 303a, and 304a. Open only to IBS students. Meets for one-half semester and yields half-course credit.
Agent-based models are used to build computational mode economies, starting with the construction of individual agents. Computational methods are used to build realistic macroeconomics from simple building blocks. Usually offered every second year.
Mr. LeBaron

ECON 330a International Macroeconomics
Prerequisite: ECON 304a (formerly IEF 330a). This course may not be repeated for credit by students who have taken IEF 3330 in previous years.
Applications of macroeconomic theory to open economies. Topics include international parity theorems, models of exchange rate determination, and central bank management of the exchange rate. Usually offered every year.
Staff

ECON 335f Central Banking
Prerequisites: ECON 302a and 304a. Open only to IBS students. Meets for one-half semester and yields half-course credit.
Introduces students to the theory and practice of central bank design and monetary policy implementation. An advanced Ph.D. level class that assumes a basic knowledge of theoretical econometrics. Usually offered every second year.
Mr. Cecchetti

ECON 340a Industrial Organization
Prerequisite: ECON 302a (formerly IEF 301b). This course may not be repeated for credit by students who have taken IEF 3335b in previous years.
Examines factors that affect the organization of industrial activity. The course includes cross-country studies of firm and industry structure and performance and their technological and institutional determinants, innovative behavior under comparative market multinational and their strategic behavior, and comparative perspectives on the economic role of the state. Usually offered every year.
Ms. Sanyal

ECON 360a International Trade Theory
Open only to IBS students.
Analyzes the economic issues involved in the integration into world markets of trade in consulting and professional services, investment, financial and banking services, telecommunications, and transportation. Also addresses the tradeoffs in regulating services trade through the WTO’s General Agreement on Trade in Services (GATS), regional initiatives, as well as conflict areas and dispute settlement. Usually offered every year.
Staff

ECON 365f International Trade Agreements and Disagreements
Prerequisite: ECON 302a (formerly IEF 301b). Open only to IBS students. Meets for one-half semester and yields half-course credit.
Examines the core theoretical and empirical research in multilateral and preferential trade agreements and disagreements. Topics include the economics of rules of reciprocity, nondiscrimination, enforcement, antidumping and countervailing measures, safeguards, and dispute settlement. Usually offered every second year.
Mr. Bown

ECON 370a Economic Development Strategies
Prerequisite: ECON 201a (formerly IEF 201a). This course may not be repeated for credit by students who have taken IEF 275b.
Discusses the current situation of developing countries and the main theories of development and underdevelopment. Introduces the field and tools of development economics, explores the theoretical and policy debates around developing economies, and looks at alternative development strategies. Usually offered every year.
Mr. Erbil
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<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Prerequisite(s)</th>
<th>Description</th>
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<tbody>
<tr>
<td>ECON 371a</td>
<td>Transition Economics</td>
<td>ECON 302a (formerly IEF 301b) or FIN 210f (formerly IEF 288f)</td>
<td>This course may not be repeated for credit by students who have taken IEF 325a in previous years. This course examines the transformation of whole economic systems, as well as their parts, including financial systems, legal systems, and individual forms. Economic concepts, models, and methods are drawn from fields of comparative economic systems, comparative institutional analysis, industrial organization, and econometrics to analyze economic transition in the former socialist countries, economic liberalization in developing economies, and privatization in OECD countries. Usually offered every second year.</td>
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<tr>
<td>ECON 380f</td>
<td>Computable General Equilibrium Modeling: Theory and Application</td>
<td>Ph.D.-level microeconomics. Open only to IBS students. Meets for one-half semester and yields half-course credit. Introduces the basic theory and applied tools for constructing and implementing computable general equilibrium models for policy analysis. We start from a small closed economy and proceed to learn the structure of open economy general equilibrium models, how to model the labor market, formulate scenarios and run policy simulations. Usually offered every year.</td>
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<tr>
<td>ECON 388a</td>
<td>Readings</td>
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<tr>
<td>ECON 399a</td>
<td>Dissertation Workshop</td>
<td>ECON 302a (formerly IEF 301b) and ECON 304a (formerly IEF 302b). This course may not be repeated for credit by students who have taken IEF 399a in previous years. Involves invited lectures by Brandeis faculty and other researchers. Presentation and discussion of dissertation topics and work in progress. Usually offered every year.</td>
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<tr>
<td>ECON 399b</td>
<td>Dissertation Workshop</td>
<td>ECON 302a (formerly IEF 301b) and ECON 304a (formerly IEF 302b). This course may not be repeated for credit by students who have taken IEF 399b in previous years. Involves invited lectures by Brandeis faculty and other researchers. Presentation and discussion of dissertation topics and work in progress. Usually offered every year.</td>
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<tr>
<td>FIN 201a</td>
<td>Financial Theory</td>
<td>ECON 210f (formerly IEF 288f) or FIN 210f (formerly IEF 203f) or FIN 212a (formerly IEF 204a) or FIN 213a (formerly IEF 204b). Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 204b in previous years. This is an alternative to FIN 212a. Provides an accelerated and in-depth foundation in financial accounting that is aimed at the needs of the financial decision-maker. Covers income measurement, capital values, costs, non-U.S. accounting, accounting for foreign exchange and derivatives, and MNC tax accounting issues. Usually offered every year. Staff</td>
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<tr>
<td>FIN 202a</td>
<td>International Corporate Finance</td>
<td>ECON 201a (formerly IEF 286f). Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 286f in previous years. Introduction to intermediate-level managerial accounting with special emphasis on applications to managerial decision making for strategic purposes. Covers conceptual and technical skills needed to manage financial and strategic control problems facing analysts and managers. Areas covered include cost behavior, understanding strategy in the context of managerial financial decisions, and the nature of strategic planning and managerial control. Usually offered every year. Staff</td>
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<tr>
<td>FIN 210f</td>
<td>Accounting Principles</td>
<td>ECON 201a (formerly IEF 286f). Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 204f in previous years. Builds on the Accounting Principles course designed for M.S.F. students. Topics include accounting for foreign exchange and derivatives, cash flow, financial statement analysis, and international accounting. Usually offered every summer. Staff</td>
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<tr>
<td>FIN 211f</td>
<td>Accounting Principles II</td>
<td>ECON 201a (formerly IEF 286f). Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 204f in previous years. Builds on the Accounting Principles course designed for M.S.F. students. Topics include accounting for foreign exchange and derivatives, cash flow, financial statement analysis, and international accounting. Usually offered every summer. Staff</td>
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<tr>
<td>FIN 212a</td>
<td>Accounting and Financial Analysis</td>
<td>May not be repeated for credit by students who have taken IEF 204a in previous years. Introduction to basic accounting principles, including analysis of financial statements using case studies. Develops fundamental concepts and accounts and applies them to income measurement, capital values, and costs, with a focus on international accounting issues. Usually offered every year. Mr. Keith</td>
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<tr>
<td>FIN 213a</td>
<td>Advanced Financial Accounting</td>
<td>Some knowledge of accounting. Open only to IBS students. May not be repeated for credit by students who have taken IEF 204b in previous years. This is an alternative to FIN 212a. Provides an accelerated and in-depth foundation in financial accounting that is aimed at the needs of the financial decision-maker. Covers income measurement, capital values, costs, non-U.S. accounting, accounting for foreign exchange and derivatives, and MNC tax accounting issues. Usually offered every year. Staff</td>
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<tr>
<td>FIN 215f</td>
<td>Managerial Accounting and Control</td>
<td>ECON 201a (formerly IEF 286f). Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 286f in previous years. Introduction to intermediate-level managerial accounting with special emphasis on applications to managerial decision making for strategic purposes. Covers conceptual and technical skills needed to manage financial and strategic control problems facing analysts and managers. Areas covered include cost behavior, understanding strategy in the context of managerial financial decisions, and the nature of strategic planning and managerial control. Usually offered every year. Staff</td>
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<tr>
<td>FIN 216f</td>
<td>Financial Statement Analysis</td>
<td>ECON 201a (formerly IEF 286f). Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 286f in previous years. Designed to develop skills in analyzing external financial reports. Topics include financial statements terminology, mergers and acquisitions, cash flow analysis, and foreign exchange and foreign tax issues. Usually offered every year. Staff</td>
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<tr>
<td>FIN 217f</td>
<td>Financial Modeling</td>
<td>ECON 201a (formerly IEF 286f). Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 286f in previous years. Introduction to quantitative modeling techniques for analyzing the financial performance of projects and companies and valuing earning streams. A key objective is to help students develop sophisticated skills in using spreadsheets and related software through cases and hands-on applications. Usually offered every year. Staff</td>
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FIN 218f Financial Modeling II
Meets for one-half semester and yields half-course credit.
Usually offered every year.
Staff

FIN 221f International Banking
Prerequisites: FIN 201a (formerly IEF 205a).
Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 219f.
Provides a survey of international banking. Topics will include structures and functions of global banks, financial innovations, syndications, offshore banking centers, supervision, and risk analysis.
Students will use case studies and will form teams to perform a country analysis project.
Usually offered every year.
Ms. Hughes

FIN 231a Creating and Managing Value
Prerequisite: FIN 202a (formerly IEF 210b) (may be taken concurrently). May not be taken for credit by students who have previously taken IEF 212a.
Introduces some of the basic decisions companies must confront when they are trying to create and manage the value of the firm. Topics include investments in new projects, debt financing and capital structure targets, mergers, acquisitions, and sales of companies. Usually offered every year.
Mr. Ballantine

FIN 232a Mergers and Acquisitions Analysis
Prerequisites: FIN 202a (formerly IEF 210b) (may be taken concurrently). This course may not be repeated for credit by students who have taken IEF 216f in previous years.
Reviews the core concepts involved in mergers and acquisitions, value, negotiation, deal structuring, corporate strategy and valued added, financing, and tax consequences. Usually offered every year.
Mr. Ballantine

FIN 233f Relative Values of Securities
Prerequisites: FIN 201a (formerly IEF 205a) and FIN 212a (formerly IEF 204a), or FIN 210f (formerly IEF 203f). This course may not be repeated for credit by students who have taken IEF 213a in previous years.
Introduces students to the issues and analysis necessary for making the decision to purchase securities. The principal focus is on publicly traded securities. Debt and equity security values will be addressed. Usually offered every year.
Mr. Aikens

FIN 234f Cases in International Financial Management
Prerequisite: FIN 202a (formerly IEF 210b) (may be taken concurrently). Open only to IBS students. Meets for one-half semester and yields half-course credit. May not be taken for credit by students who have taken IEF 212f in previous years.
Uses case studies to explore key topics in international finance: large-scale foreign investment and financing decisions in the Euromarkets, project finance, Islamic banking and finance, foreign exchange risk measurement and management. Students apply analytical skills to decision making under conditions of extreme uncertainty.
Ms. Hughes

FIN 241f Financial Planning and Control
Prerequisites: FIN 212a (formerly IEF 204a) (may be taken concurrently). This course may not be repeated for credit by students who have taken IEF 216f in previous years.
Examines financial planning methodologies and tools as well as financial control mechanisms. Includes case studies using real life examples, accounting and financial objectives. Usually offered every year.
Mr. Canella

FIN 242f Credit Risk Analysis
Prerequisites: FIN 212a (formerly IEF 204a). Open only to IBS students. Meets for one-half semester and yields half-course credit.
This course may not be repeated for credit by students who have taken IEF 220f in previous years.
Examines credit risk (i.e., the possibility that an obligor will fail to perform as agreed) from the perspective of the commercial banker. Focuses on a sound understanding of the firm and its business plan and how the banker constructs the appropriate structure for the senior loan. Topics include asset-based, real estate, and cash flow lending. Usually offered every year.
Mr. Bayone

FIN 243f Current Issues in Finance
Prerequisites: Core Requirements: ECON 201a, ECON 210f, FIN 201a, FIN 202a, FIN 210f, FIN 211f, FIN 217a. Open only to IBS students. Meets for one-half semester and yields half-course credit.
Focuses of the latest developments in the field of corporate finance, financial applications, and financial policy. Analyzes the evolution of the markets and its impact on existing financial theories and current managerial structures. In effect, focuses on the thoughtful consolidation of financial knowledge into a comprehensive view of the firm and the markets. Usually offered every year.
Mr. Cannella

FIN 244f Credit Risk Analysis II
Open only to IBS students. Meets for one-half semester and yields half-course credit.
Examines credit risk (i.e., the possibility that an obligor will fail to perform as agreed) for foreign companies that largely operate in their overseas markets. Based on a sound understanding of the firm, its business plan, and the environment in which it operates, the banker constructs the appropriate structure for the senior loan. Usually offered every year.
Mr. Bayone

FIN 246a Applied Corporate Finance
Prerequisite: FIN 202a (formerly IEF 210b) and 212a (formerly IEF 204a), or FIN 210f (formerly IEF 203f). May not be taken for credit by students who have taken IEF 213a in previous years.
Explores the application of core finance disciplines to real world situations. As such, students who take this course should have completed course work or have actual knowledge of managerial accounting, financial management and control, valuation, M&A, strategic marketing, financial forecasting etc. Additionally, students should be near graduation and preparing for a career in a private sector firm. Usually offered every year.
Mr. Aikens

FIN 248a Financial Strategies
Prerequisite: FIN 202a (formerly IEF 210b). May not be taken for credit by students who have taken IEF 214a in previous years.
Focuses on the techniques used by financial practitioners to understand and then enhance shareholder value. Students taking the course will improve their skills in financial statement analysis, analyze alternative methods of valuation analysis, and examine an array of asset and liability restructuring techniques used by corporate managers and investment bankers to boost shareholder value. Usually offered every year.
Staff

FIN 250f Financial Forecasting
Prerequisite: ECON 210f or equivalent.
Open only to IBS students. Meets for one-half semester and yields half-course credit.
Covers some of the basics of financial time series analysis with a special emphasis on forecasting. Basic time series skills are covered drawing many examples from finance. These include linear regression, ARMA models, trend modeling, and vector autoregressions. We also cover more unusual topics such as bootstrapping, and technical trading rules. Usually offered every year.
Mr. LeBaron
FIN 251f Foreign Exchange Markets
Prerequisite: ECON 201a (formerly IEF 201a). Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 218f in previous years. Aims to provide a systematic understanding of foreign exchange markets. The topics include participants and uses of foreign exchange markets, determination and forecasting of foreign exchange rates, and forwards, futures, swaps, and options. Concludes with several sessions using a computerized foreign exchange trading simulation program. Usually offered every year.

Staff

FIN 254f Financial Manias and Crises
Prerequisite: FIN 201a (formerly IEF 205a). Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 252f in previous years.

Class investigates speculative financial manias—their causes, characteristics, effects, and policy responses. Using historical and recent examples from the United States and abroad, the psychological aspects of markets, and other factors that contribute to manias are examined. Usually offered every year.

Mr. Shively

FIN 255a World Financial Centers
Prerequisite: A knowledge of financial theory is highly desirable. Intended primarily for M.A. students, but M.B.A. students with appropriate background knowledge in finance may also apply. Consult the Program Administrator for details regarding special costs and meeting times. May be repeated once for credit in a different center.

Meets each summer in a financial center of global significance. Provides analysis of international financial markets, institutions, and regulatory systems in the host center. Explores their relationship with global financial trends and systems. Includes examining the microstructure of markets, equity trading, futures and options, mergers and acquisitions, banking and currencies, and regional issues of topical interest. Usually offered every summer and run in collaboration with overseas academic partner.

Staff

FIN 261a Fixed Income Securities
Prerequisite: FIN 201a (formerly IEF 205a). This course may not be repeated for credit by students who have taken IEF 223b in previous years.

Focuses on capital markets and, in particular, analysis of debt securities and markets, conventions, mathematics, and relative valuation. Emphasis is placed on factors determining market expected yields such as default risk, liquidity, terms, optionality, and structure. Usually offered every year.

Staff

FIN 262a International Portfolio Management
Prerequisite: FIN 201a (formerly IEF 205a). May not be taken for credit by students who have taken IEF 213b in previous years. Concepts of modern portfolio theory will be applied to a global framework. Topics covered include asset allocation, portfolio selection for equities, portfolio selection for fixed income, currency management, and derivative strategies. Students will be involved in researching and presenting a paper on a global investment topic. Usually offered every year.

Staff

FIN 266f Hedge Fund Management
Prerequisite: FIN 201a (formerly IEF 205a). Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 229f in previous years.

Covers the historical evolution of hedge funds, analyzes the regulatory government, and considers key issues in the “hedge fund universe,” such as price versus value, risk versus volatility. Usually offered every year.

Staff

FIN 270a Options and Derivatives
Prerequisite: FIN 201a (formerly IEF 205a). This course may not be repeated for credit by students who have taken IEF 215b in previous years.

Examines financial innovations in the securities market including futures and forward contracts, options, and swaps. Valuation of these contracts and their use as dynamic hedging instruments will be examined in detail. The role of secondary mortgage markets and the various derivative mortgage products will also be analyzed in the context of asset-backed lending. Usually offered every year.

Ms. Bulan

FIN 271f Topics in Financial Engineering
Prerequisite: FIN 201a (formerly IEF 205a). Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 226f in previous years.

Explores the core concepts of financial engineering by examining three interrelated topics: debt and capital structure decisions, company reorganization and restructuring, and international investments and finance. Each topic is used to investigate the underlying theory and management practice of financial engineering. Usually offered every year.

Staff

FIN 273a Financial Innovation and Structured Finance
Prerequisite: FIN 201a (formerly IEF 205a). May not be taken for credit by students who have previously taken IEF 228a in previous years.

Introduces financial engineering innovation within the context of managerial decisions and solving vexing problems of investment management and corporate finance. A functional perspective is followed that characterizes various products by the needs they satisfy, cost factors, and exploitation of arbitrage opportunities. Case studies detail the innovation and use of recent structured securities. Usually offered every year.

Mr. D’VARI

FIN 278a Integrated Financial Analysis
Prerequisite: FIN 202a (formerly IEF 210b). Jointly taught by faculty from Brandeis University and Babson College, course held at Brandeis University. This course may not be repeated for credit by students who have taken IEF 229b in previous years.

A team-taught course that focuses on the practical problem solving applications of the core courses for business finance and economics. Reviews all the relevant definitions and everyday calculations and problems that students are likely to encounter in basic financial analysis.

Usually offered every year.

Mr. Ballantine (Brandeis) and Mr. Shulman (Babson)

FIN 280a Risk Management
Prerequisite: FIN 201a (formerly IEF 210a). May not be taken for credit by students who have previously taken IEF 208a.

Covers methods of evaluating and controlling risk in financial portfolios and enterprises. Examines methods for internal monitoring and managing exposure to various types of risk, compliance with regulatory requirements and processes, and financial engineering techniques for managing risk, including the use of derivative securities.

Usually offered every year.

Staff

FIN 282a Investment Analysis: Strategy and Real Options in Decision-Making
Prerequisite: FIN 202a (formerly IEF 210b) [may be taken concurrently]. This course may not be repeated for credit by students who have taken IEF 225a in previous years.

The class focuses on strategic investments and decision-making. The application of option pricing techniques to the valuation of real investment projects is covered. This methodology introduces the concept of managerial flexibility as a valuable and strategic option that is incorporated into the traditional valuation models of discounted cash flows and net present value.

Usually offered every year.

Ms. Bulan
FIN 285a Computer Simulations and Risk Assessment
Prerequisite: FIN 201a (formerly IEF 205a). This course may not be repeated for credit by students who have taken IEF 217a in previous years.
Examines recent advances in computational methods for evaluation risk and decision making in risky situations. Emphasizes a common computational framework for solving many problems from business, finance, and economics using statistical methods, such as monte-carlo and resampling. Usually offered every year.
Mr. LeBaron

FIN 297a Field Project
Prerequisite: Two semesters at IBS or permission of program director. This course may not be repeated for credit by students who have taken IEF 297a in previous years.
Offers students an opportunity to apply the theories and key themes covered in the core courses in a real-life setting. Requires completion of at least six weeks of a paid or unpaid internship approved and monitored by a faculty advisor. The project could involve a research or consulting assignment or a structured internship in the school’s fields. Interested students should consult the guidelines established by the school. Usually offered every year.
Staff

FIN 298a Independent Study
Normally available for a student who wishes to pursue advanced reading on research in a subject or field not available in the department’s course listings. Usually offered every semester.
Staff

FIN 298b Independent Study
Normally available for a student who wishes to pursue advanced reading on research in a subject or field not available in the department’s course listings. Usually offered every semester.
Staff

FIN 299a Master’s Project
Prerequisite: Two semesters at IBS or permission of program director. This course may not be repeated for credit by students who have taken IEF 299a in previous years.
A student wishing to complete a master’s project, under the guidance of a faculty advisor, may enroll in this course during his or her final semester in the master’s program. Projects may involve a short analytical thesis, the solution of an applied problem, or a report on work completed in an appropriate internship. Usually offered every year.
Staff

FIN 301a Advanced Financial Theory
This course may not be repeated for credit by students who have taken IEF 305a in previous years.
An introduction to capital market theory and the theory of corporate finance. Usually offered every year.
Ms. Osler

FIN 299b Master’s Project
Prerequisite: Two semesters at IBS or permission of program director.
A student wishing to complete a master’s project, under the guidance of a faculty advisor, may enroll in this course during his or her final semester in the master’s program. Projects may involve a short analytical thesis, the solution of an applied problem, or a report on work completed in an appropriate internship. Usually offered every year.
Staff

FIN 301a Advanced Financial Theory
This course may not be repeated for credit by students who have taken IEF 305a in previous years.
An introduction to capital market theory and the theory of corporate finance. Usually offered every year.
Ms. Osler

FIN 299a Master’s Project
Prerequisite: Two semesters at IBS or permission of program director. This course may not be repeated for credit by students who have taken IEF 299a in previous years.
A student wishing to complete a master’s project, under the guidance of a faculty advisor, may enroll in this course during his or her final semester in the master’s program. Projects may involve a short analytical thesis, the solution of an applied problem, or a report on work completed in an appropriate internship. Usually offered every year.
Staff