Today’s global economy calls for business professionals who are World Ready. And there is no better place to become World Ready than Brandeis International Business School.

Our global reach attracts students from around the world who engage in impactful opportunities across continents and cultures. Students benefit from the intellectual depth that Brandeis is known for, reaching new levels of understanding in fields that are vital for cross-border success. And they thrive in an atmosphere that values human touch, making connections, taking initiative, and building a worldwide professional network.
There have been few more dynamic and exciting times to pursue a career in the global economy than right now. At Brandeis International Business School (IBS), we prepare our students to address today's complex challenges and graduates are truly "World Ready." Our inclusive campus embraces the diverse cultures represented by the 70 home countries of our students. Our faculty includes leading experts in global finance, business, and economics who blend real-world experience with intellectual rigor. The school stresses responsible business practices as well as respect for the cultures and communities in which organizations operate.

Brandeis IBS students enjoy a highly personalized experience, with daily opportunities for rewarding interactions with peers and faculty. The school's four degree programs are tailored to the different needs of our students—from the recent college graduate to the working professional or the aspiring academic.

Like the global economy itself, Brandeis IBS is constantly evolving to address emerging trends and opportunities. Recently introduced specializations enable students to immerse themselves in the areas of Corporate Finance, Asset Management, Risk Management, and Marketing, as well as Real Estate.

Our programs have been ranked among the best by The Financial Times, Princeton Review, and Entrepreneur magazine.

I invite you to visit our campus or our website to explore the ways in which we can enable you to succeed in today's global marketplace.

Sincerely,

Bruce R. Magid, PhD, Dean
Martin and Ahuva Gross Chair in Financial Markets and Institutions

“Brandeis IBS provides what today's global marketplace demands: experiential learning that is culturally diverse, intellectually rigorous, and focused on providing the tools for personal development and success.”

— Bruce R. Magid, Dean
At Brandeis IBS, fluency means more than language. It means having a firm grasp of cultural nuance and subtlety; recognizing the interplay of economic, political, and social forces; understanding the dynamics of cross-border commerce; and finding opportunity in volatility across global markets. It means knowing how the world works and being able to thrive in it.

WORLD READY MEANS GLOBAL FLUENCY.
OPPORTUNITY ON A GLOBAL SCALE

A Brandeis IBS education prepares business professionals to thrive across cultures and around the world. Graduates hit the ground running in their careers, adding immediate value and achieving measurable results for the organizations they work for, lead and create.

GLOBAL FOCUS
At the heart of the Brandeis IBS business education is our specialized focus on international finance and economics. The curriculum emphasizes international capital markets, business strategy, and economic policy. Our faculty includes leading experts in global finance and economics, many of whom consult with corporations and governments.

Our degree programs are academically rigorous and intellectually challenging, and have been accredited by the Association to Advance Collegiate Schools of Business (AACSB) International, a respected, global accrediting body for business schools.

INTERNATIONAL AND INCLUSIVE
Brandeis IBS is truly international, with students from approximately 70 countries and faculty from around the world. Students hear a multitude of languages and work in project teams with peers from every continent.

Many students spend at least one semester living and studying outside the United States, through our network of academic exchanges with 20 of the world’s leading universities of business and economics. Many students supplement this experience with international internships. More than one-third of our graduates work overseas, aided by a worldwide alumni network.

INTIMATE AND PERSONALIZED
Brandeis IBS is selective, admitting just 250 students a year, ensuring an intimate, personal educational experience. Class sizes are small; the faculty are accessible; and students receive a high degree of personal attention.

“To succeed in business, you need to know that it’s not just about business.”

— Priya Sridhar, MBA, 2012, United States
Students at Brandeis IBS gain exceptional quantitative skills, extensive experience with global financial modeling, and a well-packed analytical toolkit. They graduate with the ability to turn data into insights and interpret numbers in meaningful ways.
DEGREE PROGRAMS

Through a variety of degree concentrations and specializations, Brandeis IBS equips students with an education that prepares them for the global economy.

<table>
<thead>
<tr>
<th>Degree</th>
<th>Lemberg MAief</th>
<th>MBA</th>
<th>MSF</th>
<th>PhD</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Objectives</strong></td>
<td>Rigorous analytical and technical skills in international finance for operating in global markets</td>
<td>Conceptual, managerial, and analytical skills for operating businesses</td>
<td>Theoretical and practical grounding in international finance for financial decision-making</td>
<td>Theoretical and technical training in international economics and finance</td>
</tr>
<tr>
<td><strong>Format</strong></td>
<td>2 years of full-time study (Four fall/spring semesters)</td>
<td>2 years of full-time study (Four fall/spring semesters)</td>
<td>1 1/2 to 2 years of part-time study or 12 months of full-time study</td>
<td>4+ years of full-time study</td>
</tr>
<tr>
<td><strong>Preparation</strong></td>
<td>Successful academic record in economics or related fields</td>
<td>Demonstrated analytical and leadership skills 2 to 5 years of work experience recommended</td>
<td>Excellent analytical skills 1 to 2 years of professional work experience preferred</td>
<td>Superior academic record in analytical courses in economics and related fields including mathematics</td>
</tr>
<tr>
<td><strong>Career Goals</strong></td>
<td>Analytical/technical positions in finance, consulting, and other businesses</td>
<td>Management/leadership positions in firms</td>
<td>Financial decision-making positions in financial and other firms</td>
<td>Research, consulting, and teaching positions in economics and finance</td>
</tr>
<tr>
<td><strong>Degree Requirements</strong></td>
<td>16 courses May include one semester abroad</td>
<td>16 courses May include one semester abroad</td>
<td>10 courses Recommended short field course overseas</td>
<td>14 courses Field and general examinations, Dissertation</td>
</tr>
</tbody>
</table>

BLOOMBERG LAB

The Bloomberg Lab brings real-time financial market data and analysis right to the Brandeis IBS community. The lab offers access to 17 Bloomberg Terminal computers—the greatest concentration in the Northeast—dedicated to general student and faculty use and instruction/training. Each terminal offers a Bloomberg feed, Stata analysis software, Endnote, and more.
Preparing students to succeed in the world is one goal of a Brandeis IBS education. Preparing graduates who will shape the world is another. With a Brandeis IBS degree comes the passion, insight, integrity, and creative spark professionals need to define the way forward in global business.

Blessing Monday, Nigeria
BA/MAief Program and Treasurer of Brandeis African Students’ Organization
SHAPE YOUR WORLD

At Brandeis IBS, learning is not limited to theoretical concepts. Students can shape their educational experience while staying connected to the real world of business and policy.

The case study method, which forms the basis for many of our courses, brings reality into the classroom. Students wrestle with the issues that are shaping economies, industries, and governments around the world. This approach challenges students to think creatively about complex problems, developing the skills necessary to succeed in the global business environment.

NEW SPECIALIZATIONS

Students can further shape their Brandeis IBS experience to match their goals and interests by choosing from our expanded array of specializations:

Finance
Students can structure their finance selections to match their academic and career interests in three specializations: Asset Management, Corporate Finance, and Risk Management.

Real Estate
This specialization provides in-depth exposure to related issues in finance and capital markets. A field projects course pairs students with professional realtors to provide hands-on experience.

Marketing
Students develop knowledge and skills in topics such as brand management, market research and global marketing.

Specializations require 4-5 area-related courses beyond core requirements

THE GLOBAL GREEN MBA

Our MBA in Socially Responsible Business builds on our strength in international business and economics, while preparing students to integrate social, environmental, and financial goals. The program includes a project course that enables students to pursue a consulting or field project on a topic of their choice.

BEYOND THE CLASSROOM

Outside of school, students have a range of opportunities for rich learning experiences—both on-campus and around the world.

For example:

+ The Hassenfeld Fellow Overseas Immersion Program offers an intensive classroom and field experience in some of the world’s fastest growing and newly emerging economies—from Turkey to Cuba.

+ World Financial Centers is a program mainly for MSF students that visits a global hub of finance and business for a week-long exploration of markets, companies, and institutions—from Paris, Frankfurt, and London to Prague, Istanbul, and Warsaw.

At Brandeis IBS, learning is not limited to theoretical concepts. Students can shape their educational experience while staying connected to the real world of business and policy.
“I don’t know what the student to faculty ratio is, but it feels like 1:1. And that’s what’s important.”

— Thomas Weaver, MAief, 2012, United States
INTELLECTUAL CAPITAL

The Brandeis IBS faculty represents an impressive stock of intellectual capital. Their wide-ranging expertise—from global financial markets to business alliances and trade policy—is complemented by research at the leading edge of international business, finance, and economics. The faculty also includes adjunct professors with leadership roles in major business and financial organizations.

Catherine L. Mann's current research focuses on two related topics: international trade, capital flows, and the dollar; and globalization of Information technology and economic performance.

Robert Reitano brings real-world insight on financial derivatives, hedging, and risk management. Reitano has in-depth knowledge of quantitative finance as it plays out in global markets every trading day.

Organizational behavior is the focus of Andy Molinsky's creative research program. How do people in multicultural organizations interpret each other's attitudes, behaviors, and nonverbal cues?

Alliance strategy and management is the specialty of Benjamin Gomes-Casseres, MBA Program Director.

Innovation, technology, and entrepreneurship are at the heart of Preeta Banerjee's research. She has explored how individuals, technology, and industries evolve in the life sciences and clean tech industries.

PETER PETRI (School's Founding Dean) studies Asia's burgeoning trade, investment and financial links—within Asia and with the world economy.

Daniel Bergstresser's research focuses on municipal finance and on the impact of taxation, regulation, and market structure on financial markets.

Xin Wang's research interests include e-commerce, consumer learning, and service quality. She teaches classes in marketing management, marketing research, and global marketing.

Edward Bayone brings to the classroom his experience as a bank executive and director on corporate boards. He teaches credit risk and real estate, and chairs the rapidly-growing undergraduate Business program.

For a complete listing of faculty, visit www.brandeis.edu/global/faculty/facguide/index.html
World ready means World class.

Brandeis IBS is located in Waltham, Massachusetts, part of Greater Boston, a thriving international hub for business, technology, culture, and higher education.
LOCATION IS EVERYTHING

Brandeis IBS offers students an exceptional lifestyle combination: a stimulating campus community located just 10 miles (16 kilometers) from the historic city of Boston.

BRANDEIS: A VIBRANT CAMPUS

Set on more than 200 rolling acres in the Boston suburb of Waltham, the Brandeis University campus has a state-of-the-art library, one of the largest multipurpose indoor athletic facilities in the Northeast, and a wide range of multicultural and international student clubs, activities, and services.

Brandeis is located in the heart of the Route 128 corridor, one of the country’s major concentrations of technology and enterprise. Affordable residential neighborhoods are within walking distance. Public transportation easily links Brandeis to Boston and nearby Cambridge.

The high quality of education at Brandeis IBS reflects the commitment to academic excellence of its parent: Brandeis University—one of the world’s leading research universities, known for its social consciousness as well as its superior teaching and research.

BOSTON: A PREMIER CITY EXPERIENCE

Blending history with modern excitement, Boston is one of America’s great cities and one of the world’s leading centers of higher education and research. Boston and its neighbor across the river, Cambridge, combine sophisticated cultural, educational, and business opportunities with world-class entertainment, a dynamic social scene, and fabled sports teams.

Greater Boston is home to dozens of colleges and universities, with more than 250,000 students in the area. As a major center of finance, technology and consulting, Boston has offered exciting careers to many IBS students on graduation.

Frequently named one of America’s most livable cities, Boston offers endless opportunities for exploration and enrichment—from the scenic waterfront to the bustling North End and Chinatown.

Getting around Boston is easy with the city’s public transportation system. And the mountains and lakes of New England are just a short drive away for weekend getaways.

No matter what Brandeis IBS students are looking for in Boston, this city has it all.
A CONNECTED COMMUNITY

HERE FOR YOU
The Office of Student Services helps ensure that your personal, social and academic experience at Brandeis IBS meets your expectations. The office assists with a variety of student needs—whether they involve academic advising, housing, health insurance, transportation, or negotiating our university systems.

A CONNECTED COMMUNITY
Once accepted, you can connect with us online through “IBS Talk” where you can communicate with peers from around the world. Access to second-year students can be invaluable when seeking answers to practical questions.

To ease your transition to Brandeis IBS, the Orientation Program offers opportunities to socialize with your peers and participate in academic planning with faculty and administration. Informative presentations highlight career services, visa workshops, internship options, advising, study abroad panels, and other important subjects.

LEADERSHIP FELLOWS PROGRAM
We have an established Leadership Fellows Program that empowers second-year MAief and MBA students with leadership and peer mentoring skills to assist first-year students with their academic, cultural, and social adjustment to Brandeis IBS.

BROADEN YOUR SOCIAL AND LEADERSHIP EXPERIENCE THROUGH CLUBS AND ORGANIZATIONS:

- **Cultural, Social, and Special Interest Clubs**
  - African Business Club
  - Asian Business Association
  - Chinese Student and Scholars Association
  - Photography Club
  - Taiwanese Student Association

- **IBS Student Government**
  - IBS Student Association

- **Professional/Academic Clubs and Organizations**
  - Analysis Tools Club
  - ASCEND
  - Association for Latino Professionals in Finance & Accounting

- **Sports Clubs**
  - IBS Football (Soccer) Club
  - IBS Golf Club
  - IBS Squash Club

“IAlthough the students at Brandeis IBS are from different backgrounds we all work well together. Along with participating in social events and clubs, the class size gives you the opportunity to really know your peers. These truly will be life long friendships.”

—Daniel O’Brien
MBA, 2014, United States
CAREER OPPORTUNITIES AND PLACEMENT

A GLOBAL PLACEMENT RECORD
Graduates have gone on to hold positions in leading corporations in the U.S. and abroad, as well as government agencies in countries worldwide — from Mexico and Bulgaria to Japan and Oman.

CAREER AND INTERNSHIP SUPPORT
Our Career Development Center provides personalized support for students through career assessment tools and one-on-one counseling. The school actively supports the internship search, providing numerous part-time and summer opportunities that are exclusive to our students. Additionally, some students pursue part-time internships in Boston during the academic year.

DIVERSE CAREER PATHS
Brandeis IBS equips its graduates with versatile skill sets that are valuable across many career paths through a wide spectrum of organizations, including:

+ Leading financial services firms, securities companies, and commercial and investment banks
+ International companies in a variety of segments, including manufacturing, services, pharmaceuticals, and consumer products
+ Multinational management consulting firms, focusing on issues such as privatization, transfer pricing, and global business strategies
+ Public sector positions around the globe, including central banks, finance ministries, and government agencies.
+ International bodies like the World Bank, the United Nations, and the European Bank for Reconstruction and Development.

JOB OPPORTUNITIES
The school provides job listings from its extensive network of contacts. Additional opportunities are available through on-campus recruiters, off-campus corporate visits, and career fairs, which are attended by a wide variety of corporations and institutions. Alumni frequently return to campus, offering career information and mentoring and helping identify opportunities within their own firms.

INDUSTRY PLACEMENT FOR THE CLASS OF 2011

“During my time at Brandeis IBS I developed an understanding of the macro economy and capital markets, as well as an ability to collaborate with people from diverse backgrounds; these have been critical skills for my job in strategy consulting. I owe it all to the amazing people in the program—the professors, student body, and staff are second to none.”

— Shaw Lupton, MAief, 2005, United States Senior Real Estate Economist, PPR Global
ADMISSIONS REQUIREMENTS

The Graduate Admissions Committee has established these criteria as critical in evaluating applicants to all degree programs:

+ Scholastic achievement as evidenced by academic coursework, particularly in courses relevant to the program.
+ Aptitude for graduate study as evidenced by scores on the Graduate Record Examination (GRE) or the Graduate Management Admissions Test (GMAT).
+ Motivation, leadership, and maturity as evidenced by work experience.

Specific program requirements are outlined below.

LEMBERG MA IN INTERNATIONAL ECONOMICS AND FINANCE (MAief)
An American bachelor’s degree or equivalent foreign degree is required. Applicants should have completed undergraduate courses in introductory economics and statistics. Intermediate microeconomics and preparation in a foreign language is desirable. Some full-time work experience in a field related to the program is beneficial. Applicants must also submit official scores of either the GRE or the GMAT.

MBA
The Admissions Committee places significant emphasis on work experience, leadership, and analytical skills, and an excellent academic record at the bachelor’s degree level. Undergraduate coursework should ideally include introductory economics and statistics. For English speakers, preparation in a foreign language is desirable. Two to five years of relevant work experience is strongly recommended. Applicants must also submit official GMAT or GRE scores.

MASTER OF SCIENCE IN FINANCE
MSF candidates must have an excellent academic record at the bachelor’s degree level, offer evidence of strong analytical skills, and demonstrate significant work experience in finance, economics, or business. One to two years of professional work experience is preferred. GMAT scores are also required, although this requirement may be waived based on significant work experience, strong undergraduate record, and consultation with Holly Chase, Associate Dean of Admissions at hchase@brandeis.edu or 781-736-4829.

PhD
An excellent academic record culminating in an American bachelor’s degree or equivalent foreign degree is required. Applicants should have significant preparation in math and economics. Undergraduate coursework should include intermediate microeconomics, statistics, linear algebra, and multivariate calculus. An undergraduate major in economics is not required. Applicants must submit results of the GRE.

BA/MAief
Each MAief class also includes a select group of outstanding Brandeis and Wellesley undergraduates who begin the program in their fourth year. Applicants must be in their third year of study, and must submit a completed application, official undergraduate transcripts, three letters of recommendation, a personal statement, and a resume. The GRE is not required. However, an interview is required of all applicants.

BA/MBA
Brandeis graduates with a Bachelor of Arts (BA) or Bachelor of Science (BS) degree may complete our MBA at an accelerated pace, and without a break in their studies. Through this program, we admit an elite group of Brandeis undergraduate students who enter our MBA program upon graduation and then complete the degree in just three additional semesters of graduate study.

TOEFL/IELTS
A TOEFL/IELTS score, no older than two years, is required of all graduates whose native language is not English, or who did not receive an undergraduate or graduate degree from an institution in the U.S., Canada, Great Britain, Ireland, Australia, or New Zealand. Informational materials are available on the TOEFL and IELTS exam at www.ets.org or www.ielts.org.

APPLICATION DEADLINES
Deadlines are November 1st, February 1st, and April 15th for the MAief and MBA Programs for admission to the fall semester. The PhD deadline for the fall 2014 semester is January 15, 2014. PhD classes are admitted once every two years. All MSF programs have rolling admissions. The deadline for the BA/MAief program is March 15th for the fall semester. See the application for additional details, or, complete our online application at: https://app.applyyourself.com

INTERVIEWS
An admissions interview is available for all programs and is strongly recommended. Interviews can be conducted by video and “LikeLive,” MYCOLLEGEi, telephone, or in person. If you would like to talk with an admissions counselor, simply contact the Office of Admissions at 781-736-2252 or trodrig@brandeis.edu to schedule a visit or telephone interview.

NOTIFICATION BY THE ADMISSIONS COMMITTEE
Candidates are notified of the decisions of the Admissions Committee within four weeks after the application deadline dates.

ADMISSIONS STAFF
Holly Chase
Associate Dean of Admissions and Financial Aid
hchase@brandeis.edu
Tel: 781-736-4829

Kathleen Gallagher
Associate Director of Admissions
kgalla@brandeis.edu
Tel: 781-736-8546

Sara Pearson
Assistant Director of Financial Aid
spearson@brandeis.edu
Tel: 781-736-2648

Teresa Rodriguez
Assistant Director of Admissions
trodrig@brandeis.edu
Tel: 781-736-2205
SCHOLARSHIPS AND TUITION

MERIT-BASED SCHOLARSHIPS
Brandeis IBS offers merit-based fellowships to provide substantial (and, in exceptional cases, full) support for the best-qualified candidates. About one-third of the students in each incoming class receive merit-based aid. All admitted full-time students are considered for merit-based fellowships.

These include:
+ The Association of Latino Professionals in Finance and Accounting
+ American Leadership Awards: recognizes outstanding U.S. citizens and permanent residents.
+ Dean's Prize Fellowships: offers up to full-tuition awards to students of exceptional merit.
+ Global Leadership Fellowships: recognizes promising international candidates.
+ The National Black MBA Association
+ The National Society of Hispanic MBAs
+ The Yellow Ribbon GI Education Enhancement Program

NEED-BASED FELLOWSHIPS

The school provides need-based financial support to a significant number of students. The need-based financial aid program considers a combination of financial need and qualifications for success in the student’s professional fields of interest. The amount of need-based fellowships provided in any given year is subject to the availability of funds.

Fellowships include:
+ Peter Petri Global Fellowships, awarded each year to three students from three different continents
+ Steven Bunson ’82 Fellowship
+ Milton W. Feld Fellowship
+ Fruit Family Fellowship
+ Isador Lubin Fellowship
+ Paul Rosengard ’80/YMA Fellowship
+ Isidore Scharfman Fellowship
+ Jeffrey J. Steiner Fellowship
+ Ambasador Milton Wolf Global Fellowship

To be considered for need-based awards, students must complete the Statement of Financial Resources available through the Office of Admissions.

For more information on Merit-based Scholarships and Need-Based Fellowships contact Holly Chase at hChase@brandeis.edu.

We encourage students to explore opportunities for financial aid from their employers or their home government and from other public or private sources. In past years, international students have received support from the Fulbright, Muskie, Ron Brown, World Bank, Ford, Mandela, Soros, and other programs. Information on external fellowship resources can be found online at: http://www.brandeis.edu/global/prospective/learn/fund_degree/funding_resources.html

U.S. citizens and permanent residents may be eligible for low-cost federal loans. To be considered for federal need-based financial aid programs, U.S. residents must submit a Free Application for Federal Student Aid (FAFSA) available online at: www.fafsa.ed.gov.

Despite our generous aid programs, students must have financial resources of their own. All master’s students must finance their living expenses, and nearly all pay a significant part of tuition.

For more information on scholarships.

Brandeis IBS is committed to attracting highly qualified students from around the world. We demonstrate that commitment by offering financial aid that is generous compared to other business schools. In line with its global mission, the school is proud to award fellowships and loans to international as well as U.S. students.

ASSISTANTSHIPS

A limited number of research and teaching assistantships are available for qualified students. Applications for these positions are accepted after admission, and compensation is at a rate of $10.50 per hour. Assistantships for PhD candidates include tuition and living expenses.

TUITION

Tuition for full-time MAief, MBA, MSF, and PhD students for the 2013-2014 academic year is $43,988. The same tuition applies to a semester abroad, but students receive a grant to offset the cost of airfare. Tuition for part-time MSF students is $4,156 per full course and $2,078 per module course.

LIVING EXPENSES

Living expenses for a single individual on an economical budget are around $12,000 to $14,000.
DISCOVERIES IN CUBA

In February 2012, 30 IBS students went to Cuba for a first-person look at the country’s evolving economy. It was the second trip as part of the new Hassenfeld Fellow Overseas Immersion Program, funded by retired Hasbro Chairman and CEO Alan Hassenfeld. The trip was organized and led by Alfonso Canella, a Cuba native who is a Senior Lecturer at IBS and had not returned to his homeland in more than 40 years. Mr. Hassenfeld and IBS Dean Bruce Magid were among the participants, and, along with students, exchanged ideas with economics students at the University of Havana, and connected with the first private MBA program in Cuba. It was a unique chance for students to peek under the hood and see an economy emerge before their very eyes.
WORLD CLASS ACCOLADES

• The Lemberg MAief has been #1 in the U.S. for two years in a row in the Financial Times rankings of Masters in Finance Pre-experience programs.

• Our PhD program is ranked among the Top 50 in the U.S. by the National Research Council.

• Brandeis IBS is named by Entrepreneur magazine one of the 16 best schools in the U.S. for “Eco-entrepreneurs.”

• Princeton Review ranks Brandeis IBS among top business schools for women.

• Brandeis IBS is among a select group of business schools profiled in Net Impact’s “Business as UNusual” guide for its socially-conscious, environmentally-aware programming.

“The program at Brandeis IBS provides the experience, tools and skills to succeed in today’s rapidly evolving international financial marketplace.”

—Alison Jackle
Part-time MSF, 2012, United States
BRANDEIS INTERNATIONAL BUSINESS SCHOOL

Students from 70 countries
Alumni working in over 100 countries

Where the world comes together.