

An interdepartmental program

Courses of Study:  
Minor

## International Business

### Objectives

This program introduces undergraduates to the functions and problems of business enterprise and helps them to acquire skills essential to a business career. Administered and staffed by the Brandeis International Business School and the Department of Economics, the curriculum recognizes the trend toward global markets and the ethical and strategic challenges posed by rapid change.

### How to Become a Minor

Please note that admission to this program has been suspended. Refer to the Interdepartmental Program in Business elsewhere in this *Bulletin*.

### Committee

For additional members of the Program in International Business (IB) see the faculty listings for economics and Brandeis International Business School.

### Requirements for the Minor

**A.** Four core courses: ECON 2a, BUS 6a (formerly ECON 12a), BUS 75a (formerly ECON 19b) and BUS 10a (formerly ECON 37b), or BUS 70a (formerly ECON 33a).

**B.** One course in statistics (ECON 83a, PSYC 51a, MATH 36a, b, or another statistics course approved by the program advising head).

**C.** At least one elective from the following list: BUS 10a (formerly IEF 135b), BUS 40a (formerly 148a), ECON 71a, 74b, 76b, 125a, 135a, 137a, 139a, 141b, 160a, 161a, 171a, 172b, 173a, 177b, POL 172b, PSYC 34b.

### Special Notes

Economics majors may complete this program. No more than three courses may be double-counted. Thus a major who takes six ECON courses for IB can count only three of these toward the nine ECON courses required for the economics major. Students undertaking this program and the economics minor are also subject to restrictions to minimize the overlap in content. Consult your advisor for approval of such combined programs.

BUS 92a (formerly IB 92b) is not a required course for the program, nor does it qualify as an elective in the program.

### Courses of Instruction

#### (1-99) Primarily for Undergraduate Students

#### **BUS 92a Work in the Global Business Environment: Internship and Seminar** (formerly IB 92b)

*Normally students must arrange an internship placement prior to registration and the internship is concurrent with the seminar. Students wishing to fulfill the internship component of the course in a semester when the seminar is not offered, must obtain approval from the instructor prior to the internship. A structured journal documenting the internship experience is required as a basis for seminar participation. Signature of the instructor required. This course may not be repeated for credit by students who have taken IB 92b in previous years.*

Encourages students to pool experiences and lessons drawn from various business environments and to analyze and discuss them in the context of related readings. Usually offered every spring.

Staff

#### Core Courses

**BUS 6a**  
(formerly ECON 12a)  
Financial Accounting

**BUS 10a**  
(formerly ECON 37b)  
Functions of Capitalist Enterprise

**BUS 70a**  
(formerly ECON 33a)  
Business in the Global Economy

**BUS 75a**  
(formerly ECON 19b)  
Issues in Business and Management

**ECON 2a**  
Introduction to Economics

#### Electives

**BUS 30a**  
(formerly IEF 135b)  
Creating New Ventures

**BUS 40a**  
(formerly IEF 148a)  
Business on the Internet

**ECON 26a**  
Latin America's Economy

**ECON 71a**  
Introduction to Finance

**ECON 74b**  
Law and Economics

**ECON 76b**  
Labor Economics

**ECON 125a**  
Comparative Institutional Economics

**ECON 135a**  
Industrial Organization

**ECON 139a**  
Economics of Antitrust

**ECON 141b**  
Technology and Global Economy

**ECON 160a**  
International Trade Theory

**ECON 161a**  
International Finance

**ECON 171a**  
Financial Economics

**ECON 172b**  
Money and Banking

**ECON 173a**  
Venture Capital and Private Equity

**ECON 177b**  
Economic Regulation and Deregulation

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

**PSYC 34b**  
Social Psychology

A graduate school

## Brandeis International Business School

Courses of Study:  
Master of Arts in International Economics and  
Finance  
Master of Science in Finance  
Master of Business Administration International  
Doctor of Philosophy

### 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 junior year. They begin taking program courses in their senior year and satisfy the master's degree requirements in one additional year of study 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.

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**Faculty**
**Peter Petri, Dean**

International trade. Development. Japan. Asia-Pacific.

**John Ballantine, Director of the MSF Program**

Bank regulation. Corporate finance. Financial institutions. Labor economics. Strategic management.

**F. Trener Dolbear, Director of the Lemberg Program**

Macroeconomics. Theory and computer simulations.

**Benjamin Gomes-Casseres, Director of M.B.A.i. Program**

International business. Alliance management. Business strategy.

**Blake LeBaron, Director of Ph.D. Program**

International finance. Exchange rates. Artificial stock markets.

**Chad Bown**

International economics. Economic development and industrial organization.

**Laarni Bulan**

Empirical corporate finance. Real options.

**Shih-Fen Chen**

International marketing. Foreign direct investment. Cross-cultural consumer behavior.

**Can Erbil**

Development economics. Political economy. International trade. Economic modeling.

**Jane Hughes**

Domestic and international cash management. Third World debt, sovereign risk, and foreign exchange markets.

**Adam Jaffe**

Technology. Economic growth. Industrial organization.

**Gary Jefferson**

China. Technical progress. Open economy macroeconomics. Transition economics.

**Rachel McCulloch**

International trade theory. Trade policy. Macroeconomic coordination. Investment and technology transfer.

**Nidiya Menon**

Development economics. Econometrics. Labor economics.

**Andrew Molinsky**

Cross-cultural interaction. Organizational behavior.

**Carol Osler**

Asset pricing. Currency market. Exchange rates.

**Paroma Sanyal**

Environmental economics. Industrial organization. R&D and technology.

**Narayan Subramanian**

Corporate finance. Financial economics. Microeconomics.

Other distinguished practitioners and educators serve as adjunct professors. An up-to-date list is available on the School's Website [www.brandeis.edu/global](http://www.brandeis.edu/global).

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**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 economics 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 economics or international business).

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**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 finance. 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 finance).

## 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 two fields: international business or international finance. 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

(formerly IEF 281f)

*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.

Staff

#### BUS 220a Organizational Behavior

(formerly IEF 237b)

*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

(formerly IEF 230a)

*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. Last offered in the spring of 2003.

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**

(formerly IEF 231a)

*This course may not be repeated for credit by students who have taken IEF 231a in previous years.*

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. Last offered in the spring of 2003.

Mr. Molinsky

**BUS 230a Entrepreneurship**

(formerly IEF 235b)

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

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**

(formerly IEF 234b)

*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. Reed

**BUS 232a International Entrepreneurship**

(formerly IEF 235a)

*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 call 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. Last offered in the fall of 2002.

Ms. Zimmerman

**BUS 235f Real Estate**

(formerly IEF 228f)

*This course may not be repeated for credit by students who have taken IEF 228f in previous years. Open only to IBS students.*

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. Last offered in the spring of 2003.

Mr. Bayone

**BUS 241f Electronic Commerce**

(formerly IEF 285f)

*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**

(formerly IEF 225b)

*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**

(formerly IEF 226a)

*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**

(formerly IEF 245a)

*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.i. students and recommended for other business students. Usually offered every year. Will be offered in the fall of 2002.

Mr. Gomes-Casseres

**BUS 261f Technology Strategy**

(formerly IEF 248f)

*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**

(formerly IEF 246f)

*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. Discusses 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**

(formerly IEF 240f)

*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. Last offered in the spring of 2003.

Mr. Sherden

**BUS 270a Managing International Business**

(formerly IEF 230b)

*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**

(formerly IEF 239f)

*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 in 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**

(formerly IEF 236f)

*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**

(formerly IEF 237f)

*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. Last be offered in the spring of 2003.

Mr. Appell

**BUS 279a The Integrated Business****Enterprise**

(formerly IEF 249c)

*Enrollment limited to M.B.A.i. students.*

*This course may not be repeated for credit by students who have taken IEF 249c in previous years.*

A capstone course for the M.B.A.i. program that helps students apply skills and concepts learned in other courses and understand how business functions are integrated in a multinational enterprise. Focuses on projects, teamwork, simulations, and business presentations addressing current issues in international business. Usually offered every year.

Mr. Reed

**BUS 281f Law of International Transactions**

(formerly IEF 222f)

*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 222f in previous years.*

Examines the legal regimes governing international financial transactions. Reviews legal nomenclature, the formation and performance of contracts, and legal structures affecting financial rights and interests. Various instruments will be discussed, including letters of credit, loan and security documents, prospectuses, and underwriting agreements. Usually offered every year.

Staff

**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 MBA<sup>o</sup> students.*

Designed for 2nd-year MBA 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. Will be offered in the fall of 2003.

Ms. Goldstein-Weiner

**BUS 297a Field Project**

(formerly IEF 297a)

Prerequisite: Two semesters at IBS or permission of program director. Yields half-course credit. 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

**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**

(formerly IEF 298b)

*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**

(formerly IEF 299a)

*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**

(formerly IEF 167b)

*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**

(formerly IEF 201a)

*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. Last offered in the fall of 2002. Ms. Hughes and Mr. Ballantine

**ECON 202a International Macroeconomics**

(formerly IEF 202b)

*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**

(formerly IEF 288f)

*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**

(formerly IEF 283f)

*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 215a Econometrics with International Applications**

(formerly IEF 284b)

*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**

*This course may not be repeated for credit by students who have taken ECON 125a in previous years.*

Drawing on the New Institutional Economics and comparisons across countries, examines the role of institutional arrangements, including property rights, contracts, and constitutions, in shaping economic incentives, behavior, and performance across corporations, financial systems, and national economies. Usually offered every second year. Will be offered in the fall of 2003.

Mr. Jefferson

**ECON 232f Country Risk Analysis**

(formerly IEF 221f)

*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. Will be offered in the fall of 2003.

Ms. Sanyal

**ECON 260a International Trade Policy and Institutions**

(formerly IEF 260b)

*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. Will be offered in the fall of 2003.

Mr. Bown

**ECON 270a Economic Development Strategies**

(formerly IEF 275b)

*Prerequisite: ECON 201 (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. Last offered in the spring of 2003.

Mr. Erbil

**ECON 273f Public Finance in Developing Countries**

(formerly IEF 257f)

*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 257f 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. Last offered in the fall of 2002.

Mr. Bolnick

**ECON 274f Investment Policy in Developing Countries**

(formerly IEF 262f)

*Prerequisite: ECON 201a (formerly IEF 201a), reasonable understanding of basic macro and microeconomics. Open only to IBS students. Meet 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. Last offered in the spring term 2003.

Mr. Bolnick

**ECON 274f International Institutions in the Global Economy**

(formerly IEF 262f)

*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 262f in previous years.*

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 275a Political Economy of Development: Case of the Middle East**

(formerly IEF 167b)

*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 297a Field Project**

(formerly IEF 297a)

*Prerequisite: Two semesters at GSIEF 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

**ECON 297b Field Project**

*Prerequisite: Two semesters at GSIEF 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 298a Independent Study**

(formerly IEF 298b)

*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 298b 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**

(formerly IEF 299a)

*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



**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**

(formerly IEF 301a)

*Prerequisite: Microeconomics and Math.*

*This course may not be repeated for credit by students who have taken IEF 301a in previous years.*

Study of the theories of microeconomics including optimization, theory of the firm, theory of the consumer, duality theory, general equilibrium, welfare economics, public goods, and externalities. Usually offered every year.

Staff

**ECON 302a Advanced Microeconomics II**

(formerly IEF 301b)

*Prerequisite: ECON 301a (formerly IEF 301a). This course may not be repeated for credit by students who have taken IEF 301b in previous years.*

Investigates advanced topics in microeconomics including decision making under uncertainty, dynamic optimization, game theory, and strategic interactions, imperfect competition and oligopoly theory, and information economics including moral hazard and adverse selection. Usually offered every year.

Staff

**ECON 303a Advanced Macroeconomics I**

(formerly IEF 302a)

*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**

(formerly IEF 302b)

*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**

(formerly IEF 384b)

*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 330a International Macroeconomics**

(formerly IEF 382a)

*Prerequisite: ECON 304a (formerly IEF 302b). This course may not be repeated for credit by students who have taken IEF 330a 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 340a Industrial Organization**

(formerly IEF 335b)

*Prerequisite: ECON 302a (formerly IEF 301b). This course may not be repeated for credit by students who have taken IEF 335b 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 multinationals and their strategic behavior, and comparative perspectives on the economic role of the state. Usually offered every year.

Ms. Sanyal

**ECON 360b International Trade Theory**

(formerly IEF 360b)

*Prerequisite: ECON 302a (formerly IEF 301b). This course may not be repeated for credit by students who have taken IEF 360b in previous years.*

Topics include comparative advantage and general equilibrium; the factor-proportions theory and alternative explanations of trading patterns; trade with imperfect competition; commercial policy in the presence of domestic distortions; preferential trading blocs; exogenous and endogenous growth in open economics; and the evolution of the GATT system. Usually offered every year.

Ms. McCulloch

**ECON 370a Development Economics**

(formerly IEF 375b)

*Prerequisite: ECON 302a (formerly IEF 301b). This course may not be repeated for credit by students who have taken IEF 375b in previous years.*

Reviews various models of growth and development, including models of project evaluation, household economic choice, long-run growth, technological change and human resource investment, and alternative development strategies. Includes extensive review of related empirical work that tests various hypotheses that emerge from the theoretical literature. Usually offered every second year.

Mr. Jefferson

**ECON 371a Transition Economics**

(formerly IEF 325a)

*Prerequisite: ECON 302a (formerly IEF 301b). 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.

Mr. Jefferson

**ECON 380f Computable General Equilibrium Modeling: Theory and Application**

*Prerequisite: 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. Will be offered in the spring of 2004.

Mr. Erbil

**ECON 398a Readings**

(formerly IEF 300a)

Usually offered every year.

Staff

**ECON 399a Dissertation Workshop**

(formerly IEF 399a)

*Prerequisite: 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.

Mr. LeBaron

**FIN 201a Financial Theory**

(formerly IEF 205a)

*Prerequisite: ECON 210f (formerly IEF 288f) or statistics (may be taken concurrently).*

*May not be taken for credit by students who have previously taken ECON 171a or IEF 205a in previous years. Students who have taken ECON 171a should enroll in FIN 301a.*

Topics related to financial economics, including investors' attitudes toward risk, portfolio selection, asset pricing models (Capital Asset Pricing Model and the Arbitrage Pricing Model), options and future markets, the efficient market hypothesis, and the determinants of a firm's financial structure. Usually offered every year.

Staff

**FIN 202a International Corporate Finance**

(formerly IEF 210b)

*Prerequisite: ECON 201a (formerly IEF 201a). May not be taken for credit by students who have previously taken IEF 210b.*

Analysis of the exposure of the multinational firm from accounting and economic perspectives, survey of investment finance, and other international operations. Usually offered every year.

Staff

**FIN 210f Accounting Principles**

(formerly IEF 203f)

*Open only to M.S.F. students. Meets for one-half semester and yields half-course credit. May not be repeated for credit by students who have taken IEF 203f in previous years.*

Provides a foundation for understanding the accounting principles used in private and public companies. Key accounting concepts such as financial statement analysis, income measurements, and accrual accounting are presented in a multinational context. Usually offered every year.

Staff

**FIN 211f Accounting Principles II**

(formerly IEF 204f)

*Prerequisite: FIN 210f (formerly IEF 203f). Open only to M.S.F. students. Meets for one-half semester and yields half-course credit. 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 debit equity securities, cash flow, financial statement analysis, and international accounting. Usually offered every summer.

Staff

**FIN 212a Accounting and Financial Analysis**

(formerly IEF 204a)

*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

**FIN 213a Advanced Financial Accounting**

(formerly IEF 204b)

*Prerequisite: 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

**FIN 215f Managerial Accounting and Control**

(formerly IEF 286f)

*Prerequisite: 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 286f in previous years.*

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

**FIN 216f Financial Statement Analysis**

(formerly IEF 287f)

*Prerequisite: 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 287f 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

**FIN 217f Financial Modeling**

(formerly IEF 282f)

*Prerequisite: 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 282f in previous years.*

Introduces 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

**FIN 221f International Banking**

(formerly IEF 219f)

*Prerequisites: FIN 201a (formerly IEF 205a). This course may not be repeated for credit by students who have taken IEF 219f.*

Provides a survey of international banking. Topics will include develop 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**

(formerly IEF 212a)

*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**

(formerly IEF 214b)

*Prerequisites: FIN 202a (formerly IEF 210b) (may be taken concurrently). This course may not be repeated for credit by students who have taken IEF 214f or 214b.*

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**

(formerly IEF 223f)

*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 223f. Open only to M.S.F. students. Meets for one-half semester and yields half-course credit.*

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**

(formerly IEF 212f)

*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**

(formerly IEF 216f)

*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.*

Examines financial planning methodologies and tools and well financial control mechanisms. Includes case studies using real life examples, accounting and financial objectives. Usually offered every year. Last offered in the summer of 2002.

Mr. Canella

**FIN 242f Credit Risk Analysis**

(formerly IEF 220f)

*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 policuy. 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 246a Applied Corporate Finance**

(formerly IEF 213a)

*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**

(formerly IEF 214a)

*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. Will be offered in the fall of 2003.

Mr. LeBaron

**FIN 251f Foreign Exchange Markets**

(formerly IEF 218f)

*Prerequisites: ECON 201a (formerly IEF 201a). 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**

(formerly IEF 252f)

*Prerequisites: 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**

(formerly IEF 220a)

*Prerequisite: A knowledge of financial theory is highly desirable. Intended primarily for M.S.F. students, but M.A.i.e.f. and M.B.A.i. 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**

(formerly IEF 223b)

*Prerequisites: 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**

(formerly IEF 213b)

*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 on researching and presenting a paper on a global investment topic. Usually offered every year.

Staff

**FIN 266f Hedge Fund Management**

(formerly IEF 229f)

*Prerequisites: 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**

(formerly IEF 215b)

*Prerequisites: 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 272f Topics in Financial Engineering**

(formerly IEF 226f)

*Prerequisites: 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**

(formerly IEF 228a)

*Prerequisites: FIN 201a (formerly IEF 205a). This course may not be repeated for credit by students who have 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**

(formerly IEF 229b)

*Prerequisites: 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**

(formerly IEF 208a)

*Prerequisite: FIN 201a (formerly IEF 201a). 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**

(formerly IEF 225a)

*Prerequisites: 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**

(formerly IEF 217a)

*Prerequisites: 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 decisions 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**

(formerly IEF 297a)

*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 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

**FIN 298a Independent Study**

(formerly IEF 298b)

*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

**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**

(formerly IEF 299a)

*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 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**

(formerly IEF 305a)

*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