
Independent Interdisciplinary Major

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

Students who wish to develop a proposal for an independent interdisciplinary major should consult the Office of Undergraduate Academic Affairs.

Courses of Instruction

IIM 98b Senior Essay

Usually offered every year.
Staff

IIM 99d Senior Research

Usually offered every year.
Staff

An interdepartmental program

International and Global Studies

Courses of Study:
Minor
Major (B.A.)

Objectives

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

How to Become a Major or Minor

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

Students should take International and Global Studies (IGS 10a) during their first or second year; this course provides a systematic introduction to the key issues of contemporary global change, provides an overview of the specializations (from which the student will later choose), and gives an orientation to the options for international internships and study abroad. In addition, students must take three core courses in the disciplines of anthropology (ANTH 1a, Introduction to the Comparative Study of Human Societies), economics (ECON 8b, Global Economy, prerequisite ECON 2a), and politics (POL 15a, Introduction to International Relations). These foundational courses should be completed by the end of the sophomore year.

Committee**Steven Burg**
(Politics)**Marion Smiley**
(Philosophy)**Gregory Freeze, Chair**
(History)**George Ross**
(Sociology)**Janet McIntosh**
(Anthropology)**Gary Jefferson**
(Economics)**Faith Smith**
(African and Afro-American Studies and
English and American Literature)**Dan L. Perlman**
(Biology)**Requirements for the Major****A. Gateway Course:** IGS 10a (Introduction to International and Global Studies)**B. Core Courses:** ANTH 1a (Introduction to the Comparative Study of Human Societies), ECON 8b (Global Economy), and POL 15a (Introduction to International Relations).**C. Four courses within one of the following specializations:** Cultures, Identities, and Encounters; Global Economy; Global Environment; Global Governance; Global Media and Communications; Inequalities and Poverty; or an Independent Specialization approved by the Faculty Executive Committee. Courses selected for an independent specialization must meet the following criteria: (a) the subject matter is international, comparative or provides a theoretical framework suitable for the analysis of global issues; and (b) at least a third of the course pertains to the proposed field of study. Within each standard specialization, there are one or more required or strongly recommended courses. With the approval of the undergraduate advising head of the program, a student may substitute no more than two courses for courses listed within any specialization.**D. Electives:** At least two additional courses from another area of specialization, none of which may be listed under the student's primary area of specialization. Students are encouraged to choose foundational courses from other specializations.**E. Auxiliary Language Study:** One course beyond the University foreign language requirement, normally in the student's primary language of study, the instruction must be in the foreign language. This may be fulfilled by enrolling in an additional language course at Brandeis or during study abroad. This requirement will be waived if a student is exempted from the University foreign language requirement.**F. Study Abroad and International Internship:** Students may satisfy this requirement by one semester of study abroad, by participating in an approved international internship, or by some combination of the two. Although one semester of study abroad is sufficient by itself, it is highly desirable that students participate, simultaneously, in a part-time internship. The international internship ordinarily must be for a minimum of two months (either in the summer or regular term); it must be approved by the undergraduate advising head. In special cases, and with the approval of the undergraduate advising head, students may perform the international internship at an agency that is located in the United States but directly engaged in international and global issues. Students who participate in an independent internship may apply to receive course credit for the internship by submitting, upon their return to the University, a substantial analytical paper about their experience.**G. Senior Thesis (optional):** Students have the option of undertaking an honors thesis, which is required for degrees granted with distinction. Ideally, but not necessarily, a student's thesis will be based on his or her internship or on research conducted during his or her study abroad. By undertaking and completing an honors thesis, students will receive credit for two courses.**H. No more than five courses from any one department will be counted towards the major.****Requirements for the Minor****A. Gateway Course:** IGS 10a (Introduction to International and Global Studies)**B. Core Courses:** ANTH 1a (Introduction to the Comparative Study of Human Societies), ECON 8b (Global Economy), POL 15a (Introduction to International Relations).**C. Electives:** Two courses from two different areas of specialization.**D. No more than three of these courses may count toward another minor.****Courses of Instruction****(1-99) Primarily for Undergraduate Students****IGS 10a Introduction to International and Global Studies**[ss]
"Globalization" touches us more every day. Introduces the challenges of globalization to national and international governance, economic success, individual and group identities, cultural diversity, the environment, and inequalities within and between nations, regions of the globe, gender, and race. Usually offered every year. Mr. Freeze and Mr. Ross**IGS 92a Global Studies Internship**
Usually offered every year.
Staff**IGS 92b Global Studies Internship**
Usually offered every year.
Staff**IGS 98a Independent Study**
Usually offered every year.
Staff**IGS 99d Senior Research**Seniors who are candidates for degrees with honors in IGS must register for this course and, under the direction of a faculty member, prepare an honors thesis on a suitable topic. Usually offered every year.
Staff**Core Courses****ANTH 1a**

Introduction to the Comparative Study of Human Societies

ECON 8b

The Global Economy

IGS 10a

Introduction to International and Global Studies

POL 15a

Introduction to International Relations

Cultures, Identities, and Encounters**Required Specialization Course****HIST 61a**

Cultural Encounters and Conflict in Historical Perspective

Electives**AAAS 18b**

Africa and the West

AAAS 145b

What is Race?

ANTH 80a

Anthropology of Religion

ANTH 129b

Global, Transnational, and Diasporic Communities

ANTH 139b

Language, Ethnicity, and Nationalism

ENG 111b

Post-Colonial Theory

ENG 155a

Literature and Empire

FA 192a

Studies in Modern Art

FREN 165b

Haiti, Then and Now

GECS 160a

In the Shadow of the Holocaust: Global Encounters

HIST 56b

World History to 1960

HIST 71a

Latin American History, Pre-Conquest to 1870

HIST 80b

East Asia: Nineteenth Century to the Present (China and Japan)

HIST 148b

Central Asia in Modern Times

IMES 104a

Islam: Civilization and Institutions

NEJS 141b

Zionism and its Critics

NEJS 143a

Polish-Jewish Relations in the Twentieth Century

NEJS 144a

Jews in the World of Islam

SECS 169a

Travel Writing and the Americas: Columbus's Legacy

SOC 125b

U.S.-Caribbean Relations

SOC 128a

Religion and Globalization

WMNS 105b

Feminist Theories in Historical and Cross-Cultural Perspective

WMNS 195b

The Woman's Voice in the Muslim World

Global Economy**Required Specialization Courses**

Student must choose three out of four courses:

BUS 70a

Business in the Global Economy

ECON 57a

Environmental Economics

ECON 60b

The Economics of International Trade Disputes

ECON 175a

Introduction to the Economics of Development

Electives**AAAS 80a**

Economy and Society in Africa

AAAS 126b

Political Economy of the Third World

ECON 141b

Technology and the Global Economy

ECON 160a

International Trade Theory

ECON 161a

International Finance

ECON 225a

Comparative Institutional Economics

POL 172b

Introduction to International Political Economy

POL 180b

Sustaining Development

Global Environment**Suggested Foundational Courses****AMST 20a**

Environmental Issues

ECON 57a

Environmental Economics

Electives**AAAS 158a**

Theories of Development and Underdevelopment

AMST 101a

American Environmental History

AMST 102a

Women, the Environment, and Social Justice

AMST 106b

Food and Farming in America

ANTH 55a

Models of Development

ANTH 127a

Medicine, Body, and Culture

BIOL 17b

Conservation Biology

BIOL 23a

Evolutionary Ecology

BIOL 134b

Topics in Ecology

BISC 2a

Human Reproduction, Population Explosion, Global Consequences

BISC 3b

Humans and the Environment

ECON 176a

The Household, Health, and Hunger in Developing Countries

ENG 60b

Writing about the Environment

HIST 100a

Fire and Ice: An Ecological Approach to World History

HIST 128a

Ecological Imperialism: the Environmental Consequences of Early Modern Expansion

LGLS 132b

Environmental Law and Policy

SOC 112a

Topics on Women and Development

SOC 175b

Civic Environmentalism

Global Governance**Suggested Foundational Course****POL 172b**

Introduction to International Political Economy

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

*Global Challenges***AAAS 60a**

Economics of Third World Hunger

AAAS 117a

Communications and Social Change in Developing Nations

AAAS 126b

Political Economy of the Third World

AAAS 158a

Theories of Development and Underdevelopment

ANTH 139b

Language, Ethnicity, and Nationalism

HIST 179a

Globalization: Critical Historical Perspectives

NEJS 189a

The Arab-Israeli Conflict

POL 131b

Social Movements in Latin America

POL 146b

Seminar: Topics in Revolutions in the Third World

POL 161b

Causes and Prevention of War

POL 172b

Introduction to International Political Economy

SOC 112a

Topics on Women and Development

SOC 119a

War and Possibilities of Peace

SOC 121a

New Approaches to Development: Globalization and Human Development

*Transnational Cooperation and Conflict***AAAS 163b**

Africa in World Politics

LGLS 124b

International Law and Development

LGLS 125b

International Law, Organizations, and Conflict Resolution

NEJS 144b

Conflict and Consensus in Israeli Society

PHIL 19a

Human Rights

POL 127a

Ending Deadly Conflict

POL 127b

Seminar: Managing Ethnic Conflict

POL 153a

The New Europe: European Economic and Political Integration

POL 160b

World Politics since 1945

POL 163a

Seminar: Human Rights and International Relations

POL 166b

Seminar: Issues in International Political Economy

POL 174b

Seminar: Problems of National Security

POL 175b

Global Civil Society

POL 176a

Seminar: International Intervention

POL 178a

Seminar: International Politics of the Pacific

POL 180b

Sustaining Development

Global Media and Communications**Suggested Foundational Course****ANTH 26a**

Communication and Media

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

*Defining Media***AMST 134b**

The New Media in America

ANTH 26a

Communication and Media

ANTH 153a

Writing Systems and Scribal Traditions

COML 160b

Narrative in Literature and Film

COML 170a

Working across Cultures

FA 20b

Introduction to Visual Culture

SOC 146a

Mass Communication Theory

*Communicating across Cultures***AAAS 134b**

Novel and Film of the African Diaspora

ANTH 184b

Cross-Cultural Art and Aesthetics

ENG 17b

African Novel

ENG 77b

Literatures of Global English

ENG 127a

The Novel in India

FECS 157a

French Film

GECS 167a

German Cinema: Vamps and Angels

MUS 35b

The Music of the African Diaspora

RECS 149b

The Rise and Fall of Russian Modernism: Cultural and Political Revolutions 1900-1934

SOC 120b

Globalization and the Media

THA 115b

The Avant-Gardes

Inequalities and Poverty

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

*Inequality and Development***AAAS 18b**

Africa and the West

AAAS 60a

Economics of Third World Hunger

AAAS 80a

Economy and Society in Africa

AAAS 123a

Third World Ideologies

AAAS 143a

Economies of African Countries

ANTH 55a

Models of Development

ANTH 163b

Production, Consumption, and Exchange

HS 110a

Wealth and Poverty

HSSP 102a

Global Perspectives on Health

POL 159a

Seminar: The Politics of the Modern Welfare State: Women, Workers, and Social Citizenship

SOC 121a

New Approaches to Development: Globalization and Human Development

*Gender, Racial, and Ethnic Inequalities***AAAS 147b**

Women in African Societies

ANTH 129b

Global, Transnational, and Diasporic Communities

ANTH 139b

Language, Ethnicity, and Nationalism

ANTH 144a

The Anthropology of Gender

HIST 115a

History of Comparative Race and Ethnic Relations

NEJS 187a

Political Islam

NEJS 187b

Shi'ism and Political Protest in the Middle East

POL 128a

The Politics of Revolution: State Violence and Popular Insurgency in the Third World

POL 131b

Social Movements in Latin America

SOC 107a

Global Apartheid and Global Social Movements

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 third year. They begin taking program courses in their fourth year of undergraduate study and satisfy the master's degree requirements in one additional year of study at the graduate level after receiving their B.A. degree.

How to Be Admitted to Brandeis International Business School

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

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.

Brenda Anderson

Accounting and financial analysis.

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.

Adam Jaffe, Dean of Arts and Sciences

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.

Brad Morrison

Operations and service management. Supply chain management. Global outsourcing.

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.

Requirements for the Degree of Master of Arts
Program of Study

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

Residence Requirement

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

International Experience Requirement

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

Language Requirement

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

Concentrations

Students may concentrate in one of three fields: international finance, international economic policy, or international business.

Concentrating requires taking four semester equivalent courses in the field beyond the required core courses. Students who complete this requirement receive the M.A. in international economics and finance with a concentration in international finance (or international economic policy or international business).

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

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

Residence Requirement

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

Concentrations

Students may concentrate in one of two fields: business finance or international investments. Concentrating requires taking two semester courses (or the equivalent) in the field beyond the required courses. Students who complete this requirement receive the M.S. in finance with a concentration in business finance (or international investments).

Requirements for the Degree of Master of Business Administration International (M.B.A.i.)

Program of Study

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

Residence Requirement

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

International Experience Requirement

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

Language Requirement

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

Concentrations

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

Courses of Instruction

(200 and above) Primarily for Graduate Students

BUS 211f Information Management

Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 281f in previous years.

Surveys of quantitative techniques and computer tools in management information systems including database manipulation. Objective of the course is to help students acquire advanced computer skills through cases and hands-on applications. Usually offered every year.
Staff

BUS 220a Organizational Behavior

This course may not be repeated for credit by students who have taken IEF 237b in previous years. Open only to master's degree students.

Covers the fundamentals of organizational behavior, including the topics of leadership, work motivation, organizational culture, organizational structure, group dynamics, perception, decision-making, and cross-cultural interaction. Assignments include group project analysis of real organizational dilemma using concepts covered in class. Usually offered every year.
Mr. Molinsky

BUS 221a Managing across Cultures

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

Focuses on interpersonal challenges of managing across cultures. Using a combination of lecture, role-plays, video, and student presentations, this course will equip students with skills and perspectives that will enable them to function more effectively in foreign cultural situations. Usually offered every year.
Mr. Molinsky

Requirements for the Degree of Doctor of Philosophy

Program of Study

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

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

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

Residence Requirement

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

Core and Field Examinations

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

Dissertation and Defense

All candidates for the Ph.D. will submit a dissertation in a form approved by his or her dissertation director and by a committee appointed by the director of the Ph.D. Program. The student will defend the dissertation at a Final Oral Examination.

BUS 222a The Leadership Experience

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

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

BUS 225a Organizations and Management

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

Mr. Gomes-Casseres

BUS 230a Entrepreneurship

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

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

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 class examines world trade issues, emergence of economic unions, and the economic opportunities of major established and emerging markets around the world from an entrepreneur's perspective. Usually offered every year.

Ms. Zimmerman

BUS 235f Real Estate

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

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

Mr. Bayone

BUS 241f Electronic Commerce

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

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

Ms. Phillips

BUS 250a Global Marketing Strategy

This course may not be repeated for credit by students who have taken IEF 225b in previous years.

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

Mr. Chen

BUS 251a Financial Product Marketing

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

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

Mr. Chen

BUS 252a Marketing Management

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

Ms. Zimmerman

BUS 260a Competition and Strategy

This course 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.

Mr. Gomes-Casseres

BUS 261f Technology Strategy

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

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

Mr. Gomes-Casseres.

BUS 262f Alliance Strategy

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

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

Mr. Gomes-Casseres

BUS 264f Consulting Approaches

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

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

Mr. Sherden

BUS 270a Managing International Business

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

Firms compete internationally through trade, foreign investment, and alliances. To succeed, they need to manage three sources of competitive advantage: country environments, firm capabilities, and government policies. Using case discussion, students analyze the international strategies of United States, Japanese, and European firms. Usually offered every year.
Mr. Chen

BUS 271f Service Management

Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 239f previous years.

Introduces the field of service management, with a focus on marketing, operations, and human resources. Issues include critical factors in customer satisfaction, internationalization of services, and organizing for effective service delivery. Uses case studies in hotel, health care, and legal industries. Usually offered every year.
Mr. Oshins

BUS 275f Strategic Negotiations

Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 236f in previous years.

Explores the dynamics of international business negotiations in the context of evolving global industries. Students will develop an understanding of negotiation strategy, positioning, and process, as well as the skill necessary to effectively design, negotiate, and manage transnational deals. Usually offered every year.
Staff

BUS 277f Corporation and Communities

Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 237f in previous years.

Through case studies and meetings with corporate decision makers, students explore shifting strategies and developing programs in the rapidly changing arena of corporate social responsibility.
Mr. Appell

BUS 279a Managing the Integrated Enterprise

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

BUS 281f Laws of International Transactions: Legal Environment of Business

Prerequisite: It is recommended that students have taken a core of economics or finance courses. Open only to IBS students. Meets for one-half semester and yields half-course credit.

An introductory course intended to explore fundamental legal issues and concepts which impact financial management. Recent events in commercial and financial markets make it evident that legal and compliance risks require the same level of scrutiny and review as other financial activities such as capital budgeting. While this module does not undertake to completely or totally prepare students to engage in these reviews, it provides the basic building blocks. Students should emerge with an understanding of the nexus of law and finance. The text primarily used is *Managers and the Legal Environment: Strategies for the 21st Century* and is supplemented with case studies to ensure learning of the application of legal concepts. Usually offered every year.
Mr. Aikens

BUS 282a Investment in the Emerging Market

Prerequisite: Accounting and finance knowledge. Corequisite: ECON 232f (formerly IEF 221f) would be beneficial.

Examines various investment strategies of companies engaged in business in the emerging markets. Using the case method, explores controlling interests, diversification/expansion strategies, spin-offs, start-ups, project finance, joint ventures, and troubled debt restructurings. Usually offered every year.
Mr. Bayone

BUS 295a Field Projects in Consulting

Open only to second-year M.B.A. students. Designed for second-year M.B.A. students to allow them to apply the principles and techniques taught in the business school curriculum to real business through management consulting opportunities and classroom meetings. Usually offered every year.

Ms. Goldstein-Weiner

BUS 297a Field Project

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

Offers students an opportunity to apply the theories and key themes covered in the core courses in a real-life setting. Requires completion of at least six weeks of a paid or unpaid internship approved and monitored by a faculty advisor. The project could involve a research or consulting assignment or a structured internship in the school's fields. Interested students should consult the guidelines established by the school. Usually offered every year.
Staff

BUS 297b Field Project

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

Offers students an opportunity to apply the theories and key themes covered in the core courses in a real-life setting. Requires completion of at least six weeks of a paid or unpaid internship approved and monitored by a faculty advisor. The project could involve a research or consulting assignment or a structured internship in the school's fields. Interested students should consult the guidelines established by the school. Usually offered every year.
Staff

BUS 298a Independent Study

This course may not be repeated for credit by students who have taken IEF 298b in previous years.

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

BUS 298b Independent Study

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

BUS 299a Master's Project

Prerequisite: Two semesters at IBS or permission of program director. This course may not be repeated for credit by students who have taken IEF 299a in previous years.

A student wishing to complete a master's project, under the guidance of a faculty advisor, may enroll in this course during his or her final semester in the master's program. Projects may involve a short analytical thesis, the solution of an applied problem, or a report on work completed in an appropriate internship. Usually offered every year.
Staff

BUS 299b Master's Project

Prerequisite: Two semesters at IBS or permission of program director.

A student wishing to complete a master's project, under the guidance of a faculty advisor, may enroll in this course during his or her final semester in the master's program. Projects may involve a short analytical thesis, the solution of an applied problem, or a report on work completed in an appropriate internship. Usually offered every year.
Staff

ECON 200f Fundamentals of Microeconomics

Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 200f in previous years.

Designed for first-year M.A. students. An introduction to key theoretical concepts in microeconomics. Calculus will only be used in a very limited number of cases.

Emphasizes topics important in other IEF classes, such as financial theory or international trade. Some material is applicable to courses in business strategy. Usually offered every year.

Staff

ECON 201a Global Economic Environment

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

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

Ms. Hughes and Mr. Ballantine

ECON 202a International Macroeconomics

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

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

Staff

ECON 210f Quantitative Techniques

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

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

Staff

ECON 211f Introduction to Econometrics

Prerequisite: Statistics or ECON 210f (formerly IEF 288f). Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 283f in previous years.

Survey of quantitative techniques and computer tools in data analysis and forecasting, including econometric estimation. The course will include case studies and the use of computer applications. Usually offered every year.

Staff

ECON 212f Applications of Econometrics

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

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

Mr. Bahceci

ECON 215a Econometrics with International Applications

Prerequisite: Statistics and Math. This course may not be repeated for credit by students who have taken IEF 284b in previous years.

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

Staff

ECON 225a Comparative Institutional Economics

Prerequisite: ECON 80a.

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

Mr. Jefferson

ECON 232f Country Risk Analysis

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

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

Mr. Bayone

ECON 241f Regulating Competition

Open only to IBS students. Meets for one-half semester and yields half-course credit.

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

Ms. Sanyal

ECON 242f Regulating Private Enterprise

Open only to IBS students. Meets for one-half semester and yields half-course credit.

Focuses on the rationale behind regulating private public utility regulation, with particular emphasis on the rate of return regulation. Six particular industries are studied: telecommunications, electric utilities, environment, transportation, drugs, and workplace safety. Usually offered every year.

Ms. Sanyal

ECON 251f Political Economy

Open only to IBS students. Meets for one-half semester and yields half-course credit.

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

Mr. Erbil

ECON 260a International Trade Policy and Institutions

Prerequisites: ECON 201a (formerly IEF 201a). Open only to IBS students. This course may not be repeated for credit by students who have taken IEF 260b in previous years.

Develops the fundamental economic theories behind the various policies that regulate and interfere with international trade. Examines the predominant national and international institutions that are charged with administering these policies as well as the scope and process for potential reform. Usually offered every year.

Staff

ECON 261f Services in World Markets

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

Mr. Bown

ECON 270a Economic Development Strategies

Prerequisite: ECON 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.

Mr. Erbil

ECON 273f Public Finance in Developing Countries

Prerequisites: ECON 201a (formerly IEF 201a). Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 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.

Mr. Bolnick

ECON 274f Investment Policy in Developing Countries

Prerequisite: ECON 201a (formerly IEF 201a), reasonable understanding of basic macro and microeconomics. Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 262f.

Provides an analytical introduction to investment policy in developing countries. Emphasis is on applied economic analysis. Although the focus is on developing countries, the material is highly pertinent to transitional and emerging economies as well. Usually offered every year.

Mr. Bolnick

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

This course may not be repeated for credit by students who have taken IEF 167b in previous years.

Covers major issues concerning the political economy of the contemporary Middle East, including economic development strategies, population growth, water resources, investment in human capital, the changing role of the state, impact of current political reforms, and integration into the global economy.

Usually offered every year.

Staff

ECON 276f International Institutions in the Global Economy

Prerequisite or corequisite: ECON 202a (formerly IEF 202b). Open only to IBS students. Meets for one-half semester and yields half-course credit.

Explores the role of international organizations in the development process. Topics include alternative approaches to lending for development and the global financial architecture. Case studies of World Bank and IMF experience, with particular emphasis on East Asia and Latin America, illustrate the application of different strategies. Experts from these institutions will participate in the delivery of the course. Usually offered every year.

Staff

ECON 297a Field Project

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

Staff

ECON 297b Field Project

Prerequisite: Two semesters at IBS or permission of program director.

Offers students an opportunity to apply the theories and key themes covered in the core courses in a real-life setting. Requires completion of at least six weeks of a paid or unpaid internship approved and monitored by a faculty advisor. The project could involve a research or consulting assignment or a structured internship in the school's fields. Interested students should consult the guidelines established by the school. Usually offered every year.

Staff

ECON 298a Independent Study

This course may not be repeated for credit by students who have taken IEF 298b in previous years.

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

Staff

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 298f Independent Study

Open only to IBS students. Meets for one-half semester and yields half-course credit.

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 year.

Mr. Bown

ECON 299a Master's Project

Prerequisite: Two semesters at IBS or permission of program director. This course may not be repeated for credit by students who have taken IEF 299a in previous years.

A student wishing to complete a master's project, under the guidance of a faculty advisor, may enroll in this course during his or her final semester in the master's program. Projects may involve a short analytical thesis, the solution of an applied problem, or a report on work completed in an appropriate internship. Usually offered every year.

Staff

ECON 299b Master's Project

Prerequisite: Two semesters at IBS or permission of program director.

A student wishing to complete a master's project, under the guidance of a faculty advisor, may enroll in this course during his or her final semester in the master's program. Projects may involve a short analytical thesis, the solution of an applied problem, or a report on work completed in an appropriate internship. Usually offered every year.

Staff

ECON 301a Advanced Microeconomics I

Prerequisite: Microeconomics and Math. This course may not be repeated for credit by students who have taken IEF 301a in previous years.

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

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 303a Advanced Macroeconomics I

Prerequisite: Microeconomics and Math. This course may not be repeated for credit by students who have taken IEF 302a in previous years.

Study of the modern theory of consumption, investment, the current account, and the implications of monetary and fiscal policy. Topics include inflation, unemployment, rational expectations, the impact of a government deficit, the determination of interest rates, and the behavior of exchange rates. Long-run properties of short-run models and the microeconomics of macro models. Usually offered every year.

Mr. Villanueva

ECON 304a Advanced Macroeconomics II

Prerequisite: ECON 303a (formerly IEF 302a). This course may not be repeated for credit by students who have taken IEF 302b in previous years.

Current research issues in macroeconomics, such as the impact of supply shocks, real demand shocks, and monetary shocks on output, interest rates, and exchange rates. Empirical studies and testing of competing macroeconomic theories. Usually offered every year.

Ms. Shankar

ECON 312a Advanced Econometrics

Prerequisite: ECON 215a (formerly IEF 284b). This course may not be repeated for credit by students who have taken IEF 384b in previous years.

Covers several econometric topics drawn from cross-sectional and time series disciplines. A theme throughout the course is the use of computational models such as bootstrapping and monte-carlo experiments. Usually offered every year.

Mr. LeBaron

ECON 326f Agent-Based Modeling

Prerequisites: ECON 301a, 302a, 303a, and 304a. Open only to IBS students. Meets for one-half semester and yields half-course credit.

Agent-based models are used to build computational mode economies, starting with the construction of individual agents. Computational methods are used to build realistic macroeconomics from simple building blocks. Usually offered every second year.

Mr. LeBaron

ECON 330a International Macroeconomics

Prerequisite: ECON 304a (formerly IEF 302b). This course may not be repeated for credit by students who have taken IEF 3330a in previous years.

Applications of macroeconomic theory to open economies. Topics include international parity theorems, models of exchange rate determination, and central bank management of the exchange rate. Usually offered every year.

Staff

ECON 335f Central Banking

Prerequisites: ECON 302a and 304a. Open only to IBS students. Meets for one-half semester and yields half-course credit.

Introduces students to the theory and practice of central bank design and monetary policy implementation. An advanced Ph.D. level class that assumes a basic knowledge of theoretical econometrics. Usually offered every second year.

Mr. Cecchetti

ECON 340a Industrial Organization

Prerequisite: ECON 302a (formerly IEF 301b). This course may not be repeated for credit by students who have taken IEF 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 360a International Trade Theory

Open only to IBS students.

Analyzes the economic issues involved in the integration into world markets of trade in consulting and professional services, investment, financial and banking services, telecommunications, and transportation. Also addresses the tradeoffs in regulating services trade through the WTO's General Agreement on Trade in Services (GATS), regional initiatives, as well as conflict areas and dispute settlement. Usually offered every year.

Staff

ECON 365f International Trade Agreements and Disagreements

Prerequisite: ECON 302a (formerly IEF 301b). Open only to IBS students. Meets for one-half semester and yields half-course credit.

Examines the core theoretical and empirical research in multilateral and preferential trade agreements and disagreements. Topics include the economics of rules of reciprocity, nondiscrimination, enforcement, antidumping and countervailing measures, safeguards, and dispute settlement. Usually offered every second year.

Mr. Bown

ECON 370a Economic Development Strategies

Prerequisite: ECON 201a (formerly IEF 201a). This course may not be repeated for credit by students who have taken IEF 275b.

Discusses the current situation of developing countries and the main theories of development and underdevelopment. Introduces the field and tools of development economics, explores the theoretical and policy debates around developing economies, and looks at alternative development strategies. Usually offered every year.

Mr. Erbil

ECON 371a Transition Economics

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.

Mr. Erbil

ECON 398a Readings

Usually offered every year.
Staff

ECON 399a Dissertation Workshop

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

ECON 399b Dissertation Workshop

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 399b in previous years.

Involves invited lectures by Brandeis faculty and other researchers. Presentation and discussion of dissertation topics and work in progress. Usually offered every year.

Mr. LeBaron

FIN 201a Financial Theory

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

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

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

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

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

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

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

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

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 218f Financial Modeling II

Meets for one-half semester and yields half-course credit.

Usually offered every year.

Staff

FIN 221f International Banking

Prerequisites: FIN 201a (formerly IEF 205a).

Meets for one-half semester and yields half-course credit. *This course may not be repeated for credit by students who have taken IEF 219f.*

Provides a survey of international banking. Topics will include structures and functions of global banks, financial innovations, syndications, offshore banking centers, supervision, and risk analysis.

Students will use case studies and will form teams to perform a country analysis project. Usually offered every year.

Ms. Hughes

FIN 231a Creating and Managing Value

Prerequisite: FIN 202a (formerly IEF 210b) (may be taken concurrently). May not be taken for credit by students who have previously taken IEF 212a.

Introduces some of the basic decisions companies must confront when they are trying to create and manage the value of the firm. Topics include investments in new projects, debt financing and capital structure targets, mergers, acquisitions, and sales of companies. Usually offered every year.

Mr. Ballantine

FIN 232a Mergers and Acquisitions Analysis

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

Reviews the core concepts involved in mergers and acquisitions; value, negotiation, deal structuring, corporate strategy and value added, financing, and tax consequences. Usually offered every year.

Mr. Ballantine

FIN 233f Relative Values of Securities

Prerequisites: FIN 201a (formerly IEF 205a) and FIN 212a (formerly IEF 204a), or FIN 210f (formerly IEF 203f). This course may not be repeated for credit by students who have taken IEF 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

Prerequisite: FIN 202a (formerly IEF 210b) (may be taken concurrently). Open only to IBS students. Meets for one-half semester and yields half-course credit. May not be taken for credit by students who have taken IEF 212f in previous years.

Uses case studies to explore key topics in international finance: large-scale foreign investment and financing decisions in the Euromarkets; project finance; Islamic banking and finance; foreign exchange risk measurement and management. Students apply analytical skills to decision making under conditions of extreme uncertainty.

Ms. Hughes

FIN 241f Financial Planning and Control

Prerequisites: FIN 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 as well as financial control mechanisms. Includes case studies using real life examples, accounting and financial objectives. Usually offered every year.

Mr. Canella

FIN 242f Credit Risk Analysis

Prerequisites: FIN 212a (formerly IEF 204a). Open only to IBS students. Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 220f in previous years.

Examines credit risk (i.e., the possibility that an obligor will fail to perform as agreed) from the perspective of the commercial banker. Focuses on a sound understanding of the firm and its business plan and how the banker constructs the appropriate structure for the senior loan. Topics include asset-based, real estate, and cash flow lending. Usually offered every year.

Mr. Bayone

FIN 243f Current Issues in Finance

Prerequisites: Core Requirements: ECON 201a, ECON 210f, FIN 201a, FIN 202a, FIN 210f, FIN 211f, FIN 217a. Open only to IBS students. Meets for one-half semester and yields half-course credit.

Focuses of the latest developments in the field of corporate finance, financial applications, and financial policy. Analyzes the evolution of the markets and its impact on existing financial theories and current managerial structures. In effect, focuses on the thoughtful consolidation of financial knowledge into a comprehensive view of the firm and the markets. Usually offered every year.

Mr. Cannella

FIN 244f Credit Risk Analysis II

Open only to IBS students. Meets for one-half semester and yields half-course credit.

Examines credit risk (i.e., the possibility that an obligor will fail to perform as agreed) for foreign companies that largely operate in their overseas markets. Based on a sound understanding of the firm, its business plan, and the environment in which it operates, the banker constructs the appropriate structure for the senior loan. Usually offered every year.

Mr. Bayone

FIN 246a Applied Corporate Finance

Prerequisite: FIN 202a (formerly IEF 210b) and 212a (formerly IEF 204a), or FIN 210f (formerly IEF 203f). May not be taken for credit by students who have taken IEF 213a in previous years.

Explores the application of core finance disciplines to real world situations. As such, students who take this course should have completed course work or have actual knowledge of managerial accounting, financial management and control, valuation, M&A, strategic marketing, financial forecasting etc. Additionally, students should be near graduation and preparing for a career in a private sector firm. Usually offered every year.

Mr. Aikens

FIN 248a Financial Strategies

Prerequisite: FIN 202a (formerly IEF 210b). May not be taken for credit by students who have taken IEF 214a in previous years.

Focuses on the techniques used by financial practitioners to understand and then enhance shareholder value. Students taking the course will improve their skills in financial statement analysis, analyze alternative methods of valuation analysis, and examine an array of asset and liability restructuring techniques used by corporate managers and investment bankers to boost shareholder value. Usually offered every year.

Staff

FIN 250f Financial Forecasting

Prerequisite: ECON 210f or equivalent.

Open only to IBS students. Meets for one-half semester and yields half-course credit. Covers some of the basics of financial time series analysis with a special emphasis on forecasting. Basic time series skills are covered drawing many examples from finance. These include linear regression, ARMA models, trend modeling, and vector autoregressions. We also cover more unusual topics such as bootstrapping, and technical trading rules. Usually offered every year.

Mr. LeBaron

FIN 251f Foreign Exchange Markets

Prerequisites: ECON 201a (formerly IEF 201a). Meets for one-half semester and yields half-course credit. This course may not be repeated for credit by students who have taken IEF 218f in previous years.

Aims to provide a systematic understanding of foreign exchange markets. The topics include participants and uses of foreign exchange markets; determination and forecasting of foreign exchange rates; and forwards, futures, swaps, and options. Concludes with several sessions using a computerized foreign exchange trading simulation program. Usually offered every year.

Staff

FIN 254f Financial Manias and Crises

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

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

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

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

Staff

FIN 262a International Portfolio Management

Prerequisite: FIN 201a (formerly IEF 205a). May not be taken for credit by students who have taken IEF 213b in previous years.

Concepts of modern portfolio theory will be applied to a global framework. Topics covered include asset allocation, portfolio selection for equities, portfolio selection for fixed income, currency management, and derivative strategies. Students will be involved in researching and presenting a paper on a global investment topic. Usually offered every year.

Staff

FIN 266f Hedge Fund Management

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

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

Staff

FIN 270a Options and Derivatives

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

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

Ms. Bulan

FIN 272f Topics in Financial Engineering

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

Explores the core concepts of financial engineering by examining three interrelated topics: debt and capital structure decisions, company reorganization and restructuring, and international investments and finance.

Each topic is used to investigate the underlying theory and management practice of financial engineering. Usually offered every year.

Staff

FIN 273a Financial Innovation and Structured Finance

Prerequisite: FIN 201a (formerly IEF 205a). 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

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

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

Usually offered every year.

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

FIN 280a Risk Management

Prerequisite: FIN 201a (formerly IEF 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

Prerequisite: FIN 202a (formerly IEF 210b) (may be taken concurrently). This course may not be repeated for credit by students who have taken IEF 225a in previous years.

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

Ms. Bulan

FIN 285a Computer Simulations and Risk Assessment

Prerequisite: FIN 201a (formerly IEF 205a). This course may not be repeated for credit by students who have taken IEF 217a in previous years.

Examines recent advances in computational methods for evaluation risk and decision making in risky situations. Emphasizes a common computational framework for solving many problems from business, finance, and economics using statistical methods, such as monte-carlo and resampling. Usually offered every year.
Mr. LeBaron

FIN 297a Field Project

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

FIN 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

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

FIN 298b Independent Study

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

FIN 299a Master's Project

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

FIN 299b Master's Project

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

FIN 301a Advanced Financial Theory

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