Introduction

MIT Sloan is proud to announce the sixth year of two international action learning programs: China Lab and India Lab. These build on some of our most prestigious initiatives: our tradition of Labs and project-based learning (G-Lab, E-Lab, and more), and our capacity-building partnerships with premier business schools in China: Fudan University School of Management [Shanghai], Lingnan (University) College at Sun Yat-sen University [Guangzhou], Tsinghua University School of Economics and Management [Beijing], Yunnan University School of Business and Tourism Management [Kunming], Shanghai Advanced Institute of Finance-SAIF [Shanghai], and Xi’an Jiaotong University [Xi’an].

Since inception, China and India Labs have enabled more than 350 students – approximately 160 Chinese IMBAs and more than 200 MIT Sloan MBAs – to work together on projects for Chinese and Indian entrepreneurial firms. Through the Labs, Sloan MBAs – first-years and second-years – devote their Spring semester to working on critical projects to help grow these firms. Using the framework pioneered in E-Lab and G-Lab and aligned with our motto *mens et manus* (mind and hand), China and India Labs blend the best of business management theory and practice for a focused internship experience in one of the world’s most dynamic economies.

In 2013, China and India Labs will enroll a total of 68 MIT Sloan students – 48 in China Lab and 20 in India Lab – during the months of January-May 2013. For their hard work and commitment Sloan participants will receive academic credit, SIP credit, and a funded, two-week onsite work opportunity in China or India during Spring SIP and Spring Break. Twenty-four projects will be in Beijing, Guangzhou, Kunming, Shanghai, Xi’an; approximately 5 projects in cities throughout India.

Structure and Schedule

As in all our Action Learning Labs, China and India Labs integrate classroom-based instruction and a hands-on internship. China Lab also features interaction between Chinese IMBA and MIT Sloan students on the projects, as peers and teammates, and during recreation and activities in both countries.

At the core of the initiative lies project work with entrepreneurial companies, recruited by MIT Sloan, Fudan, Lingnan, Tsinghua, Yunnan, SAIF, and Xi’an. Every project involves working closely with a host company to provide consulting-like analysis and recommendations from a four-member team. The host companies will be local, usually small to medium entrepreneurial firms, that will welcome a student team to study a critical issue such as market entry, commercialization, internationalization, financing, etc.

As a member of China Lab or India Lab 2013, you will participate in all of the following:

<table>
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<th>December 2012</th>
<th>Student Mixer (Team Formation and Project Selection)</th>
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<td>December/January 2013</td>
<td>Contact with Team and Company</td>
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<tr>
<td>February 5 - March 14, 2013</td>
<td>Remote Internship + Coursework (Phase 1)</td>
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<td>March 18 - 29, 2013</td>
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<td>April 2 – May 2, 2013</td>
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<td>May 6 – May 10, 2013</td>
<td>Cambridge-Boston Experience and Final Recommendations</td>
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Overview of China and India Lab Schedule

1. Matching Process and First Contact. In early December, the India Lab students will divide themselves into groups of four, then match themselves to the available projects. For China Lab, the Sloan students for each city will divide themselves into pairs and then match each pair to a project, while meanwhile the Chinese IMBAs for that city will do the same, thereby forming the other half of the team. Each team will be expected to have a phone/Skype conference call with their host company before the end of January.

2. Remote Internship + Coursework (Phase 1). During H1, you will take the 6-credit course, “15.225 Economy and Business in Modern China and India” and you will take the first half of a 3-credit course, “15.S09 International Action Learning Labs.” Your combined team (Sloan-only or Sloan+IMBA) will meanwhile begin work with your host company: discussions, research, and analysis. Each team will be mentored on the Sloan side by Sloan faculty; China Lab teams will also be mentored by a professor from their respective Chinese university.

3. On-site Internship (SIP + Spring Break). In March, you and your fellow Sloan classmates will fly to China or India. Each Lab team will go to the city of their host company. Your team will work on-site with your company March 18-29. Before leaving, you will present preliminary results and recommendations to your host company’s CEO and/or other executives. You must be back on campus at Sloan for the start of classes on Monday, April 1st. Note: for the project work and presentation during the on-site internship, you will receive 2 SIP credits.

4. Remote Internship + Coursework (Phase 2). During April, the Lab teams will continue to work together to complete the projects, enabled in the China Lab case by virtual team and information-sharing technology. 15.S09 will meet throughout H2; team meetings with mentors will continue as well.

5. Cambridge-Boston Experience and Final Recommendations. During the week of May 6th, 48 Chinese IMBA students – eight from each of the six universities – will stay in the Cambridge area. The 15.S09 seminar will feature coursework for all China and India Lab participants, and all teams will host a poster session for the MIT community. Sloan China/India Lab students will be asked to bring the IMBAs to classes, as appropriate, and will serve as social hosts for various activities. Meanwhile, your combined team will work together to finish your final recommendations and promised deliverables.

Application Process

We are looking for dedicated, hard-working Sloan students eager to take part in all aspects of these Labs: the organization, travel, project work, and virtual team experience. The link to the online application will be posted Monday, October 15th. The applications involve several essays and will be due no later than Friday, November 9th. The final 68 selected by the teaching team will be notified by November 21. Accepted students will have until November 28th to confirm their acceptance and reserve their spot in the lab.

Conclusion

China and India Labs have already emerged as major steps for MIT Sloan’s commitment to action learning and international management education. These labs are an extraordinary experience, giving Sloan and Chinese students the benefits of genuine project work, face-to-face and virtual collaboration, and international work and travel experience.
Appendix: Frequently Asked Questions

1. Who may participate in China and India Labs?
   Enrolled MBA, LGO, and cross-registered graduate students are eligible. There can be no listeners or auditors. First-years and second-years are equally welcome.

2. Who pays for the On-site Internship?
   The program and/or the host companies pay for:
   - An economy-class, round-trip airfare between Boston and your host company’s location
   - Safe, clean lodgings during your internship
   You pay for:
   - Food
   - Visas
   - Vaccinations and immunizations
   - Recreation
   - Communications before and after your trip (phone, fax, FedEx, etc.).

3. Who will arrange the travel and accommodations?
   The Action Learning staff and (in India only) the host companies, work closely with the student teams to make travel arrangements.

4. May I bring my Significant Other on the trip?
   Unfortunately, no.

5. Can I tack on additional travel before or after the March trip?
   In general, since you must be back on campus for the start of H2. However, in some unique cases modifications are possible. Please check with the Action Learning office for details.

6. Will I receive preference in course bidding?
   You will be automatically enrolled in 15.225 and 15.S09; you will also automatically receive the 2 SIP credits. However, you are not necessarily given 15.225 section preference.

7. How many credits will I receive?
   For the Academic Coursework you will receive 9 credits: 6 for 15.225, 3 for 15.S09. For the on-site internship you will receive 2.0 SIP credits.

8. What if I took 15.225 last spring? Am I still eligible to take 15.S09?
   You are eligible to participate in 15.S09 if you’ve taken 15.225 however preference will be given to those students who have been accepted into China/India Lab and have never taken 15.225.

9. When will we have a list of the host companies?
   We and our Chinese partner universities are recruiting companies between now and mid-November. This means the list of host companies will not be available before you apply for China and/or India Lab.
11. *I’m expecting to be interviewing or out of the country for most of January. Will I still be able to do China or India Lab?*

Yes. You’ll need to work out an arrangement with your team about how you will work together during IAP.

12. *What is the application process?*

The process is in two steps. First, apply online via survey monkey. The application asks for several essays. Applications are due **November 9**. The Lab faculty will review all applications and select students for each lab and location. Accepted students will be notified by November 21 and have until November 28 reserve their spot in the program.

13. *What skills or experience are you looking for?*

We want a diverse, enthusiastic, talented team of MBA students. That means we want a mixture: first- and second-years, Mandarin and Cantonese speakers as well as non-Mandarin and non-Cantonese speakers, plus as wide a range of skill sets, national backgrounds, and industry experiences as possible. Above all we’re looking for energy and commitment to making China and India Labs a success for MIT Sloan and for our partner schools and their students.

14. *What kinds of essay questions are on the application?*

We are want to know about your background, the skills you’ll bring to your participation in the lab as well as what you hope to get out of your experience and how this will contribute to your long term goals.

For example:

- Please state why you are applying for China and/or India Lab. Why does it interest you? How will you benefit from participating in the lab? How will you contribute to its success?
- What particular skills and experience do you bring to the lab?
- Please tell us about a time when you had to complete a task with a group of people of diverse background. What types of challenges did you encounter? How did you successfully (or not) manage these relationships?