International Faculty Fellows at the MIT Sloan School of Management are faculty from universities outside the U.S. that are collaborating with MIT Sloan to bring their graduate management programs to world-class levels. The philosophy is that by enabling faculty to learn together, knowledge spreads further. The collaborations are altering the way management education is practiced around the world.
The International Faculty Fellows (IFF) program at MIT, now in its seventeenth year, brings faculty from universities in China, Portugal, and Turkey to MIT Sloan for training in teaching and course development. Many IFFs also spend some of their time at MIT identifying or continuing research projects.

The first IFFs came to Cambridge in 1996, when MIT Sloan established the MIT-China Management Education Project with Tsinghua University in Beijing and Fudan University in Shanghai. Lingnan (University) College, Sun Yat-sen University in Guangzhou joined the Project in 1999. Since 2008, IFFs have come from two universities in Portugal that together offer The Lisbon MBA. The newest participating school is Sabanci University, Faculty of Management (Sabanci FMAN) in Istanbul, which sent its first IFF to MIT Sloan for the Fall 2011 term and a second for the Spring 2012 term. In 2011-2012, Xi’an Jiaotong University in Xi’an, China, began a one-year pilot cooperation that focuses on faculty development and China Lab. Two Xi’an faculty spent three months at MIT Sloan during the Fall 2011 term and two more are spending two months at MIT Sloan in the Spring 2012 term.

IFFs come to MIT Sloan for training in teaching and course development. They attend MBA classes and consult with their faculty advisers on ways to adapt MIT Sloan course materials to their own cultural environments and academic needs. They attend workshops to learn how to teach cases in participant-centered classes, which is a stark contrast to the more traditional style of teaching by lecture with minimal class participation. IFFs also attend seminars and learn research methodologies. These experiences strengthen their ability to initiate research that they can continue at their own universities, sometimes in cooperation with MIT Sloan faculty.

The collaborations and the IFF program have grown to introduce initiatives that include faculty, students, and staff who are not always involved with the IFF program directly. For example:

• MIT Sloan faculty visit the Chinese, Lisbon MBA, SKOLKOVO, and Sabanci FMAN campuses to give lectures and teach short courses.

• For ten years, teams of MIT Sloan MBA students visited the Chinese campuses to teach the International MBA (IMBA) students about aspects of the workplace not included in their curricula, such as interviewing, teamwork, leadership, and networking. In 2008, these visits were replaced with China Lab, an opportunity for deeper student collaboration that includes classroom-based education, faculty mentoring, and real business experience. Each spring term, small teams of MBA and IMBA students consult with Chinese entrepreneurial firms on the firms’ greatest challenges. In the 2011-2012 school year, the five Chinese universities that work with MIT Sloan are fielding teams on three-month consulting projects. Each team includes four students, two from MIT Sloan and two from one of the Chinese universities. The projects kicked off in January and will feature an intensive, two-week project engagement in March at the host companies’ offices in China. Then, in early May, after five weeks of remote research and data analysis, the teams will present their conclusions to senior management. Competition to participate in China Lab is intense. To date, 103 MIT Sloan MBAs, 113 IMBAs in China, and 45 companies have participated in China Lab.

• MBA, IMBA, and EMBA students at some of the participating schools spend anywhere from two weeks to a semester at MIT Sloan taking courses and visiting local companies.

• Administrators at participating universities come to MIT Sloan to talk with their counterparts about important non-academic functions such as marketing and communications, alumni relations, admissions, career development, resource development, finances, and technology services. MIT Sloan administrators also visit with their counterparts at their own schools to share their expertise.

All of these collaborations go far toward enabling participating faculty, staff, and students to develop an informed sense of what is going on beyond their own country boundaries. Often their experiences result in lasting relationships with colleagues all over the world.

“The economic environment in China is so different from here. Our teaching methods and our students’ backgrounds are so different. We want to find a balance between the ways of MIT and the realities of Yunnan.”

—Wan Hong, IFF Yunnan University, Fall 2011, Spring 2012
LI Bo  
Assistant Professor, Department of Material Science and Engineering  
School of Economics and Management  
Tsinghua University  
NE25-789 | 617-324-6537 | boliboli@mit.edu  
Statistics  
Faculty Host:  
At MIT 4/15/12 – 6/14/12

LU Xiao  
Assistant Professor, Department of Marketing  
School of Management  
Fudan University  
NE25-791 | 617-324-0503 | pxlu@mit.edu  
Marketing  
Faculty Hosts: Joshua Ackerman and Birger Wernerfelt  
At MIT 2/1/12 – 6/30/12

QU Zhe  
Assistant Professor, Department of Information Management and Information Systems  
School of Management  
Fudan University  
NE25-711 | 617-253-1673 | quz@mit.edu  
Management Information Systems  
Faculty Hosts: Erik Brynjolfsson and Stuart Madnick  
At MIT 2/1/12 – 6/30/12

SHANG Yufan  
Associate Professor, Department of Organization and Management  
School of Management  
Xi’an Jiaotong University  
NE25-790 | 617-324-6536 | yfshang@mit.edu  
Leadership Communication  
Faculty Host: Neal Hartman  
At MIT 3/26/12 – 5/25/12

XIE En  
Associate Professor and Vice Dean  
Department of Marketing  
School of Management  
Xi’an Jiaotong University  
NE25-714 | 617-324-0496 | xieen@mit.edu  
Global Strategy and Organization  
Faculty Host: Elena Obukhova  
At MIT 3/26/12 – 5/25/12

ZHENG Xin  
Assistant Professor, Department of Business Administration  
Lingnan (University) College  
Sun Yat-sen University  
NE25-708 | 617-253-3797 | xinzheng@mit.edu  
Corporate Entrepreneurship/Strategic Management  
Faculty Host: Pierre Azoulay  
At MIT 2/1/12 – 6/30/12

ZHOU Xianbo  
Professor, Department of Economics  
Lingnan (University) College  
Sun Yat-sen University  
NE25-710 | 617-324-3460 | zhouxb@mit.edu  
Statistics  
Faculty Hosts: Robert Freund and Roy Welsch  
At MIT 2/1/12 – 6/30/12

HU Xiaochen  
Lecturer, Department of Financial Management  
School of Business and Tourism Management  
Yunnan University  
NE25-709 | 617-253-7477 | xiaochen@mit.edu  
Action Learning/Entrepreneurship  
Faculty Hosts: James Dougherty and Yasheng Huang  
At MIT 11/1/11 – 3/31/12

WAN Hong  
Lecturer, Department of Business Administration  
School of Business and Tourism Management  
Yunnan University  
NE25-787 | 617-324-6533 | wanhong2@mit.edu  
Action Learning/Entrepreneurship  
Faculty Hosts: James Dougherty and Yasheng Huang  
At MIT 11/1/11 – 3/31/12

WU Dong  
Associate Professor and Vice Dean  
Department of Business Administration  
School of Business and Tourism Management  
Yunnan University  
NE25-789 | 617-324-6537 | dongwu@mit.edu  
Action Learning/Entrepreneurship  
Faculty Hosts: James Dougherty and Yasheng Huang  
At MIT 11/1/11 – 3/31/12

ZHANG Wei  
Associate Professor, Department of Innovation and Entrepreneurship  
School of Economics and Management  
Tsinghua University  
NE25-737 | 617-324-0520 | zhangw3@mit.edu  
Sustainable Entrepreneurship and the Institutional Context: Comparison of the Emerging Low-Carbon Energy Industries in the USA and China  
Faculty Hosts: Fiona Murray and Scott Stern  
Fulbright Visiting Scholar. at MIT 9/1/11 – 8/31/12
Irina Cojuharenco  
Assistant Professor  
School of Economics and Management  
Universidade Católica Portuguesa  
E62-435 | 617-253-1582 | irco@mit.edu  
Organizational Behavior/Decision Making  
Faculty Host: Eric von Hippel  
At MIT 2/6/12 – 4/6/12

Els De Wilde  
Assistant Professor  
Faculdade de Economia  
Universidade Nova de Lisboa  
NE25-735 | 617-324-3975 | elsdw@mit.edu  
Consumer Behavior, Judgment, and Decision Making  
Faculty Host: Joshua Ackerman  
At MIT 1/30/12 – 6/15/12

Violeta Gerasymenko  
Assistant Professor  
Faculdade de Economia  
Universidade Nova de Lisboa  
E62-333 | 617-324-5053 | v_geras@mit.edu  
Strategy, Entrepreneurship, and Innovation  
Faculty Host: John Hauser  
At MIT 2/1/12 – 2/29/12

Steffen Hoernig  
Associate Professor  
Faculdade de Economia  
Universidade Nova de Lisboa  
E62-333 | 617-324-5053 | shoernig@mit.edu  
Industrial Organization with a focus on Telecommunications and Regulation  
Faculty Host: Richard Schmalensee  
At MIT 3/1/12 – 6/15/12

Rita Vale  
Assistant Professor, Department of Economics  
School of Economics and Business  
Universidade Católica Portuguesa  
E62-435 | 617-253-1582 | ritavale@mit.edu  
Consumer Behaviors and Marketing Services  
Faculty Host: Drazen Prelec  
At MIT 4/12/12 – 6/13/12

Can Akkan  
Associate Professor  
Faculty of Management  
Sabanci University  
E62-527 | 617-324-5996 | cakkan@mit.edu  
Management Science/Production and Project Scheduling Problems  
Faculty Host: Robert Freund  
At MIT 2/1/12 – 6/30/12

MIT-SABANCI UNIVERSITY COLLABORATION

“We are beginning a collaboration with Xi’an Jiaotong University in Xi’an, China. It’s important for MIT Sloan to be present in some interior regions of China as well as on the coast. These will be the next economic development growth regions in China. Xi’an is an interesting combination of rural areas and high tech clusters and some big multinational corporations are also there.”

— Professor Yasheng Huang

“In China a lot of MBA students look for return on investment, the salary increase. That’s what a business school is supposed to be. But a leading school has to offer something more. In my school we have a lot of discussions about how to instill ethics — social responsibility — into the program. At MIT Sloan this kind of mindset is included in every course.”

— Fan Xiucheng, IFF Fudan University, Fall 2011
244 faculty from China, Lisbon, and Istanbul have spent time at MIT Sloan as IFFs

MIT Sloan faculty have made 203 visits to the Chinese, Lisbon MBA, SKOLKOVO, and Sabanci FMAN campuses

MIT Sloan faculty have had 330 opportunities to host IFFs in Cambridge

148 MIT Sloan MBAs visited the Chinese schools as members of Project Team (1998-2007)

103 MIT Sloan MBAs and 113 IMBAs in China have participated in China Lab

INTERNATIONAL MBA (IMBA) GRADUATES 1999-2011

Fudan University 28%
Tsinghua University 35%
*Lingnan (University) College 37%
Total: 3,734

A UNIQUE OPPORTUNITY

Three years ago Goldman Sachs established its 10,000 Women project, a $100 million, five-year program to provide 10,000 women in underserved parts of the world with management education, access to capital, networks, and mentors. The program grew from research that says that investing in women leads to more productive workers, healthier and better educated families, and ultimately more prosperous communities. It operates through more than 80 academic and nonprofit organizations. To date it has reached 5,000 women in more than 20 countries.

In 2011, MIT Sloan joined the 10,000 Women project through the MIT Sloan-Yunnan University Women’s Entrepreneur Program, a collaboration with The School of Business and Tourism Management, Yunnan University in Kunming, China. Three Yunnan faculty are spending five months at MIT Sloan during the 2011-2012 academic year for training in areas of entrepreneurship and action learning. A team of MIT Sloan faculty and administrators is assisting with the design of workshops and laboratory courses that the Yunnan faculty will take home to teach to a cohort of 300 women entrepreneurs.
SCHOOLS THAT PREVIOUSLY PARTICIPATED IN THE IFF PROGRAM

In 2004 and 2005, MIT Sloan worked with Sistema Instituto Tecnológico y de Estudios Superiores de Monterrey (ITESM) in Mexico to enhance the performance of ITESM faculty and launch a premier Mexican MBA program focused on innovation. Eleven ITESM IFFs spent terms at MIT Sloan.

Also in 2004 and 2005, the International Finance Corporation sent three IFFs to MIT Sloan from the Graduate School of Business, Ghana Institute of Management and Public Administration (GIMPA).

From 2002 to 2008, the School of Business and Tourism Management at Yunnan University in Kunming, China, participated with its International Oriented MBA (IOMBA) program. Twenty-four Yunnan faculty came to MIT Sloan as IFFs and the School graduated 240 IOMBAs.

In 2009, the School of Business and Finance, University of the Western Cape, South Africa, sent two faculty to the IFF program as special visitors.

In spring 2011, Mbara University of Science and Technology in Uganda sent one faculty member as a special visitor for one month.

From 2003 to 2011, MIT Sloan and the Sungkyunkwan University Graduate School of Business (SKK GSB) in Seoul, Korea, worked together to develop a new, world-class MBA program at SKK GSB. SKK GSB graduated its first MBA class in 2006. Nineteen SKK GSB faculty have come to MIT Sloan as IFFs.

For further information about the IFF program, please contact:

Eleanor Chin
Senior Director
Office of International Programs
Telephone: 617-253-9791
Fax: 617-258-6002
echin@mit.edu

OTHER CURRENT INTERNATIONAL RELATIONSHIPS

In 2009, MIT Sloan and Moscow School of Management SKOLKOVO initiated joint activities designed to strengthen SKOLKOVO’s international management education programs. The collaboration includes classes and other training for SKOLKOVO MBA students, who spend 10 weeks at MIT Sloan every year, and lectures by MIT Sloan faculty at SKOLKOVO.

In 2010, MIT Sloan signed an agreement with Vale Technological Institute (ITV) in Brazil, a non-profit, post-graduate research and teaching institution established by Vale, the world’s second largest diversified mining company. MIT Sloan works with ITV on academic and research efforts that promote innovation, entrepreneurship, and sustainable development. The agreement expands a relationship with ITV that began in 2003 when MIT Sloan undertook a series of executive education programs held both in Cambridge and in Brazil.

Also in 2010, MIT Sloan allied itself with the Indian School of Business (ISB). The School’s specific mandate is to assist ISB’s Institute for Manufacturing Excellence with curriculum design and action learning projects. Faculty may teach at each other’s campuses.

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