

## FALL

## A-LAB

## 15.572 Analytics Lab

E. Brynjolfsson

Student teams deliver a project using analytics, machine learning, and other methods of analysis to develop results that diagnose, enable, or uncover solutions to real business issues and opportunities.

## E-LAB

## 15.399 Entrepreneurship Lab

P. Cotter

Project-based course in which teams of students from MIT and Harvard work with startups on problems of strategic importance to the venture. Popular sectors include AI, blockchain, software, hardware, robotics, cleantech, and life sciences. In addition to the regular MIT registration process, students should register at the course website ([elab.mit.edu](http://elab.mit.edu)) one month before class to facilitate team formation and matching teams with startup companies.

## EM-LAB

## 15.830 Enterprise Management Lab

S. Chatterjee

Lays the foundation for the Enterprise Management (EM-Lab) Track by developing students' ability to apply integrated management perspectives and practices in their roles in large organizations. Student teams work on live integrative projects focused on marketing, operations, and/or strategy in large organizations, both for-profit and not-for-profit.

## FINANCE

## 15.451 Proseminar in Capital Markets/ Investment Management

M. Kritzman

Provides a unique opportunity to tackle original research problems in capital market analysis and investment management that have been posed by leading experts from the financial community.

## 15.452 Proseminar in Corporate Finance/ Investment Banking

J. Parsons

Bridges the gap between finance theory and finance practice, and introduces students to the broader financial community.

## G-LAB

## 15.389 Global Entrepreneurship Lab

S. Johnson, M. Jester

Practical study of the climate for innovation and determinants of entrepreneurial success. Teams of students work with companies' top management to gain experience in running and building a new enterprise. Focuses primarily on startups operating in emerging markets.

## H-LAB

## 15.777 Healthcare Lab: Introduction to Healthcare Delivery in the United States

J. Jónasson, A. Quaadgras

Focuses on the business challenges and opportunities to deliver high quality and reasonably priced health services. Topics include healthcare delivery operations—and how they are affected by healthcare reform, alternative payment models, population health perspectives, and social determinants of health. Discussions include practical examples from the ongoing healthcare-related work of Sloan faculty. The course provides a broad perspective on various career paths, such as consulting, entrepreneurship, delivery system management, and digital innovation development. Student teams work directly with a US-based provider, supplier or healthcare-related startup organization on an applied project, which includes on-site work during the semester and/or IAP.

## ISRAEL LAB

## 15.248 Israel Lab : Startup Nation's Entrepreneurship and Innovation Ecosystem

J. Cohen

This project-based course provides students with a deep dive into Startup Nation, applying theory to practice within Israel's innovation and entrepreneurship ecosystem. Lectures address geopolitics, history, military strategy, macroeconomics, finance, entrepreneurship and innovation, leadership, and team dynamics. Student teams partner with senior management at Israeli startups, working onsite in Israel for three weeks during IAP.

## SPRING

## CHINA LAB

## 15.225 Modern Business in China

V. Karplus, J. Grant

✈ Provides an integrated approach to analyze the economy of China. The classroom portion covers modern history, economics, and politics in China that shape the business environment, cases of companies entering or operating in the Chinese market, as well as project-related issues and personal and learning reflections. Includes a two-day mini-trek that introduces students to business opportunities and challenges in China. Projects are focused in dynamic sectors such as artificial intelligence, the sharing economy, social media, health care, energy, and manufacturing.

## E-LAB

## 15.399 Entrepreneurship Lab

P. Cotter

Project-based course in which teams of students from MIT and Harvard work with startups on problems of strategic importance to the venture. Popular sectors include AI, blockchain, software, hardware, robotics, cleantech, and life sciences. In addition to the regular MIT registration process, students should register at the course website ([elab.mit.edu](http://elab.mit.edu)) one month before class to facilitate team formation and matching teams with startup companies.

## EMBA GLOBAL LABS

## 15.708 GO-Lab

H. Samel, S. Krusell

✈ Focuses on strategic and organizational challenges of international scaling, localization, and cross-border initiatives and integration.

## 15.517 IDEA Lab

F. Murray, P. Budden

✈ Explores themes of global innovation ecosystems, stakeholders and experimentation/evaluation.

## 15.510 China Lab

Y. Huang, J. Grant

✈ Provides insights into the issues and challenges in the Chinese economy and business through lectures and project-based learning.

## FINANCE

## 15.453 Finance Research Practicum

G. Rao

✈ Students partner with leading industry practitioners on important business problems, bridging the gap between theory and practice and introducing them to the broader financial community.

## INDIA LAB

## 15.226 Modern Business in India

Y. Huang, V. Karplus

✈ Provides an integrated approach to analyze the economy of India. The classroom portion covers modern history, economics, and politics in India that shape the business environment, cases of companies entering or operating in the Indian market, as well as project-related issues and personal and learning reflections. Includes a two-day mini-trek that introduces students to business opportunities and challenges in India. Projects are focused in dynamic sectors such as artificial intelligence, the sharing economy, social media, health care, energy, and manufacturing.

## OPS-LAB

## 15.784 Operations Lab

T. Roemer, C. Iacobo

✈ Provides interactive learning in solving operations challenges in small, medium, and large companies across the US and the world. Focus is typically on but not limited to problems in operations strategy, inventory and supply chain management, process improvement, operations analytics, and planning. Lectures focus on project management, methods, team report-outs and discussion. Students involved in sourcing specific projects may receive preferential assignment to them.

## PM-LAB

## 15.785 Digital Product Management Lab

V. Farias

✈ Introduction to product management with an emphasis on its role within technology-driven enterprises. Topics include opportunity discovery, product-technology roadmapping, product development processes, go-to-market strategies, product launch, lifecycle management, and the central role of the product manager in each activity. Exercises and assignments utilize common digital tools, such as storyboarding, wireframe mock-ups, and A/B testing. Intended for students seeking a role in a product management team or to contribute to product management in a new enterprise.

## S-LAB

## 15.915 Laboratory for Sustainable Business

J. Jay, B. Patten, J. de Zegher, J. Sterman

Students apply concepts, theories, and tools of sustainability working with host organizations on management projects during the semester. Classroom lectures and simulations give greater depth in techniques for managing sustainability. Topics include the business case for sustainability, evaluating the environmental impact of products and services, assessing certification programs, and building collective action for change to advance sustainability.

## USA LAB

## 15.679 Bridging the American Divides

B. Dyer, L. Haffrey, T. Kochan

✈ Hands-on exploration of community revitalization in America's small towns and rural regions. With a focus on work, community and culture, this Action Learning Lab is a mix of rigorous classroom discussions, research and team projects with community development organizations. Site visit for project field work required.

● Offered both terms

● Includes IAP

● Includes SIP credit

✈ Travel to project site

# MIT SLOAN ACTION LEARNING / AY2019-2020 / Labs at a Glance

ACTION LEARNING LAB	TERM	UNITS	ELIGIBLE STUDENTS	PREREQUISITES	BID/APPLIC.	TRAVEL	INDUSTRIES/COMPANIES/PROJECTS	AY2019-20 v.1
<b>A-LAB</b> 15.572 Analytics Lab	Fall	9	All MIT students, with permission of instructor		Application		Company profile: organizations of any industry or size interested in using analytics to solve a business problem or advance an innovation Sample sectors: big data as a service, sports analytics, fraud detection, finance, e-commerce, medical supply chains, workplace safety, global health Sample projects: Amazon, Boston Public Schools, Dell Services, eBay, Gates Foundation, GE Transportation, IBM Watson, LinkedIn, MasterCard, Nasdaq	
<b>CHINA LAB</b> 15.225 Modern Business in China	Spring	12	First or second year Sloan MBAs, MFin, MSMS; other grad students considered on a case by case basis		Bid	SIP + Spring break	Company profile: entrepreneurial SMEs, Chinese and global multinationals, social businesses Sample sectors: artificial intelligence, the sharing economy, social media, health care, energy, and manufacturing Sample projects: creating a business plan for fundraising, developing a new market strategy, assembling financial models	
<b>E-LAB</b> 15.399 Entrepreneurship Lab	Fall + Spring	12	All Sloan grad students, other MIT grad students		Bid		Company profile: tech-intensive, IP and science-based, early-stage startups Sample sectors: AI, blockchain, software, hardware, robotics, cleantech, life sciences	
<b>EM-LAB</b> 15.830 Enterprise Management Lab	Fall	6	Sloan MBA students enrolled in the Enterprise Management Track	Corequisite: 15.810, 15.761 or 15.900	Bid		Company profile: Leading multinationals and innovators in emergent space in both the for-profit and non-profit sectors Sample sectors: automobiles, consumer goods, finance, healthcare, retail, technology, telecom, sporting goods Sample projects: Amazon, BMW, Biogen, GE, Google, IBM, Lilly Pulitzer, NASDAQ, Nike, NPR, Oxfam, P&G, Philips, Reebok, Verizon	
<b>EMBA GLOBAL LABS</b> 15.S10 China Lab 15.708 GO-Lab 15.S17 IDEA Lab	Spring	15 15 15	MIT Executive MBAs only		Bid	1 wk in March	China Lab: Projects investigate business challenges within China. Sample projects: Jiahui Intl. Hospital, Tencent GO-Lab: Projects investigate international business challenges with multinational organizations. Sample projects: AB InBev, Corteva, Ferrovial, Pega Systems IDEA Lab: Projects explore themes of global innovation ecosystems, stakeholders and experimentation. Sample projects: Philips Healthcare, Oracle	
<b>FINANCE</b> 15.453 Finance Research Practicum 15.451 Proseminar in Capital Markets/Investment Management 15.452 Proseminar in Corporate Finance/Investment Banking	IAP + Spring H3 Fall Fall	9 6 6	FRP: Preference given to Sloan MFin and MBA students  Proseminars: All Sloan grad students, other MIT students		Application		Company profile: leading finance industry practitioners FRP sample projects: VC valuation; PE deal sourcing; equity trading strategies; emerging markets debt research, macro risk regimes analysis. Capital Markets sample projects: tail-risk hedging; fixed income arbitrage; portfolio construction and risk management; hedging inflation risk Corporate Finance sample projects: value a wind farm acquisition; structure a deal for a new tranche of equity in private venture; develop a financing strategy for city investments in neighborhood development	
<b>G-LAB</b> 15.389 Global Entrepreneurship Lab	Fall + IAP	12	Second year Sloan MBAs; other grad students with permission of instructor		Bid	3 wks in January	Company profile: SME startups, high-growth companies, nonprofits Sample sectors: microfinance, agribusiness, digital media, textiles, high tech, internet, telecom, medical devices, venture capital, transportation Sample projects: new market entry, strategy, HR, marketing, financial modeling	
<b>H-LAB</b> 15.777 Healthcare Lab	Fall + IAP	15	All MIT students, with completed prerequisites or permission of instructor	Prerequisite: 15.060, 15.761 or permission of instructor	Bid	January travel if host is not local	Company profile: organizations dealing with the business challenges of healthcare delivery and healthcare systems changes Sample sectors: hospitals, clinics, startups, other healthcare organizations Sample projects: operations, management, IT, marketing, organizational dynamics	
<b>INDIA LAB</b> 15.226 Modern Business in India	Spring	12	First or second year Sloan MBAs, MFin, MSMS; other grad students considered on a case by case basis		Bid	SIP + Spring break	Company profile: entrepreneurial SMEs, Indian and global multinationals, social businesses Sample sectors: artificial intelligence, the sharing economy, social media, health care, energy, and manufacturing Sample projects: creating a business plan for fundraising, developing a new market strategy, assembling financial models	
<b>ISRAEL LAB</b> 15.248	Fall H2 + IAP	9	All Sloan grad students, other MIT grad students, undergraduate students with permission of instructor		Bid	3 wks in January	Company profile: early-stage and growing Israeli startups Sample sectors: AI, analytics, agtech, cleantech, cybersecurity, ed-tech, fintech, healthcare, IoT, life sciences, robotics Sample projects: computer vision tech in agriculture, medical devices, emergency response technology, AI for smart cities, oil flow data marketing, social analytics	
<b>OPS-LAB</b> 15.784 Operations Lab	Spring	9	Sloan MBAs, LGOs and other Sloan and MIT grad students	Corequisite: 15.761	Application	Weekly in Boston area; SIP week for non-local	Company profile: operations problems in a wide variety of companies ranging from small companies in the Boston area to multinationals overseas Sample sectors: operations companies such as manufacturers, retailers, and health care Sample projects: supply chain network design, long-range sourcing strategy, inventory policy, cycle time analysis and improvement, product design and deployment.	
<b>PM-LAB</b> 15.785 Digital Product Management Lab	IAP + Spring	6			Bid		Company profile: Sample sectors: Sample projects:	
<b>S-LAB</b> 15.915 Laboratory for Sustainable Business	Spring	12	All Sloan grad students, other MIT grad students		Bid		Company profile: premier companies and NGOs tackling systemic challenges in sustainability, and aligning with business strategy Sample sectors: apparel (Patagonia, Gap), industrial (Lockheed Martin, Toyota), financial/ESG (Arabesque, Breckinridge), NGO (EDF, WRI, Rare) Sample projects: market analysis for sustainability-oriented product; evaluate operational options for recycling; decide among certification systems	
<b>USA LAB</b> 15.679 Bridging the American Divides	Spring	9	All Sloan and MIT grad students		Bid	2 wks in March	Company profile: community-based foundations or other organizations located in economically and geographically isolated regions of the U.S. Sample sectors: economically isolated small towns and rural regions in the U.S. Sample project: identify methods to establish a region-specific index fund	

LEARNING + LEADING  
BEYOND THE CLASSROOM