**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 (lab.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 multinationals and emergent innovators in industries such as consumer goods, technology, and healthcare.

**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. Jeter  
Practical study of the climate for innovation and determinants of entrepreneurial success. Teams of students work with companies’ top management 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. Jönasson, A. Quadagno  
Focuses on the business challenges and opportunities to deliver high-quality and reasonably priced healthcare services. Topics include healthcare delivery operations—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 onsite 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**

15.235 Modern Business in China  
V. Karpuš, 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-trip 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, healthcare, 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 (lab.mit.edu) one month before class to facilitate team formation and matching teams with startup companies.

**EMBA GLOBAL LABS**

15.708 GO-Lab  
H. Savir, S. Kroll  
Focuses on strategic and organizational challenges of international scaling, localization, and cross-border initiatives and integration.

15.704 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.

**INDIA LAB**

15.226 Modern Business in India  
Y. Huang, V. Karpuš  
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-week mini-trip 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, healthcare, energy, and manufacturing.

**OPS-LAB**

15.784 Operations Lab  
T. Rosen, C. Iacob  
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. Farlas  
Introduction to product management with an emphasis on its role within technology-driven enterprises. Topics include opportunity discovery, producttechnology 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 mockups, 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.

**USA LAB**

15.679 Bridging the American Divides  
B. Dyer, J. Hatfield, T. Kocher, C. McIlwain  
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 discussion, research and team projects with community development organizations. Site visit for project field work required.
<table>
<thead>
<tr>
<th>ACTION LEARNING LAB</th>
<th>TERM</th>
<th>UNITS</th>
<th>ELIGIBLE STUDENTS</th>
<th>PREREQUISITES</th>
<th>BID/APPLIC.</th>
<th>TRAVEL</th>
</tr>
</thead>
<tbody>
<tr>
<td>A-LAB 15.572</td>
<td>Fall</td>
<td>9</td>
<td>All MIT students, with permission of instructor</td>
<td>Application</td>
<td>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, health care, e-commerce, fraud detection, finance, consumer goods, retail, technology, media, sporting goods, design, finance Sample projects: Amazon, Boston Public Schools, Dell Services, eBay, Gates Foundation, GE Transportation, IBM Watson, LinkedIn, MasterCard, Nasdaq</td>
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<tr>
<td>CHINA LAB 15.225</td>
<td>Spring</td>
<td>12</td>
<td>First or second year Sloan MBAs, MFs, MSMS; other grad students considered on a case by case basis</td>
<td>Bid</td>
<td>SIP + Spring break</td>
<td>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 new market strategy, assembling financial models</td>
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<tr>
<td>E-LAB 15.399</td>
<td>Fall + Spring</td>
<td>12</td>
<td>Sloan MBAs, other MIT grad students</td>
<td>Bid</td>
<td>Company profile: tech-intensive, IP and science-based, early-stage startups Sample sectors: AI, blockchain, software, hardware, robotics, clean tech, life sciences</td>
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<tr>
<td>EM-LAB 15.830</td>
<td>Fall</td>
<td>6</td>
<td>Sloan MBA students enrolled in the Enterprise Management Track</td>
<td>Corequisite: 15.810, 15.761 or 15.900</td>
<td>Bid</td>
<td>Company profile: leading multinationals and innovators in emerging space in both the for-profit and nonprofit sectors Sample sectors: automobiles, consumer goods/near, healthcare, retail, technology, media, sporting goods, design, finance Sample projects: BMW, Wayfair, GE Healthcare, SAP, Raw Mobile, Udara, IDEO, NASDAQ, Citi</td>
</tr>
<tr>
<td>EMBA GLOBAL LABS</td>
<td>Spring</td>
<td>15</td>
<td>MIT Executive MBAs only</td>
<td>Bid</td>
<td>1 wk in March</td>
<td>China Lab: Projects investigate business challenges within China. Sample projects: Jiuhu Intern Hospital, Tencent GO-lab: Projects investigate international business challenges with multinational organizations. Sample projects: AB Inbev, Corteva, Fidareal, Pepsi Systems</td>
</tr>
<tr>
<td>FINANCE 15.453</td>
<td>IAP + Spring H3</td>
<td>9</td>
<td>FRP Preference gives to Sloan MBAs and MBA students</td>
<td>Application</td>
<td>Company profile: leading finance industry practitioners Sample projects: VC valuation, PE deal sourcing, equity trading strategies, emerging markets debt research, macro risk regime analysis, Corporate Capital markets Sample projects: tax-relied 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</td>
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<tr>
<td>G-LAB 15.389</td>
<td>Fall + IAP</td>
<td>12</td>
<td>Sloan MBAs, other grad students with permission of instructor</td>
<td>Bid</td>
<td>3 wks in January</td>
<td>Company profile: SAMI startups, high-growth companies, nonprofits Sample sectors: microfinance, agrisbusiness, digital media, textiles, high tech, internet, telecomm, medical devices, venture capital, transportation Sample projects: new market entry, strategy, HR, marketing, financial modeling</td>
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<tr>
<td>H-LAB 15.777</td>
<td>Fall + IAP</td>
<td>15</td>
<td>All MIT students, with completed prerequisites or permission of instructor</td>
<td>Corequisite: 15.761</td>
<td>Bid</td>
<td>January travel if host is non-local</td>
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<tr>
<td>INDIA LAB 15.226</td>
<td>Spring</td>
<td>12</td>
<td>First or second year Sloan MBAs, MFs, MSMS; other grad students considered on a case by case basis</td>
<td>Bid</td>
<td>SIP + Spring break</td>
<td>Company profile: entrepreneurial SMES, Indian and global multinationals, social businesses Sample sectors: artificial intelligence, the sharing economy, social media, healthcare, energy, and manufacturing Sample projects: creating a business plan for fundraising, developing new market strategy, assembling financial models</td>
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<tr>
<td>ISRAEL LAB 15.268</td>
<td>Fall H2 + IAP</td>
<td>9</td>
<td>Sloan MBAs, other MIT grad students, undergraduate students with permission of instructor</td>
<td>Bid</td>
<td>3 wks in January</td>
<td>Company profile: early-stage and growing Israel startups Sample sectors: AI, analytics, agtech, clean tech, cybersecurity, edtech, health care, 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</td>
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<tr>
<td>OPS-LAB 15.784</td>
<td>Spring</td>
<td>9</td>
<td>Sloan MBAs, UGOS and other Sloan and MIT grad students</td>
<td>Corequisite: 15.761</td>
<td>Application</td>
<td>Company profile: operations problems in a wide variety of companies ranging from small companies in the Boston area to multinational organizations 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</td>
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<tr>
<td>PM-LAB 15.785</td>
<td>IAP + Spring</td>
<td>6</td>
<td>All Sloan and MIT grad students</td>
<td>Bid</td>
<td>Company profile: Sample sector: Sample projects:</td>
<td></td>
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<tr>
<td>S-LAB 15.915</td>
<td>Spring</td>
<td>12</td>
<td>Sloan and MIT grad students</td>
<td>Bid</td>
<td>2 wks in March</td>
<td>Company profile: pov of companies and NGOs tackling systemic challenges in sustainability, and aligning with business strategy Sample sectors: apparel (Patagonia, Gap), industrial (John Deere, Toyota), financial/ESG (Ardvark, Reckon), NGO (ISO, EEM, HRW, Raw) Sample projects: market analysis for sustainability-oriented product; evaluate operational options for recycling; decide among certification systems</td>
</tr>
<tr>
<td>USA LAB 15.679</td>
<td>Spring</td>
<td>9</td>
<td>Sloan and MIT grad students</td>
<td>Bid</td>
<td>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</td>
<td></td>
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</tbody>
</table>

LEARNING + LEADING BEYOND THE CLASSROOM