FALL

A-LAB 15.572 Analytics Lab
S. Arul
This course allows students to design and deliver a project based on the use of analytics, machine learning, large data sets, or other digital innovations to create or transform a business or other organization. Teams may be paired up with an organization or propose their own ideas and sites for the project. The course culminates with presentation of results to an audience that includes IT experts, entrepreneurs, and executives.

E-LAB 15.399 Entrepreneurship Lab
U. Andharta, K. Boucher, D. Patel
In this class, students work with startups on problems of strategic importance to the venture. The goal is for students to gain experience with fast-paced startup companies and to apply their academic knowledge to the problems faced by entrepreneurial firms in a context of uncertainty, extreme time pressures, and decision-making based on limited information. Popular sectors include AI solutions, software, hardware, robotics, clean-technology, consumer products, and health-care technologies. Meets with 15.979 when offered concurrently. This course is offered in both fall and spring semesters.

FINANCE

15.453 Preseminar in Capital Markets / Investment Management
M. Kritzman
This class 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. Teams present their solutions at a seminar which is attended by representatives of the sponsoring organization and open to the entire MIT community.

15.453 Preseminar in Corporate Finance / Investment Banking
E. Matreyek
This course allows students to work on projects sponsored by leaders in corporate finance, investment banking, and private equity. Students work in multidisciplinary teams (combining MFE, MBA, and Sloan Fellows) to analyze and problem-solve, culminating in reports which the teams present in a group setting for evaluation and feedback.

G-LAB 15.389 Global Entrepreneurship Lab
S. Johnson, M. Jester
This course is a 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: Focused primarily on startups operating in emerging markets.

FALL/IAP

EM-LAB 15.830 Enterprise Management Lab
S. Chatterjee
This course lays the foundation for the Enterprise Management Track by developing students’ ability to apply integrated management perspectives and practices in their role in large organizations. Student teams work on live integrative projects focused on marketing, operations, and/or strategy in multinational and emergent enterprises in industries such as consumer goods, technology, and healthcare. The goal is to help students adopt a holistic cross-functional approach to addressing business challenges.

H-LAB 15.777 Healthcare Labs: Introduction to Healthcare Delivery in the United States
J. Jónasson, A. Quadriangas
This class focuses on the business challenges and opportunities to deliver high-quality and reasonably-priced health services. Topics include aspects of healthcare delivery operations and how they are affected by healthcare reform policies, alternative payment models, population health perspectives, and social determinants of health. Discussions include case studies from the ongoing healthcare-related work of Sloan faculty, as well as the potential for analytics and digitization to impact healthcare delivery. Student teams work with a provider, supplier or healthcare-related startup organization on an assigned project.

ISRAEL LAB

15.248 Israel Lab : Startup Nation’s Entrepreneurship and Innovation Ecosystem
J. Cohen
This course studies Israel’s innovation and entrepreneurial ecosystem. It provides context about the country and its social and geopolitical issues as well as how they impact business in Israel. During IAP, student teams work with Israeli host organizations on complex problems in critical areas, such as big data/analytics, computing technologies, life sciences, robotics, fintech, and cybersecurity, with an emphasis on early-stage ventures and their growth. Provides students an opportunity to engage directly with startup CEOs and venture capitalists.

IAP/SPRING

FIN-LAB 15.453 Finance Lab
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. Practitioners represent a range of financial institutions, including investment management, hedge funds, private equity, venture capital, and project investing, and the consulting project work takes place during all of IAP.

PM-LAB 15.785 Digital Product Management Lab
V. Farias
This course is an 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. de Zagar, J. Stemmler, J. Siby, B. Patten
Students apply concepts, theories, and tools of sustainability working with host organizations on management projects during the semester. Classroom lectures and simulations provide students 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 improve sustainability.

USA LAB

15.679 Bridging the American Divide
L. Hayter, C. McGraw
This class is a hands-on exploration of community revitalization in America’s rural regions, small towns, and small to mid-sized cities. 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, government agencies, and nonprofits. Projects contribute to strengthening the social and economic fabric of the host communities.
<table>
<thead>
<tr>
<th>ACTION LEARNING LAB</th>
<th>TERM</th>
<th>UNITS</th>
<th>ELIGIBLE STUDENTS</th>
<th>PREREQUISITES</th>
<th>BID/APPL</th>
<th>TRAVEL</th>
<th>INDUSTRIES/COMPANIES/PROJECTS</th>
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</thead>
<tbody>
<tr>
<td>A-LAB 15.372</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</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, MM, MS/M, other students considered on a case-by-case basis</td>
<td>Bid</td>
<td>Company profile: entrepreneurial SMEs, Chinese and global multisectoral, social businesses</td>
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<tr>
<td>E-LAB 15.399</td>
<td>Fall + Spring</td>
<td>12</td>
<td>All Sloan, MIT, Harvard, and Wellesley grad and undergrad students</td>
<td>Bid</td>
<td>Company profile: early-stage startups</td>
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<tr>
<td>EM-LAB 15.850</td>
<td>Fall + IAP</td>
<td>9</td>
<td>First-year Sloan MBA students enrolled in the Enterprise Management Track</td>
<td>Bid</td>
<td>Company profile: leadership in emerging space in both the for-profit and non-profit sectors</td>
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<tr>
<td>EMB A GLOBAL LABS</td>
<td>Spring</td>
<td>15</td>
<td>MIT Executive MBAs only (Israel: 2nd year EMBAs only)</td>
<td>Bid</td>
<td>Israel lab: students will work with early-stage and growing Israeli startups</td>
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<td>FINANCE</td>
<td>Fall</td>
<td>6</td>
<td>Prove minimum in Capital Markets/Investment Management</td>
<td>Bid</td>
<td>Company profile: leading multisector and innovations emerging in partnership with multinationals, organizations Sample projects: AP Indxx, Cerulean, Foresight, Pegas Systems IDE Lab projects explore themes of global innovation ecosystems, stakeholders and experimentation. Sample projects: Philips Healthcare, Oracle</td>
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<tr>
<td>G-LAB 15.389</td>
<td>Fall</td>
<td>9</td>
<td>All Sloan, MIT, Harvard, and Wellesley grad students</td>
<td>Bid</td>
<td>Company profile: SME startups, high-growth companies, nonprofits</td>
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<tr>
<td>H-LAB 15.777</td>
<td>Fall + IAP</td>
<td>15</td>
<td>All Sloan, MIT, Harvard, and Wellesley grad students</td>
<td>Bid</td>
<td>Company profile: organizations shaping solutions to business challenges in healthcare delivery and healthcare systems changes</td>
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<tr>
<td>ISRAEL LAB 15.248</td>
<td>Full H2 + IAP</td>
<td>9</td>
<td>All Sloan grad students, other MIT grad students, undergraduate students with permission of instructor</td>
<td>Bid</td>
<td>Company profile: early-stage and growing Israeli startups</td>
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<td>OPS-LAB 15.784</td>
<td>Spring</td>
<td>9</td>
<td>Sloan MBA, LGOs and other Sloan and MIT grad students</td>
<td>Corequisites: 15.861, 15.781, or 15.900</td>
<td>Application</td>
<td>Corporate Finance sample projects: value a wind farm acquisition; structure a deal for a new tranche of equity in private venture, develop financing strategy for city investments in neighborhood development</td>
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<td>ORGS-LAB 15.335</td>
<td>Spring</td>
<td>9</td>
<td>Open to Sloan MBAs and Sloan Fellows</td>
<td>Bid</td>
<td>Company profile: Greater Boston organizations facing significant challenges in delivering on their chosen mission</td>
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<td>PM-LAB 15.785</td>
<td>IAP + Spring H3</td>
<td>6</td>
<td></td>
<td>Bid</td>
<td>Company profile: Sample projects: BlueWave, CarGurus, Elphi, Embr Labs, EverGnome, ElectricA, Intralinks, Nasdaq, Toast</td>
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<td>S-LAB 15.915</td>
<td>Spring</td>
<td>12</td>
<td>All Sloan grad students, other MIT grad students</td>
<td>Bid</td>
<td>Company profile: premier companies and NGOs tackling systemic challenges in sustainability, and aligning with business strategy</td>
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<tr>
<td>USA LAB 15.679</td>
<td>Spring</td>
<td>9</td>
<td>All Sloan and MIT grad students</td>
<td>Bid</td>
<td>Company profile: community-based foundations or other organizations located in regions across the US</td>
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