FALL

A-LAB

15.572 Analytics Lab A. Almeida, S. Aral

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 H-Lab, entrepreneurs, and executives.

E-LAB

15.399 Entrepreneurship Lab K. Hosker, K. Boucher, G. Arghand, D. Panel

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 startups 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 healthcare technologies. Meets with 15.399 when offered concurrently. This course is offered in both fall and spring semesters.

FINANCE

15.453 Preseminar in Capital Markets/Investment Management M. Kreitzer

The 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 faculty from the Sloan School. Meets with 15.453 in corporate finance/Investment Banking E. Mattheye.

This course allows students to work on projects sponsored by leaders in corporate finance, investment banking, and private equity. Students work in multi-disciplinary teams (combining MF/ MBA, and Sloan Fellows) to analyze and problem-solve, culminating in reports which the teams present to sponsors for evaluation and feedback.

FALL / IAP

EM-LAB

15.630 Enterprise Management Lab S. Chattopadyay

This course lays the foundation for the Enterprise Management back 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. The goal is to help students adopt a holistic cross-functional approach to addressing business challenges.

G-LAB

15.389 Global Entrepreneurship Lab S. Johnson, M. Jaffer

This course is a practical, hands-on study of the climate for innovation and determinants of entrepreneurial success in emerging and frontier market economies. Students work on teams in close collaboration with companies’ top leadership, gaining experience in running and building a new enterprise by tackling critical, real-world business management problems. After their preliminary investigation of the business challenge, teams travel to work with their hosts to test and begin implementing their recommendations.

H-LAB

15.777 Healthcare Lab: Introduction to Healthcare Delivery in the United States J. Johnson, A. Cavadino

This class focuses on the business challenges and opportuni ties 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 examples 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 supplier, provider or healthcare-related startup organization on an applied 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 aspects as they pertain to 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. Kao, B. Vissar

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, impact investing, risk, and consulting. Project work takes place during all of IAP.

PM-LAB

15.786 Digital Product Management Lab V. Fanter

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 product management. student teams to contribute to product management in new enterprises.

SPRING

CHINA LAB

15.225 China at a Crossroads: China Lab Y. Huang, J. Ching

This course explores current issues in China’s political economy and corporations with a focus on key challenges that global managers need to consider as they navigate their relationships with Chinese organizations and business strategy. The course will use case studies, lectures, class discussions, guest panelists, and team projects to characterize the landscape and explore lessons for multinational and domestic businesses in China. Projects are divided into two tracks: issues involving the political economy and those of corporate management.

E-LAB

15.399 Entrepreneurship Lab L. Arndt, K. Boucher, D. Panel

This course is offered both semesters. See full description.

EMBA GLOBAL LABS

15.708 Go-Lab S. Khandel, H. Samel

This course focuses on strategic and organizational challenges in remote scaling, subsidiarization, and cross-border initiatives and integration.

15.704 IDEALab F. Minton, P. Brubaker

This course explores themes of global innovation ecosystems, stakeholders, and experimentation/evaluation.

15.566 Israel Lab C. Cohen

This course provides Executive MBA 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. EMBA student teams partner and work remotely with senior management at Israeli startups.

OPS-LAB

15.784 Operations Lab C. Iacopo, T. Roemer

This course 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.

ORGS-LAB

15.335 Organizations Lab N. Repenning B. Akinc

This class addresses the question of how individuals can transform organizations and the communities in which those organizations reside. The centerpiece of the course is a semester-long project in which students audit a local nonprofit organization in improving its efficiency and effectiveness. Recognizing that non corporate leaders are committed to delivering value to all their stakeholders, the goal is to build students’ ability to link their leadership priorities and specific interventions to larger transformations, and build their capability to transform both their organization and career.

USA LAB

15.679 Bridging the American Divides L. Halley, 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 organizations, and nonprofits. Projects contribute to strengthening the social and economic fabric of the local communities.

Includes SIP credit

MTSLOAN.MIT.EDU/ACTIONLEARNING

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<table>
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<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>
</tr>
</thead>
<tbody>
<tr>
<td>A-LAB 15.372</td>
<td>Fall</td>
<td>9</td>
<td>All MIT students, permission of instructor</td>
<td>Application</td>
<td></td>
<td></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 or as a service, sports analytics, fraud detection, finance, e-commerce, medical supply chains, workplace security, global health 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, MFin, MSMS, other grad students considered on a case by case basis</td>
<td>Bid</td>
<td></td>
<td></td>
<td>Company profile: entrepreneurial SMEs, Chinese and global multinationals, social businesses Sample sectors: artificial intelligence, the sharing economy, social media, health care, energy, finance, and manufacturing Sample projects: creating a business plan for fundraising, developing a new market strategy, assembling financial models</td>
</tr>
<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></td>
<td></td>
<td>Company profile: early-stage startups Sample sectors: artificial intelligence, blockchain, software, hardware, consumer products, robotics, clean tech, life sciences, healthcare Sample projects: solving a key strategic problem, primary market research, financial modeling, finding a beachhead market for a new technology</td>
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<tr>
<td>EM-LAB 15.630</td>
<td>Fall + IAP</td>
<td>9</td>
<td>First-year Sloan MBA students enrolled in the Enterprise Management Track</td>
<td>Corequisites: 15.810, 15.761 or 15.900</td>
<td>Bid</td>
<td></td>
<td>Company profile: leading multinationals and innovators in emerging space in both the for-profit and non-profit sectors Sample sectors: automobiles, consumer goods/retail, healthcare, retail technology, telecom, sporting goods, design, finance Sample projects: BMW, Wayfair, GE Healthcare, SAP, RawMobile, Glide, IDEO, NASA, Citi</td>
</tr>
<tr>
<td>EMBA GLOBAL LABS 15.566 Israel Lab</td>
<td>Spring</td>
<td>15</td>
<td>MIT Executive MBAs only</td>
<td>Israel: 2nd year EMBA’s only</td>
<td>Bid</td>
<td></td>
<td>Israel School students will work with early-stage and growing Israeli startups GO-Lab: projects investigate international business challenges with multinationals. Sample projects: AB Inbev, Corteva, Ferrari, Pepsi Systems IDE Lab: projects explore themes of global innovation ecosystems, stakeholders and experimentation. Sample projects: Philips Healthcare, Oracle</td>
</tr>
<tr>
<td>FINANCE 15.451</td>
<td>Fall</td>
<td>6</td>
<td>Prospective Sloan MBAs, other MIT students, MIT only</td>
<td>Corequisites: 15.401 or equivalent</td>
<td>Bid</td>
<td></td>
<td>Company profile: leading finance industry practitioners investment management, hedge funds, private equity, venture capital, impact investing, risk, consulting 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 ventures, develop a financing strategy for city investments in neighborhood development</td>
</tr>
<tr>
<td>15.452</td>
<td>Fall</td>
<td>9</td>
<td>Prospective Sloan MBAs, other MIT students, MIT only</td>
<td>Corequisites: 15.401 or equivalent</td>
<td>Application</td>
<td></td>
<td>Sample projects: 15.401 for Capital Markets only</td>
</tr>
<tr>
<td>15.453</td>
<td>IAP + Spring H3</td>
<td>9</td>
<td>Fin Lab: Preference given to Sloan MBAs and MBA students. MIT only</td>
<td>Corequisites: 15.401 or equivalent</td>
<td>Application</td>
<td></td>
<td>Sample projects: 15.401 for Capital Markets only</td>
</tr>
<tr>
<td>G-LAB 15.389</td>
<td>Fall + IAP</td>
<td>12</td>
<td>MBA and LGO 2nd year students, other graduate by permission only</td>
<td>Bid</td>
<td>International travel during IAP</td>
<td></td>
<td>Company profile: SME startups, scale-up, high-growth companies in emerging and frontier markets Sample sectors: microfinance, agribusiness, digital media, textiles, high tech, internet, telecom, medical devices, venture capital, transportation Sample projects: new market entry, strategy, H/ marketing, financial modeling</td>
</tr>
<tr>
<td>H-LAB 15.777</td>
<td>Fall + IAP</td>
<td>15</td>
<td>All Sloan, MIT, Harvard, and Wellesley grad students with completed prerequisites or permission of instructor</td>
<td>Bid</td>
<td></td>
<td></td>
<td>Company profile: organizations dealing with the business challenges of healthcare delivery and healthcare systems changes Sample projects: hospitals, clinics, other health care organizations Sample projects: operations, management, IT, marketing, organizational dynamics</td>
</tr>
<tr>
<td>ISRAEL LAB 15.248</td>
<td>Fall 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>Travel to Israel during IAP</td>
<td></td>
<td>Company profile: early-stage and growing Israeli startups Sample sectors: artificial intelligence, analytics, agtech, clean tech, cybersecurity, edtech, fintech, healthcare, IoT, life sciences, robotics Sample projects: computer vision tech in agriculture, medical devices, emergency response technology, AI for smart cities, flow data marketing, social analytics</td>
</tr>
<tr>
<td>OPS-LAB 15.784</td>
<td>Spring</td>
<td>9</td>
<td>Sloan MBAs, LGOs and other Sloan and MIT grad students</td>
<td>Corequisites: 15.761</td>
<td>Application</td>
<td></td>
<td>Company profile: operations problems in companies ranging from small to multinationals, from Boston-based to overseas Sample sectors: wide range of industry sectors including healthcare, aerospace, retail, industrial, transportation, and food Sample projects: supply chain network design, long-range sourcing strategy, inventory policy, cycle time analysis and improvement, product design and deployment</td>
</tr>
<tr>
<td>ORGS-LAB 15.355</td>
<td>Spring</td>
<td>9</td>
<td>Open to Sloan MBAs and Sloan Fellows</td>
<td>Bid</td>
<td></td>
<td></td>
<td>Company profile: Greater Boston organizations facing significant challenges in delivering on their chosen mission Sample sectors: Sample projects</td>
</tr>
<tr>
<td>PM-LAB 15.766</td>
<td>IAP + Spring H3</td>
<td>12</td>
<td>Application</td>
<td>Bid</td>
<td></td>
<td></td>
<td>Company profile: Sample projects: BlueWave, CarGurus, Elpis, Ember Labs, EverGnome, Electrify, Intradocs, Nasdaq, Toast</td>
</tr>
<tr>
<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></td>
<td></td>
<td>Company profile: premier companies and NGOs tackling systemic challenges in sustainability, and aligning with business strategy Sample projects: apparel (Patagonia, Nike), industrial (Takeda Pharmaceutical), Toyota’s (Toyota’s), Ford, (Ford), Breckinridge, (Breckinridge), NGO (EDF, WWF, Rare) Sample projects: market analysis for sustainability-oriented product, evaluate operational options for recycling, develop DEI framework for renewable energy finance firm</td>
</tr>
<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></td>
<td></td>
<td>Company profile: community-based foundations or other organizations located in regions across the US Sample sectors: small cities, towns, and rural areas in the US Sample projects: research the effects of COVID-19 on a region’s immigrant population, identify methods to establish a region-specific index fund</td>
</tr>
</tbody>
</table>