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. This course culminates with a presentation of results to the organization that includes key insights, entrepreneurs, and executives.

E-LAB 15.399 Entrepreneurship Lab
K. Hickey, 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 all solutions, software, hardware, robotics, clean technology, consumer products, and health-care technologies. Meets with 15.3991 when offered concurrently. This course is offered in both fall and spring semesters.

FALL

FINANCE

15.451 Preseminar in Capital Markets/Investment Management
M. Kritzman
This course 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 organizations and open to the entire MIT community.

15.453 Preseminar in Corporate Finance/Investment Banking
E. Matveyev
This course exposes students to work on projects sponsored by leaders in corporate finance, investment banking, and private equity. Students work in multi-disciplinary teams (combining MBA, MS, and Sloan Fellows) to analyze and problem-solve, culminating in reports which the teams present to sponsors for evaluation and feedback.

15.45 Finance Lab
G. Chappell, B. Viqarr
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.

15.786 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-market reasoning, 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 who would like to be a product management team or to contribute to product management in a new enterprise.

15.777 Healthcare Lab: Introduction to Healthcare Delivery in the United States
J. Johnson, A. Quaasgaard
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, payment models, population health, and social determinants of health. Discussions include examples from the ongoing healthcare-related work of Sloan Fellows 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 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 issues 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, fashion, 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. Chappell, B. Viqarr
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. Farias
This course is an introduction to product management with an emphasis on its role within technology-driven enterprises. Topics include opportunity discovery, product-market reasoning, 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 who would like to be a product management team or to contribute to product management in a new enterprise.

SPRING

ASEAN LAB 15.226 Modern Business in Southeast Asia
Y. Huang, J. Gran
This class explores current issues in Southeast Asia’s political economy and business with a focus on key challenges that global managers need to consider as they define strategies and navigate their relationships with the local environment and the broader issue of China’s influence in the region. The course will use case studies, lectures, class discussion, guest panels and student projects to characterize the landscape and explore lessons for multinational and domestic businesses engaged in the region. Student teams will work with companies primarily focused on strategy and business development issues in Thailand, Vietnam and Indonesia for the initial class in Spring 2022.

CHINA LAB 15.235 Modern Business in China
Y. Huang, J. Gran
This class explores current issues in China’s political economy and business with a focus on key challenges that global managers need to consider as they define strategies and navigate their relationships with the local environment. The course will use case studies, lectures, class discussion, guest panels and student projects to characterize the landscape and explore lessons for multinational and domestic businesses engaged with China. Student teams will work with a China-based company to tackle a critical management challenge.

EMBA GLOBAL LABS

15.708 IAP Lab
S. Kramer, H. Samml
This course focuses on strategic and organizational challenges of international scaling, localization, and cross-border initiatives and integration.

15.704 IDEA Lab
F. Buddin
This course explores themes of global innovation ecosystems, stakeholders and experimentation/evaluation.

15.566 Israel Lab
J. 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 15.764 Operations Lab
T. Roemer, C. Jacobo
This course provides interactive learning in solving operational 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. Alman
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 assist a local nonprofit organization in improving its efficiency and effectiveness. Recognizing that more corporate leaders are committing to deliver 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.

S-LAB 15.878 Sustainable Business Lab
B. Patten
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
C. McEachern, L. Holt
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 discussion, 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.
<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>
</tr>
</thead>
<tbody>
<tr>
<td>A-LAB</td>
<td>Fall</td>
<td>9</td>
<td>All MIT Sloan and MIT graduate students with permission of instructor</td>
<td>No</td>
<td>Application</td>
<td>No</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, 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, NasaMQ, New York Times, etc.</td>
</tr>
<tr>
<td>ASEEAN LAB</td>
<td>Spring</td>
<td>12 + SIP</td>
<td>All MIT Sloan graduate students. Other graduate students considered on a case-by-case basis. Undergraduates can take lecture portion.</td>
<td>No</td>
<td>Bid</td>
<td>International travel during spring break and SIP week</td>
<td>Companies: SMEs, multinationals, social businesses. Sectors: sharing economy, big tech, healthcare, fintech. Projects: strategy, market entry, marketing, sustainability.</td>
</tr>
<tr>
<td>CHINA LAB</td>
<td>Spring</td>
<td>12 + SIP</td>
<td>All MIT Sloan graduate students. Other graduate students considered on a case-by-case basis. Undergraduates can take lecture portion.</td>
<td>No</td>
<td>Bid</td>
<td>No</td>
<td>Companies: SMEs, multinationals, social businesses. Sectors: sharing economy, big tech, healthcare, fintech. Projects: strategy, market entry, marketing, operations.</td>
</tr>
<tr>
<td>E-LAB</td>
<td>Fall/Spring</td>
<td>12</td>
<td>All MIT Sloan, MIT, Harvard, and Wharton graduate and undergraduate students</td>
<td>No</td>
<td>Bid</td>
<td>No</td>
<td>Company profile: early-stage startups. Sample sectors: artificial intelligence, blockchain, software, hardware, consumer products, robotics, cleantech, life sciences, healthcare. Sample project: solving a key strategic problem, primary market research, financial modeling. Testing a blockchain-based market for a new technology.</td>
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<tr>
<td>EM-LAB</td>
<td>Fall/IAP</td>
<td>9</td>
<td>First-year MIT Sloan MBA and SFMBA students enrolled in the Enterprise Management Track</td>
<td>Corequisites: 15.815, 15.761, or 15.900</td>
<td>IAP</td>
<td>No</td>
<td>Company profile: leading multinationals and innovators in emerging space in both the for-profit and non-profit sectors. Sample sectors: automotive, consumer goods/retail, healthcare, retail, technology, telecomm, sporting goods, design, finance. Sample projects: BMW, Wayfair, GE Healthcare, SAP, Raw Mobile, Adobe, IDEO, NASA/DOD, CA.</td>
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<tr>
<td>EMBLA GLOBAL LABS</td>
<td>Spring</td>
<td>15</td>
<td>Second-year EMBA students only</td>
<td>No</td>
<td>Bid</td>
<td>GO-lab: international travel in March. IAP Lab: no travel to Israel in March.</td>
<td>GO-lab: projects investigate international business challenges with multinational organizations. Sample projects: All Inclusive, Contax, Ferrovio, Pegasys Systems. IDEA Lab: projects explore themes of global innovation ecosystems, stakeholders and experimentation. Sample projects: Philips Healthcare, Oracle Israel Labs: early-stage and growing Israeli startups.</td>
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<td></td>
<td>Finance Lab</td>
<td>15.453</td>
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<td></td>
<td>Early-stage and growing Israeli startups. Sample projects: AB InBev, Corteva, Ferrovio, Pega. Firms: sample projects: research the effects of COVID-19 on a region's immigrant population; identify methods to establish a region-specific index fund.</td>
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<tr>
<td>G-LAB</td>
<td>Fall/IAP</td>
<td>12</td>
<td>MIT Sloan MBA and LGO second-year students. Other graduate students by permission only.</td>
<td>No</td>
<td>Bid</td>
<td>International travel during IAP</td>
<td>Company profile: SME startups, scale-ups, 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, HR, marketing, financial modeling.</td>
</tr>
<tr>
<td>H-LAB</td>
<td>Fall/IAP</td>
<td>15</td>
<td>All MIT Sloan, MIT, Harvard, and Wharton graduate students with completed prerequisite or permission of instructor. Undergraduate students with permission of instructor.</td>
<td>Prerequisites: 15.060, 15.761, or permission of instructor.</td>
<td>Bid</td>
<td>No</td>
<td>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.</td>
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<tr>
<td>ISRAEL LAB</td>
<td>Fall/H2 + IAP</td>
<td>9</td>
<td>All MIT Sloan and MIT graduate students. Undergraduate students with permission of instructor.</td>
<td>No</td>
<td>Bid</td>
<td>Travel to Israel during IAP</td>
<td>Company profile: early-stage and growing Israeli startups. Sample sectors: artificial intelligence, analytics, agtech, cleantech, cybersecurity, edtech, 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.</td>
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<tr>
<td>ONS-LAB</td>
<td>Spring</td>
<td>9 + SIP</td>
<td>All MIT Sloan and SFMBA students, including LGO students</td>
<td>Corequisite: 15.761</td>
<td>IAP</td>
<td>Occasional travel in March</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 development and deployment.</td>
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<tr>
<td>ORG-LAB</td>
<td>Spring</td>
<td>9</td>
<td>First or second-year MIT Sloan MBA and SFMBA students</td>
<td>No</td>
<td>Bid</td>
<td>No</td>
<td>Company profile: Greater Boston organizations facing significant challenges in delivering on their chosen missions.</td>
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<tr>
<td>PM-LAB</td>
<td>IAP + Spring</td>
<td>12</td>
<td></td>
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<td>Sample projects: BlueWave, CareGurus, Elphi, Emer Lab, EverQuote, ElectriCh, Itronikos, Hadasq, Toast.</td>
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<tr>
<td>S-LAB</td>
<td>Spring</td>
<td>9</td>
<td>All MIT Sloan and MIT graduate students</td>
<td>Corequisite: 15.915</td>
<td>IAP + H2</td>
<td>Bid</td>
<td>Company profile: premier companies and NGOs tackling systemic challenges in sustainability, and aligning with business strategy. Sample sectors: apparel (Patagonia, H&amp;M), industrial (Tekla, Pharmaceutical, Takeda, financial/ESG (Fidelity, BlackRock), NGO (EDF, WRI, Rain). 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</td>
<td>Spring</td>
<td>9 + SIP</td>
<td>All MIT Sloan and MIT graduate students</td>
<td>No</td>
<td>Bid</td>
<td>Domestic travel during spring break and SIP week</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>