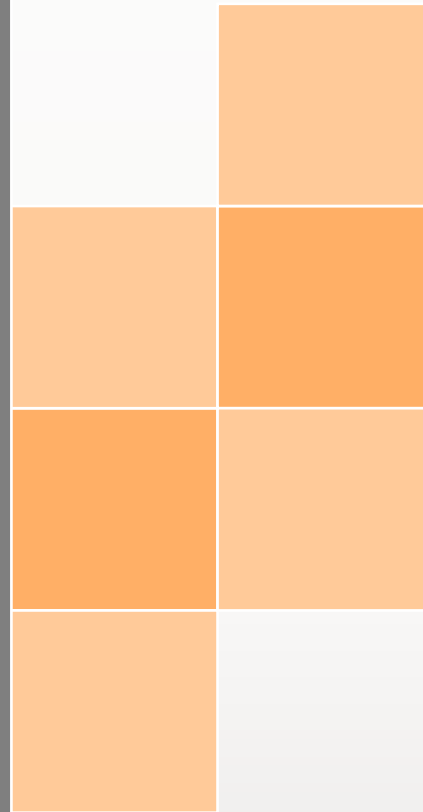




MBA{IP}

MBA | International Program



2019/2020





MBA{ip}

Start-Up Your Career

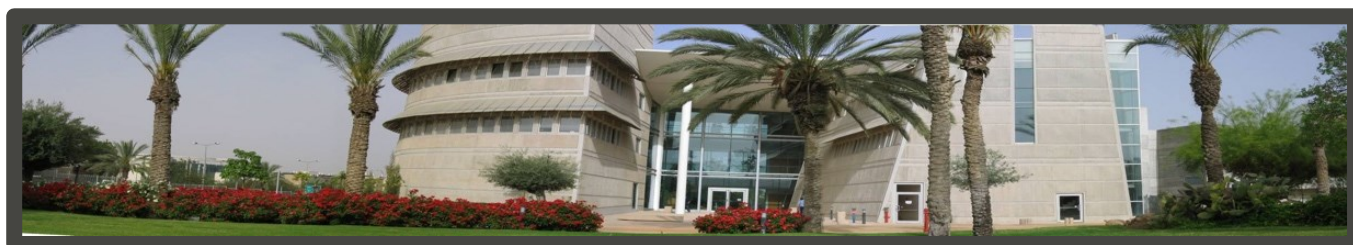


The MBA | International Program at the Guilford Glazer Faculty of Business and Management is a unique, integrative one-year study program that couples a rigorous theoretical and practical academic program with extracurricular opportunities that serve to enrich the MBA learning experience.

Our one-year English-language *MBA{ip}* provides working professionals and international students alike the opportunity to earn an MBA while exploring the Start-Up Nation and to expand their professional horizons.

Our general management education program comprises core business modules and advanced courses, intensive workshops, an integrative internship experience, and professional development field trips. The *MBA{ip}* highlights innovation, entrepreneurship, and social enterprise on the international level, as well as on the local front, tapping into the entrepreneurial spirit and momentum driving the incredible growth in the Negev region and throughout the country.

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Academic Calendar 2019/2020*

Admissions Open	January 20, 2019
Application Deadline	August 31, 2019
Program Starts	October 30, 2019
<i>Orientation Day</i>	October 30, 2019
<i>Fall Semester</i>	<i>October 31, 2019 – January 24, 2020</i>
<i>Mandatory Workshop</i> ^o	December 22-26, 2019
<i>Fall Exams (1st Sitting)</i>	January 26, 2020 – February 19, 2020
<i>Fall Exams (2nd Sitting)</i> ⁺	February 20, 2020 – April 30, 2020
<i>Spring Semester</i>	<i>February 20, 2020 – June 5, 2020</i>
<i>Spring Exams (1st Sitting)</i>	June 7, 2020 – July 8, 2020
<i>Spring Exams (2nd Sitting)</i> ⁺	July 9, 2020 – August 31, 2020
<i>Summer Semester</i>	<i>July 9, 2020 – September 25, 2020</i>
<i>Summer Exams (1st Sitting)</i>	September 27, 2020 – October 16, 2020
<i>Summer Exams (2nd Sitting)</i>	October 18–29, 2020
Program Ends	October 30, 2020

* All dates are subject to change.

^o Mandatory Workshop runs all day from Sunday to Thursday.

⁺ Second Exam Sittings in the Fall and Spring are scheduled during the subsequent semester.

Schedule

CLASSES

MBA{ip} classes are held two days a week: Thursdays and Fridays, over the course of three (3) consecutive semesters. This condensed schedule is intended to accommodate working professionals, as well as to provide time for students to participate in the internship program.

THURSDAYS	FRIDAYS
	8:00 – 11:00
11:00 – 14:00	11:00 – 14:00
14:00 – 17:00	
17:00 – 20:00	

Thursday start time varies by semester and is contingent on Preparatory Course exemptions. The final schedule is subject to change. The [sample semester schedules](#) on the following page offer a glance at the schedule and structure of the program.

If needed, additional class meetings, special events and programs, and exams may be scheduled at other times and/or on other days.

WORKSHOPS

Students are required to participate in two week-long workshops. Workshops are offered throughout the year, with one mandatory workshop in December 2019, and a second workshop to be selected by students from a list provided to them at the beginning of their studies in coordination with the MBA{ip} office.

A typical workshop runs from 9:00 to 17:00 for five (5) consecutive days. Attendance is mandatory. Workshop days for the second workshop may overlap with class days and thus require students to make up the classwork in order to comply with the workshop attendance requirement.

SAMPLE SEMESTER SCHEDULES

Fall Semester

THURSDAYS	FRIDAYS
	8:00 – 11:00 Accounting for Managers
11:00 – 14:00 Quantitative Methods for Managers**	11:00 – 14:00 Behavioral Sciences for Managers
14:00 – 17:00 Fundamentals of Management Economics**	
17:00 – 20:00 Marketing for Managers	

Spring Semester

THURSDAYS	FRIDAYS
	8:00 – 11:00 Financial Analysis
11:00 – 14:00 Statistics in Management**	11:00 – 14:00 Behavioral and Organizational Topics in Social Enterprise Management
14:00 – 17:00 Managerial Finance	
17:00 – 20:00 Applied Strategic Analysis	

Summer Semester

THURSDAYS	FRIDAYS
	8:00 – 11:00 Strategy and Policy in Business
11:00 – 14:00 Leadership in Organizations	11:00 – 14:00 Topics in Entrepreneurship and Innovation
14:00 – 17:00 Advances in Corporate Finance	
17:00 – 20:00 Operations Management	

**Preparatory Course



Curriculum

The MBA | International Program comprises a core MBA curriculum and advanced courses in the major business disciplines, with an integrated focus on innovation and entrepreneurship. The MBA{ip} offers a fixed curriculum, with no specializations or a thesis. The language of instruction in all courses, workshops, and programs is English, and the degree earned is an MBA.

The curriculum is divided into five categories.

Preparatory Courses (0-3)

Preparatory courses provide the fundamental quantitative skills upon which the MBA curriculum builds, and are required by students who do not qualify for exemptions from these courses. Each course is worth 1.5 credits, and the fees for these courses are included in the program tuition. Exemptions are evaluated upon notification of eligibility to the MBA{ip}.

1. Quantitative Methods for Managers
2. Fundamentals of Management Economics
3. Statistics in Management

Required Core Courses (5)

The core courses are the foundation of the MBA | International Program, leveling the playing field and preparing all students for the advanced courses that will follow.

1. Behavioral Science for Managers
2. Managerial Accounting
3. Marketing Management
4. Managerial Finance
5. Operations Management





Required Advanced Course (1)

The required advanced course provides a schematic framework for strategic thinking in business.

1. Strategy and Policy in Business

Alternating Advanced Courses (5-6)

Advanced courses delve deeper into the areas of finance, leadership, strategy, and innovation and entrepreneurship. Some of these courses are considered advanced core courses that do not qualify for the course exemptions indicated in the modified [Course Program Based on Preparatory Course Exemptions](#). In general, these courses may vary from year to year. Sample topics include:

1. Financial Analysis*
2. Advances in Corporate Finance*
3. Organizational Leadership*
4. Applied Strategic Analysis
5. Behavioral and Organizational Topics in Social Enterprise Management
6. Selected Topics in Entrepreneurship and Innovation

*These courses are considered advanced core courses.

Workshops (2)

Workshops are intensive week-long condensed courses offered at various points throughout the year that allow students to delve into various areas of interest, such as marketing, social enterprise, strategy, leadership, and finance. Students are required to participate in the Intensive Marketing Simulation Workshop held in December and are required to select an additional workshop from the available course offerings. Attendance in each workshop is mandatory. Workshop selection may vary from year to year, and may include:

1. Marketing Simulation (mandatory)
2. Decision Making and Incentives in Competitions and Sports
3. Entrepreneurship to Social Innovation
4. Organizational Sustainability
5. International Trade and Implications for the High-Tech Sector
6. International Brand Management
7. Foundations and Corporations





Exemptions and Credits

Preparatory Course Exemptions

Students who obtained academic credits for the Preparatory Courses at another recognized academic institution may qualify for exemptions from any or all of these courses.

Credits are not granted for qualifying exemptions. See the section titled [Program Credits](#) for further elaboration on course programs with and without preparatory course exemptions.

Students who do not qualify for exemptions must complete each required preparatory course in the semester in which it is offered.

Appealing Exemption Decisions

Preparatory course exemptions are reviewed by the MBA | International Program office. Students who were not granted exemptions and wish to appeal the decision may do so by submitting their request along with any relevant official syllabi that were approved by the department in which the course was studied. The deadline to appeal exemption decisions is the end of the first week of classes.



Program Credits

Students are required to complete 42 credits in order to graduate. The weights per course type vary, as per the table below.

	Credits per Course	Total
Preparatory Courses (0-3)	1.5	0 – 4.5
Required Core Courses (5)	3	15
Required Advanced Course (1)	3	3
Alternating Advanced Courses (5-6)	3	15 – 18
Workshops (1-2)	3	3 – 6
TOTAL POTENTIAL CREDITS		42 – 43.5

Course Program Based on Preparatory Course Exemptions

Based on the number of preparatory courses required, students may be exempt from one Workshop or one general Alternating Advanced Course (i.e. [courses that are not advanced core courses](#)).

The [Exemption Table](#) that follows delineates the program structure for students with no Preparatory Course exemptions, one (1) Preparatory Course exemption, two (2) Preparatory Course exemptions, or three (3) Preparatory Course exemptions.

- Students with no (0) exemptions who are required to take three (3) Preparatory Courses will be exempt from one (1) Alternating Advanced Course or (1) Workshop and will complete their degrees with 43.5 credits.
- Students with one (1) exemption who are required to take two (2) Preparatory Courses will be exempt from one (1) Alternating Advanced Course or one (1) Workshop and will complete their degrees with 42 credits.
- Students with two (2) exemptions who are required to take one (1) Preparatory Course will complete their degrees with 43.5 credits.
- Students with three (3) exemptions who are not required to take any Preparatory Courses will complete their degrees with 42 credits.



EXEMPTION TABLE

No Exemptions		1 Exemption		2 Exemptions		3 Exemptions	
3 Prep Courses	4.5 credits	2 Prep Courses	3 credits	1 Prep Courses	1.5 credits	0 Prep Courses	0 credits
5 Core Courses	15 credits	5 Core Courses	15 credits	5 Core Courses	15 credits	5 Core Courses	15 credits
1 Required Advanced Course	3 credits	1 Required Advanced Course	3 credits	1 Required Advanced Course	3 credits	1 Required Advanced Course	3 credits
5 or 6 Advanced Courses	15 credits	5 or 6 Advanced Courses	15 credits	6 Advanced Courses	18 credits	6 Advanced Courses	18 credits
1 or 2 Workshops	6 credits	1 or 2 Workshops	6 credits	2 Workshops	6 credits	2 Workshops	6 credits
Total Courses = 16	43.5 Total Credits	Total Courses = 15	42 Total Credits	Total Courses = 15	43.5 Total Credits	Total Courses = 14	42 Total Credits

Internships

The MBA{ip} Internship Program seeks to give students the opportunity to gain hands-on experience during their year of studies in local start-ups and incubators by capitalizing on Beer-Sheva's thriving high-tech hubs and sustainable and social enterprise scene, as well as the close proximity of Ben-Gurion University of the Negev to the Advanced Technological Park. The MBA{ip} Internship Program provides students the opportunity to participate in a meaningful real-world project and expand their professional and social networks.

By starting mid-year, the Internship Program allows students to concurrently apply their academic knowledge and reflect on their professional experience. The internship program is preceded by a brief pre-internship preparatory training course, followed by continuous professional and logistical support with three points of reflection, coupled with bi-weekly mentorship throughout the course of the internship.

Sample Internship Opportunities

- **The Innovation Authority**
- **Incubit Technology Ventures**
- **BG Robotics**
- **BGN**
- **Israel Hotel Association**

Field Trips

The GFFBM MBA | International Program offers two half-day field trips throughout the year. The goal of the field trips is to expose students to different topics related to entrepreneurship and innovation and social enterprise, while giving students an opportunity to explore ideas and to socialize in an informal setting.

Sample Field Trip

Beer-Sheva: Urban Renewal and Social Enterprise in a Sleepy Desert Town

Participants explore one of the oldest and most stigmatized neighborhoods in Beer Sheva, Schuna Dalet, through the lens of community-driven social change. This interactive walking tour brings you into the heart of a historically neglected neighborhood that today serves as a meeting point for social activism and urban renewal. The participants make their way to the Old City of Beer-Sheva, where they discover the process of an incredible shift, from a once sleepy desert town to the opportunity capital of Israel. Finally, participants meet with the CEO of Eretz Ir, an Israeli nonprofit dedicated to raising the communal quality of life across Israel's peripheral cities, to explore the intersection of social businesses and the non-profit world through the evolution of Eretz Ir.





International Students

International students coming to live in Beer-Sheva will be guided through the steps required to come study in Israel, including:

- Applying for visas (including for dependents)
- Obtaining health insurance (including for dependents)
- Registering for student dorms (single or family units)
- Preschool and school registration for joining children

Additional support is provided by the Office of International Academic Affairs:

<http://in.bgu.ac.il/en/Global>.



Tuition and Fees

Tuition for the MBA | International Program is the standard university tuition for graduate degree programs, as regulated by the Israeli Council for Higher Education. A standard graduate degree is two-years long, and the MBA{ip} tuition and fees are equivalent to those of a two-year program. Other costs include the fees for the internship program, registration, student welfare, student union, and campus security.

Tuition fee breakdown for 2019/2020 (תש"פ)

	Israeli Students	International Students
Registration Fee	458 NIS	458 NIS
Program Tuition for 42 Credits	28,000 NIS	35,000 NIS
Program Tuition for 43.5 Credits	29,500 NIS	37,000 NIS
Internship*	1,000 NIS	1,000 NIS
Security Fee ⁺	525 NIS	525 NIS
Student Welfare Fee* ⁺	365 NIS	365 NIS
Student Union Membership* ⁺	10 NIS	10 NIS

* Optional

⁺ Per academic calendar year 2019-2020 / תש"פ

Fees are approximations, in Israeli shekels, and may be subject to change.

Further details regarding the tuition breakdown, payment, etc. can be found on the official BGU website (Hebrew only): <http://in.bgu.ac.il/accounts/Pages/taarifim.aspx>

Admissions

Admission to the MBA{ip} is open to qualifying students with completed undergraduate degrees from accredited International and Israeli colleges and universities. Eligibility to the MBA{ip} is based on multiple factors, and takes into consideration the applicant's academic credentials and grades, as well as professional background. Bear in mind that meeting the minimum requirements does not guarantee eligibility and admission. Applicants from all disciplines are encouraged to apply.

MINIMUM REQUIREMENTS

1. Bachelor's / Undergraduate Degree

- Degree must be from an accredited Israeli or international academic institution.
- Degree and GPA equivalencies for international educational credentials will be evaluated upon submission of a completed application.

2. High Academic Achievement

- GPA (Grade Point Average) is according to the Israeli grading scale.

Minimum GPA

- 80** FOR DEGREES IN ENGINEERING, MATHEMATICS, COMPUTER SCIENCE, AND ECONOMICS
- 82** FOR ALL OTHER DEGREES

3. GMAT (or GRE equivalent)

The GMAT is required for all international students.

For Israeli applicants, submission of the GMAT Quantitative section is an advantage.

Minimum GMAT Scores

580	OVERALL SCORE
40	QUANTITATIVE SCALED SCORE

4. Proficiency in English

A TOEFL or IELTS is required for all international applicants whose highest degree was completed in an institution where the language of instruction is not English.

Minimum Scores

40	TOEFL
6.5	IELTS

5. Professional or International Experience

Applicants should have professional working experience or international experience.

**Professional or International
Experience**
ADVANTAGE



APPLICATION PROCESS

1. The application form is available in PDF format at the MBA{ip} website:
<http://in.bgu.ac.il/en/fom/MBAip/>
2. The following documents must be included with your application:

All Applicants

- MBA{ip} Application Form
- Curriculum Vitae (CV) / Resume in English
- Post-High School Diplomas and Transcripts
- Official Class Ranking (if available)
- Full-face view JPG photograph

International Applicants

In addition to the above, international applicants should submit:

- GMAT or GRE Score Report (Israeli applicants - advantage)
- English Language Proficiency Test Score (If English is not your first language, or your undergraduate degree was not completed in English)
- Copy of Passport

Complete the application and submit together with all supporting documents according to the instructions on the application form.

Eligibility to the MBA{ip} will be evaluated based on this application form. Confirmation of Eligibility does not guarantee acceptance to Ben-Gurion University. Students deemed eligible to apply for the MBA{ip} will be requested to formally apply to Ben-Gurion University via the official BGU application form.

Upon acceptance to BGU, your first semester deposit must be paid promptly in order to guarantee your place in the incoming MBA{ip} cohort.



Take the Leap

MBA | International Program
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