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 across the country.
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Academic Calendar 2019/2020*

Admissions Open
January 20, 2019

Application Deadline
August 31, 2019

Orientation Day
October 30, 2019

Program Starts
October 30, 2019

**Fall Semester**
- Mandatory Workshop
- Fall Exams (1st Sitting)
- Fall Exams (2nd Sitting)*

**Spring Semester**
- Spring Exams (1st Sitting)
- Spring Exams (2nd Sitting)*

**Summer Semester**
- Summer Exams (1st Sitting)
- Summer Exams (2nd Sitting)

Program Ends
October 30, 2020

*All dates are subject to change.

*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.

<table>
<thead>
<tr>
<th>THURSDAYS</th>
<th>FRIDAYS</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 - 11:00</td>
<td>11:00 - 14:00</td>
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<tr>
<td>11:00 - 14:00</td>
<td>11:00 - 14:00</td>
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<tr>
<td>14:00 - 17:00</td>
<td></td>
</tr>
<tr>
<td>17:00 - 20:00</td>
<td></td>
</tr>
</tbody>
</table>

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 offers a glance at the schedule and structure of the program.

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 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

<table>
<thead>
<tr>
<th>THURSDAYS</th>
<th>FRIDAYS</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>8:00 - 11:00</td>
</tr>
<tr>
<td></td>
<td>Accounting for Managers</td>
</tr>
<tr>
<td>11:00 - 14:00</td>
<td>11:00 - 14:00</td>
</tr>
<tr>
<td>Quantitative Methods for Managers**</td>
<td>Behavioral Sciences or Managers</td>
</tr>
<tr>
<td>14:00 - 17:00</td>
<td></td>
</tr>
<tr>
<td>Fundamentals of Management Economics**</td>
<td></td>
</tr>
<tr>
<td>17:00 - 20:00</td>
<td></td>
</tr>
<tr>
<td>Marketing for Managers</td>
<td></td>
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</tbody>
</table>

#### Spring Semester

<table>
<thead>
<tr>
<th>THURSDAYS</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>8:00 - 11:00</td>
</tr>
<tr>
<td></td>
<td>Financial Analysis</td>
</tr>
<tr>
<td>11:00 - 14:00</td>
<td>11:00 - 14:00</td>
</tr>
<tr>
<td>Statistics in Management**</td>
<td>Behavioral and Organizational Topics in Social Enterprise Management</td>
</tr>
<tr>
<td>14:00 - 17:00</td>
<td></td>
</tr>
<tr>
<td>Corporate Finance for Managers</td>
<td></td>
</tr>
<tr>
<td>17:00 - 20:00</td>
<td></td>
</tr>
<tr>
<td>Applied Strategic Analysis</td>
<td></td>
</tr>
</tbody>
</table>

#### Summer Semester

<table>
<thead>
<tr>
<th>THURSDAYS</th>
<th>FRIDAYS</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>8:00 - 11:00</td>
</tr>
<tr>
<td></td>
<td>Strategy and Policy in Business</td>
</tr>
<tr>
<td>11:00 - 14:00</td>
<td>11:00 - 14:00</td>
</tr>
<tr>
<td>Leadership in Organizations</td>
<td>Topics in Entrepreneurship and Innovation</td>
</tr>
<tr>
<td>14:00 - 17:00</td>
<td></td>
</tr>
<tr>
<td>Advances in Corporate Finance</td>
<td></td>
</tr>
<tr>
<td>17:00 - 20:00</td>
<td></td>
</tr>
<tr>
<td>Operations Management</td>
<td></td>
</tr>
</tbody>
</table>

**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 and workshops is English, and the degree earned is an MBA.

The curriculum is divided into five categories.

**Preparatory Courses (0-3)**
Preparatory courses 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. These courses may vary from year to year. Sample topics include:

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

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 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. Academic credits may qualify as long as no more than eight (8) years have passed since completion of the degree in which the qualifying course was studied.

Credits are not granted for qualifying exemptions.

Students who do not qualify for exemptions must complete the required preparatory course(s) in the semester in which they are 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.

<table>
<thead>
<tr>
<th>Course Type</th>
<th>Credits per Course</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Preparatory Courses (0-3)</td>
<td>1.5</td>
<td>0 - 4.5</td>
</tr>
<tr>
<td>Required Core Courses (5)</td>
<td>3</td>
<td>15</td>
</tr>
<tr>
<td>Required Advanced Course (1)</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td>Alternating Advanced Courses (5-6)</td>
<td>3</td>
<td>15 - 18</td>
</tr>
<tr>
<td>Workshops (1-2)</td>
<td>3</td>
<td>3 - 6</td>
</tr>
<tr>
<td><strong>TOTAL POTENTIAL CREDITS</strong></td>
<td></td>
<td><strong>42 - 43.5</strong></td>
</tr>
</tbody>
</table>

**Course Program Based on Preparatory Course Exemptions**

Based on the number of preparatory courses required, students may be exempt from one Alternating Advanced Course or one Workshop.

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

<table>
<thead>
<tr>
<th></th>
<th>No Exemptions</th>
<th>1 Exemption</th>
<th>2 Exemptions</th>
<th>3 Exemptions</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Prep Courses</strong></td>
<td>3</td>
<td>2</td>
<td>3</td>
<td>1</td>
</tr>
<tr>
<td><strong>Credits</strong></td>
<td>4.5</td>
<td>3</td>
<td>1.5</td>
<td>0</td>
</tr>
<tr>
<td><strong>Core Courses</strong></td>
<td>5</td>
<td>5</td>
<td>5</td>
<td>5</td>
</tr>
<tr>
<td><strong>Credits</strong></td>
<td>15</td>
<td>15</td>
<td>15</td>
<td>15</td>
</tr>
<tr>
<td><strong>Required Advanced</strong></td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td><strong>Course</strong></td>
<td>3</td>
<td>3</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td><strong>Credits</strong></td>
<td>3</td>
<td>3</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td><strong>Advanced Courses</strong></td>
<td>5</td>
<td>5</td>
<td>6</td>
<td>6</td>
</tr>
<tr>
<td><strong>Credits</strong></td>
<td>15</td>
<td>15</td>
<td>18</td>
<td>18</td>
</tr>
<tr>
<td><strong>Workshops</strong></td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td><strong>Credits</strong></td>
<td>6</td>
<td>6</td>
<td>6</td>
<td>6</td>
</tr>
<tr>
<td><strong>Total Courses</strong></td>
<td>= 16</td>
<td>= 15</td>
<td>= 15</td>
<td>= 14</td>
</tr>
<tr>
<td><strong>Total Credits</strong></td>
<td>43.5</td>
<td>42</td>
<td>43.5</td>
<td>42</td>
</tr>
</tbody>
</table>

GGFBM MBA | International Program
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 will bring 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 participants 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](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 each Preparatory Course, the internship program, registration, student welfare, student union, and campus security.

Tuition fee breakdown for 2019/2020 (ט”ע תש"ט): (Fees are approximations, in Israeli shekels, and may be subject to change.)

<table>
<thead>
<tr>
<th></th>
<th>Israeli Students</th>
<th>International Students</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Registration Fee</strong></td>
<td>458 NIS</td>
<td>458 NIS</td>
</tr>
<tr>
<td><strong>Program Tuition for 42 Credits</strong></td>
<td>28,000 NIS</td>
<td>35,000 NIS</td>
</tr>
<tr>
<td><strong>Program Tuition for 43.5 Credits</strong></td>
<td>29,500 NIS</td>
<td>37,000 NIS</td>
</tr>
<tr>
<td><strong>Internship</strong>*</td>
<td>1,000 NIS</td>
<td>1,000 NIS</td>
</tr>
<tr>
<td><strong>Security Fee</strong>*</td>
<td>525 NIS</td>
<td>525 NIS</td>
</tr>
<tr>
<td><strong>Student Welfare Fee</strong></td>
<td>365 NIS</td>
<td>365 NIS</td>
</tr>
<tr>
<td><strong>Student Union Membership</strong></td>
<td>10 NIS</td>
<td>10 NIS</td>
</tr>
</tbody>
</table>

* Optional
*+ Per academic calendar year 2019-2020 / שנה

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](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
Guilford Glazer Faculty of Business and Management
Ben-Gurion University of the Negev
1 Ben-Gurion Blvd, Building 15, Beer-Sheva, Israel
http://in.bgu.ac.il/en/fom/MBAip

International: +972-8-647-2594
Israel: 08-647-2594

mbaip@som.bgu.ac.il