The Guilford Glazer Faculty of Business and Management

MBA : International Program

2020 / 2021

Ben-Gurion University of the Negev
MBA:IP
Start-Up Your Career
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MBA : International Program

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 program provides working professionals and international students alike the opportunity to earn an MBA, explore the Start-Up Nation, and 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 : International Program 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 Start-up Nation.
Ben-Gurion University of the Negev

135,000 Alumni

20,000 Students

3 Campuses
University Mission Statement

As a multi-disciplinary research university of international stature, Ben-Gurion University of the Negev strives for excellence in research and teaching, scientific innovation, cross-disciplinary collaboration and applied research that impact people's lives wherever they are. The University is committed to social and environmental responsibility and is actively engaged in developing the Negev, Israel and the world. BGU attracts excellent researchers and students with original and innovative perspectives, alongside a social conscience and commitment to community engagement.

BGU. Where Inspiration Meets Excellence
Beer-Sheva: City of Opportunity

**The Capital of the Negev**

BGU is located in Beer-Sheva, Israel’s fourth-largest city often called the capital of the Negev region.

Beer-Sheva is recognized as a leading university town. Home to some 30,000 students at the city’s institutions of higher education, the city has a very student-oriented vibe. Beer-Sheva is a young city - with 50 percent of the population under 40 years old.

The varied communities living in the city have made Beer-Sheva the multicultural city it is today. The city offers a wide range of cultural events and attractions: museums, performing arts institutions, authentic culinary variety, festivals and sporting events.
Israel’s Leading Technology Ecosystem

Beer-Sheva is emerging as a major high-tech center, and is considered the Cyber Capital of Israel, with thriving high tech parks in the city and metropolitan area.

Ben-Gurion University of the Negev is a partner in the initiative and establishment of the Gav-Yam Advanced Technologies Park, located next to the Marcus Family Campus. The project is a unique public-private partnership combining the outstanding achievements of the University and the city of Beer-Sheva with leading companies in Israel and worldwide and marks a milestone in the Israeli scientific world. This high tech and biotechnology park is populated by pioneering scientific and technological companies from around the world, including Dell-EMC, Wix, Taboola, and IBM.

Student Life

With a vibrant student life and an amazing sense of community, your time at BGU will be truly unforgettable. Campus and city life includes movie theaters, a state-of-the-art sports center, pubs, espresso bars, restaurants, 24-hr computer labs, and home-like dorms.

Enjoy a genuine campus experience, where multicultural and international students engage in over 30 extracurricular clubs. The very active student union initiates a variety of cultural and social events throughout the year, including parties and organized weekend getaways.

Check out this Handbook for new students made by the BGU Student Union.

Source: https://in.bgu.ac.il/en/international/Pages/Student-Life.aspx
WHY BGU?

BGU Entrepreneurship Ecosystem

Ben-Gurion University of the Negev has made a strategic decision to officially recognize entrepreneurship as one of its growth engines. By promoting interconnectivity between all the key players, BGU aims to foster a dynamic ecosystem that serves the entire university community and the Negev region.

**Bengis Center for Entrepreneurship & Innovation at the Guilford Glazer Faculty of Business and Management**

The Bengis Center for Entrepreneurship & Innovation at the Guilford Glazer Faculty of Business and Management was established in 2001 as a response to the ever-growing demand to learn about the main issues faced today in the fields of entrepreneurship and innovation and high tech management. With great vision and foresight by Ben-Gurion University of the Negev, the Center was established to promote a spirit of entrepreneurship and innovation in academia and beyond.

**BGN Technologies**

BGN Technologies is the business and technology company of Ben-Gurion University of the Negev, Israel. Located in the heart of the University’s Advanced Technologies Park, BGN Technologies is the driving force behind industry-academia collaborations, supporting the University’s mission of cultivating a high-tech ecosystem within the Negev region.

**Yazamut 360°**

Yazamut 360° is the university innovation center. The center’s mission is to train students, researchers and staff for the rapidly changing world, and equip them with a new toolbox of skills, which will enhance their competitive positioning and start in the market. The center provides support for the various entrepreneurial communities and programs in Beersheva and the Negev Region, including Tech7, a nonprofit entrepreneurship and technology community for start-ups in the Negev.
The Guilford Glazer Faculty of Business and Management

Vision and Mission

The GGFBM offers an impressive array of academic degree programs and is committed to social and environmental responsibility that responds to both local and global challenges.

The GGFBM aspires to create a better world through better management ethics and practices. This vision is the bedrock of the GGFBM, attracting innovative and highly motivated students and researchers and serving as an inspiration for Israeli business leadership.
MBA:IP International Students

International students coming to live in Beer-Sheva for the academic year will be guided through the steps required to come study in Israel for themselves (and for their accompanying spouses and/or dependents).

- Applying for visas
- Obtaining health insurance
- Reserving dorms
- Preschool registration for accompanying children

Additional support is provided by the Office of International Academic Affairs (OIAA): http://in.bgu.ac.il/en/Global.

Get started with the OIAA’s Pre-Arrival Guide: https://in.bgu.ac.il/en/Global/Documents/pre-arrival%20brochure%20fina_small.pdf
Visa

Israeli law requires that your visa reflect the purpose of your stay in Israel. Students are responsible for obtaining the relevant visa and ensuring that it is valid throughout their entire stay at Ben-Gurion University of the Negev.

Application for visas is done in coordination with the MBA : International Program office, and with the assistance of the Office of International Academic Affairs at BGU.

**What you should know about the A/2 Student Visa:**

1. Valid for one academic year.
2. Can be extended for the period of a student's studies up to one additional academic year.
3. Must be obtained at an Israeli Embassy or Consulate in the Student’s country of residence.
4. Cannot be obtained while visiting Israel on a tourist visa.

**Visa Duration**

Although the MBA : International Program is a one-year program, final exams in the last semester may extend beyond the 12-month mark. Students with a student visa and their accompanying spouse and/or dependents will be required to extend their visas for the remaining period in order to complete the program.

**Health Insurance**

Every student associated with BGU, as well as accompanying family members and dependents, must be covered by a comprehensive private health insurance policy for the duration of their stay in Israel.

In addition, **in order to apply for your student visa, you are required to show proof of a valid international health insurance policy.**

**Health insurance must cover:**

1. All medical emergencies
2. Hospitalization
3. Medical flight evacuation back to your home country
4. Transportation of mortal remains
Health insurance may be purchased from:
1. An insurance provider from the student’s home country
2. An insurance provider in Israel
3. Harel Yedidim insurance procured via the BGU Office of International Academic Affairs

Dorms and Accommodations

International Student Dorm

The dorms assigned to international students are located in the Me’onot Dalet dormitory complex, which is located across the street from the BGU campus.

The dormitories are apartment-style. Each dorm has four private bedrooms with a bathroom, kitchen and shared common area. Each bedroom is furnished and can be locked for privacy. The apartments have central air-conditioning system. A dorm counselor assigned to the international student dorms offers on-going support and guidance for international students.

The dorms are operated by the Office of the Dean of Students at Ben-Gurion University of the Negev. Applications for dorms may be submitted upon confirmation of admission to BGU. The housing contract is signed directly with the Dean of Students and is for the duration of the Program.

For further details, go to: http://in.bgu.ac.il/en/Global/Pages/General/HousingOSP.aspx

BGU Family Dorms

BGU offers a wide range of dormitories intended for all students, including singles, couples, and families. The two dormitories are located on both sides of the campus, in Neighborhoods Gimel and Dalet. Each dormitory has a supervisor in charge of the maintenance of the buildings, equipment and regular and ongoing activities.
The dorms are operated by the Office of the Dean of Students at Ben-Gurion University of the Negev. Applications for dorms can be submitted upon confirmation of admission to BGU. The housing contract is signed directly with the Dean of Student and ends in September of each year.

For further details, go to: https://in.bgu.ac.il/Dekanat/en/Pages/dorms.aspx

**Graduate Housing**

The Graduate Housing apartment complex is located in the Gimel neighborhood, just north of the campus. The complex is designed for graduate and post-graduate students. Each two- and three-bedroom apartment has split air-conditioning and comes fully-furnished. The close proximity to the train station, the University sports center, Wizo University daycare center, Marmalade Park, and BGU make the complex an ideal neighborhood for international students and their families.

Applications for dorms can be submitted upon confirmation of admission to BGU. The dorms are operated by Ashtrom, Ltd. The housing contract is signed with them and ends in September of each year.

For further details, go to: https://in.bgu.ac.il/Dekanat/en/Pages/research-dorms.aspx or contact: Ms. Madi Siada - 08-647-2351, siada@bgu.ac.il.

**Off-Campus Apartment**

Apartments with and without roommates are available for rent in the neighborhoods surrounding the university. Most neighborhoods are named by letters of the Hebrew alphabet, and each has its own vibe. The most popular neighborhoods for students are Bet, Gimel, and Dalet because of their proximity to BGU.

The [Student Union’s Guide to Apartment Searching](https://bgu4u.co.il/just-got-here/) is a good place to help you get started on your hunt. For additional information, visit the Student Union website: https://bgu4u.co.il/just-got-here/.
Learn Hebrew

The best way to integrate oneself in a new culture is by learning the local language. In Israel, Ulpans are intensive Hebrew language immersion programs that provide basic language skills: conversation, writing, and comprehension.

Although the MBA: International Program is entirely in English, BGU offers international students opportunities to learn Hebrew. The Office of International Academic Affairs at BGU offers an intensive immersive Ulpan that can be taken for either a four- or six-week period during the summer or winter. The language course incorporates a traditional curriculum of reading, writing and conversation skills with media, such as Israeli music, newspapers, movies, radio, as well as field trips.

For complete information on dates, tuition, and registration, visit the Study at BGU Ulpan webpage: [https://in.bgu.ac.il/en/international/Pages/Short/ulpan.aspx](https://in.bgu.ac.il/en/international/Pages/Short/ulpan.aspx).
Exchange Opportunity

Expand your international horizons

As part of its expanding Exchange Program, Ben-Gurion University of the Negev has signed strategic agreements with universities around the world. The Exchange Program allows students to study abroad at universities with which BGU has signed an exchange agreement.

The MBA : International Program encourages students to explore other opportunities of international engagement. The BGU study abroad program is a unique opportunity to gain new perspectives and take full advantage of the international experience.

Exchange Students

BGU Students who are selected for the Exchange Program continue with their BGU degree, pay their regular tuition fees to BGU and are exempt from paying tuition fees at the host university. Thus, the Exchange Program becomes a part of their BGU degree.

Students applying to the Exchange Program go through a selection process, in which one of the main criteria is academic excellence.

Further information is available on the website of the Office of International Academic Affairs.

What is the Exchange Program?
https://in.bgu.ac.il/en/Global/Pages/General/Exchange_BGU_Students.aspx

How to Apply to an Exchange Program?
https://in.bgu.ac.il/en/Global/Pages/General/BGU-Students-How-to-Apply.aspx#
MBA:IP Internship Program

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.

Interns participate in a non-credit bearing pre-internship training course that introduces them to the language and essence of a start-up. Work with the start-ups begins in the second semester. To support interns on their start-up journey, the program provides bi-weekly professional mentorship, continuous logistical support, and three points of reflection to assess their progress and make any necessary adjustments. The flexible nature of the program allows students to work dynamically with start-up founders and tailor their experience so that it is mutually beneficial.

2019 Internship Matches

PLASTICOMM  Molbrick

Cybord
Benefits of Interning in a Start-Up

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<th>Academic</th>
<th>Professional</th>
<th>Social</th>
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<td>• Enrich the academic experience by applying classroom knowledge in the field.</td>
<td>• Gain valuable real-world professional experience that will be a resume builder.</td>
<td>• Network and forge professional and social connections in the Israeli market via the organization, the mentorship, and other opportunities and points of meeting at the Innovation Gateway.</td>
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<td>• Reflect on the internship while exploring advanced topics during the second and third semesters.</td>
<td>• Explore the Start-Up Nation by working in a true start-up environment.</td>
<td>• Smaller start-ups are less bureaucratic, providing greater freedom to integrate into the organization and provide real value to the organization.</td>
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Program Details

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<th>Mentorship &amp; Support</th>
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<td>• Course Type: Non-credit-bearing</td>
<td>• Bi-weekly mentorship and continuous professional support from the Bengis Center for Entrepreneurship &amp; Innovation of the GGFBM</td>
<td>• 1 Semester</td>
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<tr>
<td>• Number of Meetings: 3</td>
<td>• Supervision and logistical support from the GGFBM MBA:IP</td>
<td>• Fee not included in regular tuition</td>
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Internship Program

• Duration: 10-12 weeks
• Weekly Hours: 12-15
• Location: Beer-Sheva
• Workspace: Innovation Gateway
Field Seminars

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

Field seminar topics and destinations may vary from year to year.

Urban Renewal & Social Enterprise in Beer-Sheva

*Dalet Neighborhood and the Old City of Beer-Sheva*

Students 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 them into the heart of a historically neglected neighborhood that today serves as a meeting point for social activism and urban renewal. Then, the students 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, students meet at the Lauder Employment Center for lecture related to non-profits, marginal communities, and social enterprise.
Past lecturers have included:

• **Bella Alexandrov**, past CEO of Eretz Ir, an Israeli nonprofit dedicated to raising the communal quality of life across Israel’s peripheral cities, who explored the intersection of social businesses and the nonprofit world through the evolution of Eretz Ir.

• **Naftali Aklum**, who shared his personal story and that of his brother who helped pave the way from Ethiopia to Sudan before Operation Moses.

“Intel: A Global and Local Tango,”
*Intel Fab, Kiryat Gat, Israel*

Students have an opportunity to visit the local Intel fab in Kiryat Gat and learn about Intel’s local operations from an international perspective. The tour is guided by managers who share their insights on team building, leadership, and cultivating a culture of innovation. Students then get a glimpse of the fab, touring the halls from the Relaxation Room to the Clean Room. In a lecture that follows, Nir Jana, Intel Tax Director, explores the interplay between global and local in a public multinational organization, as well as the local impact of Intel Corporation on Kiryat Gat and the Negev.
**Selected Faculty**

**Prof. Mosi Rosenboim, Professor**

*Fundamentals of Management Economics*

Professor Mosi Rosenboim is a faculty member at the Guilford Glazer School of Business and Management at Ben-Gurion University of the Negev and in the Department of Applied Economics, Sapir Academic College. His current research interests are finance, behavioral finance, and regional economic policy. Professor Rosenboim sits on the Board of Directors of a public firm and has experience in economic and finance consulting. Professor Rosenboim has B.A., MA, and Ph.D. degrees in Economics from the Ben-Gurion University of the Negev.

**Dr. Moriah Ellen, M.B.A., Ph.D.**

*Behavioral Science for Managers*

Dr. Moriah Ellen, M.B.A., Ph.D., is a Senior Lecturer at Ben Gurion University’s Department of Health Systems Management in the Guilford Glazer Faculty of Business and Management. She is also an Assistant Professor at the Institute of Health Policy, Management and Evaluation at the University of Toronto, Canada and Investigator at the McMaster Health Forum in Canada. Her primary research interests are health systems and policy, knowledge transfer and exchange, and addressing the use of unnecessary health care services. Dr. Ellen has consulted both nationally and internationally. Dr. Ellen holds an M.B.A. in health services management and marketing from McMaster University, Canada and a Ph.D. from the University of Toronto from the Institute of Health Policy, Management and Evaluation. Moriah also completed a Post-Doctorate at McMaster University in the area of health policy.

**Mr. Kobi Bar-Shalom, CPA (US), MBA**

*Accounting for Managers; Special Topics in Financial Report Analysis*

Mr. Bar-Shalom is a Lecturer at the Guilford Glazer Faculty of Business and Management. He is an entrepreneurial business oriented manager with over 20 years of experience in mega projects, M&As, IPOs, PPP, and BOT & Innovation, as well as CFO in publicly traded companies [NASDAQ, NYSE, OTC, TASE]. He has also led M&A transactions and reverse mergers in the US and Israel markets and negotiated long-term multi-million contracts with Global2000 companies, specializing in the US and European markets. Mr. Bar-Shalom has held positions at EY & BDO Seidman. Mr. Bar-Shalom holds a B.A. in Accounting and Business Management from the College of Management in Israel and an M.B.A. from the Hebrew University, and is a certified U.S. public accountant from Becker CPA.
WHY THE MBA:IP @ THE GGFBM?

Dr. Moshe Davidow, M.B.A., Ph.D.

Marketing for Managers

Dr. Moshe Davidow, Ph.D., teaches Marketing and Services at Ben-Gurion University of the Negev, as well as other academic institutions throughout Israel. He is also the editor of the Journal of Creating Value, published by Sage. The journal is dedicated to encouraging managers to look at Value Creation and Value Destruction at least as seriously as they look at financial data. In addition, Dr. Davidow is CEO of Service2Profit, a consultancy firm dedicated to helping organizations help themselves to improve business performance. His ambition is to help improve business performance by changing the organizational culture to become Customer Centric. Dr. Davidow has an M.B.A. from Tel Aviv University, and a Ph.D. in Marketing and Service Quality from Texas A&M University - Mays Business School.

Dr. Iris Cohen-Kaner, Ph.D.

Leadership in Organizations

Dr. Iris Cohen-Kaner is a Senior Lecturer at Ben-Gurion University of the Negev in the fields of Management and Leadership Development in Organizations, Human Resource Management, Organizational Behavior, and Practicum in Organizational Consultation. She is also a lecturer at the Herziliya Interdisciplinary Center, and is the winner of four awards for outstanding teaching performance. She is the founder and CEO of Univercity - Education & Training Center for managers and professionals within the Cinema-City multi cinema complex. The center combines leading industrial and organizational consultants, practitioners and lecturers with creative training techniques based on visualization of interpersonal and corporate life situations. She also consults leading organizations and leads corporate workshop in the areas of Management Development, Strategic Planning and Human Resource Management. Dr. Cohen-Kaner hold a PhD from City University of NY (CUNY) and a Post-Doctorate from the Technion - Israel Institute of Technology.

Ms. Meital Magid, M.B.A.

Strategy and Policy in Business

Ms. Meital Magid, M.B.A. teaches Strategy and Policy in Business in the MBA : International Program, as well as other related courses in the Guilford Glazer Faculty of Business and Management and at the Herziliya Interdisciplinary Center. As a strategy consultant, Ms. Magid has experience working for a leading Israeli consulting firm and has served in various management roles in top financial institutions, where she reinforced and implemented critical professional skills. She is founder and CEO of Magid Consulting, which provides consulting services through specific projects, tailor-made workshops, and academic courses at Ben-Gurion University of the Negev, as well as Career Development training. Ms. Magid holds a B.A. in Economics and Management and an M.B.A. from the Honors MBA Program at Ben-Gurion University.
Professor David Soberman, M.B.A., Ph.D.

Intensive Marketing Simulation

Professor David Soberman is a visiting scholar who runs a week-long intensive marketing simulation workshop. He is a Professor of Marketing, the Canadian National Chair of Strategic Marketing and the Chair of the Rotman DesignWorks Advisory Board at the Rotman School of Management, University of Toronto. Professor Soberman’s research consists of using applied microeconomics and game theory to analyze a number of marketing phenomena, to examine how the operation of markets is affected by the exchange of information between firms and customers, relationships within the distribution channel and the introduction of innovations to markets. He has published extensively in renowned Marketing journals. Professor Soberman is a licensed Professional Engineer (Ontario), holds a Ph.D. (Management) from the University of Toronto and an MBA and a B.Sc. in Chemical Engineering from Queen’s University in Kingston. Before his doctoral studies, Professor Soberman held a number of positions in marketing management, sales, and engineering with Molson Breweries, Nabisco Brands Ltd. and Imperial Oil Ltd.

Professor Asaf Zohar, Ph.D.

Organizational Sustainability

Professor Asaf Zohar is a visiting scholar who runs the intensive workshop on Organizational Sustainability. He is an Associate Professor of Business Administration at Trent University. Professor Zohar is the current and Founding Chair of Trent’s Sustainability Studies Program, and was the Chair of the Business Administration Program at Trent from 2009-2012. He previously held the position of Assistant Professor and Program Director of the MBA Strategy Field Study at the Schulich School of Business, York University. Professor Zohar divides his energies among a variety of teaching, research, and consulting activities. He has directed courses in organizational analysis, sustainability, creative problem-solving, and change management at the MBA, BBA and executive development levels. He has received numerous learning facilitation awards at Trent and York University. Over the past two decades, he has worked with a wide range of organizations, including BP Shipping, the World Bank, the International Finance Corporation (IFC), healthcare organizations and self-help community groups.
Professor Tal Zarankin, LL.B, Ph.D.
Statistics for Managers; International Negotiations

Professor Tal Zarankin is a visiting scholar who teaches Statistics for Managers, as well as the International Negotiations workshop. He is an Associate Professor at Radford University in Virginia. Professor Zarankin is passionate about teaching and coaching individuals about skills they need in order to succeed in the 21st century. He has a background in law and meditation, and is interested in developing innovative teaching techniques and processes. Professor Zarankin earned his Bachelor of Law (LL.B.) at the College of Management Academic Studies in Israel, as well as a Ph.D. in Management - Organizational Behavior from the University of Missouri-Columbia, College of Business.

Dr. Racheli Califa, Ph.D.
Finance for Managers: Introduction to Finance and Advanced Topics

Professor Gal Raz, Ph.D.
Operations Management

Dr. Tali Avigdor, Ph.D.
Talent and Career Management

Dr. Gabriel Kerner, Ph.D.
Technology Management in Business Domains

Ms. Dana Gavish, M.B.A.
Special Topics in Innovation and Entrepreneurship

Mr. Adam Lazovski
Special Topics in Innovation and Entrepreneurship

Dr. Josh Moritz, M.B.A.
Digital Marketing
Curriculum

The MBA: International Program comprises a core MBA curriculum and advanced courses in the major business disciplines, with an integrated focus on innovation, entrepreneurship and social enterprise. The program’s themes are woven into the curriculum throughout the year, both inside and outside the classroom.

The MBA: International Program offers a fixed curriculum, with no specializations or 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:

1. **Preparatory Courses**
   - Mathematics for Managers
   - Fundamentals of Management Economics
   - Statistics in Management

2. **Required Core Courses**
   - Behavioral Science for Managers
   - Accounting for Managers
   - Marketing for Managers
   - Finance for Managers
   - Operations Management

3. **Required Advanced Courses**

4. **Alternating Advanced Courses**

5. **Intensive Workshops**

Preparatory Courses
1.5 credits each

Preparatory courses provide the fundamental quantitative skills upon which the MBA: International Program curriculum builds. All students are required to complete these courses. Students may qualify for exemptions based on successfully completed courses from their previous degrees.

Required Core Courses
3 credits each

The core courses are the bedrock of the MBA: International Program. By providing a solid foundation in general management, the core courses level the playing field and prepare all students–no matter their academic or professional background–for the advanced courses that will follow.
### Required Advanced Course
3 credits

The required advanced course provides a schematic framework for strategic thinking in business, while bridging the theoretical with real world case studies.

### Alternating Advanced Courses
3 credits each (unless otherwise stated)

Advanced courses delve deeper into the areas of finance and accounting, leadership, strategy, marketing, organizational behavior, and innovation and entrepreneurship. Their formats are diverse, including lectures, discussions, group projects, simulations, personal development, competitions, and field seminars.

The courses listed are the 2019/2020 offerings, and may vary from year to year.

1. **Strategy and Policy in Business**
2. **Special Topics in Financial Report Analysis**
3. **Organizational Leadership**
4. **Talent Management and Career Management**
5. **Business Development in Technological Domains**
6. **Selected Topics in Entrepreneurship and Innovation**
7. **Digital Marketing** (2 credits)
8. **International Negotiations** (1 credit)

### Workshops
3 credits each

Workshops are intensive week-long courses taught by visiting scholars from top international institutions. The diversified teaching techniques unique to each workshop – including lectures, discussions, fieldwork, simulations and competitions – greatly enhance the learning experience.

Attendance in each workshop is mandatory.

1. **Marketing Simulation**
2. **Organizational Sustainability**
WHY THE MBA:IP @ THE GGFBM?

Schedule

Regular Class Schedule

Classes are held two days a week on Thursdays and Fridays, over the course of three consecutive semesters. This schedule is intended to accommodate working professionals, as well as to provide time for students to participate in the optional internship program. The standard course structure is 12 meetings each for a three-hour block. However, some courses are offered in module format, such as:

- **Double meetings** (such as a class that runs from 14:00 to 20:00), or
- **Consecutive days** (such as a course that meets on Thursdays and Fridays for two consecutive weeks).
- **Several consecutive weeks** (such as a course that only meets during the first six weeks of a semester).

Preparatory Course Times

Preparatory courses are integrated into the regular course schedule and are offered in the Fall and Spring semesters. Students exempt from Mathematics for Managers and/or Fundamentals of Management Economics start classes later in the day on Thursdays during the Fall semester. Students exempt from Statistics in Management start later on Thursdays in the Spring semester.*

*Subject to change in the 2020/2021 academic program.

Workshops

Under the tutelage of our visiting international scholar, students have an opportunity to intensively delve into various fields over a short span of time. Workshops are condensed courses, typically one-week long held over five or six mostly consecutive days. Each workshop schedule varies slightly, with some days starting as early as 8:00 and ending as late as 20:00. The precise schedule is advertised during the semester in which the workshop is offered. Attendance is mandatory.

Trips and Field Seminars

Trips are held during class days and hours. Attendance is expected and required.
Exams

Exams may be scheduled for any day of the week, Sunday through Friday.

In most cases:

• Exams on Sunday through Wednesday are scheduled for 17:30 in the evening.
• Exams on Thursdays and Friday are scheduled for anytime during official class time.

Exams may be scheduled at other times as necessary.

Schedule Changes

The MBA: International Program reserves the right to modify the schedule if necessary, and schedule activities on other days and/or at other hours. This includes, but is not limited to, scheduling make-up classes, adding additional class time on Thursdays, offering special events and programs, updating the final workshop schedule, and revising exam schedules.

Sample Semester Schedules

The sample semester schedule offers a glance at the regular schedule and structure of the program. Real semester schedules, including courses, workshops, exams, and trips can be found on the MBA: International Program website.
### SAMPLE SEMESTER SCHEDULES

#### Fall Semester

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

#### Spring Semester

<table>
<thead>
<tr>
<th>THURSDAYS</th>
<th>FRIDAYS</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 – 11:00</td>
<td></td>
</tr>
<tr>
<td>Finance for Managers</td>
<td>11:00 – 14:00</td>
</tr>
<tr>
<td>11:00 – 14:00</td>
<td>Talent Management and Career Management</td>
</tr>
<tr>
<td>Statistics in Management**</td>
<td></td>
</tr>
<tr>
<td>14:00 – 17:00</td>
<td>Financial Analysis</td>
</tr>
<tr>
<td>17:00 – 20:00</td>
<td>Technology Management in Business Domains</td>
</tr>
</tbody>
</table>

#### Summer Semester

<table>
<thead>
<tr>
<th>THURSDAYS</th>
<th>FRIDAYS</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 – 11:00</td>
<td></td>
</tr>
<tr>
<td>Operations Management</td>
<td>11:00 – 14:00</td>
</tr>
<tr>
<td>11:00 – 14:00</td>
<td>Strategy and Policy in Business</td>
</tr>
<tr>
<td>Leadership in Organizations</td>
<td></td>
</tr>
<tr>
<td>14:00 – 17:00</td>
<td>Topics in Entrepreneurship and Innovation</td>
</tr>
<tr>
<td>17:00 – 20:00</td>
<td>Digital Marketing / Negotiations</td>
</tr>
</tbody>
</table>

**Preparatory Course**
Selected Course Descriptions

Mathematics for Managers

1.5 Credits
Mathematics is an essential tool in management and business. This is a supplementary course intended for students with a limited mathematics background who do not qualify for a prerequisite exemption, or for students who wish to refresh their quantitative skills. Mathematics for Managers explores basic concepts in Calculus with a focus for students of management. Topics covered in the course include Differential Calculus, Integration, Linear Algebra, Functions of Several Variables, and Partial Differentiation.

Fundamentals of Management Economics

1.5 Credits
Economics plays an essential role in management and business. This is a supplementary course intended for students with limited economics background who do not qualify for a prerequisite exemption, or for students who wish to refresh their knowledge in the fundamental of economics. This course examines the role of markets, foundations of economic behavior of consumers and enterprises, market efficiency, and the role of the public sector and firm behavior in different market structures. Students learn to use national accounting data to analyze the influences of governmental policies, employment, interest rates and economic growth (or decline) on the executive's options in making key strategic decisions. This is followed by a review of numerous business and public policy examples, which show how combining economic thinking and analytical tools yield valuable insights to solve an array of specific commercial and public policy problems.
Statistics in Management

1.5 Credits

Statistics is fundamental in management and business. This is a supplementary course intended for students with a limited statistics background who do not qualify for a prerequisite exemption, or for students who wish to refresh their statistics skills. Today’s business environment is increasingly data-driven. Specifically, there is a constantly increasing use of data to make business decisions, which is made possible thanks to the analytical tools available to us. Those analytical tools facilitate effective and efficient use of data. This class is not a math class but rather a statistics-based class. As such, the course explores methods of presenting, analyzing, and interpreting data for the purpose of managerial decision making. Students learn to understand how the statistical methods facilitate decision-making in business, as well as basic statistical methods and how to execute them using Microsoft Excel.

Marketing for Managers

3 Credits

Marketing for Managers focuses on understanding the social process of marketing and developing the conceptual framework of managing marketing. During the course, the marketing language is introduced by surveying the fundamental concepts, the tools and theories that comprise the basis of managerial decision making in the construction of marketing plans customized for business.
Accounting for Managers

3 Credits

The purpose of this course is to provide students with theoretical and practical knowledge in the fundamental principles of accounting and to enable students to understand the basic financial statements from the management’s unique perspective.

Behavioral Sciences for Managers

3 Credits

This course provides students with a basic understanding of the fundamentals of organizational behavior. The course focuses on analyzing and understanding processes at the individual level, and how they affect organizational behavior. The course presents common theories in the field, basic theories from individual psychology, concepts of individual perceptions and attitudes, group dynamics, motivation, communication, leadership and power, all while discussing their application to the field of management.

Finance for Managers

3 Credits

The purpose of this course is to provide the students with theoretical and practical knowledge in the analysis of financial statements and the evaluation of the financial health and value of an enterprise to facilitate improved decision making. This course will also provide different methods used to evaluate emerging and rapid growth companies. The impact of different accounting methods and estimates will be examined, with emphasis on the effect of accounting choices and reported earnings, stockholder’s equity, cash flows and various measures of corporate performance including financial ratios.
Operations Management

3 Credits

The objectives of this course are to learn the basic concepts of Operations Research and Operations Management, to understand common methods for solving operation problems during both planning and executing stages, and to expand the knowledge required for future managers.

Strategy and Policy in Business

3 Credits

This course provides students with a theoretical framework for dealing with different strategic challenges in different and changing ecosystems based on real-world case studies. The course addresses four core strategic methods: Positioning, Penetration, Restraining, and Growth. The goal of this course is to close the gap between theory and local and global industry, by providing students the critical business skills of strategic planning and management, as well as a full set of skills under each strategic method, enabling short and long term strategic planning, which will contribute to a well-constructed and analyzed decision-making processes.

Special Topics in Financial Report Analysis

3 Credits

The purpose of this course is to provide students with theoretical and practical knowledge in the analysis of financial statements and the evaluation of the financial health and value of an enterprise to facilitate improved decision-making. This course will also provide different methods used to evaluate emerging and rapid growth companies. The impact of different accounting methods and estimates will be examined, with emphasis on the effect of accounting choices and reported earnings, stockholder's equity, cash flows and various measures of corporate performance including financial ratios.
Leadership in Organizations

3 Credits

For many decades researchers from different disciplines have tried to understand and predict leadership without success. Meanwhile our need for leaders is growing. The dynamic business environment in which an organization operates creates the need not only for effective management, but also for effective leadership. Organizations are looking for leaders who generate related extra skills and manage change, i.e. transformational leaders. The 21st century provides us with additional and complex challenges where the time dimension, speed of a process and loyalty of the workers have become a cornerstone of leading organizations. To achieve this, even transformational leadership is not enough; there is a necessity for inspiring leadership. Therefore, effective leadership is the focus of study and research, both in the theoretical and applied frameworks. The focus of the course is on effective and inspiring leadership in the business environment and organizations, by presenting various leadership theories and current research and introducing practical tools for effective leadership and management.

Business Development in Technological Domains

3 Credits

This course provides guidelines and an approach for developing a technology-centric business, via analysis of real-life technology enterprises. Through real life examples of strategy and execution elaboration in a technology business, the course explores:

- Identifying the roadmap to define and developing an enterprise through root analysis, adjustment between the technology and market expectations, and possible growth mechanisms.
- Defining achievable business goals and how they are deployed across organizations.
- Understanding change management and business reactivity.
Talent Management and Career Development in Organizations: Strategy, Tools and Methodologies

3 Credits

Career development and Talent Management are the two primary organizational challenges facing today’s world of human resources in organizations around the world. In recent decades, changes in the labor market and in the employee’s nature have led to new dilemmas related to the management of the employee’s career and require renewed coping skills with the employee in order to take full advantage of personal and organizational potential, to retain talented employees in the organization and to implement the business’s strategy. The course addresses both the organizational strategic aspects and the employee’s individual experience.

Throughout the course, students are exposed to the historical changes that led to new needs and dilemmas in the world of organizations, to current theories concerning talent development and management, and to diverse methodologies designed to help the employee and the organization to meet these challenges. The course exposes students to the latest literature, to a rich and wide peak of the talent management and development processes in organizations within Israel and around the world, as well as reveals a bag full of practical tools, combining personal, organizational and strategic aspects. During the course, students experience career counseling and use self-reporting tools that can identify future potential - ones that will allow them to observe their career and future development.
Selected Topics in Entrepreneurship and Innovation

3 Credits

Entrepreneurship is innovation in practice: Transforming ideas into opportunities, and through a deliberate process, opportunities into commercial realities. This course presents the entrepreneurial process through case studies, guest lecturers, and field seminars that illustrate essential elements of an entrepreneurial framework and introduces selected topics in the entrepreneurial and innovation seeking playground.

Digital Marketing Seminar

2 Credits

Students learn the existing and emerging formats of digital marketing in order to know how to integrate them into their marketing plans, how to use them to achieve business objectives, and how to assess emerging trends, so that they have the basis for adapting to new and emerging digital formats. Among the topics covered are dominant, established forms of online marketing such as websites, search, email, and analytics, as well as emerging trends such as behavioral targeting, online video, PR, social media user-generated content and mobile. The course also covers current trends and research. Students gain real-world experience with the types of challenges that marketing managers need to address in acquiring customers, generating leads, activating and creating customer loyalty, building brands, promoting brands, enhancing customer relationships, and analyzing consumer behavior in the digital marketplace.
International Negotiations

1 Credit

Managing negotiations is a common task for managers in various organizations and industries around the world. Therefore, negotiation skills are crucial for managers’ success. The international negotiations course focuses on basic issues relevant to negotiations with special attention to international and cross-cultural issues affecting international negotiations. At the conclusion of the workshop, students should be aware of the main issues and best practices for managing negotiations and learn to identify particular skills they should strengthen.

Marketing Simulation

3 Credits

This workshop is focused on establishing a framework for creating and managing customer value and emphasizing the key linkage between customer value and long-run firm value. The act of managing customer value has several key components. First, it is critical to understand and articulate what customer value is, and how it can be created with a suite of products and services. Second, it is important to relate this to specific customer-related actions that the firm can take in order to create and manage value over time. Finally, it is important to develop an integrative approach to managing customers in a dynamic environment over time.

The intensive workshop is based on the application of effective marketing strategy. The three components of effective strategy involve an integrative understanding of the marketing environment (known as the 3Cs), which includes understanding: (i) the customers, their needs and what we mean by consumer ‘value’; (ii) the competitive environment, the strategies played by the competitors, and the determinants of the intensity of competition in the market; and (iii) the objective of your company, its strengths and weaknesses as compared to the competitors, etc.

Throughout the workshop, students compete against one another in teams employing a marketing simulator to experience the high stakes pressure of real-time marketing decision-making.
Organizational Sustainability

3 Credits

Successful organizational responses to environmental, economic and social issues require the development and application of a wide range of conceptual frameworks and practices for managing impacts and opportunities related to the social, economic, and natural environments. In leading organizations, these ideas and practices form a consistent set of elements that comprise effective management systems for sustainability. This course introduces students to a ‘triple bottom line’ approach, defining sustainability in organizations as balanced progress towards economic performance, social justice, community well-being and environmental quality. The course examines current strategies, approaches and methods and how they are used in a variety of disciplines, including strategy, marketing, product development, human resource management, community relations, and others.

A range of teaching methods are employed including lectures, case discussions, experiential learning exercises, fieldwork, guest speakers, group projects and role play exercises.
Credits and Exemptions

Program Credits
In order to graduate, students are required to complete 42 credits. The maximum number
of credits available in the Program is 46.5. The more preparatory courses you are required
to take, the more credits you will have upon completing your degree.

Table 1: Credits per course type

<table>
<thead>
<tr>
<th>Course Type</th>
<th>Number of Available Courses</th>
<th>Credits per Course</th>
<th>Total Possible Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Preparatory Courses</td>
<td>3</td>
<td>1.5</td>
<td>4.5</td>
</tr>
<tr>
<td>Required Core Courses</td>
<td>5</td>
<td>3</td>
<td>15</td>
</tr>
<tr>
<td>Required Advanced Course</td>
<td>1</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td>Alternating Advanced Courses</td>
<td>7</td>
<td>1 - 3</td>
<td>18</td>
</tr>
<tr>
<td>Workshops</td>
<td>2</td>
<td>3</td>
<td>6</td>
</tr>
<tr>
<td><strong>TOTAL POTENTIAL CREDITS</strong></td>
<td></td>
<td></td>
<td><strong>46.5</strong></td>
</tr>
<tr>
<td><strong>TOTAL CREDITS REQUIRED TO GRADUATE</strong></td>
<td></td>
<td></td>
<td><strong>42</strong></td>
</tr>
</tbody>
</table>

Preparatory Course Exemptions
Students who obtained academic credits for equivalent courses at another recognized
academic institution may qualify for exemptions from any or all of the preparatory courses: Math, Economics, and Statistics.

Exemption Request Process
The Program administration reviews all transcripts for possible exemptions. International
students are requested to submit syllabi from relevant courses studied in their previous
degrees. Exemption decisions are sent prior to the start of the school year. Students who
do not qualify for exemptions must complete each required preparatory course in the
semester in which it is offered.
Appealing Exemption Decisions

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.

Exemptions and Credits

Although each preparatory course is worth 1.5 credits, credits are not granted for qualifying exemptions. However, the number of exemptions granted does impact the total required credits to graduate, as per the Exemption Table below, as well as total tuition cost.

Course Program Based on Preparatory Course Exemptions

Based on the number of preparatory courses required, students may be exempt from a maximum of 4.5 credits of Advanced Courses or Workshops. The Exemption Table that follows delineates the program requirements for students based on their Preparatory Course exemptions in each possible scenario: 3 exemptions, 2 exemptions, 1 exemption, or no exemptions.

| Table 2: Advanced or Workshop Credits Required Based on Prerequisite Exemptions |
|---------------------------------------------------------------|---------------------------------------------------------------|---------------------------------------------------------------|---------------------------------------------------------------|---------------------------------------------------------------|
| PREREQUISITE COURSES Credits Completed | 4.5 | 3 | 1.5 | 0 |
| REQUIRED COURSES Credits Completed | 18 | 18 | 18 | 18 |
| ADVANCED COURSES & WORKSHOPS Minimum Credits Required to Graduate | Then the student is required to take Advanced Course credits totaling: 19.5 | Then the student is required to take Advanced Course credits totaling: 21 | Then the student is required to take Advanced Course credits totaling: 22.5 | Then the student is required to take Advanced Course credits totaling: 24 |

Students who qualify for exemptions can choose to take more than their required number of advanced credits. In this case, students who complete their degrees with more than 42 credits may have the option to cancel one of their final grades from their final transcripts when they close their degree. This should be coordinated directly with the Program administration.
Tuition and Fees

Tuition for the MBA: International Program is the standard Israeli 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: International Program 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.

Approximate Tuition Fee Breakdown for 2020/2021 (תשפ״א)

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

* Optional
+ Per academic calendar year

All fees are approximations and subject to change. All fees are in Israeli shekels.

Further details regarding the tuition breakdown and methods of payment 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

The program is open to qualifying students with completed undergraduate degrees from accredited international and Israeli colleges and universities. The MBA: International Program takes into account your entire application and supporting materials when considering eligibility, including academic achievement, standardized test scores, professional qualifications, and international experience. Applicants from all disciplines are encouraged to apply. We welcome applications from all over the world.

APPLICATION PROCESS

MBA:IP Application - Program eligibility consideration

Interview Virtual or In-Person

BGU Application - Official registration to the University

REQUIREMENTS

1. Undergraduate Degree
   - From an accredited Israeli or equivalent international academic institution.
   - International transcripts and diplomas should be submitted in English. If translated to English, official translations must be notarized.
   - For the MBA:IP Application, unofficial translations are sufficient.

2. High Academic Achievement
   - Final Average / GPA according to the Israeli grading scale.
   - International final averages are converted after application is submitted.

<table>
<thead>
<tr>
<th>GPA</th>
<th>FOR DEGREES IN ENGINEERING, MATHEMATICS, COMPUTER SCIENCE, AND ECONOMICS</th>
</tr>
</thead>
<tbody>
<tr>
<td>80+</td>
<td></td>
</tr>
<tr>
<td>82+</td>
<td>FOR ALL OTHER DEGREES</td>
</tr>
</tbody>
</table>

MBA : International Program • Page 40
3. **GGMAT (or GRE equivalent)**
   - All international students are required to submit a GMAT or GRE score.
   - Israeli students may optionally submit a GMAT Quantitative score.

![GMAT Scores](image)

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, and whose native language is not English.

![TOEFL and IELTS Scores](image)

5. **Professional or International Experience**
   - Applicants should exhibit some professional working experience or international experience.
HOW TO APPLY

1. **DOWNLOAD** the application form from the MBA : International Program website: [https://in.bgu.ac.il/en/fom/MBAip/Pages/Admissions-Process-and-Program-Eligibility.aspx](https://in.bgu.ac.il/en/fom/MBAip/Pages/Admissions-Process-and-Program-Eligibility.aspx)

2. **COMPLETE** and digitally sign the application form.

3. **SUBMIT** by email to mbaip@som.bgu.ac.il.

   **All Applicants**
   - Application Form
   - Curriculum Vitae (CV) in English
   - Post-High School Diplomas and Transcripts
   - Official Class Ranking (if available)
   - Full-face view photograph

   **International Applicants**
   In addition to the above, international applicants should submit:
   - GMAT or GRE Score Report
   - English Language Proficiency Test Score (if relevant)
   - Copy of Passport

4. **CHECK Application Status**

   Eligibility to the MBA : International Program is evaluated by the Program Admissions Committee based on the internal application form within approximately 3 weeks of submission. Eligible applicants will receive a formal letter from the Program and will be redirected to the BGU Application Form to pay the registration fee and officially apply to the University. **Please note: Confirmation of Eligibility to the MBA : International Program does not guarantee acceptance to Ben-Gurion University of the Negev.**

5. **REGISTER** -
   **Congratulations! You’ve Been Accepted!**

   In order to reserve your place in the incoming cohort, make sure to pay your first semester deposit as soon as possible.
# Academic Calendar

## 2020/2021

<table>
<thead>
<tr>
<th>Event</th>
<th>Date(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Admissions Open</strong></td>
<td>January 1, 2020</td>
</tr>
<tr>
<td><strong>Application Deadline</strong></td>
<td>June 30, 2020</td>
</tr>
<tr>
<td><strong>Program Starts</strong></td>
<td>October 21, 2020</td>
</tr>
<tr>
<td><strong>OIAA Orientation for Overseas Students</strong></td>
<td>October 15, 2020</td>
</tr>
<tr>
<td><strong>MBA:IP Class Orientation</strong></td>
<td>October 21, 2020</td>
</tr>
<tr>
<td><strong>Fall Semester</strong></td>
<td>October 22, 2020 – January 15, 2021</td>
</tr>
<tr>
<td>Field Trip</td>
<td>November 20, 2020</td>
</tr>
<tr>
<td>Hanukkah (no vacation)</td>
<td>December 11-18, 2020</td>
</tr>
<tr>
<td>Mandatory Workshop 1</td>
<td>December 20-24, 2020</td>
</tr>
<tr>
<td>Fall Exams - 1st Sitting</td>
<td>January 17 - February 3, 2021</td>
</tr>
<tr>
<td>Fall Exams - 2nd Sitting</td>
<td>February 7 – March 10, 2021</td>
</tr>
<tr>
<td><strong>Spring Semester</strong></td>
<td>February 4, 2021 – May 28, 2021</td>
</tr>
<tr>
<td>Purim</td>
<td>February 25-26, 2021</td>
</tr>
<tr>
<td>Passover Break</td>
<td>March 24 - April 3, 2021</td>
</tr>
<tr>
<td>Mandatory Workshop 2^c</td>
<td>April 5-12, 2021</td>
</tr>
<tr>
<td>Memorial Day &amp; Independence Day</td>
<td>April 14-15, 2021</td>
</tr>
<tr>
<td>Shavuot</td>
<td>May 17, 2021</td>
</tr>
<tr>
<td>Spring Exams - 1st Sitting</td>
<td>May 30 – June 16, 2021</td>
</tr>
<tr>
<td>Spring Exams - 2nd Sitting</td>
<td>June 20 – July 21, 2021</td>
</tr>
<tr>
<td><strong>Summer Semester</strong></td>
<td>June 17, 2021 – September 3, 2021</td>
</tr>
<tr>
<td>Field Trip</td>
<td>July 29, 2021</td>
</tr>
<tr>
<td>Rosh Hashana</td>
<td>September 6-8</td>
</tr>
<tr>
<td>Yom Kippur</td>
<td>September 15-16</td>
</tr>
<tr>
<td>Sukkot Break</td>
<td>September 20-28</td>
</tr>
<tr>
<td>Summer Exams - 1st Sitting</td>
<td>October 1-14, 2021</td>
</tr>
<tr>
<td>Summer Exams - 2nd Sitting</td>
<td>October 17-29, 2021</td>
</tr>
<tr>
<td><strong>End of the Year Reception</strong></td>
<td>October 15, 2021</td>
</tr>
<tr>
<td><strong>Program Ends</strong></td>
<td>October 29, 2021</td>
</tr>
<tr>
<td><strong>Graduation Ceremony</strong></td>
<td>June 2022</td>
</tr>
</tbody>
</table>

### Notes:
- Hanukkah: No vacation.
- Summer Exams: 1st Sitting on October 1-14, 2021; 2nd Sitting on October 17-29, 2021.
* All dates are tentative and subject to change.

○ Mandatory Workshops run all day for 5-6 consecutive or non-consecutive days. Workshops may start as early as 8:00 or earlier. Workshops may end as late as 19:00 or later. Final schedules are advertised during the school year and are at the discretion of the visiting professor.

+ Unless otherwise specified, First Exam Sittings are scheduled between semesters or during the semester that the course was studied. Second Exam Sittings for Fall and Spring Semesters are held during the following semester.
MBA: International Program
Guilford Glazer Faculty of Business and Management
Ben-Gurion University of the Negev

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