MBA International Program

2022 / 2023
INTERNATIONAL PROGRA

THE MBA INTERNATIONAL PROGRAM AT BGU

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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 academic program with practical hands-on experiences and opportunities that enrich the MBA learning experience and give our graduates a real-world edge.
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
THE MBA INTERNATIONAL PROGRAM AT BGU

NEGEV

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As the city of Beer-Sheva continues to urbanize from a once dusty desert town to an internationally recognized cyber hub, a ground-breaking collaboration between industry, academia, and government institutions is setting Beer-Sheva on track to be the first city in Israel to move forward with a strategic plan to develop an innovation district. With their uniquely advantageous geographic proximity and established collaboration, the Soroka University Medical Center, the Advanced Technologies Park (ATP), the future IDF telecommunications campus, and Ben-Gurion University of the Negev are the key players comprising the innovation district. BGU plays a strategic role in this unique innovation ecosystem, where higher education, high tech, industry, business, medicine, and government converge.

At the Forefront of Science and Technology

BGU boasts collaborations with over 1,200 Israeli and international companies, with BGU researchers working on unique and innovative projects with leading high-tech companies from all over the world, including Lockheed-Martin, Deutsche-Telekom, Ness, Wix, PayPal, Oracle, Google and more.
THE MBA INTERNATIONAL PROGRAM AT BGU

Click to watch!

Welcome to the Beer-Sheva Innovation District!

Watch on YouTube time in Israel, through the initiation of the Israeli government

in.bgu.ac.il/en/fom/MBAip
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. Regardless of their field of study, BGU students are encouraged to explore entrepreneurship and social involvement throughout the BGU ecosystem.

**Entrepreneurship & Innovation**

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. Today, the center serves as a platform for entrepreneurship, including the MBA International Program Internship Program.

**BGN Technologies**

BGN Technologies is the business and technology company of Ben-Gurion University of the Negev. 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.

**Gav-Yam Advanced Technologies Park**

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.
Yazamut 360°

Yazamut 360° is the university entrepreneurship 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 that will enhance their competitive positioning and start in the market. The center provides support for the various entrepreneurial communities and programs in Beer-Sheva and the Negev Region, including Tech7, a nonprofit entrepreneurship and technology community for start-ups in the Negev. Our students are encouraged to reap the benefits of Yazamut 360° during their time at BGU in their communities, events, and other programs and opportunities.
WHY YOU BELONG AT BGU

The Most Vibrant Student Life in Israel

BGU is Israel's "college town," with the most vibrant, social, diverse, and active campus in Israel. The BGU campus offers more than just classrooms, with a state-of-the-art sports center, a campus cinema, coffee shops and restaurants, 24-hour computer labs, and homey and contemporary dorms. Students also enjoy a genuine campus experience, where Israeli and international students alike engage in extracurricular clubs such as language exchanges, acroyoga, and salsa classes, community action and social involvement opportunities and volunteering program, and cultural and social events throughout the year initiated by the very active student union, including parties and organized weekend getaways. With a vibrant student life and an amazing sense of community, your time at BGU will be truly unforgettable.

For more great information, check out these links!

- The BGU Student Union's Handbook for the New Student in Beer-Sheva
- The BGU Student Union website: https://bgu4u.co.il/en/
- The BGU Office of International Academic Affairs: https://in.bgu.ac.il/en/international/Pages/Student-Life.aspx
BEER-SHEVA

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.

The Cyber Capital of Israel

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, as well as the developing innovation district.
Gateway to the Start-Up Nation

The capital of the Negev is just an hour's train ride away from the bustling central city of Tel Aviv, and an hour and fifteen minutes' bus ride from Jerusalem. Israel has a comfortable and affordable transportation system. Cross country and inner-city trains and busses make getting around Israel easy and accessible.
Established in 1995, the Guilford Glazer Faculty of Business and Management offers an impressive array of academic degree programs and is committed to social and environmental responsibility that respond to both local and global challenges. Blazing the trail, the Guilford Glazer Faculty of Business and Management has developed an innovative management model that trains creative and inspiring business leaders who lead society and change people’s lives. This management model is the thread that binds the Faculty’s groundbreaking research and innovative curricula, challenging the traditional management approach and providing graduates with a distinctive conceptual framework for influential management in the 21st century.

Creating the Next Generation of Local and Global Leaders

Our Vision

Management Leads Society.
The Guilford Glazer Faculty of Business and Management is committed to cultivating researchers and graduates who are major agents of change in management and society.

Our Mission

The mission of the Guilford Glazer Faculty of Business and Management is to nurture creative, inspiring business leaders and visionaries who change people’s lives, lead our society, and ask why before they move forward.

We do this through our groundbreaking research and innovative curricula that both challenge traditional management approaches and instill innovative ideas that empower our graduates to transform organizations and society as a whole.
International Accreditation

The only EQUIS Accredited Faculty of Business and Management in Israel.

The Guilford Glazer Faculty of Business and Management is the first and only Business School in Israel to be granted the prestigious EQUIS accreditation. This distinguished quality mark is awarded by EFMD Global to a limited number of management faculties around the world. EFMD Global is recognized globally as a premier accreditation body for business schools, business school programs, and corporate universities.

The EQUIS accreditation is the most comprehensive institutional accreditation system for business and management schools. It covers all school activities - degree and non-degree - and relies on international standards of governance, programs, students, faculty, research, internationalization, ethics, responsibility and sustainability, as well as engagement with the world of practice.

The Guilford Glazer Faculty of Business and Management at Ben-Gurion University of the Negev joins the ranks of a limited number of the best management faculties and business schools in the world, including the University of Cambridge and the London Business School.
THE MBA INTERNATIONAL PROGRAM

A Meaningful MBA

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 academic program with practical hands-on experiences and opportunities that enrich the MBA learning experience and give our graduates a real-world edge.

Deeply rooted in Beer-Sheva’s innovation ecosystem, the Guilford Glazer Faculty of Business and Management established the MBA International Program in 2017 to offer international and Israeli students the opportunity to engage with one another in a meaningful way - all in English, focusing on the themes that distinguish Ben-Gurion University of the Negev and the Negev region as a whole, while reaping the benefits of the thriving technology ecosystem.

Through the prism of the GGFBM’s vision and mission, 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. These themes are woven into the curriculum throughout the year, both inside and outside the classroom.

An Integrated Academic Journey

As an integrated lock-step academic program, the MBA International Program offers a fixed curriculum comprising core and advanced courses in the major business disciplines. Beyond the traditional curriculum, our students have the opportunity to participate in intensive workshops with renowned international faculty, a dynamic internship program with local Israeli start-ups, professional development trips exploring the program’s themes, and the most prestigious international MBA case competition.

The language of instruction is English, and the degree earned is an MBA. The program does not offer electives, specializations, or a thesis track.

Program Duration: 12-13 Months
Degree Earned: MBA

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Diversity and Intimacy

The MBA International Program draws students from the whole spectrum of academic and professional disciplines. Each diverse cohort comprises a select group of students hailing from Israel and other countries around the globe, representing a vast array of professional, academic, cultural, linguistic and religious backgrounds. Sitting side by side, Israeli and international students engage in a meaningful MBA program, expanding their professional horizons through the lens of their impact on the global community.

"As an international student in Israel, my experience in this English MBA program was the best combination of a quality education, an incredible cultural experience, and a first-hand experience with the Israeli startup culture."

Zachary Williams, Class of 2020
Electrical Engineer
USA
COURSE PROGRAM

A Meaningful Academic Journey

The course program comprises Preparatory Courses, Core and Advanced Required Courses, Alternating Advanced Courses, and Intensive Workshops. Advanced courses and workshops vary from year to year. The course program below is subject to change.

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.

| Mathematics for Managers |
| Fundamentals of Management Economics |
| Statistics in Management |

Required Core Courses

3 Credits Each

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.

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

| Behavioral Science for Managers |
| Accounting for Managers |
| Marketing for Managers |
| Finance for Managers |
| Operations Management |
| Strategy and Policy in Business |

THE MBA INTERNATIONAL PROGRAM AT BGU

in.bgu.ac.il/en/fom/MBAip
Advanced courses dive 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.

(Course offerings vary from year to year.)

### Alternating Advanced Courses

**2-3 Credits Each**

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<th>Course</th>
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<td>Global Management: Cross-Cultural Service and Business Culture in the Global Era</td>
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<td>Applied Strategic Analysis</td>
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### Workshops

**1-3 Credits Each**

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

Attendance in each workshop is mandatory, unless stated otherwise in course syllabi.
SELECTED COURSE DESCRIPTION

Business Foundation Disciplines

Fundamentals of Management Economics

1.5 Credits | Preparatory

This is a supplementary course intended for students with a limited background in economics 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.

Mathematics for Managers

1.5 Credits | Preparatory

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 is an essential tool in management and business. 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.
Statistics in Management

1.5 Credits | Preparatory

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, made possible thanks to the analytical tools available to us. Those analytical tools facilitate effective and efficient use of data. This course explores methods of presenting, analyzing, and interpreting data for the purpose of managerial decision-making. Students learn to understand how statistical methods facilitate decision-making in business, as well as basic statistical methods and how to execute them using Microsoft Excel.
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 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: the customers, their needs and what we mean by consumer ‘value’; 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.
**Accounting and Finance**

**Accounting for Managers**

*3 Credits | Core*

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.

**Special Topics in Financial Report Analysis**

*3 Credits | Advanced*

Corporations face two broad financial questions: (1) What investments should the firm make? (2) How should it pay for those investments? The objective of this course is to provide students the tools necessary to answer these questions. The answers to these questions are based on the valuation of future income streams. The course begins with a discussion of the objective of the firm and development of an investment decision rule based on this objective. This is followed by an introduction to the effect of time on the valuation of future income with the use of interest rates. Finally, the course discusses the effect of uncertainty on the valuation of future income based on the relation between risk and return.

**Financial Management**

*3 Credits | Core*

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.
Organizational Behavior

**Behavioral Sciences for Managers**

*3 Credits | Core*

The ability to manage an organization, its groups, and its individuals are crucial for achieving success at work. An understanding of the human side of management is an essential complement to technical management skills. This course provides students with a basic understanding of the fundamentals of organizational behavior, focusing on the behavioral sciences at three levels: individual, interpersonal, and collective. 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.

**Stress in Organizations**

*3 Credits | Advanced*

Stress is a major problem for managers and employees in organizations. Therefore, it is important to understand the causes and consequences of stress and to develop methods for coping with stress. The course is designed to provide students with an understanding of the sources and implications of stress in order to develop ways to deal with it and improve the well-being of managers, employees and consumers. The course explores various stressors at the individual level (e.g. negative emotions), the group level (e.g. tension between teams, cross cultural communication challenges), and at the organizational level (e.g. aggression at work), as well as the various methods to reduce stress and cope with it, with the ultimate goal of improving the well-being of managers, employees and consumers.
**Management and Leadership**

**Global Management: Cross-Cultural Service and Business Culture in the Global Era**

*3 Credits | Advanced*

The forces of globalization have reached all aspects of our lives. We think, act, and connect globally. Globalization has not only changed our approach to market segmentation and consumer behavior: The free flow of material and intellectual capital also impacted the way we perceive a culture and its geographical boundaries. This course examines the effects of globalization on identity, culture, and business strategies, while merging various disciplines (i.e. management, marketing, sociology, and communication) in order to fully comprehend the development of today’s marketplace. The goal of this course is to deepen the understanding of cross-cultural behavior and cross-cultural management in order to prepare students to do innovative business with partners from a wide range of cultures. This course will provide students the set of skills that will allow them to function effectively in today’s multicultural environment.

**Interpersonal Negotiations**

*3 Credits | Advanced*

Negotiation skills are of critical importance for a wide range of leadership challenges in organizations. Leaders must negotiate to implement change, make strategic decisions, and develop effective relationships with clients, suppliers and stakeholders. The ultimate goal of negotiations is to claim value – to get more of what you want. The central issues of this course deal with understanding the behavior of individuals, groups, and organizations in the context of competitive and interdependent situations. The course includes a series of short lectures, in-depth class discussions, and negotiation role-play exercises, which allow participants the opportunity to develop negotiation skills experientially and to understand negotiation in useful analytical frameworks.
This is a technology entrepreneurship workshop. In recent years, the high-tech industry in Israel has been the main growth engine of the Israeli economy. This industry has the greatest contribution to exports abroad and the greatest access to international capital markets. In fact, it is the only sector that has managed to raise foreign capital to equity at very high rates as compared with other large entities that have raised debt only. This course exposes students to every stage of setting up a new venture, familiarizing them with the tools that entrepreneurs have to advance and realize their vision. Students are exposed to the ecosystem, which is composed of government and commercial bodies, and the meeting points with each of them in the various stages of establishing and running a new venture, as well as the tactical and marketing tools that will assist them in the future.
Management Leads Society

Organizational Sustainability

3 Credits | Intensive Workshop

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.

Practical Methodologies for Managers: The Social Challenge

1 Credit | Social Challenge Workshop

This workshop offers students a practical introduction to strategies and methodologies for solving real complex managerial dilemmas faced by international consulting firms and senior decision makers. The workshop presents strategies, methodologies, techniques and skills developed for problem solving and decision making. Emphasis is placed on cognitive processes with emotional, motivational, personality and situational processes in problem solving. Topics such as what is a problem, how a situation arises where there is a tendency to start problem-solving processes, what is a solution to a problem, what are the characteristics of a difficult or complex problem and what are the variables that affect the success of problem-solving processes will also be discussed. During the workshop, students work in groups and practice solving managerial dilemmas using the three methodologies taught. At the end of the workshop, students present a solution to a dilemma from a topic relevant to their professional field.
PROGRAM SCHEDULE

Semesters
The MBA International Program runs for three consecutive semesters over the course of one calendar year (12-13 months):

- Fall Semester (Semester Aleph) - October-February
- Spring Semester (Semester Bet) - February-June
- Summer Semester (Semester Kayitz) - July-October

Regular Classes
Regular classes are held on Thursdays and Fridays. Courses are generally scheduled for 12 weekly 3-hour blocks. However, courses are often structured in condensed module formats as well, such as double meetings on a single day (e.g. 14:00-20:00), consecutive class days in a single week (e.g. a single course that meets on a consecutive Thursday and Friday), or a condensed course over several weeks (e.g. a course that meets for six consecutive double sessions).

Preparatory Courses
Preparatory courses are integrated into the regular course schedule and are offered in the Fall and Spring semesters.

- Fundamentals of Management Economics
  Semester Aleph (Fall)
  Intensive daily course schedule (Final dates TBA)

- Mathematics for Managers
  Semester Aleph (Fall)
  Thursdays at 11:00-14:00

- Statistics in Management
  Semester Bet (Spring)
  Thursdays at 11:00-14:00

Workshops
Workshops are intensive, condensed courses with a mandatory attendance requirement. Workshops are generally one-week long, held over five or six consecutive full days. However, some workshops may be spread out over two weeks or more, with classes held on non-class days. Final schedules, class times, and locations vary, and are advertised during the semester in which the workshop is offered.

Extracurriculars
Trips, field seminars, collaborations, special events, the internship program, and preparation for and participation in the John Molson MBA Case Competition may be scheduled during regular class times or during non-class days, if necessary. Precise dates are advertised throughout the year.
**Exams**

Exams may be scheduled for any day and time, in coordination with the BGU exam unit. First exam sittings (Moed Aleph) may be scheduled either during or between semesters. The second exam sittings (Moed Bet) for Fall and Spring semesters may also be scheduled during the following semester. Every student is entitled to up to two final exam attempts: Moed Aleph and Moed Bet. Eligibility for a special exam sitting is per the official BGU exam protocol.

**Schedule Changes**

The MBA International Program reserves the right to modify the schedule, as necessary, and schedule activities at other hours on regular class days and on days other Thursdays and Fridays. 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.

**Covid-19 Contingencies**

The MBA International Program is a face-to-face MBA program. However, policies related to the Coronavirus pandemic are dictated by the Israeli Council for Higher Education and Ben-Gurion University of the Negev upper management, and the MBA International Program will make any necessary changes to comply with policies and protocol, including hybrid and online learning, as well as last minute schedule changes to accommodate faculty scheduling constraints and to reflect the objectives of the MBA International Program.

**Official BGU COVID-19 Updates:**
https://in.bgu.ac.il/en/Pages/coronavirus-updates.aspx
Prof. Mosi Rosenboim
Ph.D. | Fundamentals of Management Economics

Mosi Rosenboim is an Associate Professor and Vice Dean at the Guilford Glazer School of Business and Management at Ben-Gurion University of the Negev and a faculty member of 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 Ben-Gurion University of the Negev.

Mr. Kobi Bar-Shalom
CPA (US), M.B.A. | Accounting for Managers; Special Topics in Financial Report Analysis

Kobi Bar-Shalom CPA (US) 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.

Dr. Rachel Calipha
Ph.D. | Finance for Managers

Rachel Calipha is a lecturer at the Guilford Glazer Faculty of Business and Management. She also serves as the Head of the Capital Market Specialty in the BA program of Economics and Management at The Academic College of Tel Aviv-Yaffo and the Head of Strategy Specialty in the MBA program, as well as visiting professor at Yeshiva University, New York, where she received a Professor of the Year award. Dr. Calipha's main research field is Mergers and Acquisitions (M&As), specifically from the Financial and Strategic perspectives. Dr. Calipha has received an Edmond de Rothschild Foundation grants for her research in Mergers in Non-Profit Organizations, as well as for developing an online course in Social Bonds. Dr. Calipha has an M.B.A. and Ph.D. in Finance and Strategy from Ben-Gurion University of the Negev.
Dr. Moriah Ellen

*M.B.A., Ph.D. | Behavioral Sciences for Managers*

Moriah Ellen is an Associate Professor 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.

Dr. Moshe Davidow

*M.B.A., Ph.D. | Marketing for Managers*

Moshe Davidow teaches Marketing and Services at Ben-Gurion University of the Negev, as well as at 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.

Ms. Meital Magid

*M.B.A. | Strategy and Policy in Business; Applied Strategic Analysis*

Meital Magid is a lecturer at the Guilford Glazer Faculty of Business and Management. She is also a lecturer at Reichman University (IDC). 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.
Prof. Simone Moran  
**Ph.D. | Interpersonal Negotiations**  
Simone Moran is an Associate Professor at the Guilford Glazer Faculty of Business and Management, where she has won several outstanding teaching awards. She is also the Head of the Ben-Gurion University Center for Decision Making and Economic Psychology (DMEP). Dr. Moran studies behavioral aspects of judgment and decision making, mainly in the context of negotiations and interpersonal behavior, primarily examining how cognitive and emotional processes shape prosocial behaviors, including cooperation, help-giving, moral behaviors. Her work has been published in many professional journals. She also serves as member of journal editorial boards and holds the role of Action Editor at Collabra: Psychology, OB Division. Dr. Moran has also received numerous international research grants and won several prestigious awards. Dr. Moran has a B.A. in Behavioral Science, an M.A. in Organizational Psychology, and a Ph.D. in Management from Ben-Gurion University of the Negev. She has also spent time as a visiting scholar at Harvard Business School and at Wharton.

Prof. Gal Raz  
**Ph.D. | Operations Management**  
Gal Raz is an Associate Professor at Ivey Business School in London, Ontario. His research centers on supply-chain management and sustainable operations, with a special focus on pricing, remanufacturing, innovation, and government environmental regulations. Professor Raz is the current president of POM’s sustainable operations college, a member of POM’s board, and the VP of Meetings for M&SOM. Raz has also been involved in numerous consulting projects with many companies on topics relating to supply-chain management, innovation and sustainable operations in Australia, the United States and Israel. Dr. Raz received his Ph.D. in business and a master’s degree focusing on public policy from Stanford University.

Dr. Dorit Treister  
**Ph.D. | Stress in Organizations**  
Dorit Efrat-Treister is a Senior Lecturer at the Guilford Glazer Faculty of Business and Management. Her main research fields are aggression in organizations, emotions in organizations, creativity and problem-solving abilities, cross-cultural management, time perception, work-family balance, and construal-level theory. Her work has been published in the Journal of Applied Psychology and the Journal of Organizational Behavior. Dr. Efrat-Treister completed her PhD in Organizational Psychology at the Technion-Israel Institute of Technology, at the department of Industrial Engineering and Management. She continued as a post-doctoral fellow at the Sauder School of Business, the University of British Columbia.
Prof. David Soberman

*M.B.A., Ph.D. | Intensive Competitive Marketing Simulation*

David Soberman is a visiting professor from the University of Toronto, Canada. 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. 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.

Prof. Tal Zarankin

*Ph.D., LL.B., M.B.A. | Statistics for Managers International Negotiations*

Tal Zarankin is an Associate Professor at Radford University in Virginia. Professor Zarankin is passionate about teaching and coaching individuals about the 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.

Prof. Asaf Zohar

*Ph.D. | Organizational Sustainability*

Asaf Zohar is a visiting professor at the Guilford Glazer Faculty of Business and Management. He is an Associate Professor of Business Administration at Trent University, the current and founding Chair of Trent’s Sustainability Studies Program, and previous Chair of the Business Administration Program 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. 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 Zohar has a Master’s in Environmental Studies (MES) and Ph.D. in Organization Theory from York University, Canada.
IMPACT STARTUP INTERNSHIP

The Heart of your MBA Experience

The Impact Startup Internship seeks to give MBA students the opportunity to gain hands-on experience in local start-ups during their year of study by capitalizing on Beer-Sheva’s thriving high-tech ecosystem, sustainable and social enterprise scene, and the proximity of Ben-Gurion University of the Negev to the Advanced Technological Park. The internship program, facilitated by the Bengis Center for Entrepreneurship and Innovation, starts with a non-credit bearing pre-internship training course that introduces participating students to the fundamental principles and language of the start-up world. After a matching process, interns begin their work with their respective startups during their second semester of study. To support interns on their internship journey, the program provides professional mentorship, continuous logistical support, and points of reflection to assess their progress and make any necessary adjustments. The flexible nature of the internship allows students to work dynamically with start-up founders and tailor their experience so that it is mutually beneficial. Ultimately, by teaming up with innovative start-ups and training with successful entrepreneurs, students will gain significant experience by participating in a meaningful real-world project, while expanding their professional networks.
Click to watch!
Networking
Network and forge professional and social connections in the Israeli market via the organization, the mentorship, and other opportunities and points of meeting.

Opportunity
Smaller start-ups are less bureaucratic, providing greater freedom to integrate into the organization and provide real value to the organization.

Real-World Experience
Gain valuable real-world professional experience.

Relevance
Enrich your academic experience by applying your classroom knowledge in the field.

Exploration
Explore the Start-Up Nation by working in a true start-up environment.

Why do your internship with a start-up?

Internship Schedule

**Fall Semester**

- **Introductory Workshop** (non-credit bearing)
- **Start-Up Matching**

**Spring Semester**

- **Experience**
  Spend 5-10 hours per week getting hands-on experience with an Israeli Impact Startup.

- **Mentorship**
  Mentorship and continuous professional support from the Bengis Center for Entrepreneurship and Innovation.
“My internship with a startup through the Bengis program was a unique opportunity to experience Israel’s special startup culture up close. It afforded me a real-world example of how startups go from an idea to a reality, and how difficult, long, and winding that path can be. The networking and learning opportunities through Bengis’ mentors and programs enabled me to meet entrepreneurs, industry experts, and investors I never would have met otherwise.”

Zachary Williams, Intern 2019

“The internship combined unique training and real startup interning, which gave me the whole picture of a startup. It shaped my mind of how to create startups in the unique spirit of Israel. I can closely feel the enthusiasm of entrepreneurs. You can’t miss the program.”

Shangli Zhang, Intern 2020

“It was truly a unique, hands-on experience. I worked directly with the founder of the start-up and was exposed to the entire process, from business plan to promoting the idea in a specialty fair. The experience really gave me a clear grasp of the entrepreneurial spirit of the region, and the challenges and the various ways one can get funding and have one’s idea come to life. If considering to jump on the start-up wagon, doing this internship should be a MUST.”

Nicoleta Bechis, Intern 2019
THE JOHN MOLSON MBA INTERNATIONAL CASE COMPETITION

A Once-in-a-Lifetime Experience

Throughout their MBA experience, our MBA students often learn from case studies, a methodology that exposes them to real life business dilemmas in different disciplines, challenges and refines their capacity for strategic decision-making and critical analysis, and better prepares them for the professional road ahead.

As they approach the end of their degree, our students partake in a pivotal workshop on strategic problem-solving and case study analysis, which focuses on the tools and models used in case study analysis. Upon completion of the workshop and following a rigorous selection process, a select delegation from the MBA International Program is chosen to represent Ben-Gurion University of the Negev at the John Molson MBA International Case Competition, a highly prestigious international case competition held in Montreal, Canada.

Coached by the workshop lecturer, Ms. Meital Magid, herself a graduate of the Honors MBA at BGU and a past participant in the John Molson MBA International Case Competition, the team dedicates the months that follow to training for the prestigious competition. In January, the delegation is flown to Montreal, Canada, joining 35 other delegations from universities around the world at the exhilarating week-long competition.
The Olympics of Case Competitions

The John Molson MBA International Case Competition is a not-for-profit event organized by a team of MBA candidates from the John Molson School of Business at Concordia University in Montreal, Canada. The competition is open to top business schools worldwide and is recognized as the largest case competition of its kind. Its main purpose is to bridge the gap between corporate and academic worlds, which ultimately enriches both students and executives alike.

The competition format is a round-robin tournament consisting of seven unpublished business cases, which are selected from among the top entries from the annual John Molson MBA Case Writing Competition. The highlight of the week is a live case presentation by a major company facing a real-life business challenge.

BGU has been involved in the JMCC since 2010 and is proud to be the only representing Israeli university.

Learn more about this prestigious international competition on the official John Molson Case Competition website: https://mbacasecomp.com/.

Click to watch!
COLLABORATIONS AND FIELD TRIPS

Beyond the Classroom

The MBA International Program seeks to provide students the opportunity to explore the program’s central themes through the lens of the local ecosystem. As a thriving hub of innovation, entrepreneurship and social enterprise, Beer-Sheva - indeed, the Negev region as a whole, has evolved over the past decade and is now home to large multinational organizations, thriving high-tech parks, and innovative startups, as well as prospering local businesses and a burgeoning of social enterprise and social activism.

Throughout the year, students have the chance to take their learning outside the four walls of the traditional classroom and explore new ideas, whether by participating in field trips or by engaging with international students in collaborative programs with international universities.

Trips and collaborations vary from year to year. Below you will find a sampling of some of the programs in which our students have participated.
Where We’ve Gone and Who We’ve Meet

Urban Renewal and 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 and discussion related to non-profits, marginal communities, and social enterprise.

Intel: A Global & Local Tango
Intel Fab, Kriyat Gat, Israel

Students 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 the context of a public multinational organization, as well as the local impact of Intel Corporation on Kiryat Gat and the Negev.

Penn-State Meet-Up: Intel Challenge
Bengis Center for Innovation and Entrepreneurship, Israel

During their academic trip to Israel, students from Penn-State University in the United States collaborated with MBA International Program students in The Challenge: AI Everywhere competition, in collaboration with Intel Israel. The students were divided into groups and spent the day developing their AI ideas. After an exhilarating day of innovation, the students casually socialized and networked over dinner. A few months later, one of the collaborative teams was selected to The Challenge: AI Everywhere finals, during which they pitched their idea to a panel of Intel judges and ultimately took third place!
CREDITS AND EXEMPTIONS

Program Credits

The MBA international Program offers a complete curriculum totaling 42 credits. The preparatory courses offered to students who do not qualify for exemptions are 1.5 credits. The maximum number of potential credits is 46.5, while the minimum number of credits required to graduate is 42. Students required to take preparatory courses will graduate with more completed credits.

<table>
<thead>
<tr>
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<th>Number of Courses</th>
<th>Credits per Course</th>
<th>Total Possible Credits</th>
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<tr>
<td>Core</td>
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<tr>
<td>Advanced &amp; Workshops</td>
<td>9</td>
<td>1-3</td>
<td>24</td>
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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: Mathematics, Economics, and Statistics. Credits are not granted for qualifying exemptions.

Exemption Request Process

Upon admission to BGU, the MBA international Program reviews university transcripts for exemptions. In order to qualify for exemptions, students with transcripts from international institutions are required to submit syllabi from any related courses studied in their previous degrees. Exemptions decisions are emailed prior to the start of the academic year. Students who do not qualify for exemptions must complete each required preparatory course in the semester in which it is offered and will earn 1.5 credits per course.

Appealing Exemption Decisions

Students who were not granted exemptions and wish to appeal the decision may do so by submitting the official syllabi to the MBA-IP administration.

The deadline to appeal exemption decisions is the end of the first week of classes.
TUITION AND FEES

Standard University Tuition

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. The MBA International Program tuition and fees are equivalent to a standard two-year program.

The following table below shows approximate fees and is subject to change as per final Ben-Gurion University of the Negev tuition for 2022/2023. All fees are in shekels.

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<th>Registration Fee</th>
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Student Accounts Office
08-646-1600
Complete tuition information http://in.bgu.ac.il/accounts/Page s/taarifim.aspx
THE MBA INTERNATIONAL PROGRAM AT BGU

ADMISSIONS

We welcome applications from all over the world!

The MBA International Program is open to qualifying students with completed undergraduate degrees from accredited international and Israeli institutions. Applicants are evaluated based on a complete application when being considered for eligibility, including a completed application form, academic achievement, standardized test scores, statement of purpose, professional qualifications, international experience.

Application Requirements

Undergraduate Degree

From an accredited Israeli or equivalent international academic institution, International transcripts and diplomas should be submitted in English. Non-university translations must be notarized.

High Academic Achievement

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

Proficiency in English

Israeli Applicants:
Proof of university level English exemption or university course completion.

TOEFL
6.5
IELTS

International Applicants:
A TOEFL, IELTS, or other qualifying English Proficiency Test 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.

GMAT (or GRE equivalent)

International Applicants:
Students who are not graduates of Israeli institutions are required to submit a GMAT or equivalent GRE score.
HOW TO APPLY

1. SUBMIT MBA-IP APPLICATION

Visit the MBA International Programs website

Complete the online eligibility application form

Submit all relevant supporting documentation with your application

- Curriculum Vitae
- Diplomas & Transcripts
- Statement of Purpose
- Photograph
- GMAT
- TOEFL
- Official Class Ranking

2. INVITATION TO INTERVIEW

Eligible applicants are invited to an interview

Interviews are held online, unless otherwise specified. Invitations are sent via email.

3. RECEIVE ELIGIBILITY DECISION

Eligibility to the MBA International Program is evaluated by the Program Admissions Committee based on the internal application form. Eligible applicants will receive a formal letter from the Program and will be redirected to the official BGU Application Form to pay the registration fee and officially apply to the University.

Confirmation of Eligibility to the MBA International Program does not guarantee admission to Ben-Gurion University of the Negev.

4. REGISTER TO BGU & PAY TUITION DEPOSIT

Congratulations! You’ve Been Accepted!

In order to reserve your place in the incoming cohort, make sure to pay your first semester deposit within two weeks of acceptance to BGU.
ACADEMIC CALENDAR
2022/2023

INTERNATIONAL STUDENTS ORIENTATION
OCTOBER 20, 2022

MBA ORIENTATION
OCTOBER 26, 2022

FALL SEMESTER (ALEPH)
OCTOBER 27, 2022 – JANUARY 20, 2023
ECONOMICS PREPARATORY COURSE
FIRST DAY OF REGULAR CLASSES
FIELD TRIP
  Hanukkah (Regular Classes)
WORKSHOP
FALL EXAMS - 1ST SITTING
FALL EXAMS - 2ND SITTING

SPRING SEMESTER (BET)
FEBRUARY 16 – JUNE 2, 2023
Purim Holiday (No Classes)
Passover Recess (No Classes)
Memorial Day (No Classes)
Independence Day (No Classes)
WORKSHOP
  Shavuot Holiday (No Classes)
SPRING EXAMS - 1ST SITTING
SPRING EXAMS - 2ND SITTING

SUMMER SEMESTER (KAYITZ)
JUNE 22 – SEPTEMBER 8, 2023
SUMMER EXAMS - 1ST SITTING
  Rosh Hashanah (No Classes)
  Yam Kippur (No Classes)
  Sukkot Recess (No Classes)
SUMMER EXAMS - 2ND SITTING

END OF THE YEAR RECEPTION
OCTOBER 12, 2023

GRADUATION CEREMONY
JUNE 2023

*All dates are subject to change.
TAKE THE LEAP

MBA International Program
at the
Guilford Glazer Faculty of
Business and Management

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http://in.bgu.ac.il/en/fom/MBAip

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