### FALL

#### E-LAB

15.399 Entrepreneurship Lab  
P. Cotter  
Project-based course in which teams of students from MIT and Harvard work with startups on problems of strategic importance to the venture.  
Students engage in a two-day mini-task that introduces students to business opportunities and challenges in China. Projects are focused in dynamic sectors such as artificial intelligence, the sharing economy, social media, health care, energy, and manufacturing.

#### EM-LAB

15.830 Enterprise Management Lab  
S. Chatterjee  
Lays the foundation for the Enterprise Management (EM-LABS) track by developing students’ ability to apply integrated management perspectives and practices in their roles in large organizations. Students team up on live integrative projects focused on marketing, operations, and/or strategy in multinationals and emergent innovations in industries such as consumer goods, technology, and healthcare.

#### FINANCE

15.451 Proseminar in Capital Markets/Investment Management  
M. Kirman  
Provides an opportunity for students to work in teams to tackle original problems in capital market analysis and investment management that have been posed by leading experts from the financial community.

15.452 Proseminar in Corporate Finance/Investment Banking  
E. Matveyev  
Provides an opportunity for students to work in teams to tackle original problems in corporate finance and investment banking that have been posed by leading experts from the financial community.

#### G-LAB

15.389 Global Entrepreneurship Lab  
S. Johnson, M. Jester  
The COVID-19 pandemic presents unique challenges to entrepreneurs around the globe. Glob Labs blends classroom learning and MIT’s vast resources and networks to work with entrepreneurs adapting to the pandemic’s effects in a turbulent market. Students study the climate for innovation and determine how to transform entrepreneurial success to build concrete value for hosts, working with top management to gain experience running and building a new enterprise. Focuses on startups and fundraising across a global reach.

#### H-LAB

15.777 Healthcare Lab: Introduction to Healthcare Delivery in the United States  
J. Jonsen, A. Gosselinas  
Focuses on the business challenges and opportunities to deliver high-quality and reasonably priced health services. Topics include healthcare delivery operations—and how they are affected by healthcare reform, alternative payment models, population health perspectives, and social determinants of health. Discussions include practical examples from the ongoing healthcare-related work of Sloan faculty. The course provides a broad perspective on various career paths, such as consulting, entrepreneurship, delivery system management, and digital innovation development. Students team up along with a US-based provider, supplier or healthcare-related startup organization on an applied project which includes on-site work during the semester and/or IPA.

#### ISRAEL LAB

15.248 Israel Lab: Startup Nation’s Entrepreneurship and Innovation Ecosystem  
J. Cohen  
This project-based course provides students with a deep dive into Startup Nation, applying theory to practice within Israel’s innovation and entrepreneurship ecosystem. Lectures address geopolitics, history, military strategy, macroeconomics, finance, entrepreneurship and innovation, leadership, and team dynamics. Students team up with senior management at Israeli startups, working onsite in Israel for three weeks during IAP.

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### SPRING

#### CHINA LAB

15.325 Modern Business in China  
V. Karplus, J. Grant  
Provides an integrated approach to analyze the economy of China. The classroom portion covers modern history, economics, and politics in China that shape the business environment, cases of companies entering or operating in the Chinese market, as well as project-related issues and personal and learning reflections. Includes a two-day mini-task that introduces students to business opportunities and challenges in China. Projects are focused in dynamic sectors such as artificial intelligence, the sharing economy, social media, health care, energy, and manufacturing.

#### EMBA GLOBAL LABS

15.708 GO-Lab  
H. Samel, S. Krussell  
Focuses on strategic and organizational challenges of international scaling, localization, and cross-border initiatives and integration.

15.704 IDEA Lab  
P. Murray, P. Baldwin  
Explores themes of global innovation ecosystems, stakeholders and experimentation/evaluation.

15.510 China Lab  
Y. Huang, J. Grant  
Provides insights into the issues and challenges in the Chinese economy and business through lectures and project-based learning.

#### FIN-LAB

15.453 Finance Lab  
G. Qiu  
Students partner with leading industry practitioners on important business problems, bridging the gap between theory and practice and introducing them to the broader financial community. Practitioners represent a range of financial institutions, including investment management, hedge funds, private equity, venture capital, impact investing, risk, and consulting.

#### INDIA LAB

15.225 Modern Business in China  
Y. Huang, J. Grant  
Provides an integrated approach to analyze the economy of China. The classroom portion covers modern history, economics, and politics in China that shape the business environment, cases of companies entering or operating in the Chinese market, as well as project-related issues and personal and learning reflections. Includes a two-day mini-task that introduces students to business opportunities and challenges in India. Projects are focused in dynamic sectors such as artificial intelligence, the sharing economy, social media, health care, energy, and manufacturing.

#### ISRAEL LAB

15.226 Modern Business in India  
Y. Huang, V. Karplus  
Provides an integrated approach to analyze the economy of India. The classroom portion covers modern history, economics, and politics in India that shape the business environment, cases of companies entering or operating in the Indian market, as well as project-related issues and personal and learning reflections. Includes a two-day mini-task that introduces students to business opportunities and challenges in India. Projects are focused in dynamic sectors such as artificial intelligence, the sharing economy, social media, health care, energy, and manufacturing.

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### PM-LAB

15.785 Digital Product Management Lab  
V. Ferras  
Introduction to product management with an emphasis on its role within technology-driven enterprises. Topics include opportunity discovery, product technology roadmapming, product development, go-to-market strategies, product launch, lifecycle management, and the central role of the product manager in each activity. Exercises and assignments utilize common digital tools, such as storyboarding, wireframe mockups, and A/B testing. Intended for students seeking a role in a product management team or to contribute to product management in a new enterprise.

#### S-LAB

15.915 Laboratory for Sustainable Business  
J. Jay B. Patterson, J. de Zeger, J. Stremel  
Students apply concepts, theories, and tools of sustainability working with host organizations on management projects during the semester. Classroom lectures and simulations give greater depth in techniques for managing sustainability. Topics include the business case for sustainability, evaluating environmental impacts of products and services, assessing certification programs, and building collective action for change to advance sustainability.

#### USA LAB

15.679 Bridging the American Divides  
B. Dyer, L. Hatley, T. Kicher, C. McDowell  
Hands-on exploration of community revitalization in America’s small towns and rural regions. With a focus on work, community and culture, this Action Learning Lab is a mix of rigorous classroom discussion and team projects with community development organizations. Site visit for project field work required.

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### Labs 2020-2021: Fall Lab Updates

**AY2020-21 v.1**

**MITSLOAN.MIT.EDU/ACTIONLEARNING**

<table>
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<tr>
<th>Fall Labs</th>
<th>Offered both terms</th>
<th>Includes IPA</th>
<th>Includes SIP credit</th>
<th>Travel to project site</th>
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# Labs at a Glance: Fall Lab Updates

## A-LAB
**15.572 Analytics Lab**
- **Term:** Fall
- **Units:** 9
- **Eligible Students:** All MIT students, with permission of instructor
- **Prerequisites:** Application
- **Industries/Companies/Projects:** Company profile: organizations of any industry or size interested in using analytics to solve a business problem or advance an innovation
- **Activities:** Sample sectors: big data as a service, sports analytics, fraud detection, finance, e-commerce, digital product management, supply chain analysis, workforce safety, global health
- **Sample Projects:** Amazon, Boston Public Schools, Dell Services, eBay, Gates Foundation, GE Transportation, IBM Watson, LinkedIn, MasterCard, NASDAQ

## CHINA LAB
**15.225 Modern Business in China**
- **Term:** Spring
- **Units:** 12
- **Eligible Students:** First or second year Sloan MBAs, MFs, MSMS; other grad students considered on a case by case basis
- **Prerequisites:** Bid
- **Industries/Companies/Projects:** Company profile: entrepreneurial SMEs, Chinese and global multinationals, small businesses
- **Activities:** Sample sectors: artificial intelligence, the sharing economy, social media, health care, energy, and manufacturing
- **Sample Projects:** Creating a business plan for fundraising, developing new market strategy, assembling financial models

## E-LAB
**15.399 Entrepreneurship Lab**
- **Term:** Fall + Spring
- **Units:** 12
- **Eligible Students:** All Sloan grad students, other MIT grad students
- **Prerequisites:** Bid
- **Industries/Companies/Projects:** Company profile: tech-intensive, IP and science-based, early-stage startups
- **Activities:** Sample sectors: AI, blockchain, software, hardware, robotics, cleantech, life sciences

## EM-LAB
**15.830 Enterprise Management Lab**
- **Term:** Fall
- **Units:** 6
- **Eligible Students:** First-year Sloan MBA students enrolled in the Enterprise Management Track
- **Prerequisites:** Corequisite: 15.810, 15.761 or 15.900
- **Industries/Companies/Projects:** Company profile: leading multinationals and innovations in emerging space in both the for-profit and nonprofit sectors
- **Activities:** Sample sectors: automobiles, consumer goods/retail, healthcare, retail, technology, finance, sporting goods, design, finance
- **Sample Projects:** BMW, Wayfair, GE Healthcare, SAP, Raw Mobile, Udile, IDEO, Nasdaq, Citi

## EMBA GLOBAL LABS
**15.310 China Lab**
- **Term:** Spring
- **Units:** 15
- **Eligible Students:** MIT Executive MBAs only
- **Prerequisites:** Bid
- **Industries/Companies/Projects:** China Lab: Projects investigate business challenges within China. Sample projects: Juhui Int Int, Hospital, Tencent
- **Activities:** Sample sectors: MSMS; other grad students considered
- **Sample Projects:** AB Inbev, Corteva, Pernod, Pepsi Systems
- **DELA Lab:** Projects explore themes of global innovation ecosystems, stakeholders and experimentation. Sample projects: Philips Healthcare, Oracle

## FINANCE
**15.453 Finance Lab**
- **Term:** Spring
- **Units:** 15
- **Eligible Students:** MIT Executive MBAs only
- **Prerequisites:** Corequisite: 15.900
- **Industries/Companies/Projects:** Application
- **Activities:** Sample projects: value a wind farm acquisition; structure a deal for a new revenue stream in private venture; develop a financing strategy for city investments in neighborhood development

## G-LAB
**15.389 Global Entrepreneurship Lab**
- **Term:** Fall
- **Units:** 12
- **Eligible Students:** All graduate students
- **Prerequisites:** Application
- **Industries/Companies/Projects:** Sample projects: creating a business plan for fundraising, developing a new market strategy, assembling financial models

## H-LAB
**15.777 Healthcare Lab**
- **Term:** Fall + IAP
- **Units:** 15
- **Eligible Students:** All MIT students, with completed prerequisites or permission of instructor
- **Prerequisites:** Corequisite: 15.761 or permission of instructor
- **Industries/Companies/Projects:** Application
- **Activities:** Sample sectors: artificial intelligence, the sharing economy, social media, health care, energy, and manufacturing
- **Sample Projects:** BMW, Wayfair, GE Healthcare, SAP, Raw Mobile, Udile, IDEO, Nasdaq, Citi

## INDIA LAB
**15.226 Modern Business in India**
- **Term:** Spring
- **Units:** 12
- **Eligible Students:** First or second year Sloan MBAs, MFs, MSMS; other grad students considered on a case by case basis
- **Prerequisites:** Bid
- **Industries/Companies/Projects:** Company profile: entrepreneurial SMEs, Indian and global multinationals, small businesses
- **Activities:** Sample sectors: artificial intelligence, the sharing economy, social media, health care, energy, and manufacturing
- **Sample Projects:** Creating a business plan for fundraising, developing new market strategy, assembling financial models

## ISRAEL LAB
**15.248**
- **Term:** Fall + IAP
- **Units:** 9
- **Eligible Students:** All Sloan grad students, other MIT grad students, undergraduate students with permission of instructor
- **Industries/Companies/Projects:** Company profile: early-stage and growing Israeli startups
- **Activities:** Sample sectors: AI, analytics, cyber, cleantech, cybersecurity, edtech, fintech, healthcare, IoT, life sciences, robotics
- **Sample Projects:** Computer vision tech in agriculture, medical devices, emergency response technology, AI for smart cities, oil flow data marketing, social analytics

## OPS-LAB
**15.784 Operations Lab**
- **Term:** Spring
- **Units:** 9
- **Eligible Students:** Sloan MBAs, UGOs and other Sloan and MIT grad students
- **Prerequisites:** Corequisite: 15.761
- **Industries/Companies/Projects:** Application
- **Activities:** Weekly in Boston area, SIP week for non-local
- **Sample Projects:** Creating business plans for fundraising, developing new market strategy, assembling financial models

## PM-LAB
**15.785 Digital Product Management Lab**
- **Term:** IAP + Spring
- **Units:** 6
- **Eligible Students:** Bid
- **Industries/Companies/Projects:** Sample projects: Sample sectors

## S-LAB
**15.915 Laboratory for Sustainable Business**
- **Term:** Spring
- **Units:** 12
- **Eligible Students:** All Sloan grad students, other MIT grad students
- **Industries/Companies/Projects:** Sample projects: pioneer companies and NGOs tackling systemic challenges in sustainability, and aligning with business strategy
- **Activities:** Sample sectors: apparel, Patagonia, Gap; industrial, Judd Shechter Morris, Taproot; financial/energy, Aramark, Reckonbridge; NGO, ISDF, WRI, Raw
- **Sample Projects:** Market analysis for sustainability-oriented products; evaluate operational options for recycling; decide among certification systems

## USA LAB
**15.679 Bridging the American Divides**
- **Term:** Spring
- **Units:** 9
- **Eligible Students:** Bid
- **Prerequisites:** Application
- **Industries/Companies/Projects:** Sample projects: community-based foundations or other organizations located in economically and geographically isolated regions of the U.S.
- **Activities:** Sample sectors: economically isolated small towns and rural regions in the U.S.
- **Sample Project:** Identify methods to establish a region-specific index fund