




BABSON



Latin America/Asia
Graduate Electives Abroad
Information Session

WELCOME!

- Introductions and General Information –
Sharon Ambrose, Glavin Office of Multicultural & International Education (MIE)
- Course Presentations – *Lead Faculty*
- Application and Registration Process –
Renée Graham, Glavin Office of Multicultural & International Education (MIE)
- Financial Aid and Services –
Michael Famighette, Student Financial Services
- Q & A

Electives Abroad

2012 – 2013

- **Doing Business in Brazil** led by *Andrew Zacharakis*
- **Opportunities in Latin America: Chile** led by *Matt Allen*
- **Startup Strategy: Singapore/Hong Kong** led by *Peter Cohan*
- **Economic Reality: China** led by *Bob Eng*
- **Developing Economies: Ghana** led by *Dennis Hanno*
- **Competitive Challenges: Italy** led by *Lidija Polutnik*
- **Russia in Transition** led by *Bill Coyle*

Electives Abroad

Glavin Office of Multicultural & International Education

- One week to three week long electives
- Travel during semester breaks (January, March, May/June)
- Pre-travel Academic Sessions and Electives Abroad Orientation on campus and mandatory
- 3 credits

Electives Abroad

Eligibility

Second Year MBA (Graduating May 2013)

Eligible for:

- Summer Session 2012
- Winter Session 2013
- March Break 2013
- Summer Session 2013*
 - Special requirements apply for this term – check with both your program manager and MIE program manager prior to selecting this term, if interested.

Electives Abroad Eligibility

First Year MBA (Graduating May 2014)

Eligible for:

- Summer Session 2013
- Winter Session 2014
- March Break 2014

Electives Abroad Eligibility

One Year MBA

Eligible for:

- Winter Session 2013
- March Break 2013
- Summer Session 2013*
 - Special requirements apply for this term – check with both your program manager and MIE program manager prior to selecting this term, if interested.

Electives Abroad Eligibility

Part-time/Full-time Evening MBA

***must have 27+ credits completed by time of travel**

Eligible for:

- Summer Session 2012
- Winter Session 2013
- March Break 2013
- Summer Session 2013

Electives Abroad Eligibility

Fast Track MBA March 2011 Cohort

Eligible for:

- March Break 2013

Electives Abroad Eligibility

Fast Track MBA September 2011 Cohort

Eligible for:

- March Break 2013
- Summer 1st Session 2013 only

Electives Abroad Eligibility

Fast Track MBA March 2012 Cohort

Eligible for:

- March Break 2013
- Summer 1st Session 2013 *and*
- Summer 2nd Session 2013

Doing Business in Brazil

Professor Andrew 'Zach' Zacharakis



Brazil

Doing Business in Brazil

Professor Andrew 'Zach' Zacharakis

- This course focuses on business opportunities within Brazil. We will meet with entrepreneurs, tour production facilities, examine lifestyle businesses and social entrepreneurship. Upon returning, students should have a sense of what opportunities present themselves within Brazil and/or opportunities that can be exported to other countries.

Doing Business in Brazil

Professor Andrew 'Zach' Zacharakis

- Travel Dates: March 15th -24th, 2013
(arrival in country March 16th)
- Cities: Sao Paulo, Parati and Rio de Janeiro
- Max. number of students: 30
- Professor Andrew Zacharakis; zacharakis@babson.edu ; 781-239-4497
- Program fee: \$2,100 Program fee includes: accommodations, breakfast, ground transportation, guide in country, program planned meals and cultural excursions in country.

Doing Business in Brazil

Professor Andrew 'Zach' Zacharakis

- Pre-travel academic session:
 - TBA (late Feb/early March, 2013)
- Electives Abroad Orientation Sessions: Choose ONE date from a series offered before your departure. Students will receive eligible dates in their course confirmation emails
- Post-course sessions: Wrap up in country
- Deliverables:
 - Group presentation on industry sector during pre-travel academic session
 - Case preparation and discussion during pre-travel academic session
 - Final (Individual) Opportunity Paper

Brazil

Building God's Kingdom By Personal Involvement



Welcome to Brazil !!!





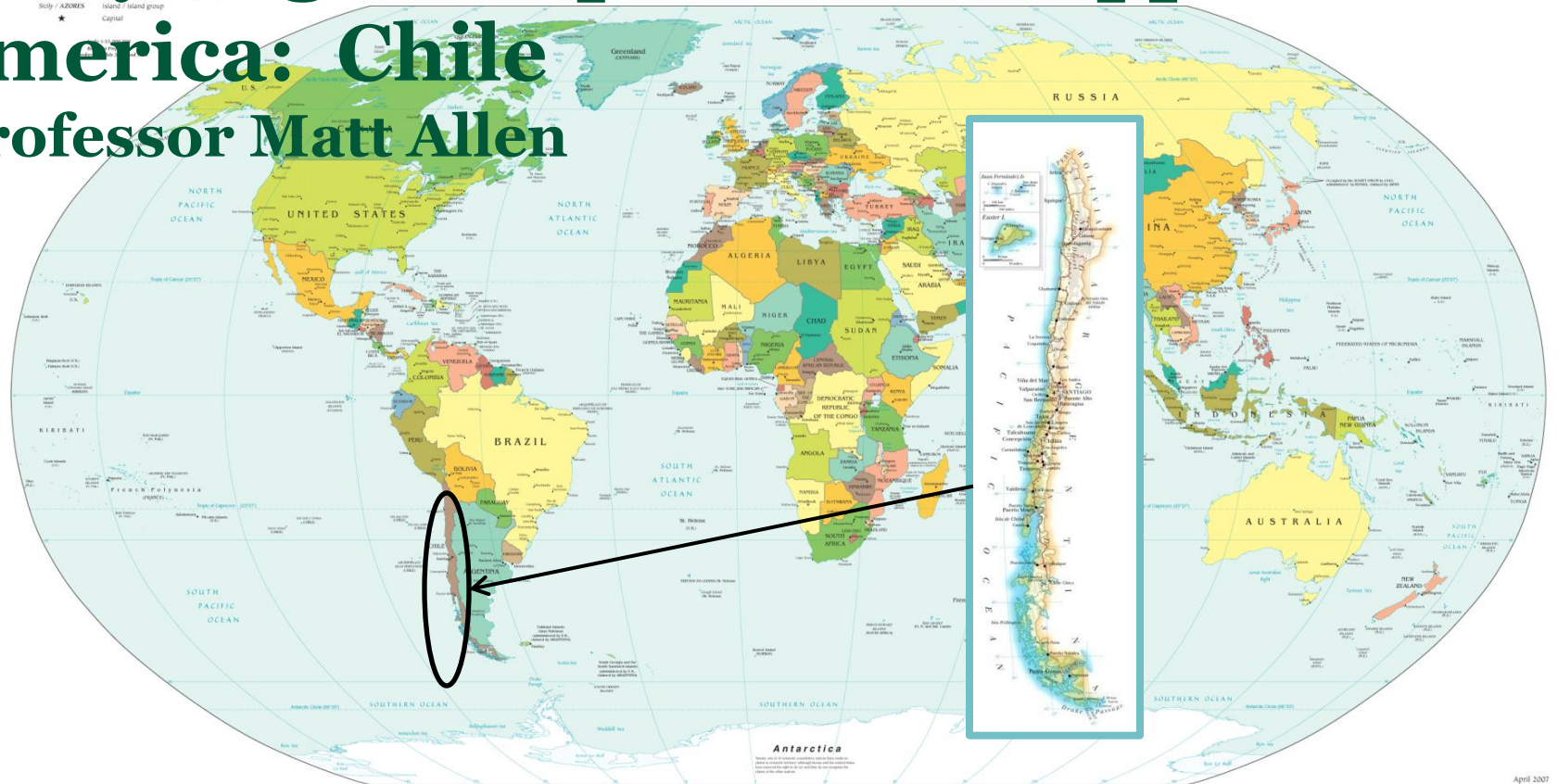


Doing Business in Brazil Group Photo, 2012



Analyzing Entrepreneurial Opportunities

America: Chile
Professor Matt Allen



Chile

Analyzing Entrepreneurial Opportunities in Latin America: Chile



Professor Matt Allen

- Purpose: Understand what entrepreneurship looks like in Chile/Latin America
- Overview of economy, political environment, resources & geography
- Emphasis is on Entrepreneurship in Chile
 - Meet and talk to Entrepreneurs
 - See and Experience the results
 - New venture Entrepreneurship
 - Family Entrepreneurship
 - Corporate Entrepreneurship
 - Social Entrepreneurship
 - Entrepreneurship in the Informal Economy
- Plenty of time and opportunity to informally experience the rich culture of Chile



Analyzing Entrepreneurial Opportunities in Latin

America: Chile

Professor Matt Allen

- Travel Dates: January 4th -13th , 2013
(arrival in country January 5th)
- Cities: Santiago & Vina del Mar, Chile
- Maximum number of students: 26
- Professor Matt Allen; mallen4@babson.edu; 781-239-4296
- Program fee: \$1,750 Program fee includes: 7 nights accommodations, breakfast, ground transportation, program planned meals (including lunch and winery tour), cultural excursions and pre travel academic session meals.

Analyzing Entrepreneurial Opportunities in Latin America: Chile



Professor Matt Allen

- Pre-travel academic sessions:
 - November 1st (6:30pm; off campus)
 - December 1st (9:00am-2:00pm)
- Electives Abroad Orientation Sessions: Choose ONE date from a series offered before your departure. Students will receive eligible dates in their course confirmation emails
- Post course sessions:
 - Wrap up in country
- Deliverables:
 - Group presentation due during 2nd Pre-travel academic session (December 1)
 - Journal of visits and talks
 - Final Paper (opportunity)

In Country Schedule

Fri 1/4 Depart

Sat 1/5 Arrival, rest, afternoon bus tour, Santiago night life

Sun 1/6 Sightseeing AM, Shopping & Cultural Event PM

Mon 1/7 Economy & Culture AM, Field Activity PM, Dinner

Tue 1/8 Alumni event AM, Corporate Entrepreneurship PM

Wed 1/9 New Venture Entrepreneurship with company visits in PM, Dinner

Thu 1/10 Social Entrepreneurship and the informal economy with field visits PM

Fri 1/11 Family Entrepreneurship with company visit in route to Vina, Dinner & Free time in Vina

Sat 1/12 Free time in Vina, Visit to winery, Airport for return

View of Santiago





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Vina Del Mar



Vina Neyen Vineyard



January, 2011 Chile



Analyzing Entrepreneurial Opportunities in Latin America: Chile

Professor Matt Allen

IF YOU NEED ANY MORE INCENTIVE...

- Average January high temperature in Santiago: 85
- Average January high temperature in Vina Del Mar: 86

Singapore/Hong Kong: Startup Strategy

Prof. Peter Cohan



Singapore/Hong Kong

Singapore/Hong Kong: Startup Strategy

Prof. Peter Cohan

- Purpose
 - Promote understanding of the entrepreneurial ecosystem (EE) of two small Asian countries – Singapore and Hong Kong – with significant intellectual capital but very small local markets for their products
- Benefits
 - Direct interaction with entrepreneurs, capital providers, educators, and government officials in these countries
 - Application of concepts from two of my books
 - *Capital Rising: How Capital Flows Are Changing Business Systems All Over the World*, co-authored with Srini Rangan (June 2010), and
 - *Hungry Startup Strategy: How Entrepreneurs Set Goals, Raise Capital, Build Teams, Pick Markets, Gain Share and Adapt to Change* (forthcoming November 2012)

Singapore/Hong Kong: Startup Strategy

Prof. Peter Cohan

- Travel dates: January 7 - 19, 2013
 - arrival in country on January 8, 2013
- Cities: Hong Kong, Singapore
- Max. number of students : 25
- Prof. Peter Cohan:
 - pcohan@babson.edu; x5912



Singapore/Hong Kong: Startup Strategy

Prof. Peter Cohan

- Pre-travel academic sessions:
 - Saturday, October 27, 9 am - 2 pm **AND**
 - Saturday, December 1, 9 am - 2 pm
- Electives abroad orientation session:
 - There will be a series of orientation sessions on campus from which students must select and attend one. Dates will be confirmed and communicated to students who are placed in the course in their placement e-mails, and will be displayed on the website once confirmed as well.
- Course Wrap up:
 - January 18, 2013 +/- one day in country (last day)
- Deliverables:
 - Day-to-Day Capture
 - Consulting Presentation for Local Startups
- Program Fee:
 - \$2,900; Program fee includes: accommodations, all breakfasts, ground transportation, program planned meals (including welcome dinner), and cultural excursions.



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Singapore/Hong Kong: Startup Strategy

Prof. Peter Cohan

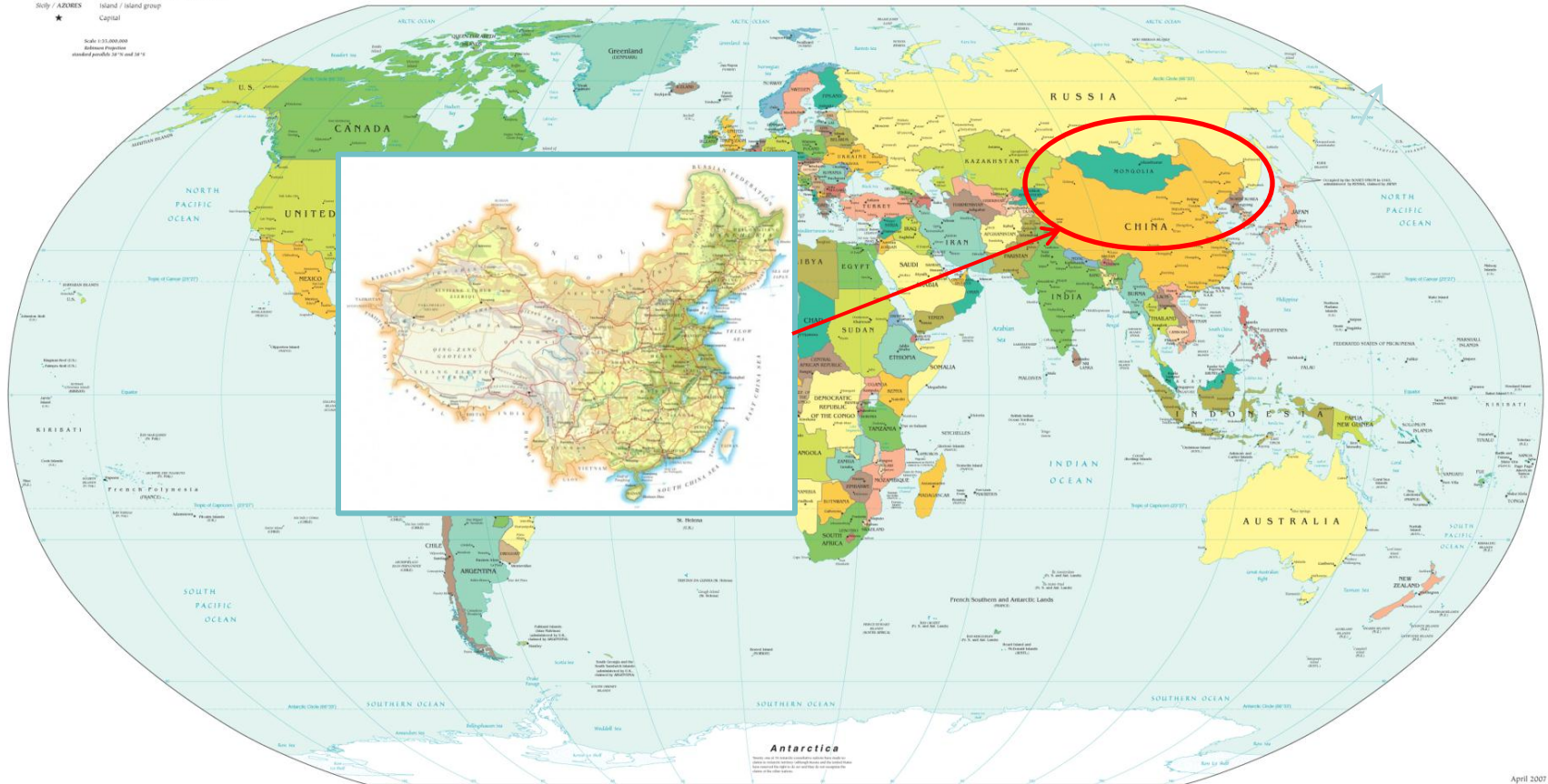


China – The Economic Reality

Professor Bob Ng

AUSTRALIA Independent state
Bermuda Dependency or area of special sovereignty
City / AZORES Island / island group
★ Capital

Scale: 1:3,000,000
Adapted from the
standard parallels 30°N and 30°S



China

China – The Economic Reality

Professor Bob Ng

1. Deeply examine the China environment
 - PEST
 - PEST as
 - the incubator for growth,
 - the enabler of value creation,
 - the enabler of value capture

2. See China as a Set of Opportunities and Threats
 - China as a
 - Market,
 - Partner,
 - Competitor,
 - Owner

China – The Economic Reality

Professor Bob Ng

- Travel dates: May 19 – June 2, 2013
 - arrival in country on May 20, 2013
- Cities: Beijing, Shanghai, 3rd “local” city
 - (Possibly Guangzhou, Macau, Shenzhen or Xian area)
- Max. number of students : 26
- Prof. Bob Ng:
 - eng@babson.edu; x4326





China – The Economic Reality

Professor Bob Ng

- Pre-travel academic sessions:
 - There will be 3 mandatory pre-travel academic sessions on campus in late February, late March, and late April or early May (all will be Saturdays.) Dates will be confirmed and communicated to students who are placed in the course in their placement e-mails, and will be displayed on the website once confirmed as well.
 - 1st session: PEST, Framework
 - 2nd session: Assignments
 - 3rd session: Assignments, Logistics
- Electives abroad orientation session:
 - There will be a series of orientation sessions on campus from which students must select and attend one. Dates will be confirmed and communicated to students who are placed in the course in their placement e-mails, and will be displayed on the website once confirmed as well.
- Course Wrap up:
 - June 1, 2013 +/- one day in country (last day)
- Deliverables
 - Day-to-Day Capture
 - Final Reflection
- Program Fee
 - \$2,950; Program fee includes: accommodations, all breakfasts, ground transportation, program planned meals (including welcome dinner), and cultural excursions.

China – The Economic Reality

Professor Bob Ng

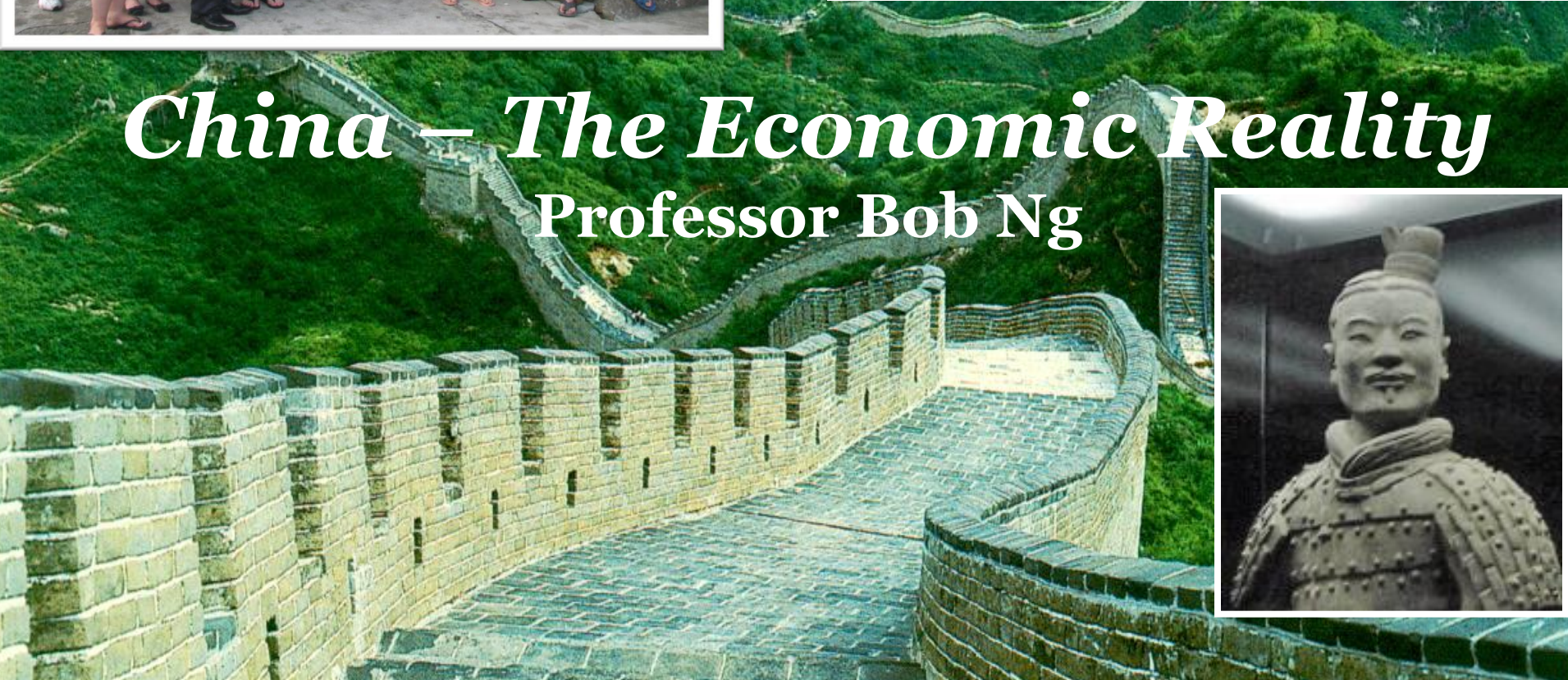
Welcome to the Information Session

China: The  Realities



China – The Economic Reality

Professor Bob Ng



AUSTRALIA Independent state
Bermuda Dependency or area of special sovereignty
Italy / AZORES Italy / island group
★ Capital
Scale: 1:21,000,000
Baltic region
marked possibly 30°N and 30°E



Before you apply:

- ✓ Update Passport
- ✓ Research courses
- ✓ Research YOUR visa requirements
- ✓ Check your calendar (and with your 'shareholders'!)

Application – Important Dates

- Online application link will be posted to MIE website - <http://educationabroad.babson.edu>
- Application opens Tuesday, Sept 4th
- Application closes Thursday, Sept 20th **(Close of Business)**
- Placements sent (to Babson email): Saturday, Sept 22nd
- Student Acceptance deadline: Friday, Sept 28th
- Waitlist Application opens Monday, Oct 1st **(9:00AM)**
 - first come, first served
- Waitlist Application closes Monday, Oct 8th **(Close of Business)**
- MIE registers students for the Electives Abroad
- Waitlist reopens for available courses Monday, Oct 15th **(9:00AM)**
 - Placements sent on a rolling basis, as space becomes available.
- Final placements made as follows:
 - Winter session courses: Fri, Oct 12th, 2013
 - Spring session courses: Fri, Nov 30th, 2013
 - Summer session courses: Fri, Feb 1st, 2013

Application – Process

- Online application link will be posted to MIE website - <http://educationabroad.babson.edu>
- The application will allow you to select up to three courses and will require you to indicate your order of preference for each course.
- Listing your preference for a course is a commitment to enroll. Doing otherwise will take away spaces from your fellow classmates.
- Student allocation for each course is done by a lottery system, with the exception of Ghana.

Application – Process

- International Students – it is your responsibility to keep yourself in immigration status regardless of session you are placed.
- For those international students interested in **Summer** courses, you are *required* to consult with ISSS and GPSA to confirm you will meet necessary requirements.
- For ALL courses, acceptance materials and \$500 deposit due to MIE by Friday, Sept 28th .

Program Fee

- Costs vary for each course – see website for details: <http://educationabroad.babson.edu>
- With the exception of single-room supplement charges (when offered), the price is fixed. ‘A la carte’ pricing isn’t available on these courses.
- Tuition, international flight, visa costs (in most cases) and personal expenses are *not* included as part of the program fee.

Consider the Costs

- **What is covered?**

- Refer to course web page for exact items covered. General items covered by program fees include: local accommodations, breakfasts, internal travel and local transfers, guides.
- In most cases program fees also include some meals, program (cultural) excursions and an alumni event in country.

- **What is not covered?**

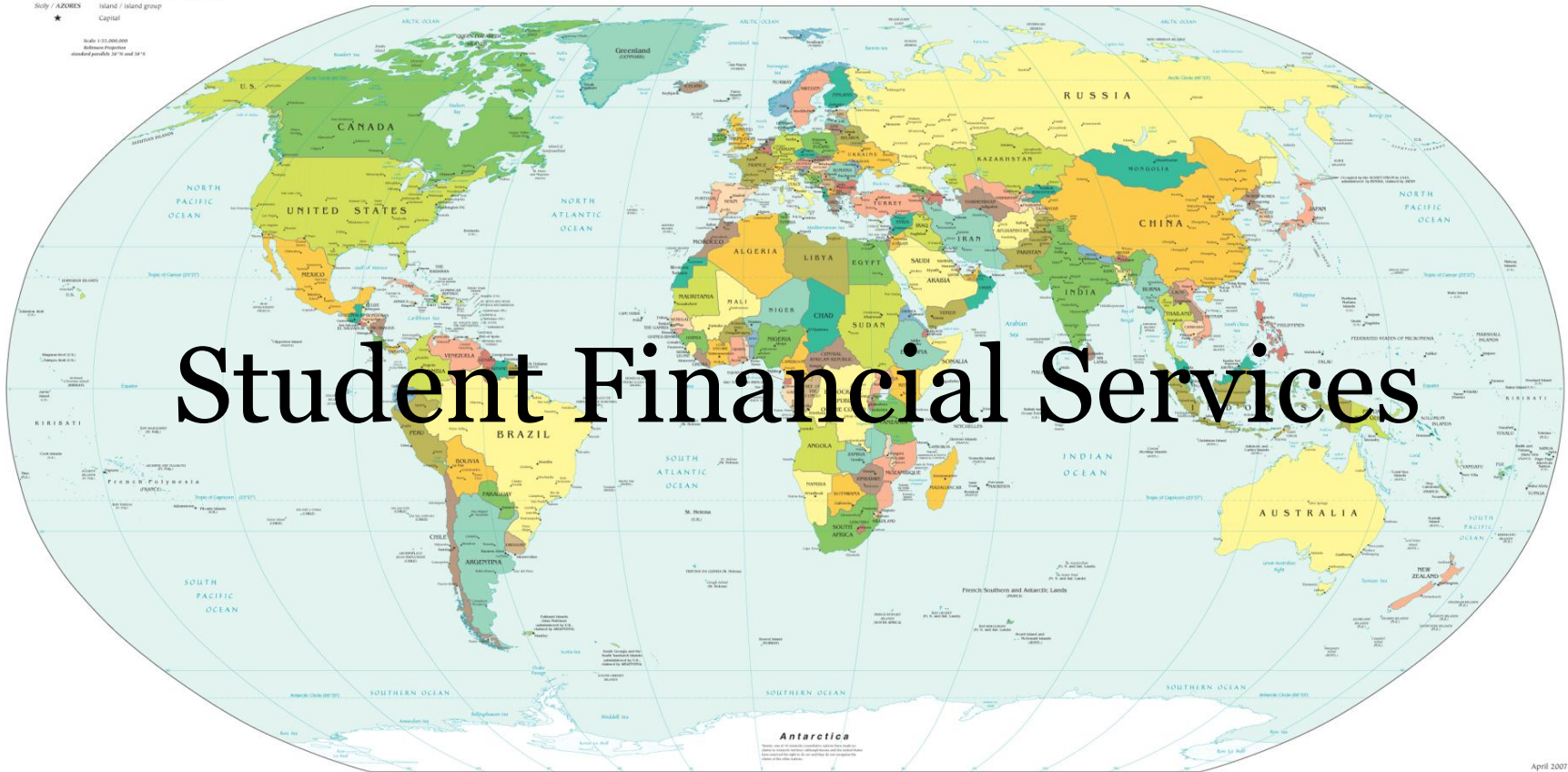
- Program fees do not cover tuition, international travel into/out of country, student meals (unless specified in the itinerary), personal expenses, visa costs (except Ghana), charges for phone calls/internet use, or any other services not specifically included in the itinerary.

Payment Schedule

- **\$500 non-refundable deposit** is required at time of acceptance, to be paid by check only **made payable to *Babson College***.
- **Balance due (including single supplement)** as follows:
 - Winter courses on 10/26/12
 - March courses on 12/07/12
 - Summer courses on 3/01/13
- Receipts available upon request

AUSTRALIA Independent state
Bermuda Dependency or area of special sovereignty
City / AZORES Island / island group
★ Capital

Scale: 1:25,000,000
Reference: International
standard parallels 30°N and 30°S



Payments and Alternative Loans

- Any deposit to confirm a student's enrollment (and the subsequent balance of the program fee) needs to be paid directly by the student to MIE
- Tuition will be paid directly to SFS
- Students can choose to borrow Federal Graduate PLUS Loans or private loans to help cover additional expenses

Student Financial Services

If you have further questions please contact your financial aid counselor:

A – G Michael Famighette (mfamighette@babson.edu)

H – N Michelle Clifton (mclifton@babson.edu)

O – Z Carla DeLucia (cdelucia@babson.edu)

AUSTRALIA Independent state
Bermuda Dependency or area of special sovereignty
Sty / AZORES Island / island group
★ Capital

Scale 1:25,000,000
Address Properties
standard parallels 30°N and 30°S



Contacts/More Information

Visit <http://educationabroad.babson.edu>

Academic Questions

- Contact course faculty

Administrative Questions

- Sharon Ambrose – sambrose@babson.edu; x5244
- Renée Graham – rgraham@babson.edu; x4536

Tuition/Financing Questions

- Student Financial Services - sfs@babson.edu; x4219