



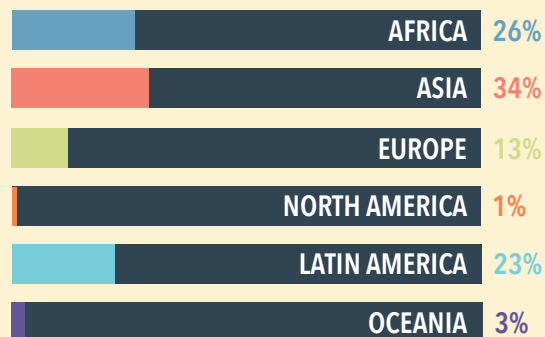
International Business Development (IBD)

is a management consulting program for MBA students offered through the Haas School of Business, UC Berkeley that **helps clients redefine how they do business globally**. IBD takes on innovative and value-enhancing engagements with corporate, government, and not-for-profit organizations around the world.

Where We Work



IBD from 1992-2023



89
Countries
Total

1,875
Total MBA
Students

521
International
Projects



IBD Quick Facts



IBD is Berkeley Haas' preeminent experiential learning course focusing on international consulting.



IBD project teams are composed of Berkeley Haas MBA students that have an average of five to eight years of professional work experience.



IBD project teams spend almost four months at Berkeley Haas, **engaged in their projects** and working remotely with client organizations, before traveling to their project countries for a final two weeks of work.



MBA students on IBD project teams work under the guidance of IBD Faculty Mentors who have backgrounds in consulting, entrepreneurship and international development.

“IBD was, without question, the most impactful experience I've had during my MBA. The course wove together many of the concepts that I learned in the core curriculum and allowed me to put them to use in a real-world setting. On top of that, I got to travel across the globe and immerse myself in a foreign company and culture.”

– Kylie Gemmell, MBA Candidate, Class of 2023

“IBD teams bring the Haas values to our client organizations – particularly questioning the status quo for fresh perspective and change. Our program enables students to put new ideas into action in a global setting while providing tremendous value to our clients.”

– Whitney Hischier, IBD Faculty Director

WHAT WE DO



Market Strategy
Strategic Plans



Feasibility Studies
Business Plans



Financial Assessments
Design Thinking

“I am so glad we run this program at the size we do. It's the jewel in our crown.”

– Rich Lyons, UC Berkeley Chief Innovation and Entrepreneurship Officer, Former Berkeley Haas Dean

“IBD today is a tightly managed, razor sharp program that is ready to contribute to any board level dialogue, be it in Silicon Valley or rural India.”

– Peter Hajdu, Dura-Line, India

“The team was well selected for our case and they did an amazing job. We got a lot of insights about the market, selected industries and also recommendations for our product portfolio.”

– Jussi Karelo, Giosg, Finland

“IBD provided opportunities for me to grow as a leader, reflect on my values, and refine my career trajectory. IBD confirmed my desire to pursue a global career in which I can connect interpersonally, think strategically, and see the big picture.”

– Katharine Hawthorne, MBA Class of 2020

“The IBD student team had an exceptional understanding of our business profile and project scope, despite the limited time they had in-country.”

– Hector Tan, BRF S.A., Singapore

“We really enjoyed having such a dedicated, smart and strategic thinking group of IBD students here in Florianópolis. Our IBD students were able to figure it out quickly and provide real, valuable material for our business. And because of their work, we have already made important decisions that reinforced our focus on generating value to the customer segment and markets we are in.”

– Henrique Tormena, Resultados Digitais, Brazil

IBD Timeline

SEPTEMBER

Requests go out to clients to submit IBD project applications

OCTOBER-NOVEMBER

IBD project applications are reviewed with clients

DECEMBER

Projects are selected for the upcoming IBD program

JANUARY

Spring semester IBD course begins with the formation of student teams and the launch of each selected project

JANUARY-MAY

IBD student project teams work remotely from Berkeley Haas with their clients

MAY

IBD student teams travel overseas to their project locations for two weeks to conclude their project assignments



➡ Berkeley Haas Highlights ⬅



Founded in **1898** and renamed
the Haas School of Business in **1989**



2,500 students in **6** Degree Programs



Over **44,000** alumni in **80** countries



🌿 OUR 4 DEFINING LEADERSHIP PRINCIPLES 🌿

Question the
Status Quo

Confidence
without Attitude

Students
Always

Beyond
Yourself



How Berkeley Haas Ranks

The Heart of
What's Next™

#4

Full-Time MBA Program
Financial Times

#1

Part-Time MBA Program
U.S. News & World Report



Our Location



The vibrant location of the combined San Francisco Bay Area and Silicon Valley provides Berkeley Haas students with access to world-class entrepreneurs, venture capitalists and innovative thought leaders.