



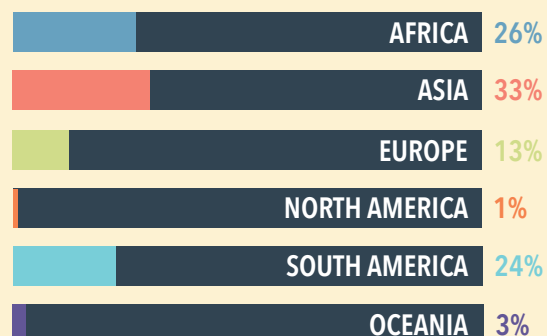
International Business Development (IBD)

is a management consulting program offered through the UC Berkeley Haas School of Business 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 1992-2019



89
Countries
Total

1,736
MBA
Students

487
International
Projects

 **IBD** Berkeley Haas
International Business Development

INTERNATIONAL BUSINESS DEVELOPMENT PROGRAM
Haas School of Business | University of California, Berkeley
1-510-643-1048 | www.haas.berkeley.edu/ibd



IBD Quick Facts



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



IBD Teams are comprised of Berkeley Haas MBA students that have an average of five to eight years of professional work experience.



IBD Teams spend several months at Berkeley Haas engaged in their projects, working directly with client organizations, before traveling to project countries to work for a final two to three weeks.



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

“IBD was the perfect capstone to my first year at Haas. It challenged me to deal with ambiguity, design creative solutions, and manage the work of my peers and the client experience.”

– Kyle Rolnick, MBA Candidate, Class of 2020

“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, MBA 01, 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, BS 82, 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 Candidate, Class of 2020

“Very good work! We were very pleased with the final result and the overall experience and involvement of each and every one of the team members.”

– Ana Coll, ilumexico, Mexico

“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

Annual IBD Conference takes place at Berkeley Haas, and requests go out for IBD project applications for Spring Semester

NOVEMBER

IBD project applications accepted and reviewed with clients

JANUARY

Spring Semester IBD course begins with Student Team Leads and the launch of each project

FEBRUARY

IBD Student Team Members join Student Team Leads to form IBD project teams of four to five students each

MARCH

Requests go out for IBD project applications for Summer

MID MAY TO EARLY JUNE

All IBD Spring Semester students go in-country for three weeks and conclude their projects with final presentations

MAY

Summer IBD course begins

JULY

All IBD Summer students go in-country for two weeks

➤ Berkeley Haas Highlights ➤



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



2,760 students in **6** Degree Programs



Over **40,750** alumni in **96** countries



🌾 OUR 4 DEFINING LEADERSHIP PRINCIPLES 🌾

Question the
Status Quo

Confidence
without Attitude

Students
Always

Beyond
Yourself

How Berkeley Haas Ranks



New Thinking for
the New Economy

#7

U.S. News &
World Report
Full Time MBA
Program

#10

The Financial Times
(globally)
Full Time MBA
Program

#7

The Economist
(globally)
Full Time MBA
Program

#2

Part-time MBA
U.S. News & World
Report
EW MBA Program



Our Location



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