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

<table>
<thead>
<tr>
<th>Region</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>AFRICA</td>
<td>26%</td>
</tr>
<tr>
<td>ASIA</td>
<td>33%</td>
</tr>
<tr>
<td>EUROPE</td>
<td>13%</td>
</tr>
<tr>
<td>NORTH AMERICA</td>
<td>1%</td>
</tr>
<tr>
<td>SOUTH AMERICA</td>
<td>24%</td>
</tr>
<tr>
<td>OCEANIA</td>
<td>3%</td>
</tr>
</tbody>
</table>

89 Countries Total 1,736 MBA Students 487 International Projects
IBD Quick Facts

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 Candidare,  
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
“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, Gios, Finland

“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

“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

“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

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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

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 EWMBBA 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.

For more information or to contact us visit www.haas.berkeley.edu/ibd