International Business Development (IBD) is a management consulting program offered through the 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.

International Business Development Program
Haas School of Business
University of California, Berkeley
1-510-643-1048
www.haas.berkeley.edu/ibd

WHERE WE WORK

IBD Projects from 1992-2018

<table>
<thead>
<tr>
<th>Region</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>AFRICA</td>
<td>27%</td>
</tr>
<tr>
<td>ASIA</td>
<td>34%</td>
</tr>
<tr>
<td>EUROPE</td>
<td>12%</td>
</tr>
<tr>
<td>NORTH AMERICA</td>
<td>1%</td>
</tr>
<tr>
<td>SOUTH AMERICA</td>
<td>23%</td>
</tr>
<tr>
<td>OCEANIA</td>
<td>3%</td>
</tr>
</tbody>
</table>

89 Countries
1,647 MBA Students
468 International Projects
**IBD Quick Facts**

- IBD is Berkeley Haas’ flagship experiential learning course that focuses on international consulting.

- IBD Teams are comprised of MBA Students that have, on average, five to eight years of professional work experience.

- IBD Teams spend several months at UC Berkeley engaged in their projects, working directly with their client organizations, culminating in two or three weeks in their project countries.

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

“IBD Teams deliver excellent value to client organizations by providing fresh perspectives and proposing effective solutions to business challenges. The IBD program helps develop innovative leaders who have the vision and business management skills to put new ideas into action in a global setting.”

Frank Schultz, Ph.D
IBD Faculty Director

**What We Do**

Market Strategy
Innovative Business Plans
Strategic Plans
Feasibility Studies
Sustainability Studies
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, Berkeley Haas Dean

“I love being a part of IBD because I am really learning by doing, which is incredible -- and we are working on real tangible work that contributes to the value of an organization.”

SARAH EVANS
2017 Team Lead for Seva Foundation

“The IBD team came in and impressed all of our staff with their energy, enthusiasm, curiosity, professionalism and hard work. The team delivered a truly impressive final presentation and findings that will play a crucial role for us as we continue to develop our innovation program.”

GABRIELLE GUNNEBERG
2017 Client
Director of Communications and International Relations for Civil Rights Defenders

IBD Timeline

SEPTEMBER
Start of Fall Semester, IBD Conference, and request for Spring IBD Client Applications

JANUARY
Spring IBD Program starts with Student Team Leads and Project Launch

MAY
Spring IBD Students go in-country for 3 weeks. Summer IBD course begins

NOVEMBER
Spring IBD Applications accepted and reviewed with clients

MARCH
Spring IBD Student Teams form and all 5 Team Members work with clients. Summer IBD Client Applications accepted

JULY
Summer IBD Students go in-country for 2 weeks
Berkeley Haas Highlights

Second Oldest Business School in the US

Founded in 1898 and renamed the Haas School of Business in 1986

2,200 Students in 6 Degree Programs

39,000 Alumni in 94 countries

Our 4 Defining Principles

- Question the Status Quo
- Confidence without Attitude
- Students Always
- Beyond Yourself

Location

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

How Berkeley Haas Ranks

Full Time MBA Program

- #7 in US

Full Time MBA Program

U.S. NEWS & WORLD REPORT

Evening & Weekend MBA Program

U.S. NEWS & WORLD REPORT

Best Business Schools for an International MBA

U.S. NEWS & WORLD REPORT

#1

#7

#1

#4