



MBA INTERNATIONAL PROGRAM 2025/26

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Program Goals

The MBA International Program at the Gilford Glazer Faculty of Management at Ben-Gurion University of the Negev allows students from all over the world to earn their MBA in Beer Sheva, the fastest growing Hi-Tech Hub in Israel, the "Start-Up Nation."

Our key goal is to offer advanced English-taught master's studies, facilitating international students and faculty to engage in enriching educational endeavors. This initiative significantly enhances the faculty's global academic presence and impact.

Learning Methodology

At its core, the program confers a master's degree in business administration, underpinned by a practical culminating project. This project unfolds through a collaborative endeavor with an established entity versed in fostering and advancing the entrepreneurial ecosystem within Be'er Sheva. By seamlessly integrating hands-on curriculum with corporate leadership teachings, the program aligns itself with the esteemed standards of prominent international business management courses, both within Israel and globally.

Curriculum and Faculty

Our program length is 12 months, starting in October 2025 and ending in October 2026. The program is made up of three consecutive semesters: Fall Semester, Spring Semester, and Summer Semester. In each semester, students learn twice a week, on Thursdays between 14:00 - 20:00 and Fridays between 8:00 - 14:00.

The program is a closed program – the courses are only offered to the program's students.

The curriculum is comprised of eight business core courses: Marketing, Strategy, Finance, Economics, Project Management, Behavioral Science, Accounting, and Generative AI. Additionally, the program features the Entrepreneurship Masterclass, workshops, and advanced courses.



Teaching staff includes faculty members from the Management department, distinguished instructors from global universities, and experts from Israel and abroad. This ensures exposure to global insights and connection to a worldwide network of experts.

Note that changes in the course list and their scheduling may occur according to decisions of the Academic Teaching Committees.

In 2026, the curriculum includes an annual applied project, spanning two semesters, integrating case studies, simulations, and innovative teaching methods.

Annual Practical Project

Our Entrepreneurship Masterclass gives students the tools to dive deep into the practical aspects of business through an applied project. This year we are partnering with BGN, the tech-transfer company of Ben-Gurion University of the Negev. We are taking pre-existing technology created at BGU, and turning these technologies into real-world start-ups. Working with University IP is a unique and integrative way to connect our students to BGU and the Negev region. The Negev is a location known for its constant growth and wealth of new opportunities, especially in the field of high-tech.

The Masterclass is a hands-on course that allows students to apply theoretical concepts to real-world scenarios, solving complex challenges businesses face today. This course is taught by Reuven Ulmanky and Dov Farkash, two industry professionals. They actively participate in mentoring each student through their final projects. This course is introduced in the spring semester and is taught in the summer semester. Moreover, the Masterclass is where entrepreneurs, alumni, and CEOs of Start-Ups in Israel get to guest lecture and share their experiences and give insights on how to have a successful start-up.

At the end of the Masterclass course, each group will present their project to angels, VCs, and investors, providing our students with a platform to showcase their skills and insights. The overarching objective is to ignite innovation, stimulate initiative, and foster creative and pragmatic solutions within their final projects.

In line with this, all fundamental and elective courses essential for comprehending and honing business administration skills will contribute significantly to the students and will be seamlessly integrated into their final projects.

The culminating projects will be showcased at a celebratory event "Demo Day", drawing participants interested in various aspects of the students' projects.

Curriculum structure

Course type	Number of courses	Number of credits
Preparatory courses	2	3
Business core courses	8	24
Advanced courses	2	9
Workshops	3	6
Total of credits		42

Course list

The list of program courses is detailed in the following table:



credits	Course Type	Course name	Course number
Fall Semester – 14 credits			
3	Business Core Course	Accounting for Managers	687.2.1715
3	Business Core Course	Intro to Marketing and Market Research	687.2.1733
3	Advanced Course	Practical Applications of Generative AI for Business	687.2.1739
3	Business Core Course	Behavioral Science for Managers	687.2.1716
2	Workshop	Methodologies in Ideation and Entrepreneurship	687.2.1734
Spring Semester – 12 credits			
3	Business Core Course	Strategy for Managers	687.2.1720
3	Business Core Course	Financial Management	687.2.1718
3	Business Core Course	Economics	687.2.1712
3	Business Core Course	Operations and Project Management	687.2.1719
Summer Semester – 16 credits			
3	Advanced Course	Applied Strategic Analysis	687.2.1728
6	Advanced Course	Entrepreneurship Masterclass – Turning disruptive Ideas into Impactful Ventures	687.2.1736 687.2.1737
3	Workshop	Marketing Simulation	687.2.1721
1	Workshop	International Entrepreneurship	
3	Workshop	The Negev Tech Ecosystem Internship	687.2.1738



**Students in the IMBA program who choose the thesis track will be exempt from two elective courses, completing a total of 54 credit points. The thesis track will require additional coursework in methodology and research and will take either more than one year or more than two days a week, depending on the chosen path.*

Regulations and Guidelines

For further details on regulations and guidelines, please refer to the "Second Degree Studies" section in the Faculty of Management's annual handbook.

Exemption and Recognition in Courses

Exemption - A student who has completed similar courses within the framework of previous studies for a second degree is eligible to apply for an exemption. If granted, they will undertake an alternative course within the curriculum. Both the exemption and the alternative course require approval from the department's Teaching Committee. Recognition - Recognition of credit points will only be granted for a course taught within a second-degree program at an accredited academic institution recognized by the Council for Higher Education (including Ben-Gurion University of the Negev), but not already applied towards a degree, relevant to the department's program in a parallel scope, and with a minimum grade of 70. The maximum number of courses that can be recognized shall not exceed three courses (a total of up to 9 credit points). Recognition requires approval from the Faculty of Management's Teaching Committee.

For a course that has been recognized by the Teaching Committee, a grade of 600 will be reported, indicating "exemption."

The Teaching Committee also approves the recognition of courses within the framework of student exchange programs abroad. The grades assigned by foreign institutions will be recognized on a 0-100 scale, except in cases where a Pass/Fail grade was awarded. In cases where a non-numeric grade is given, the grade will be translated

and adjusted to match Ben-Gurion University of the Negev's grading scale. A student who completes their studies with surplus courses for their degree will deduct the excess from the courses for which recognition was granted, not from the courses studied within the department.