NYU Stern School of Business &
Escola de Administracao de Empresas de Sao Paulo

Doing Business in Brazil
B86.3311.0A

Sao Paulo, Brazil
January 2-14, 2011
**Dates**
- Monday, November 29, 2011 (5:00-5:45 p.m.)
  - Mandatory Pre-Departure Class Session at Stern
- Sunday, January 2 through Friday, January 14, 2011
  - 12-day program, including 8 days of academia and 5 days of optional non-academic programming (and 3 free days)

**Course Description**

**Course Requirements**
- Stern Pre-Departure meeting attendance
- Attendance to all lectures, presentations and site visits in X during the academic program.
- Active participation in class debates and cases. *Students are expected to be prepared for each activity and participate in all discussions. Active and thoughtful participation is an essential and integral part of your performance appraisal.*
- Complete course deliverables

**Grading**
Professors will grade the students based on the following (*course distribution is an example)*:
- 40% pre-trip project assignment
- 40% final group project – 6-page paper
- 20% class participation

*Attendance is required to all mandatory sessions noted on the final Course Schedule.*

DBi courses are developed by Stern in collaboration with the partner school. As such, DBi courses follow the same grading policies of all Stern courses. Letter grades are given and recorded on the student’s Stern transcript. The final grade is calculated into the Stern GPA. All course requirements stated on the syllabus must be met to receive a passing letter grade. Assignments are graded by the host school faculty. Final credit will be awarded once the official transcript is received from the school abroad.

Students who fail a DBi course will not receive credit and must make up these credits through additional coursework at Stern.

The students’ work will be evaluated based on the following. *This one is listed as an example*:

<table>
<thead>
<tr>
<th>Grade</th>
<th>Grade Point</th>
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<tbody>
<tr>
<td>A</td>
<td>4</td>
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<tr>
<td>A-</td>
<td>3.7</td>
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<tr>
<td>B+</td>
<td>3.3</td>
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<tr>
<td>B</td>
<td>3.0</td>
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<tr>
<td>B-</td>
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<td>C+</td>
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<tr>
<td>C</td>
<td>2.0</td>
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<tr>
<td>C-</td>
<td>1.7</td>
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Attendance at all required events: Please be advised that attendance is mandatory at all classroom lectures and corporate visits. Not attending a required session will result in a failing grade.

Mandatory Pre-Departure Class Session
A mandatory pre-departure class session will be held on Day, Month, Date, Year from 5:00-5:45PM at Stern in KMC X to meet in study groups, review logistics, and discuss pre-trip work. Room for session will be emailed to enrolled students prior to date. Students that are unable to attend the pre-departure meeting will not be permitted to participate in the DBi Brazil program.

Course Deliverables
Assignments, final presentations, and final projects are currently being developed.

If there is a pre-trip assignment, groups will email their work to the DBi Brazil course director and MBA International Programs (intl@stern.nyu.edu) by .

Academic and Classroom Information

Course Materials
Materials will consist of articles and case studies which will be provided to students either in advance of the course start date or upon arrival.

Study Groups
Study groups and any pre-trip assignment topics will be pre-assigned in groups of 4-6 students (at the discretion of the Partner School) before Month Year Pre-Departure Meeting.

Laptop and Wireless Handheld Devices Policy
While students are encouraged to bring their laptops to work on their presentation, laptops are not allowed in the classrooms. Wireless Handheld Devices (Blackberry, Palm, Cell Phones, etc.) are not permitted in the classrooms. Please respect the professors and the partner school by adhering to this policy.

Honor code/Code of Conduct
It is a requirement that students adhere to the MBA Honor Code and Code of Conduct. Every student is obligated to report to the Academic Affairs administrator in charge on the DBi program any suspected violation of the code that he or she has observed. Code of Conduct violations will be reported to and handled by the MBA Judiciary Committee upon return to Stern.

Student with disabilities
If you have a qualified disability and will require academic accommodation during this course, please contact the Moses Center for Students with Disabilities (CSD, 998-4980) and provide MBA International Programs with a letter from them verifying your registration and outlining the
accommodations they recommend. If you will need to take an exam at the CSD, you must submit a completed Exam Accommodations Form to them at least one week prior to the scheduled exam time to be guaranteed accommodation.

Please Review All DBI Program Policies
Please review all of the DBI Program policies and procedures posted online at the MBA International Programs’ website at:
http://www.stern.nyu.edu/mba/international/DBI_Program/DBI_Overview.htm

Cost Breakdown

Costs for Program
1. Stern tuition for 3 Credits
2. DBI Program Fee for Brazil = $2200
   Includes:
   ● Partner School expenses
   ● Accommodation with breakfast for 13 nights (list occupancy)
   ● 1 Corporate visit with transportation
   ● 3 group trips with transportation
   ● 2 group dinners
   ● Course materials distributed by Partner School
3. Additional Expenses to be Covered by Student (EXCLUDED from DBI Program Fee)
   ● Airfare
   ● Transport to/from airports
   ● 13 lunches
   ● 11 dinners
   ● Public transportation fare (unless otherwise noted)
   ● Entertainment
   ● Personal expenses

Accommodations
Lodging and breakfast is included in the DBI program fee. Student accommodation will be at X, in single or double accommodation. Amenities are usually listed. Lodging is for arrival on Sunday, January 2, 2011 and for departure on the morning of Saturday, January 15, 2011. Accommodation details are provided at the following website:

Meals
Breakfast is provided by the hotel and included in the DBI program fee. There are 13 breakfasts included. All lunches and other dinners are on your own and are not included in the DBI program fee. Other meals are readily available for students to buy in the surrounding area.

Group Events
Fees and transportation for the city tour and cultural excursions are included in the DBI program fee.
Travel Information

Transportation to/from Host City
Students must arrange and pay for their transportation to/from City, Country and to/from the airport. Students must arrive at the hotel on Sunday, January 2, 2011 and plan to depart from the program on the morning of on Saturday, January 15, 2011. Students are free to travel independently before or after the course at their own expense.

- To Corporate Visits: Transportation to and from all corporate presentations is included in the DBI program fee.
- To Group Events: Group program activities include transportation, and it is included in the DBI program fee.
- To Personal Activities: Not included in the DBI program fee. At student’s expense.

Visa
A tourist visa will be required. Please check website for details on the Visa application process. http://www.visatobrazil.com/tourist.html

International Students
International students must contact OISS regarding their travel plans and must attend an OISS “Travel Workshop.” Also, visit the OISS website “Immigration & Employment”: http://www.nyu.edu/osl/oiss/immigrationEmploy/travelInstructions.html

Questions
MBA International Programs
intl@stern.nyu.edu
KMC 6-120

Telephone: (212) 998-0771
Fax: (212) 995-4606

Office Hours:
Monday - Friday: 9:00 a.m. – 5:00 p.m.

Walk-in Hours:
Monday – Thursday: 12:00 – 1:00 p.m.; 4:00 – 5:00 p.m.
Appointments: 24 hour in advance
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<thead>
<tr>
<th></th>
<th>Sunday, January 2</th>
<th>Monday, January 3</th>
<th>Tuesday, January 4</th>
<th>Wednesday, January 5</th>
<th>Thursday, January 6</th>
<th>Friday, January 7</th>
<th>Saturday, January 8</th>
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</thead>
<tbody>
<tr>
<td><strong>Morning Session</strong>&lt;br&gt;(Please indicate times)</td>
<td>Students arrive at accommodations</td>
<td>Lecture Title Faculty Speaker</td>
<td>Lecture Title Faculty Speaker</td>
<td>Independent Project work</td>
<td>Lecture Title Faculty Speaker</td>
<td>Lecture Title Faculty Speaker</td>
<td>Free day</td>
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<td><strong>Afternoon Session</strong>&lt;br&gt;(Please indicate times)</td>
<td>City Tour</td>
<td>Lecture Title Faculty Speaker</td>
<td>Lecture Title Faculty Speaker</td>
<td>Independent Project work</td>
<td>Corporate Visit: TBA</td>
<td>Optional visit/tour (transport included)</td>
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<td><strong>Evening</strong>&lt;br&gt;(Please indicate times)</td>
<td>Mandatory Orientation/Welcome</td>
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<td>Sunday, January 9</td>
<td>Monday, January 10</td>
<td>Tuesday, January 11</td>
<td>Wednesday, January 12</td>
<td>Thursday, January 13</td>
<td>Friday, January 14</td>
<td>Saturday, January 15</td>
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<tr>
<td><strong>Morning Session</strong>&lt;br&gt;(Please indicate times)</td>
<td>FREE DAY</td>
<td>Lecture Title Faculty Speaker</td>
<td>Lecture Title Faculty Speaker</td>
<td>Lecture Title Faculty Speaker</td>
<td>Project presentations Academic Director</td>
<td>Departure from School – Independent travel in Brazil or back to New York.</td>
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<tr>
<td><strong>Afternoon Session</strong>&lt;br&gt;(Please indicate times)</td>
<td>Free Day</td>
<td>Lecture Title Faculty Speaker</td>
<td>Independent Project work</td>
<td>Lecture Title Faculty Speaker</td>
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<td><strong>Evening</strong>&lt;br&gt;(Please indicate times)</td>
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<td>Cultural Event: TBA</td>
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<td>Farewell dinner (6pm)</td>
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**Color Key:**
- **Academic Lecture** = Mandatory (33 hrs.)
- **Social/Cultural** = Optional
- **Assignment Due** = Mandatory