

## Description of Courses

---

### **BAF501 Corporate Finance**

**3:0:3**

This course is designed to provide a conceptual framework for understanding the field of corporate finance. The issues addressed in this course include time value of money, relation between risk and return, capital budgeting, capital structure, dividend policy and corporate governance. This course will emphasize the logical structure of various theories and empirical evidence on them.

### **BAF502 Financial Accounting**

**3:0:3**

This course covers basic concepts of accounting and its role in the capital market. The topics include accounting process, meanings and interpretation of financial statements, understanding of financial statement items, basics of financial statement analysis, and investment and loan decision using accounting information.

### **BIZ501 Managerial Economics**

**3:0:3**

Microeconomics provides a useful way of thinking for managers. This course introduces students to the basics of microeconomics, emphasizing applications of microeconomics to managerial problems.

### **BIZ508 Leadership and Organization Management**

**3:0:3**

This course aims to understand theoretical concepts/frameworks and find managerial implications in the field of Organizational Behavior. This course will expose students to approaches and processes that can help in effectively leading and managing others in organizations.

### **BIZ509 Strategic Management**

**3:0:3**

This course introduces concepts, theories, approaches and analytical models associated with the process of strategy formation and implementation in profit-seeking organizations. It also provides opportunities to make strategic analyses and to make decisions for strategic issues of real organizations through participation in class discussions and performing group term projects.

### **BIZ510 Entrepreneurship and Innovative Startups**

**3:0:3**

This course deals with the essence and characteristics of entrepreneurship and founding an innovative startup venture. In addition, the entrepreneurial management approach required in innovative startups will be discussed. Students are required to prepare a business plan for an innovative business to acquire practical experiences.

### **BIZ512 Managing Venture Growth**

**3:0:3**

This course deals with central issues associated with managing sustainable growth as start-ups grow over time. A specific emphasis in this course is placed upon how start-ups manage financial, human

and social capital and how they identify opportunities and challenges within a given industry and formulate a successful entry strategy. In doing so, this course will help students to understand how to develop organizational practices, systems and culture, and thus ultimately achieve competitive advantage.

**BIZ513 Lean Startup**

**3:0:3**

The purpose of this course is to help you understand and implement a social venture founding process. This course will identify the top priorities for social ventures to grow as a sustainable company through the introduction of <Lean Startup> strategy. It enables us to grow social ventures that achieve social value and customer value.

**BIZ526 Social Entrepreneurship**

**3:0:3**

This course deals with entrepreneurship and the issues faced by the entrepreneurial managers who pursue the opportunity and create values. Characteristics and drivers of social entrepreneurship and needed capabilities for social entrepreneurs will be discussed in the class and the field.

**BIZ527 Analyzing Social Issues and Developing Mission**

**3:0:3**

This course will explore social issues and social mission for social venture creation. A variety of social issues will be analyzed for in-depth discussion and students are requested to develop their own social venture opportunities and mission. Special lectures on methodologies will be delivered by a number of specialists.

**BIZ528 Impact Venture Business Model**

**3:0:3**

This purpose of this course is to understand social venture start-up creation processes and business models, and to develop & analyze success cases of social entrepreneurs & social ventures. Through this course, students can design their business models and benchmark success stories.

**BIZ529 Social Economy and Policy**

**3:0:3**

In this course, you will learn the concept and meaning of the social economy for a general understanding of the social economy. In addition, they learn about individual subjects of the social economy and the current status of the social economy by country. Basic theories and examples of social enterprises, cooperatives, social finance, and regional economic development will be discussed. This course also covers basic economic and policy theories and methodologies.

**BIZ537 Green Business Theory**

**3:0:3**

This course deals with green business issues for each business disciplines by identifying the research issues and methodologies, and studies case analysis. Thus this course is the milestone course for the following courses in green business. The subjects include green marketing, green strategies, green finance, green accounting, carbon finance, green value chain, green IT, green technology management, green venture and so forth.

**BIZ538 Green Technologies and Green Industries** **3:0:3**

The purpose of this course is to understand energy and environmental technologies for climate change and explore business opportunities. It covers the technologies for renewable energy, energy saving, carbon capture and storage, and safe nuclear energy.

**BIZ539 Energy and Environment Economics** **3:0:3**

This course is devised to discuss economical issues in energy and environmental problems. Particularly, it introduces current issues in energy market, tradable permit system, power market, and environmental market.

**BIZ558 Marketing** **3:0:3**

The objective this course are to : (1) Provide you with an understanding of the marketing problems faced by managers. (2) Equip you with the conceptual frameworks and analytical tools required for marketing products and services. (3) Enhance your skills to identify crucial marketing issues and make logical decisions to solve the issues. (4) Provide you with opportunities to understand marketing tools correctly and to apply them in realistic situation by analyzing marketing cases.

**BIZ573 Supply Chain Management** **3:0:3**

The primary objective of this course is to teach MBA students strategic issues in operations and supply chain management (SCM), which top managers in service as well as manufacturing industries must understand, in order to maximize value creation.

**BIZ581 Business Analytics** **3:0:3**

In this course, we will focus on the highly dynamic business analytics fields to a number of relatively invariant disciplinary perspectives: understanding the role and potential contribution of business analytics in organizations is critical as it helps managers make informed decisions about its successful deployment and use. You will be given a series of frameworks that can be applied to analyze the opportunities and risks associated with business analytics applications used in organizations.

**BIZ608 Technology and Industry Analysis** **3:0:3**

This is the course to review new developments in technology that may disrupt many industries. Based on the characteristics of technology, students learn and discuss how technology can change a particular industry of their choice in depth. Students should gain industry specific knowledges and develop critical insight and ability to foreseen the future of the industry.

**BIZ610 Venture Capital** **3:0:3**

This course is about understanding the market for financing new entrepreneurial ventures mainly through venture capital. The course is appropriate for students interested in gaining a broader view of the financing landscape for young innovative startups. Also, invited venture capitalists and

entrepreneurs will discuss their experiences and issues they faced in practice.

**BIZ626 Social Economy & Korea's Development Experience** **1.5:0:1.5**

In this Course, the economic and social development experience of Korea from the 1960s to the present will be learned. Specifically, the process and performance of five-year economic & social development plans will be introduced. In addition, the future strategy of the developing countries will be discussed.

**BIZ530 Customer Problem and Solution Validation for Impact Ventures** **3:0:3**

This course deals with entrepreneurship and the issues faced by the entrepreneurial managers who pursue the opportunity and create values. Characteristics and drivers of social entrepreneurship and needed capabilities for social entrepreneurs will be discussed in the class and the field.

**BIZ540 Sustainable Development Policy** **3:0:3**

The global community faces massive environmental, economic and socio-political challenges. To combat these, the Sustainable Development Goals (SDGs) define global priorities and aspirations for the year of 2030. This course discusses the evolution, key concepts and theoretical debates on sustainable development as well as what the roles of diverse actors including private sectors and business play in this field.

**BIZ541 Energy Technologies and Economic Evaluation** **3:0:3**

Various energy conversion technologies and the technology development history will be first reviewed. This will be followed by lectures to make students understand and apply basic principles of thermodynamics relevant to the technology evaluation and important concepts used for the economic analysis.

**BIZ542 Energy Industries and R&D Policy** **3:0:3**

This course introduces students to the major concepts, issues, and problems of energy industries and R&D policy. Starting with energy technologies forming the bedrock of the energy system, the course examines various ways in which energy industries have evolved with grand challenges of climate change and sustainability. A comparative analysis of energy R&D across world regions and countries is also provided for students to critically analyze Korean energy R&D policy.

**BIZ627 Market Research and Business Model Development in Impact Ventures** **1.5:0:1.5**

This course aims to enhance the market research capability and business model needed for the start-up of social ventures. Based on the theory of market research, various examples and practical exercises is carried out. In order to increase the feasibility of the business model, the hypothesis establishment and verification process is studied.

**BIZ628 Idea Generation Methods in Impact Ventures** **1.5:0:1.5**

This course deals with the process of business idea generation for a social venture creation intensively as

developing the explored social issues and potential business opportunities into the practical business model. Students are requested to generate their own business idea for social venture creation by a cooperative work experience and a collective creativity through the whole networking in class. Various methods for idea generation and exploring business opportunities will be discussed from facilitated workshop.

**BIZ630 Social Enterprises and Regional Development**

**1.5:0:1.5**

This course aims to understand the realities related to the collapse of the local economy and to learn various methods necessary to overcome them. In particular, this course aims to broaden the perspective and approaches of regional economic development by looking at various countries. In addition, we will learn in depth theories about regional economic development policy, community design, and community business, and discuss various cases.

**BIZ631 Business and Society**

**3:0:3**

The importance of Corporate Social Responsibility(CSR) has been increasingly recognized by both business and society. This course provides the theory on social issues and business practice and discusses the related issues to solve the social problems.

**BIZ632 Korean Society and Culture**

**1.5:0:1.5**

This course provides KCB's incoming KOICA students with an introduction to society and culture of Korea. While not specifically academic in contents, this course will offer classroom sessions and field trips.

**BIZ633 Impact Investing**

**1.5:0:1.5**

Impact investing seeks to generate social benefits as well as financial returns. This course is designed to provide theoretical and practical frameworks on whether and how investors, entrepreneurs, managers, and policymakers should effectively incorporate what have traditionally been considered non-financial criteria in their decisions.

**BIZ637 Studies on Green Growth Strategy**

**3:0:3**

The course mainly covers the origins of Korean Green Growth strategies and highlights the lessons learned and futures directions ahead. This class also explores diverse social theories to identify due topos and character of green growth paradigm. Leaders of various fields from academia, policy circles international organizations, business communities and CSOs will also interact with the students to find out ways out with 'compelling' reasoning.

**BIZ638 Climate Change and Green Business**

**3:0:3**

This course studies the green business strategies and managerial decision makings for the era of climate change and energy shortage. Since many students in business school cannot take all the prerequisite courses on green technologies and policies, this course covers the green technologies

and policies in self-contained manner.

**BIZ640 Creating Green Business and Commercialization**

**1.5:0:1.5**

The purpose of this course is to provide ways to venture green technology business. The course examines risk and opportunities in venture companies through various cases.

**BIZ641 Green Business Financial Feasibility Assessment****3:0:3**

This course is designed to understand the whole process of feasibility assessment of green biz, strengthen students' analytic skills, understand diverse green business models and (4) understand the Project Financing and the assessment of project owner and main stakeholder.

**BIZ642 Accounting for Sustainability****1.5:0:1.5**

Stakeholders driven by investors require the integrated reporting of the financial and non-financial information so that they could evaluate the sustainable competitiveness of firms. This course covers the representative global sustainable reporting standards such as GRI and TCFD, along with various related disclosure cases, firms' challenges and their advancements.

**BIZ643 Green Firm Valuation and Social Finance****1.5:0:1.5**

This course is designed to help you to understand the fundamental functions of green firm valuation and social finance. We explore green valuation issues including valuation of green technologies, ESG (Environmental, Social and Governance) issues, and various green firm valuation models. We then explore the issues of social finance including social rate of investment (SROI), socially responsible investment (SRI), impact investment, and social impact bonds.

**BIZ644 Green Fund Investment Strategy****1.5:0:1.5**

This course introduces the relationship between risk and rate of return for green funds and explore the applicability and the efficiency of green fund market. The course covers management techniques of green funds and study theory and application of green funds. In this course, the issue of socially responsible investment is also covered.

**BIZ645 Climate Change and International Collaboration****3:0:3**

This course aims to understand international cooperation system on climate change. Special focus will be given to the formation of GGGI(Global Green Growth Institute), the first full-fledged int'l organization set up by Korean initiative, based upon the strategy of coalition of like-minded countries. We will also seek synergic ways of cooperation among 'green' international bodies including the Green Climate Fund, of which headquarters Korea hosted recently. Students interested in working with int'l organizations are more than welcome.

**BIZ646 Environmental Issues and Policy Analysis****1.5:0:1.5**

This course is devised to discuss policy issues in environmental problems. Particularly, using policy analysis methodology the ability of solving environmental issues will be enhanced.

**BIZ647 Green IT and Smart Grid****3:0:3**

The course teaches basic concepts of Green IT and aims to understand principles and approach refinements in Green IT. Major focus is given to Smart Grid and cover the Smart Grid concept, technologies, applications, trials and business models.

**BIZ648 Introduction to Renewable Energy and Energy Storage Systems** **1.5:0:1.5**

This course explores a set of emerging concepts, technologies, applications and business models in the field of renewable energy and energy storage systems. The class will focus society's present needs and future energy demands, and then focus on alternate energy sources such as solar, wind power, fuel cell energy.

**BIZ649 Carbon Emission Trading Market and Carbon Finance** **1.5:0:1.5**

This course analyze effects of direct and indirect investment in carbon emission trading market. Learn investment strategy in climate change, roles of financial markets, and practice principle theories in carbon financial items.

**BIZ650 Climate Risk Analysis** **1.5:0:1.5**

This course covers recent advanced topics on the concept of climate risks financial and non-financial institutions face and how to analyze the climate impacts on their businesses and financial performances in the long run. It aims to narrow the gaps between climate change scenarios and business scenarios and to develop the methodology knowledge for implementations.

**BIZ651 Green Growth Policy** **3:0:3**

This course covers concept of green growth, the policy options to promote green growth, and methodological issues of assessing socio-economic impacts of green growth policies. The green policy issues are handled with methodology and case analysis.

**BIZ652 Green Transportation** **1.5:0:1.5**

In order to save energies and reduce carbon emission in transportation, green transportation methods in electric vehicles, green ship and green air craft should be developed. In this course, students learn the concept of green transportations and industry trend.

**BIZ653 Green City** **1.5:0:1.5**

City is the major consumer of energy. To save energy and reduce carbon emission within the city, energy saving methods in designing green city and green buildings need to be created. Students will study the concept of green city and green building and the method of waste recycle infrastructure with the perspective of technology and policy.

**BIZ800 Special Topics in Management I** **1.5:0:1.5**

This course covers new practical trends or timely topics in the field of business management.

**BIZ801 Special Topics in Management II** **3:0:3**

This course covers new practical trends or timely topics in the field of business management.



**BIZ803 Field Study in Impact Ventures****1.5:0:1.5**

The course is specifically designed to provide knowledge, experience, and insight essential to managing students' own social enterprise in the future. The course will be conducted either by visiting social enterprises at home and abroad to gain hands-on field experience or by attending global forums or conferences that will give profound inspirations.

**HSS586 Korean1 for graduate international students****3:1:3**

The purpose of this course is to allow foreign students to easily and comfortably live in Korea by learning useful daily expressions and culture. The class format is based on communicative activities, which will allow students to gain Korean knowledge efficiently.

**HSS587 Korean2 for graduate international students****3:1:3**

This course is designed to provide methods by which to get information and express one's opinion in Korean. The class format is based on communicative activities, which will allow students to gain Korean knowledge efficiently.

**HSS589 Korean3 for International Students****3:1:3**

The purpose of this course is to allow foreign students to express their opinions, thoughts and feelings based on their understanding of Korean culture, for their comfort in Korea and good relationships with Korean people. In addition, it can enrich their lives and enhance required Korean ability for working at Korean companies. The class format is based on communicative activities, which will make students attain Korean language proficiency efficiently

**BIZ902 Capstone Project Study****0:9:3**

This is the capstone course for the KAIST MBA program. It enables the second year MBA students to integrate what they have learned from the courses taken for the last three semesters which include diverse management disciplines from marketing, strategy, finance, accounting, to supply chain management and IT.

**BIZ911 Entrepreneurship Lab I: Ideation****0:5:1.5**

The purpose of this course is to create business ideas that can make meaningful contributions to the environment and society. To achieve this purpose, individual mentoring, peer mentoring, workshops, and related seminars are held.

**BIZ912 Entrepreneurship Lab II: Defining Customers and Prototyping****0:5:1.5**

The purpose of this course is to validate a business idea and help students understand whether there will be a market for the product students are about to introduce. In particular, it aims to verify the customer problem hypothesis and solution hypothesis. To achieve this purpose, students are encouraged to develop a minimum viable product or a prototype that can be tested for potential customers.

**BIZ913 Entrepreneurship Lab III: Developing Business Model****0:5:1.5**

This course aims to establish and develop an innovative business model that helps solve environmental and social problems. In particular, the primary goal is to systematically perform an MVP test through which students can obtain customers' feedback before launching products/services in the market. In addition, students learn basics of accounting and finance to evaluate the economic and financial feasibility of the business model they develop.

**BIZ914 Entrepreneurship Lab IV: Scaling Venture****0:5:1.5**

This course aims to help students systematically implement the growth strategy of the business based on the customers' responses after they launch products/services in the market. In particular, students learn OKR, growth hacking and funnel analysis, all of which help grow their business in an efficient way.

**BIZ950 Sustainability Projects****2:3:3**

This project course is designed to address business problems associated with sustainable development with teams of students. It provides learning and consultation experiences on market analysis and strategy development for individual firms, so that they implement sustainable business strategies and advance to global sustainability markets including those of developing economies.

**BIZ951 Green Finance Projects****2:3:3**

This project course is designed to identify and solve green financing issues or missions in organization. It provides students with learning and consultation experiences from the diagnosis of firms' specific green finance tasks and/or challenges to the suggestions for solving the mission of organizations.