A Fletcher education is highly customizable, and each student may decide on a different academic trajectory to suit his or her own professional and academic goals. To get a better sense of how these individual curricular decisions can play out, we asked recent students in their final semester to talk about their goals, their classes, and the decisions made during their Fletcher career. Meet Hannah:

**Pre-Fletcher Experience**

- Several years designing, managing and evaluating international development programs
- Experienced in business and program strategy
- Gender integration specialist
- Interested in social entrepreneurship, impact investing, and private-sector innovation for underserved markets

**Fields of Study**
- International Business
- Development Economics

**Capstone Topic**
- Diffusion of Innovations at the Base of the Pyramid: The case of mobile money in Kenya and India

**Post-Fletcher Professional Goals**
- I’m interested in working with companies that are developing new products and services that can help improve the lives of the poor in developing countries.

**Curriculum Overview**

**Semester One**

- Corporate Finance
- Entrepreneurial Marketing
- Econometrics
- Law and Development

*In my first semester at Fletcher, I dove into the foundational quantitative skills that would serve me well throughout the rest of my coursework. Taking econometrics and corporate finance at the same time was tough, but a great way to kick-start my Fletcher education. Professor Kylander’s entrepreneurial marketing was stimulating and applied, and gave me a chance to be creative with other students. The semester was challenging and well rounded.*

**Semester Two**
My second semester combined many of the topics I came to Fletcher to study: business strategy, new approaches to economic development, cultural elements of development, and applied analytical and communication methods. Some of the overlap allowed me to delve in-depth into new topics such as financial inclusion and mobile money. A highlight of the semester was my project for Field Studies in Global Consulting. I traveled to Tanzania with my team to research the electronic payments landscape, and made recommendations to the company’s Vice Chair on the role MasterCard could play in financial inclusion.

Summer Internship
I worked as a fellow at Start Up India in New Delhi, where I conducted research and informed business strategy for start-up social enterprises in the healthcare and financial services sectors.

Semester Three

- Contemporary South Asia: Entrepreneurial Solutions to Intractable Social and Economic Problems (Harvard Business School)
- Information and Communications Technology for Development
- Business at the Base of the Pyramid (Harvard Business School)
- International Economic Policy Analysis

My second year coursework continued to consolidate around my main interests. I got off campus a bit and took two great classes at the Harvard Business School, both related to innovations in serving low-income markets. International Economic Policy Analysis with Michael Klein was an excellent way to refresh my econometrics knowledge in a practical, applied way. An overall theme of my course choices at Fletcher has been combining business skills and economics topics in the context of applications for international development.

Semester Four

- Gender, Culture and Conflict
- Comparative Politics
- Development Economics: Micro Perspectives
- Behavioral Economics and Public Policy (Harvard Kennedy School)

In my last semester at Fletcher, I’m focusing a lot on my thesis, but also taking four classes. When I visited Fletcher before deciding to enroll, I visited Dyan Mazurana’s Gender, Culture and Conflict class and was blown away by the depth of the content and her dynamic teaching style. This semester I am finally getting to take the class myself, and it’s challenging me to think deeply about the role of gender in society and in conflict. My microeconomics class and behavioral economics class complement each other well. The semester is keeping pace with my others in
helping me see connections among a variety of topics and analytical as prescriptive methodologies.