



## Course Equivalencies for Santiago Chile

Study abroad in Santiago and you will:

- Learn or improve your Spanish through instruction specifically designed for international students and application in the business world
- Learn about Chile's business sector through organizational site visits and case study explorations
- Immerse yourself in Chilean academic and social life through homestays, cultural and co-curricular activities, and CIEE community engagement opportunities

<http://www.ciee.org/study-abroad/chile/santiago/business-culture/>

## Course Description

### CIEE Study Center Syllabi

The CIEE core course and direct enrollment business courses are all taught in English.

### Required Course

#### **Intercultural Business Challenges in Latin America = MGMT 399t**

This course provides an intellectual and experiential forum for examining cultural aspects of Latin American businesses and the Latin American market, as well as common intercultural experiences in the Latin American business sector. Students study and develop the interpersonal and intercultural skills necessary for functioning in unfamiliar, complex, and cross-cultural environments. Students examine theories of culture, cultural development, and negotiation, and through business case studies and skill-building activities, gain valuable insights and skills required for negotiating intercultural business challenges within a Latin American context. The use of case studies, team exercises, and simulations allow students to develop tools for identifying and solving problems, while at the same time learning to identify differences and similarities between their own and other cultures. This course ultimately aims to provide students with an approach that is intellectual, developmental, and experiential, and allows them to negotiate region-specific cultural issues in the business sector and develop interpersonal competence.

## **Universidad de Chile Elective Courses**

### **Advanced Management Control = MGMT 399t**

The students design a model of a management control system applied to an organization that belongs to an attractive industry in Chile. The model must satisfy specific objectives: identify their strategy and relevant relation concepts, design an integral diagnostic with management-control point of view, apply the main management-control tools, and design a specific system control that must be integrated, balanced, coordinated, and consistent with the organization and conditions.

### **Business Finance = FINN 399t**

This course seeks to impart the basic framework of investment decision making under uncertainty and modern portfolio theory. Starting from the Efficient Market Theory (EMT), we develop the theory of the relationship between risk and return of single securities (stocks, bonds, and derivatives) and portfolios of assets, including models such as the CAPM and the APT. We also learn how to apply these tools to create investment strategies and derive measures of performance to test these strategies as well as compare different approaches to modern investment practice. Finally, in an introduction to Behavioral Finance, we explore recent research into deviations from the EMT which have prompted much new research and empirical applications.

### **Corporate Finance = FINN 3603**

This course is intended for students who wish to learn and analyze the concepts and theories of modern corporate finance. It would be particularly relevant for those aspiring to careers in financial management in corporations, banks, or other financial institutions. It builds on the core finance topics covered in Finance I and Finance II. The course includes an in-depth analysis of firms' financing choices and capital structure, valuation of corporate cash flows, institutional and legal aspects of the security issuance process, corporate dividend policy, and stock dividends and splits.

### **Development of Information Systems = ACCT 399t**

The main objective of the course is to introduce students to the basic topics of management control. At the end of the course, students possess a comprehensive vision of the management control area. More specifically, we expect students to understand and be able to face the principal problems that appear when using the different control mechanisms. This is: planning, performance measurements, performance evaluation, incentives diagram, and organizational culture.

### **Economic Policy = ECON 399t**

This course explores the main challenges facing Chile's economy today, as well as the dilemmas and limitations the economy has faced throughout the country's recent history. The course's focus on political economy through an historical context is based on the main theories about Latin America and Chilean economic development, and extensive discussion of evolving economic policies.

**Globalization, Treaties, and Trade Agreements = ECON 399t**

This course explains the consequences stemming from globalized commercial activity on markets and local industries, given the complexity of the international political and economic system, and depending upon the characteristics, diversity, and multiplicity of cultures in which the activity is involved. At the course's conclusion, students are able to assess both the favorable and risky effects that emerge from this activity and understand how to modify the social, cultural, industrial, and local commercial business processes to achieve more beneficial results.

**International Business = MGMT 4583**

This course has the fundamental purpose of allowing students to develop concepts and basic tools for analysis, formulation, and management of strategies of international business as a function of the objectives, opportunities, and restrictions that affect the company.

**Marketing Research = MKTG 3633**

This course examines the foundations of Marketing Research—the study of market information collection and analysis to support marketing decision making. This course is designed so that students can develop an understanding of the role of marketing research in organizations, technical concepts and terminology of marketing research, and marketing research process; acquire an appropriate knowledge of the main data collection and data analysis techniques; and develop the ability to identify the practical applications of marketing research to marketing and managerial decisions

**Resource Allocation and Welfare Economics = ECON 399t**

The main objective is to discuss and define the concepts of individual and social welfare, and the precise conditions that must be satisfied to reach an optimal assignation of the resources to maximize individual and social welfare. How and in what context may these conditions be accomplished within a market economy? What are the difficulties that may come up to prevent obtaining these conditions? Is there a conflict between economic efficiency and social equity? The class reviews an implementation of the theoretical derivations to the Chilean Economy.

**System Auditing = ACCT 499t**

At the end of the course, students are able to identify the different stages that must be considered to make a systems audit. Additionally, they are capable of knowing the main technological risks with which organizations and management are faced when they perform a systems audit.