



Universidad de  
**los Andes**  
SANTIAGO, CHILE



# UANDES BUSINESS EXCHANGE SEMESTER SANTIAGO - CHILE

SEMESTER-LONG  
BUSINESS PROGRAM IN ENGLISH  
JULY - DECEMBER 2019



# PROGRAM OVERVIEW

The UANDES Business Exchange Semester at Universidad de los Andes in Santiago, Chile, offers a unique experience to study business and economics and to learn Spanish in an inspiring academic and cultural environment.

Students will have the opportunity to advance in their undergraduate studies, taking courses in economics, marketing, strategy, human resources, and Spanish as a Foreign Language.

The program is taught by UANDES faculty, and offers a combination of lectures, case studies, peer discussions and panels.

Program participants will:

1. Interact with prestigious faculty
2. Blend with Chilean students in core business courses
3. Understand cultural differences when approaching business issues
4. Build a network of diverse and talented peer
5. Learn or improve Spanish skills
6. Immerse in the Latin American culture
7. Enjoy a modern and scenic campus

## ABOUT OUR SCHOOL OF BUSINESS

Founded in 1992, the School of Business and Economics is ranked within the top 3 leading Business Schools in Chile, according to 2016 National Admissions Test.

- › About 1000 undergraduate students
- › Contents delivered with academic rigor
- › Active learning methodology
- › Research-oriented faculty

## WHY CHILE?

- › Diverse landscapes from desert to glaciers, and ocean to mountains
- › Economic and political stability
- › Affordable cost of living
- › Active social and cultural life
- › Variety of recreational activities
- › Public transportation: Subway, bus, Uber, etc.
- › Good weather



## ACADEMIC PROGRAM

The UANDES BUSINESS EXCHANGE SEMESTER is open for international and Chilean students and is offered every year in the July – December semester.

Students can take the following courses:

- Business Strategy
- Marketing Research
- Latin American Politics
- Human Behavior and Leadership
- Latin American Business and Development
- Spanish for beginners
- Intermediate Spanish

Students with intermediate or advanced Spanish skills also have the possibility of taking courses in Spanish in areas such as Latin American cinema, Latin American culture and identity, business communication, effective communication, among others.

## COURSE DESCRIPTIONS

### BUSINESS STRATEGY

Course Description: This course builds on recent advances in economic theory, in particular, game theory, to study firms' strategic decisions and industry dynamics. The use of an economic framework allows us to formally evaluate how firms implement and execute strategic decisions. This course seeks to build tools to answer questions such as: What allows certain firms in certain industries to succeed (earn positive economic profits) while other firms fail? Why can certain firms sustain their economic profits over long periods of time, while for other firms these profits quickly disappear?

Our focus will be on large strategic decisions that firms face, including entry into new industries, product positioning, firm size and scope, capital investment, etc., rather than more detailed day to day managerial issues. We seek broad principles which can be applied across many firms and markets.

**ECTS Credits: 8**

### MARKETING RESEARCH

Course Description: This course aims to develop students' criteria for assessing the contribution and limitations of market research, and to develop the ability to conduct market research, from defining the problem to the analysis and interpretation of data and the formulation of marketing recommendations.

**ECTS Credits: 8**

“With the UBES courses I ended up having not only an idea of Chile, but also of Mexico, Panama and Brazil”

*Pierpaolo Ricci, Italy*

## **HUMAN BEHAVIOR AND LEADERSHIP**

**Course Description:** The organizations most likely to succeed are those capable of adapting to opportunities and changes in a complex business environment. An organization's capacity to learn and change is closely related to the behavior of its people and how they are managed. Therefore, this course examines how individuals, groups and leaders behave in an organization and how their behavior shapes structural, technological and cultural variables, and the organization's performance. Additionally, this course aims to stimulate the development of effective people management skills.  
ECTS Credits: 4

## **LATIN AMERICAN POLITICS**

**Course Description:** This course seeks to introduce the student to the different and most relevant political processes, institutions and policies adopted in Latin America, to give a general overview of the most important historical events and to understand their explanatory potential for the present political situation.  
ECTS Credits: 4

## **LATIN AMERICAN BUSINESS AND DEVELOPMENT**

**Course Description:** Students taking this course will learn about the social and economic reality of Latin American economies, and in particular of Latin American businesses. We will begin by learning about the current state of thinking on economic growth. We will then discuss the current state of research on social policy, with particular focus on poverty alleviation. We will take a close look at the challenges faced by Latin America's largest economies, studying their economic structure more in depth. We will also provide case studies of Latin American companies, thinking critically about their strengths and weaknesses, and analyzing the challenges they face in an increasingly globalized world. Among other topics, we will study poverty, innovation, financing, trade, crime, corruption, and the rise of new global powers such as China.  
ECTS Credits: 4



## SPANISH AS A FOREIGN LANGUAGE

### a) Spanish for beginners

Students acquire tools for effective communication in everyday contexts of social exchange. The interactive methodology of the course allows students to be able to understand and use basic expressions, incorporate relevant grammatical resources, use sociocultural interaction strategies and apply their knowledge in a real immersion context.

ECTS Credits: 4

### b) Intermediate Spanish

This reinforcement course will help students to identify and practice combined language skills components in order to integrate in an academic and social environment. This course will provide tools to make oral presentations in Spanish, to study a specific topic, and to solve communication problems in real situations. During the semester students will acquire skills for interpersonal communication and proactive strategies for their integration.

ECTS Credits: 4

## PASSING REQUIREMENTS

Attendance requirements are defined by each faculty.

Minimum exam grade to approve: 4.0

Grades in Chile range from 1 to 7.

## COURSES FACTS

English courses:

Semester length: 17 weeks

Courses	Prerequisites	ECTS Credits	Number of sessions per week	Lecture time per week	Student preparation time per week
Business Strategy	Introduction to Economics	8	2	4 hours	8 hours
Marketing Research	Introduction to Marketing	8	2	4 hours	6 hours
Latin American Politics	Intermediate level of Spanish	4	1	3 hours	4 hours
Human Behavior and Leadership	None	4	1	2 hours	3 hours
Latin American Business and Development	Introduction to Economics	4	2	4 hours	2 hours

It's great to communicate in English, share with students from abroad and learn from their experiences.

*Sebastian Calvo, Chile*

# PRACTICAL INFORMATION

## IMPORTANT DATES 2019

Orientation Week: July 24th to 28th

Program Dates: July 22nd to July 26th

## APPLICATION

**Final Application Deadline:** Late April 2019.

Applicants are encouraged to submit their applications as early as possible.

### Documents Required:

- Application form
- Transcript of records
- Motivation letter from student
- Passport photocopy
- One ID size picture
- English certificate level Intermediate B2 (for all non-native English-speaking students)

### Contact for applications

María Ignacia Manzanares - Incoming Mobility Coordinator:

[mimanzanares@uandes.cl](mailto:mimanzanares@uandes.cl)

More information available at [www.uandes.cl/study-in-chile](http://www.uandes.cl/study-in-chile)

## LANGUAGE REQUIREMENTS

**Beginner:** Students with no command of Spanish are welcome to apply if their interest is taking core courses in English, plus a Spanish course.

**Intermediate:** Students who want to combine core courses taught in English with core courses taught in Spanish, should certify Spanish proficiency at an upper-intermediate level. The home University can provide a language certificate for the student, which accredits that the student has done at least four semesters of Spanish or equivalent.



## STUDENT VISA

A student visa is compulsory for students attending this program and must be requested in their home countries before arrival to Chile.

## TUITION

Tuition fees are waived for exchange students nominated by our partner Universities.

Program includes:

- Application procedure
- Course materials
- Tuition for four or five courses, including Spanish
- Student ID with access to library, sports and all campus facilities
- Orientation week and social activities during the semester
- Certificate and Transcript of records

## HOUSING

The International Relations Office can provide information and recommend students a list of housing options or agencies that provide a wide range of alternatives. Students can choose among a variety of options including homestay with Chilean families, residences or shared flats. A Homestay in Chile costs approximately 650 USD per month.

## ORIENTATION ACTIVITIES

UANDES offers an orientation week at the beginning of the semester. It includes cultural trips, campus tour and information about the University, being a good opportunity to meet both international and Chilean Students and the International Office Team.

## IAMIGO PROGRAM

The IAMIGO Program has been developed to help make the transition to UANDES easier for new study abroad & exchange students. Program participants are paired up with a current UANDES student prior to their arrival in Chile. IAMIGOS can help with questions ranging from life at UANDES to weather in Santiago and even what to pack. IAMIGOS are also there to help new students find their way around the campus upon arrival.

## HEALTH INSURANCE

It is a mandatory requirement for students to have medical insurance with international coverage during their stay in Chile.

## CONSIDERATION

Credits earned vary according to the policies of the students' home institution. According to UANDES policy and possible visa requirements, students must maintain full-time enrollment status, as determined by their home institutions during the program. Please note that some courses may have recommended prerequisite courses. It is the student's responsibility to comply with the recommended prerequisites prior to enrolling in a course.

👏 Our buddies are the best. They organize everything for you. If you have any problem you can count on them! 🙌

*Marion Keuschnig, Austria*

# LOCATION

## Santiago City

Santiago, capital of Chile, is a thriving and interesting city. With a population of six million, it offers many attractions and activities. You will find a modern city with a state-of-the-art buildings, subway and museums. Santiago also offers you the possibility to be part of a community that enjoys celebrating its national traditions and other outdoor activities.

During July and August, you might enjoy the ski centers located 40 minutes from our Campus. In September you might join the Chilean national festivities such as Chilean rodeo and many typical festivals and celebrations. November and December have a spring season that will rejoice your spirit.

## Weather

Santiago has a Mediterranean climate with four well-defined seasons. The weather is comparable to central and southern California, but in opposite seasons.

## Our Campus

Located in the northeast side of Santiago de Chile, the 128-acre University Campus combines modern infrastructure with green areas where students can find all they need for learning, research, sports and extracurricular activities.



# CONTACT



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