ABOUT IAE BUSINESS SCHOOL

Business men and women have transformed their lives at IAE since 1978. 28 years ago the school was included as an academic unit of Austral University.

Today IAE is the only business school in Argentina with the “triple crown” – (accreditation from AACSB, AMBA, EQUIS).

Our Alumni Association offers a network of more than 16,000 graduates who continue their relationship with the School, taking advantage of the positive impact it has had on their lives.

IAE offers Senior Management Programs, tailor made Programs for Companies, Executive MBA Programs and Full-Time MBA Program. All IAE Programs share the goal of designing an environment in which students can expand their perspectives, develop managerial skills and search for meaning in their challenges. This purpose is achieved through curricula that balance the fundamentals of management and cutting edge knowledge with a strongly personalised delivery. Innovation in pedagogical materials and class delivery formats is the highlight of the IAE transformational experience.

LOCATION
BUENOS AIRES, ARGENTINA

FACULTY PROFILE

CONSULTING 80%
EXECUTIVE PROFESSIONAL EXPERIENCE 77%
INTERNATIONAL ACADEMIC EDUCATION 72%

MBA PROFILE

AVERAGE AGE 28 YEARS
AVERAGE WORK EXPERIENCE 5 YEARS
PLACE OF RESIDENCE
FOREIGN 40%
BS. AS. (CABA + GBA) 30%
INTERIOR 30%

GENDER
♀ 35%
♂ 65%
MBA FULL-TIME FOCUSED ON:

- Career Development in Emerging Markets
- Innovation and Entrepreneurship in Uncertain Environments

MBA PROGRAM

EXCHANGE WELCOME PERIOD

MODULES 1-2-3
CORE COURSES:
Essential tools for running a Company.

(February to July)

MODULES 4-5
EXTENSION & IMPLEMENTATION:
Value added knowledge to be able to overcome the challenges of being a Corporate Manager. Consulting and Entrepreneurship.

(August to November)

LIST OF COURSES
(WITH ITS DESCRIPTION, NUMBER OF CLASS HOURS AND CREDITS)

Please, see academic calendar attached.

NUMBER OF WORKLOAD PER UNIT

3.5 contact hours per class + additional time for individual and group study.

LANGUAGE OF INSTRUCTION

MBA FULL-TIME COURSES
100%
FULL ENGLISH

ELECTIVE COURSES
40% 60%
ENGLISH SPANISH

LANGUAGE REQUIREMENT

Full-Time MBA is full English, that is why it is required that all our students are proficient in English language (TOEFL, IELTS or similar).
If you would like additional support on improving your English or Spanish skills please let us know in advance so that we can explore possibilities to assist.

You can attend as many courses as you wish. This means that you can attend the whole 4th module, the whole 5th module, both or only the courses you are interested in from modules 4 and 5.

The following documents are needed to enroll as an exchange student:

- **Copy of your TOEFL/IELTS score or a letter from your home institution if the program is taught in English.**
- **Letter of Endorsement from your Institution.**
- **Copy of your health insurance that will cover during your stay in Argentina.**
- **Copy of front page of your Passport.**

**HEALTH INSURANCE**

IAE Business School requires that all exchange students are covered by a health insurance. Coverage must include: medical diagnosis and treatment, preventive medicine, hospitalization, surgery and transplants, dental care, first aid and transportation to a hospital or clinic, medical equipment and appliances, treatment of chronic diseases, paramedical services and repatriation of mortal remains.

The insurance must be obtained prior to arrival in Argentina and must be valid from the first to the last day of the exchange.

IAE recommends a local health insurance, for practical purposes. It suggests the plan provided by William Hope, because it does not have any deductibles or copayments, and all medical costs are included in the monthly fee. The monthly cost for 2019 is: **U$D 118 (per month) if you stay 2 months, U$D 104 (per month) if you stay 3 months and U$D 78 (per month) if you stay 4 months or more.**

For questions about the plan, please contact Fernando Ceccardi: fernando_ceccardi@whope.com.ar.

To obtain the insurance, please complete this form.

Exchange students who fail to show proof of an adequate health insurance by the first week of classes will not be allowed to attend any class at the School.

**DOCUMENTS YOU MUST SUBMIT WHEN APPLYING:**

- Emergency Information
- Health Insurance
- Health Responsibility
- Waiver

For details on the coverage, please, see this [video].
OVERALL COST OF LIVING

USD 700 per month (including housing)

HOUSING OPTIONS

All exchange students are responsible for finding their own housing for the duration of their stay at IAE. For housing, independently owned, within close distance from IAE Campus, please, check the list below:

HOUSING AVERAGE

USD 350 PER MONTH

CASA CAMPUS ARAUCARIAS

casacampus.com/es
+54 9 11 2264 1788

CAMPUS VISTA

campusvista.com.ar
+54 9 11 5145 3424

APARTAMENTOS DEL CAMPUS

+54 9 11 4145 4213

ROOM IN COUNTRY “LA DELFINA”

+54 9 11 4938 6599

More information: rojeda@iae.edu.ar

VISAS

We recommend to visit the closest consulate for further information. You may have an implied visa, otherwise you will need a Tourist visa (up to 90 days) or a Student visa (more than 90 days).

SERVICES ON CAMPUS

As an exchange or visiting student, you may take advantage of the following services

INDIVIDUAL CAREER COACHING

Unlimited access to consultation and coaching with Career Advisor, generally focused on resume preparation and overall career strategy.

CARRER SERVICES LIBRARY

Unrestricted access to all materials on loan or to reserve at IAE. A complete array of up-to-date resources is maintained in the library for all students to use.

ATM ON CAMPUS

DINNING ROOM ON CAMPUS

For more information Please contact our Exchange Program Coordinator: Rosario Ojeda. Email: rojeda@iae.edu.ar - Phone number: +54 230 4481168
With a population of over 10 million, Buenos Aires and its suburbs feature endless displays of culture and entertainment. Argentina’s capital city provides an exciting and Cosmopolitan setting.

Buenos Aires is quickly becoming a leading example of Latin America’s steady growth and development, as the region heads towards a prosperous future. Once known as “South America’s Paris”, this vibrant city often strikes visitors as reminiscent of Cosmopolitan European capitals, with its elegant residential neighborhoods, beautiful parks and wide boulevards.

Latin America, an ever-growing and emerging market, is facing important development challenges. The region will have to learn how to fight social inequality in order to combine both economic and social growth in order to rise to the position of a new major player in the global economy.

Take a look to this webpage for international students in Argentina: turismojoven.buenosaires.gob.ar/en
You will find everything you need to know to come to Buenos Aires!

#1 – QS: Best LATAM destination to study.
<table>
<thead>
<tr>
<th>Course</th>
<th>Description</th>
<th>Language</th>
<th>Blocks</th>
<th>Credits</th>
<th>ECTS</th>
<th>Dates</th>
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</thead>
<tbody>
<tr>
<td><strong>FINANCIAL ACCOUNTING</strong></td>
<td>Shows student how to elaborate and understand accounting and financial information used by companies. Its objective is for students to develop the capability of analysis accounting and financial statements in order to improve the decision-making process. At the beginning, it focuses on operating and profit/loss statement. Then, it studies treasury budgets, cash flows generated by operations, source and application of funds, analysis and development of accounting policies.</td>
<td>English</td>
<td>8 blocks (28 hours)</td>
<td>2</td>
<td>4</td>
<td>Feb-Mar</td>
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<tr>
<td><strong>PROJECTS &amp; OPERATIONS MANAGEMENT</strong></td>
<td>This course develops necessary knowledge and skills to describe, understand and analyse operating systems. It describes the sequence of activities and analyses major operating variables: capacity, flexibility, lead times, inventories, conflicting solution, planning and control in operations. Through the analysis of the skills needed to manage efficiently the process by which inputs like materials, labour force or machines are transformed into competitive goods or services.</td>
<td>English</td>
<td>7 blocks (24.5 hours)</td>
<td>2</td>
<td>4</td>
<td>Feb-Mar</td>
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<tr>
<td><strong>DECISION MAKING</strong></td>
<td>In this course, students are shown when and how to use techniques of quantitative analysis to solve practical business problems. They study and apply a broad variety of decision-making methodologies. To real situations, integrating uncertainty and risk analysis.</td>
<td>English</td>
<td>6 blocks (21 hours)</td>
<td>2</td>
<td>4</td>
<td>Feb-Mar</td>
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<tr>
<td><strong>MARKETING ANALYSIS</strong></td>
<td>The course guides participants in commercial decision making under the management’s perspective. It analyses marketing decisions and their relation with other functional areas of the company. In that sense, it covers conceptual structures and analytical tools used in commercial practices and their application to business reality. It analyses the decision-making on market selection, product design, price strategies, communications and distribution channels, and sales force.</td>
<td>English</td>
<td>8 blocks (28 hours)</td>
<td>2</td>
<td>4</td>
<td>Feb-Mar</td>
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<tr>
<td><strong>ORGANIZATIONAL BEHAVIOUR</strong></td>
<td>The course focuses in the individual and is relationship with others within the company framework. It starts to study the individual behaviour, motivations and the phenomenon of human communication and interaction with the purpose of learning about the dynamics of the work in-group, its roles and functions. Then, it centres in the personal self-knowledge for the identification and improvement of skills regarding interpersonal relationships and leadership. Finally, it tries to guide students to manage their own development in both professional and personal spheres, working in the analysis of paradigms and their impact in the learning potential.</td>
<td>English</td>
<td>5 blocks (17.5 hours)</td>
<td>1</td>
<td>2</td>
<td>Feb-Mar</td>
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<tr>
<td><strong>TEAM BUILDING</strong></td>
<td>The Team Building course is designed to help students acquire a critical skill in today’s organizations: speeding up the process through which teams mature and reach their ‘performing’ stage. The course is taught in parallel with the Organizational Behavior course, which focuses on the characteristics and effectiveness of human behavior in organizations. The Team Building course combines individual, group and organizational perspectives, and builds on theories from traditional social sciences such as sociology, psychology, economics, and political science.</td>
<td>English</td>
<td>5 blocks (17.5 hours)</td>
<td>1</td>
<td>2</td>
<td>Feb-Mar</td>
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<tr>
<td>MANAGING IN THE CONTEMPORARY BUSINESS ENVIRONMENT</td>
<td>The main objective of this course is to situate participants in the essential characteristics of the business world’s environment, its historical perspective and managerial task features. The phenomenon of the modern enterprises, the relationship between management and other disciplines, worldwide socio-economic trends as well as world, regional and Argentine historical perspectives make up the basic benchmarking framework to carry out the analysis of business situations in different areas of study.</td>
<td>English</td>
<td>7 blocks (24.5 hours)</td>
<td>2</td>
<td>4</td>
<td>24 Apr-28 May</td>
</tr>
<tr>
<td>MANAGERIAL ACCOUNTING FOR ECONOMIC DECISION MAKING</td>
<td>The use of accounting as a database for structuring a modern information system in companies is the main objective of this course. It is divided into two clearly differentiated parts. Costs Accounting for decision making and Accounting per Responsible Individual for management control. Starting from the most basic concepts of fixed, variable, differential and unaltered costs as well as from those of benefit centres and others, they will reach the pose global schemes that let lay the foundations for the use of such tools in modern management systems.</td>
<td>English</td>
<td>9 blocks (31.5 hours)</td>
<td>3</td>
<td>6</td>
<td>Apr-May</td>
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<tr>
<td>ECONOMIC ENVIRONMENT</td>
<td>The course introduces a conceptual scheme to analyse several aspects of the socio-economic environment from the view of a top manager. Using the Argentine economic reality as a unit of analysis, students are introduced to the discussion of macro-economic variables and oriented towards international economics in order to understand the economic situation and market trends. It also presents conceptual elements of microeconomics addressed to lay foundations for company’s decision-making. Through the case method, it studies macro-economic relations, regulatory matters, industrial policy problems of economic integration and the analysis of transforming sectors based on microeconomics. Students develop skills to diagnose the business environment, knowing its variables and central relationships for decision-making. They work with cases that study economic policies of different countries.</td>
<td>English</td>
<td>7 blocks (24.5 hours)</td>
<td>2</td>
<td>4</td>
<td>13 Apr-4 May</td>
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<tr>
<td>FOUNDATIONS OF CORPORATE FINANCE</td>
<td>It introduces students to the basic concepts and tools related to the analysis of companies’ operative finance in order they can perform diagnosis and short-term financial projections. They study the management of risk in short and long term, ending with the analysis of criteria took into account for the evaluation of investment projects about the expected values of a company.</td>
<td>English</td>
<td>9 blocks (31.5 hours)</td>
<td>3</td>
<td>6</td>
<td>Apr-May</td>
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<tr>
<td>SELF KNOWLEDGE &amp; LEADERSHIP</td>
<td>The course tries to facilitate students their personal maturing process as leaders and futures managers. This is mainly achieved through first, the understanding of the management role and its impact on the organisational culture and change management; and second, giving shape to an integral and strategic vision of the Human Resources area aligned with business’ needs.</td>
<td>English</td>
<td>7 blocks (24.5 hours)</td>
<td>2</td>
<td>4</td>
<td>Apr-May</td>
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<td>COMMERCIAL IMPLEMENTATION</td>
<td>Business strategies are formulated for different types of businesses: mass consumption, services, manufacturing; with its corresponding plan, taking care of the details necessary for its effective implementation. Emphasis is placed on those aspects that enable organizations to improve their commercial practices, defining the Commercial Manager as the person who will drive changes and guide the future of the company in the market.</td>
<td>English</td>
<td>7 blocks (24.5 hours)</td>
<td>2</td>
<td>4</td>
<td>9 Jun - 8 Jul</td>
</tr>
<tr>
<td>APPLICATIONS OF CORPORATE FINANCE</td>
<td>This course allows students to go into strategic aspects of Corporate Finance in depth, considered to be essential for adequate finance management. The topics addressed are: dividend policy, business appraisal, M&amp;A, financial restructuring, IPOS and EVA.</td>
<td>English</td>
<td>10 blocks (35 hours)</td>
<td>3</td>
<td>6</td>
<td>Jun - Jul</td>
</tr>
<tr>
<td>STRATEGY AND OPERATIONS 4.0</td>
<td>This course studies in depth roles and perspectives of different organisational levels- from general management to the first line of supervision- in industrial and service firms. Thus, participants acquire a broader understanding of problems and opportunities of improvement. On the other hand, it explains aspects and variables related to the design and implementation of operational strategies. Students analyse decisions and actions in areas such as Material Management, Products and Processes Development, Working Methods as well as Quality and Productivity Management.</td>
<td>English</td>
<td>7 blocks (24.5 hours)</td>
<td>2</td>
<td>4</td>
<td>Jun - Jul</td>
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<tr>
<td>BUSINESS STRATEGY</td>
<td>Provides students the conceptual framework and tools required to analyse and think strategically about the company progress from a total and synthesis perspective. Centred on the general management’s mission and its specific responsibility in the design of the future wanted by the company, participants work in the development of complete and coherent strategies as integrator elements of the company activity and its nexus with the environment.</td>
<td>English</td>
<td>9 blocks (31.5 hours)</td>
<td>3</td>
<td>6</td>
<td>Jun - Jul</td>
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<tr>
<td>NON MARKET STRATEGIES</td>
<td>Societies need organisation for improving their competitiveness and achieving in turn their social development. This objective can only be attained when social players have rightly defined their roles and interrelate among themselves to structure a constructive coordination according to values with social validity. In pursuit of this objective, the course proposes to study the context in which businessmen works at national and international level (globalisation) and, at the same time, points out that competitiveness and social development are a consequence of the coordination among different social players.</td>
<td>English</td>
<td>8 blocks (28 hours)</td>
<td>2</td>
<td>4</td>
<td>23 Jun - 28 Jul</td>
</tr>
<tr>
<td>OPEN ENROLLMENT - DOING BUSINESS IN ARGENTINA</td>
<td>One-week Program that offers students a profound insight into the Latin American business world, showcasing its comprehensive dynamics, opportunities and challenges, while using case method-based lectures, company visits, conferences and a team work consultancy with a well-known Argentine company. Participants will delve into Latin America’s business setting and reality, building a strong elite corporate network of peers from other business schools around the world.</td>
<td>English</td>
<td>8 blocks (31.5 hours)</td>
<td>3</td>
<td>6</td>
<td>16-19 Jun</td>
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<tr>
<td>COURSE</td>
<td>DESCRIPTION</td>
<td>LANGUAGE</td>
<td>TEACHING BLOCKS</td>
<td>CREDITS</td>
<td>ECTS</td>
<td>DATES</td>
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<tr>
<td>CORPORATE RISK MANAGEMENT</td>
<td>The aim of this course is to go deeper in some aspects that could not be solved during the core finance classes, mainly related to the functioning of capital markets. Special emphasis is put on issues related to Emerging Markets. Several issues to be developed, ranging from risk management, to debt valuation, portfolio management and capital markets as well as corporate finance in emerging markets.</td>
<td>English</td>
<td>7 blocks (24.5 hours)</td>
<td>2</td>
<td>4</td>
<td>August</td>
</tr>
<tr>
<td>GLOBAL STRATEGIC MANAGEMENT</td>
<td>Based on the impact of market globalisation and its implications in companies and their strategies, the course analyses international aspects relevant to managers: generation of an international competitive position, handling of organisational culture across frontiers and in new markets, international organisation and control systems, the process of new markets selection, and formulation of an international strategy for products and services. It analyses in depth: product development at global level, management of channels, prices and promotions, and ways of entering to new international segments in a global environment where change and increasing competitiveness is a constant.</td>
<td>English</td>
<td>5 blocks (17.5 hours)</td>
<td>1</td>
<td>2</td>
<td>10-11 Aug + 14-16 Sep</td>
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<tr>
<td>MANAGING WORK, LABOR &amp; HUMAN CAPITAL</td>
<td>This course seeks to develop leaders who understand the importance of the organization of work and the human resource management practices that allow for the execution of business strategies. Departing from the narrow focus of ‘talent management’, this course aims to connect the management of human resources with societal issues such as employment, education, politics, and the impact of work on people’s non-work life. In addition to developing a body of knowledge and skills that relate specifically to the management of human capital (in a broad sense), we will draw on knowledge and insights from the fields of strategy, organizational behaviour, and economics to highlight the business case for effective human resource management. The course integrates dynamics at the individual, organizational, and societal levels of analysis.</td>
<td>English</td>
<td>8 blocks (28 hours)</td>
<td>2</td>
<td>4</td>
<td>August</td>
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<tr>
<td>ENSIM (EXECUTIVE SIMULATION)</td>
<td>Through this simulation, students live the experience of managing an entire company. The simulation reinforces the need for “expertise” and “business vision” in general management; teamwork, coherent and robust decision making, interdependence among the different departments of the company, adaptation and resilience.</td>
<td>English</td>
<td>9 blocks (31.5 hours)</td>
<td>3</td>
<td>6</td>
<td>7 Sep - 11 Sep</td>
</tr>
<tr>
<td>ELECTIVE 1</td>
<td>Students can choose among different electives focused on different areas.</td>
<td>English and Spanish options</td>
<td>6 blocks (21 hours)</td>
<td>2</td>
<td>4</td>
<td>20-22 Aug + 17-19 Sep</td>
</tr>
<tr>
<td>ELECTIVE 2</td>
<td>Students can choose among different electives focused on different areas.</td>
<td>English and Spanish options</td>
<td>6 blocks (21 hours)</td>
<td>2</td>
<td>4</td>
<td>20-22 Aug + 17-19 Sep</td>
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<tr>
<td>ELECTIVE 3</td>
<td>Students can choose among different electives focused on different areas.</td>
<td>English and Spanish options</td>
<td>6 blocks (21 hours)</td>
<td>2</td>
<td>4</td>
<td>1-3 Oct.</td>
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<tr>
<td>MANAGEMENT SYSTEMS</td>
<td>Analyses management models, tools and processes that serve to mark the strategic direction of the organization, align operations and implement incentive mechanisms to achieve the objectives set. In addition, it shows the importance as communication and motivation tools for the entire organization based on the defined strategy, its organizational culture and leadership style of the management team.</td>
<td>English</td>
<td>8 blocks (28 hours)</td>
<td>2</td>
<td>4</td>
<td>Oct.</td>
</tr>
<tr>
<td>SOCIAL FIELD WORK</td>
<td>Students are introduced to the objectives, interests, motivations and needs of the civil society organizations. Students share their knowledge and skills to tackle real challenges these organizations face, through a joint project. Students interact with people and institutions from the civil society. This contributes to the development of a responsible and operational social awareness through this encounter.</td>
<td>English</td>
<td>10 blocks (35 hours)</td>
<td>3</td>
<td>6</td>
<td>Sep. - Nov.</td>
</tr>
<tr>
<td>ELECTIVE 4</td>
<td>Students can choose among different electives focused on different areas.</td>
<td>English and Spanish options</td>
<td>5 blocks (17.5 hours)</td>
<td>1</td>
<td>2</td>
<td>22-24 Oct.</td>
</tr>
<tr>
<td>CORPORATE SOCIAL RESPONSIBILITY</td>
<td>The course develops its content as a complete model of a productive system’s goals in order to show how businessmen must broaden their vision. From this perspective, responsibilities to be assumed as managers of this social system are defined within the agenda of challenges to achieve such objectives. Most decisions are influenced by the environment but these can and must be a constructive influence in the suitable structuring. In turn, the course poses the costs and consequences implied when businessmen do not act properly according to their role.</td>
<td>English</td>
<td>6 blocks (21 hours)</td>
<td>2</td>
<td>4</td>
<td>Sep. - Oct.</td>
</tr>
<tr>
<td>CORPORATE GOVERNANCE &amp; ANTI-CORRUPTION</td>
<td>The purpose of this course is to introduce the student to a broad range of “non-market” issues encountered by managers and business professionals, and to help the student develop a set of analytical perspectives for making judgments when such issues arise. In economics many of these issues can be described as market failures or imperfections. To a limited extent, we will illustrate how the legal system is used to redress such failures of the market economy. We will also examine the role of ethical norms and reasoning in resolving such issues in managerial life, and in establishing standards of professional responsibility. More directly, the student in this course will exercise professional judgment through discussion and analysis. Most such exercises will require the analysis of one or more cases, as indicated on the attached schedule of class assignments. In addition, we will study writings in the fields of ethical reasoning, professional responsibility, and the law.</td>
<td>English</td>
<td>5 blocks (17.5 hours)</td>
<td>1</td>
<td>2</td>
<td>Nov.</td>
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<tr>
<td>UX INNOVATION</td>
<td>Build your app’s prototype. The UX &amp; UI Design course will guide students through the process of designing a tech product (a web or mobile application): from understanding a user’s pain to drafting a solution and finally building an interactive mock-up. In short, students will learn how to build a product that responds to the needs of the market.</td>
<td>English</td>
<td>5 blocks (17.5 hours)</td>
<td>1</td>
<td>2</td>
<td>Oct.</td>
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<tr>
<td>MARKSTRAT</td>
<td>Business simulation to consolidate the practice of the topics covered in the programme. This exercise, one of the most widely used in major international schools, allows students-grouped by companies, to compete in a simulated market with real variables through their decisions.</td>
<td>English</td>
<td>6 blocks (21 hours)</td>
<td>2</td>
<td>4</td>
<td>24-26 Nov.</td>
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