

**INFORMATION SHEET 2011-2012**  
**Universidad Argentina de la Empresa (UADE)**

**Contact people:**

**Professor Maria Rizzo**

Program Coordinator  
Tel: (54 11) 4000-7306  
[mrizzo@uade.edu.ar](mailto:mrizzo@uade.edu.ar)

**Mercedes San Martín**

International Relations Coordinator  
[msanmartin@uade.edu.ar](mailto:msanmartin@uade.edu.ar)

**Lic.Marisa Mykietyn**

Special Programs Assistant  
International Relations Office  
[mmykietyn@uade.edu.ar](mailto:mmykietyn@uade.edu.ar)

**Telephone/Fax:**

Tel: + 00-(54-11) 4014-7152  
(54 11) 4000 7617  
Fax: + 86 21 2890 5200

**School address:**

Universidad Argentina de la Empresa (UADE)  
International Relations Office  
Lima 717  
Buenos Aires - Argentina

**WWW-address:**

[www.edde.edu.ar](http://www.edde.edu.ar)

---

**Required Documents:**

Application Form, CV, Arrival Information, Passport Copy, Digital Photo

---

**Study program:**

**Managing Latin America Seminar: January 16 – March 2, 2012.**

**Program website:**

<http://www.edde.edu.ar/es/programas/programa/caratula.SMLA1021.aspx>

**Courses:**

Classes meet 4 days a week, and 1 day a week will be devoted to company visits or consulting projects; there will be one intensive week during the second module.

Structure:

- Introduction
- Unit 1 – Understanding Latin America
- Unit 2 – Doing Business in Latin America
- Unit 3 – Finance in Emerging Markets

**Unit 1 - Understanding Latin America:** This unit was designed to give foreign students a general understanding of Latin America. The students will be able to understand the similarities and differences between Latin American countries and their regional integration to global markets.

**Unit 2 - Doing Business in Latin America:** This unit was designed to give foreign students a general understanding of the challenges they would have to face as business managers when interacting with Latin American companies. We will deal with specific topics like culture, marketing, human resources, production and ethics.

**Unit 3 – Finance in Emerging Markets:** This unit was designed to teach foreign students evaluation techniques for evaluating business plans used in the different Latin-American markets and settings. In this unit students will be able to learn about the best practices and techniques used in the region.

**Language requirement:** Instruction in English.

**Language courses:** Not included.

**Academic/Experience Requirements:** Second year MBA candidates only.

**Full-time Workload:** The program comprises more than 96 hours of classroom instruction. Students must complete all three modules and will receive 7.5 credits at Ross.

**Learning Expectations:** Students will receive a certificate of attendance if they meet attendance requirements: 85% attendance in general classes and 75% in each unit. If students pass the unit exams, they will receive a further certificate confirming that all required coursework and exams have been satisfactorily completed.

**Grading:** All units are assessed through exams, class participation and written assignments. The minimum grade required for Ross credit is 6 (on a 0-10 scale). The final grade is the average between the three units' grades. Transcripts of grades are forwarded to participating schools by middle March.

**Exams:** There will be an exam at the end of each module.

**Registration fee:** \$1000 (includes books and course materials, cultural and social activities)

**Living Expenses:** **Estimated budget for single students:**

|                  |   |
|------------------|---|
| Housing (shared) | \$350 - \$500 rent; deposit may be required |
| Food             | \$1000                                      |
| Transportation   | \$300                                       |

**Health insurance:**

**HTH, purchased by CIBE**

**Visa:**

On December 17, 2009, Argentina announced the introduction of an "**entrance fee**" which will be assessed to citizens of the United States, Canada, and Australia arriving to Argentina on or after December 20, 2009. The fee, considered by the Government of Argentina as a "reciprocity fee", is charged for all customers holding a U.S., Australian or Canadian passport.

- For U.S. citizens, the fee is approximately \$140.00 U.S. Dollars.*
- For Australian citizens, the fee is approximately \$100.00 U.S. Dollars.*
- For Canadian citizens, the fee is approximately \$70.00 U.S. Dollars.*
- Estimated fee amounts are based on exchange rates as of 12/17/09 and is subject to change.*

[http://travel.state.gov/travel/cis\\_pa\\_tw/cis/cis\\_1130.html#entry\\_requirements](http://travel.state.gov/travel/cis_pa_tw/cis/cis_1130.html#entry_requirements)