

**Catálogo de Cursos**  
**Master in Business Administration**  
**Año Graduación 2019**  
**Del módulo PREP al módulo 10MO**

Página 1

**Módulo : PREP**

**Fecha Inicia : 8/1/2018**

**Fecha Finaliza : 8/31/2018**

<b>Código</b>	<b>Materia</b>	<b>Clasificación</b>	<b>Crédito</b>	<b>Peso Créditos</b>	<b>Profesor(es)</b>
MGMT 4001	Pre-Mba Courses	Curso Obligatorio	Crédito Pass/Fail	0 0	[Juan Ferron]

**Descripción:**

Quantitative Methods

The objective of this course is to provide the student with the quantitative tools necessary to successfully face the demands of an MBA program.

The course is divided in two parts of similar extension. The first part focuses in the study of basic probability concepts. The second part focuses in the study of statistical techniques for analyzing and interpreting data. The examples used will come from several study areas such as finance, economy, accounting, etc.

Introduction to Accounting

The objective of this course is to provide the student with the basic knowledge of accounting and very specifically the use of financial statements and financial information necessary to successfully face the demands of their INCAE MBA program.

The course is divided in 9 chapters and five classes. Se detailed plan with hours in attachment. Covering:

1. The role and importance of accounting and accounting statements
2. Accounting cycle
3. Accounting information systems
4. Accounting main accounts and entries, IAS & IFRS
5. Financial Statements
6. Cashflow and cashflow statement
7. Advanced topics:
  - a. Entity constitution and equity operations
  - b. Income
  - c. Depreciation and amortization
  - d. Costing
  - e. Inventory in transit, capitalizable expenses
  - f. Capitalization of expenses in long term assets acquisition
  - g. Business combinations, consolidation, merge and spin off
  - h. Deferred taxes
8. Closing adjustments
9. Financial analysis

Financial Mathematics

The objective of this course is to provide the student with the basic knowledge of financial mathematics and very specifically the use of certain formulas, electronic tools and data and financial information necessary to successfully face the demands of their INCAE MBA program.

The course is divided in 9 chapters and five classes. Se detailed plan with hours in attachment. Covering:

1. The cost of money, how financial world works, simple and compound interest works
2. Nominal vs real interest rate, effect of inflation or other referred purchase power loss index
3. Net present value and multiple future payments
4. Perpetuities and annuities
5. Annuities and mortgages, pension calculations

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**Módulo : PREP**

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<b>Código</b>	<b>Materia</b>	<b>Clasificación</b>	<b>Crédito</b>	<b>Peso Créditos</b>	<b>Profesor(es)</b>

- 6. Bonds
- 7. Gradients, actuarial calculations and sw aps
- 8. NPV & ROI, IRR
- 9. Financial analysis

**Módulo : M05P**

**Fecha Inicia :** 8/18/2018      **Fecha Finaliza :** 3/15/2019

<b>Código</b>	<b>Materia</b>	<b>Clasificación</b>	<b>Crédito</b>	<b>Peso Créditos</b>	<b>Profesor(es)</b>
METH 6010	Critical Thinking and Decision Making I	Curso Obligatorio	Crédito Alfabético	1 2	[Florian Federspiel]

**Descripción:**

**Módulo : M06P**

**Fecha Inicia :** 8/18/2018      **Fecha Finaliza :** 3/15/2019

<b>Código</b>	<b>Materia</b>	<b>Clasificación</b>	<b>Crédito</b>	<b>Peso Créditos</b>	<b>Profesor(es)</b>
METH 6011	Critical Thinking and Decision Making II	Curso Obligatorio	Crédito Alfabético	1 2	[Florian Federspiel]

**Descripción:**

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**Módulo : M09P**

**Fecha Inicia :** 8/18/2018      **Fecha Finaliza :** 3/15/2019

<b>Código</b>	<b>Materia</b>	<b>Clasificación</b>	<b>Crédito</b>	<b>Peso Créditos</b>	<b>Profesor(es)</b>
MGMT 6163	Introduction to Consulting	Curso Obligatorio	Crédito Pass/Fail	0.5    1	[Niels Ketelhöhn] [Marco A. Fernandez]

**Descripción:**

**Módulo : M05P**

**Fecha Inicia :** 8/18/2018      **Fecha Finaliza :** 3/15/2019

<b>Código</b>	<b>Materia</b>	<b>Clasificación</b>	<b>Crédito</b>	<b>Peso Créditos</b>	<b>Profesor(es)</b>
LEAD 6038	Leadership I	Curso Obligatorio	Crédito Alfabético	1.25    2.5	[Margaret Rose Grigsby] [Hector Martinez]

**Descripción:**

**Módulo : M06P**

**Fecha Inicia :** 8/18/2018      **Fecha Finaliza :** 3/15/2019

<b>Código</b>	<b>Materia</b>	<b>Clasificación</b>	<b>Crédito</b>	<b>Peso Créditos</b>	<b>Profesor(es)</b>
LEAD 6039	Leadership II	Curso Obligatorio	Crédito Alfabético	1.25    2.5	[Margaret Rose Grigsby] [Hector Martinez]

**Descripción:**

**Módulo : M09P**

**Fecha Inicia :** 8/18/2018      **Fecha Finaliza :** 3/15/2019

<b>Código</b>	<b>Materia</b>	<b>Clasificación</b>	<b>Crédito</b>	<b>Peso Créditos</b>	<b>Profesor(es)</b>
CASE 6001	Career Services	Curso Obligatorio	Crédito Pass/Fail	1    2	

**Descripción:**

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**Módulo : 01MO**

**Fecha Inicia :** 8/16/2018      **Fecha Finaliza :** 8/31/2018

<b>Código</b>	<b>Materia</b>	<b>Clasificación</b>	<b>Crédito</b>	<b>Peso Créditos</b>	<b>Profesor(es)</b>
MGMT 6158	Introduction to Business Administration	Curso Obligatorio	Crédito Pass/Fail	0.5    1	[Niels Ketelhöhn]

**Descripción:**

This course introduces students to business and the management perspective. The course covers basic concepts of business thinking, entrepreneurship, the functional area of the firm, relevant environment, corporate governance, and the basic relation between the chief executive officer and the board of directors. The course also explores the importance of business in society and the future role of students as managers of the only entities that create economic value: firms.

**Learning objectives**

Introduce the student to business thinking of the role of business in society.

Provided a general understanding of the accountability of the manager towards the firm's stakeholders.

Give an overview of the typical functional areas of a company and the need for coordination.

**Módulo : 02MO**

**Fecha Inicia :** 9/3/2018      **Fecha Finaliza :** 10/26/2018

<b>Código</b>	<b>Materia</b>	<b>Clasificación</b>	<b>Crédito</b>	<b>Peso Créditos</b>	<b>Profesor(es)</b>
METH 6009	Advanced Quantitative Methods	Curso Obligatorio	Crédito Alfabético	1    2	[Florian Federspiel]

**Descripción:**

Business decisions are often characterized by risks and uncertainties, which are increasingly too complex to be assessed through intuition alone. Understanding the uncertainties involved through proper use of available data is crucial for clarifying available options, developing insights and supporting the analyses needed in making business decisions in a defensible, systematic way.

The basic objective of this course is to help you become more comfortable with a number of rudimentary methods in Business Statistics and Risk Analysis to analyze data for enabling better-informed decision-making, with the aid of some commonly available tools such as R and Radian for R.

**Learning Objectives**

1. Develop an understanding of the relevance and applications of data-based business decisions
2. Develop a basic understanding of some of the most frequently used techniques and approaches, including their respective strengths and weaknesses
3. Learn how to implement these techniques in real business contexts using industry grade software
4. Learn how to evaluate and present analytic results to enable and support good business decisions

COM 6009

Communication and Leadership

Curso Obligatorio

Crédito Alfabético

1

2

[María Elena Carballo]

**Descripción:**

This course has two parts. First, we try to reinforce our ability for planning and decision making around communication. We will seek to write and speak in a more persuasive way. Thus, we evaluate communication in terms of its influence over the actions of others. How well we know them and how well we know ourselves will shape up our choices for effective, persuasive communication.

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**Módulo : 02MO**

**Fecha Inicia : 9/3/2018**

**Fecha Finaliza : 10/26/2018**

Código	Materia	Clasificación	Crédito	Peso Créditos	Profesor(es)

For our second part, we will also discuss key texts and films of our Western civilization so we can improve our knowledge of people and learn to transmit our ideas through storytelling. We study works of art which include multiple and ambiguous dimensions of the human experience, not taken into account by case studies and scientific research, but yet essential to people.

Summarizing, we present a course that tries to develop flexibility and understanding of others, knowledge of ourselves and the ability to translate those conditions into persuasive communication. As you can see, this is not a language course. We assume that you know how to speak and write correctly. We will improve on the base of correction towards persuasion.

General objective: This course aims at developing and/or improving the student's empathy and therefore his/her skills and abilities to persuade.

**Specific objectives**

1. To foster the analytical capabilities of situations where communication is crucial for leadership.
2. To improve our actual contribution to those situations
3. To develop skills for the effective presentation and argumentation of recommendations and proposals.
4. To present and discuss some motivational, cultural and behavioral issues influencing our delivery and reception
5. To present and discuss some values, concepts and attitudes of our culture regarding leadership, authority and power through literature.

ACCT 6039	Financial Accounting	Curso Obligatorio	Crédito Alfabético	1	2	[Arnoldo Rodríguez]
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**Descripción:**

The course objective is to provide prospective users of financial information an understanding of financial accounting fundamentals. The course focuses on developing the technical skills needed to apply accounting procedures and rules so as to develop an understanding of how economic events are recorded in the financial statements. In addition, it focuses on interpreting financial statements. This course also emphasizes how judgment and choice among different accounting methods, as well as accounting regulation, can influence the reported numbers. While some understanding of the preparers' perspective is necessary, this course focuses on the users' perspective.

**Learning Objectives**

1. Explore in depth the presentation of the following financial statements: balance sheet, profit & loss statement, statement of equity and statement of cash flows.
2. Explore the following financial statement components: accounts receivable, sales, inventories, costs of sales (i.e. cost of goods sold), fixed assets, depreciation, current liabilities, bonds, and leases. The different accounting methods available for these components and their effect on the financial statements are also explored.
3. Expose students to accounting issues associated with the following topics: intercompany equity investments, foreign currency translations, and international financial reporting standards.
4. Evaluate the quality of the firm's financial statements.

MKTG 6047	Marketing I	Curso Obligatorio	Crédito Alfabético	1	2	[Michael Daniel Metzger]
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**Descripción:**

Objective

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To provide participants with the concepts, strategies, and tactics of marketing management in order to form a marketing strategy for value creation that is both competitive and sustainable.

**Themes:**

- The importance of marketing in customer value creation and firm value creation
- The importance of the situation analysis in marketing strategy formulation and execution
- The fundamentals of marketing strategy formation and execution: segmentation, targeting and Positioning and implementation through the marketing mix
- The fundamentals of developing and managing the marketing mix: product, price, place, promotion and related tactical decisions
- The fundamentals of emarketing, social networks, and integrated marketing communications as an integral part of marketing strategy and execution
- The fundamentals of financial analysis for marketing decision making
- The fundamentals of marketing services for customer value creation and firm value creation

HHRR 6017	Managing People and Organizations I	Curso Obligatorio	Crédito Alfabético	1	2	[Konstantina Tzini]
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**Descripción:**

The skills of people management become more and more important as your career advances to managerial and executive levels.

This course will provide you with a general overview of the theory and practice of managing people at work, by understanding the possible underlying factors of employee behavior, learning to create fruitful interactions with your colleagues, and implementing effective solutions.

The focus of the course is the management of human capital, which in today's economy is as important as physical or financial capital. The course is targeted at general managers and executives rather than specifically at human resources professionals.

During the sessions, we will examine key aspects of human resource management (such as recruitment, selection, compensation, development, retention, etc.), emphasizing how these practices should be aligned with each other and how they can be designed and implemented in effective and efficient ways.

In addition, we will explore relevant aspects of psychology and organizational behavior (such as group dynamics, emotions, mentoring, etc.) to help us understand human nature, be able to diagnose dysfunctional behaviors, and implement constructive interventions.

**Learning Objectives**

1. Provide you with the tools, knowledge, and skills necessary to diagnose the causes of problems related to people management.
2. Understand how different systems and policies, depending on different environments, can help mitigate those problems.
3. Propose and effectively implement people policies and interventions.

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**Módulo : 02MO**

**Fecha Inicia : 9/3/2018**

**Fecha Finaliza : 10/26/2018**

<b>Código</b>	<b>Materia</b>	<b>Clasificación</b>	<b>Crédito</b>	<b>Peso Créditos</b>	<b>Profesor(es)</b>
TECH 6002	Digital Transformation I	Curso Obligatorio	Crédito Alfabético	1 2	[Juan Carlos Barahona]

**Descripción:**

**Módulo : 03MO**

**Fecha Inicia : 10/29/2018**

**Fecha Finaliza : 12/21/2018**

<b>Código</b>	<b>Materia</b>	<b>Clasificación</b>	<b>Crédito</b>	<b>Peso Créditos</b>	<b>Profesor(es)</b>
FINC 6074	Finance I	Curso Obligatorio	Crédito Alfabético	1 2	[Arnoldo Camacho]

**Descripción:**

The Finance I course has as its main objective to develop the ability of the student to understand and manage the finances of companies and corporations. The course focuses on understanding the key operational processes and the financial implications and alternatives open for management. The implications and alternatives are then tied to strategic objectives and goals for the development of key performance evaluation. The specific objectives are to enable students to:

- a) Understand and interpret the main financial ratios as a commonly used tool for assessing the financial health of companies
- b) Prepare financial forecasts, pro forma financial statements and cash flow s.
- c) Asses the financial needs of companies in the short term and the pros and cons of the options they have to finance those needs.
- d) Evaluate and manage the working capital and investment needs of companies
- e) Manage the relationship with commercial banks and debt markets to address the financing of companies.
- f) Evaluate the financial viability of investment projects (capital budgeting).

OPR 6052      Operations I

Curso Obligatorio

Crédito Alfabético

1

2

[Santiago Kraiselburd]

**Descripción:**

The objective of this course is to introduce you to the basic aspects of the Operations function of all types of firms, to provide you with an integrated vision of key concepts and techniques, and to help you understand the role of Operations in the overall strategy of the firm.

A good understanding of operations concepts and techniques is essential for making sound decisions in matters related to the design, acquisition, operation and maintenance of facilities and processes, raw material purchasing, human resource staffing and allocation, process control and inventory management, and, in general, the provision of operational needs to meet consumer expectations. Managers in all functional areas of the company should have a good understanding of the role that operations play within any business and the impact that the sound management of the operations function has on firm competitiveness. We will learn tools, quantitative and qualitative, that will allow us to analyze operating systems and to make decisions to improve performance. Organizations capable of systematically implementing these operations management tools will attain significant performance advantages.

These concepts will be applied to both industrial and service companies.

This course assumes the student has no prior experience or knowledge of operations management.

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**Módulo : 03MO**

**Fecha Inicia : 10/29/2018**

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Código	Materia	Clasificación	Crédito	Peso Créditos	Profesor(es)

Part 1: Process Analytics. Here, you will familiarize with key concepts in process analytics, and see them at work in different contexts. You will learn how to evaluate the performance of operating systems, and predict on the impact that possible changes/investments might have on such performance.

Part 2: Inventory Deployment. In this part, we will work on how to use demand forecasts and cost information to adequately deploy inventory, helping you decide how much to order, when, and where to place your inventory to minimize cost/maximize profits.

Part 3: Long, Mid and Short Term Planning and Execution. In this section, we will work on creating operations plans that appropriately balance supply and demand. We will also discuss what to do when such plans meet reality and adjustments need to be made.

Part 4: Operations Strategy. Here, we will consider the operational function of the company as embedded within the firm's competitive strategy and will take a look at all the interactions with other functions in the firm.

Note about the use of external materials

In preparing for class you can use books, the internet and other sources of information. However, you shall not use notes from previous offerings of this, or similar, course(s), or discuss the material with students who have already taken the course, or use case-related information obtained from other sources.

ACCT 6040	Managerial Accounting	Curso Obligatorio	Crédito Alfabético	1	2	[Arnoldo Rodríguez]
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**Descripción:**

Accounting is known as the language of business because many interested parties use the results of the accounting process to make decisions and informed judgments about the economic activities of an organization. Effective participation in planning, control, and decision-making activities related to the achievement of an organization's objectives requires command of this language. The intent of the course is to facilitate the student's ability to apply management accounting concepts and tools to increasingly complex organizational environments by developing problem solving skills and technical competence. An emphasis is placed on big picture relationships that illustrate how cost management affects activities along the organization's value chain.

Students learn management accounting concepts and tools and how they are applied in business practice. Planning, control, and decision-making concepts should also emphasize service organizations and manufacturing companies with equal importance.

**Learning Objectives**

1. Students can discuss accounting core concepts, tools, and terminology that encompasses management accounting information as it is used for planning, control, and decision-making purposes
2. Students can address unstructured business problems that span multiple functional areas.
3. Students can evaluate and analyze profitability
4. Students can distinguish relevant versus irrelevant costs for decision making
5. Students can make short-term or tactical decisions that maximize the value of the firm
6. Students can understand alternative costing systems and its implications

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**Módulo : 03MO**

**Fecha Inicia : 10/29/2018**

**Fecha Finaliza : 12/21/2018**

<b>Código</b>	<b>Materia</b>	<b>Clasificación</b>	<b>Crédito</b>	<b>Peso Créditos</b>	<b>Profesor(es)</b>
HHRR 6018	Managing People and Organizations II	Curso Obligatorio	Crédito Alfabético	1 2	[Mickael Naulleau]

**Descripción:**

The course on "Managing People and Organizations" (MPO) offers students an overview of the contemporary problems faced by managers in dealing with people, organizations and managing change in a theoretically-informed and practical way. In order to tackle the new challenges they meet in a highly changing, uncertain and competitive environment, managers have to develop three main skills.

(1) Conceptual skills to diagnose and ensure the on-going alignment of their organization to the business strategy in terms of design, structure, culture and people engagement and motivation.  
 (2) Political skills to determine, implement and involve organizational actors in change management process in order to achieve required economic and social performance in times of successive and fast organizational change.  
 (3) Interpersonal skills to interact and motivate people within and outside the organization by developing their ability in terms of communication and negotiation with staff, subordinates and outsiders. This course, by adopting the manager's perspective through these three essential managerial skills today and tomorrow, introduces students to organizational diagnosis, disruptive organizational trends, organizational structure and design, organizational culture and identity, people engagement and motivation, psychological contract, decision-making, change management process, resistances to change, human dimension in organizations, communication and negotiation. Being both theoretical and practical oriented, the MPO course consists in case studies, debates, games, role playing, presentations, team work, test online or also readings.

LEAD 6021	Women and Leadership	Curso Obligatorio	Crédito Alfabético	0.5	1	[Susan Clancy] [Margaret Rose Grigsby]
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**Descripción:**

LEAD 6022	Diversity and Leadership	Curso Obligatorio	Crédito Alfabético	0.5	1	[Margaret Rose Grigsby]
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**Descripción:**

**Módulo : 04MO**

**Fecha Inicia : 1/7/2019**

**Fecha Finaliza : 1/18/2019**

<b>Código</b>	<b>Materia</b>	<b>Clasificación</b>	<b>Crédito</b>	<b>Peso Créditos</b>	<b>Profesor(es)</b>
SDEV 6047	Fundamentals of Sustainability I	Curso Obligatorio	Crédito Alfabético	1 2	[Andrea Prado]

**Descripción:**

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**Módulo : 04MO**

**Fecha Inicia : 1/7/2019**

**Fecha Finaliza : 1/18/2019**

<b>Código</b>	<b>Materia</b>	<b>Clasificación</b>	<b>Crédito</b>	<b>Peso Créditos</b>	<b>Profesor(es)</b>
SDEV 6048	Fundamentals of Sustainability II	Curso Obligatorio	Crédito Alfabético	1 2	[Urs Peter Jäger]

**Descripción:**

**Módulo : 05MO**

**Fecha Inicia : 1/21/2019**

**Fecha Finaliza : 3/15/2019**

<b>Código</b>	<b>Materia</b>	<b>Clasificación</b>	<b>Crédito</b>	<b>Peso Créditos</b>	<b>Profesor(es)</b>
ECON 6069	Applied Macroeconomics	Curso Obligatorio	Crédito Alfabético	1 2	[Carlos Ernesto Quintanilla]

**Descripción:**

ECON 6070 Global Economy

Curso Obligatorio

Crédito Alfabético

1

2

[Alberto José Trejos]

**Descripción:**

OPR 6048 Industrial Organization

Curso Obligatorio

Crédito Alfabético

1

2

[Pedro Raventós]

**Descripción:**

PMG 6027 Political Analysis

Curso Obligatorio

Crédito Alfabético

1

2

[Arturo Cruz]

**Descripción:**

STGY 6038 Business Strategy

Curso Obligatorio

Crédito Alfabético

1

2

[Octavio Martínez]

**Descripción:**

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**Módulo : 05MO**

**Fecha Inicia :** 1/21/2019      **Fecha Finaliza :** 3/15/2019

<b>Código</b>	<b>Materia</b>	<b>Clasificación</b>	<b>Crédito</b>	<b>Peso Créditos</b>	<b>Profesor(es)</b>
GNWK 6000	Global Network Week	Curso Obligatorio	Attended or did not attend	0.5      1	[Alexandra Esquivel]

**Descripción:**

**Módulo : 06MO**

**Fecha Inicia :** 3/18/2019      **Fecha Finaliza :** 6/7/2019

<b>Código</b>	<b>Materia</b>	<b>Clasificación</b>	<b>Crédito</b>	<b>Peso Créditos</b>	<b>Profesor(es)</b>
FINC 6076	Finance II	Curso Obligatorio	Crédito Alfabético	1      2	[Mahsa Memarian]

**Descripción:**

OPR 6053      Operations II

Curso Obligatorio

Crédito Alfabético

1

2

[Bernard Kilian]

**Descripción:**

MKTG 6050      Marketing II

Curso Obligatorio

Crédito Alfabético

1

2

[Luciano Ciravegna]

**Descripción:**

MGMT 6159      Management Control

Curso Obligatorio

Crédito Alfabético

1

2

[Arnoldo Rodríguez]

**Descripción:**

TECH 6003      Digital Transformation II

Curso Obligatorio

Crédito Alfabético

1

2

[Carla Fernández]

**Descripción:**

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**Módulo : 06MO**

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<b>Código</b>	<b>Materia</b>	<b>Clasificación</b>	<b>Crédito</b>	<b>Peso Créditos</b>	<b>Profesor(es)</b>
STGY 6040	Corporate Strategy	Curso Obligatorio	Crédito Alfabético	1 2	[Carlos Rodriguez]

**Descripción:**

ENTR 6020	Entrepreneurship	Curso Obligatorio	Crédito Alfabético	0.5	1	[Francisco Eduardo Pérez]
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**Descripción:**

BUSI 6031	Negotiation	Curso Obligatorio	Crédito Alfabético	0.5	1	[Enrique Ogliastri]
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**Descripción:**

ETCS 6012	Business Ethics	Curso Obligatorio	Crédito Alfabético	1	2	[Susan Clancy]
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**Descripción:**

**Módulo : 07MO**

**Fecha Inicia : 6/10/2019**

**Fecha Finaliza : 6/14/2019**

<b>Código</b>	<b>Materia</b>	<b>Clasificación</b>	<b>Crédito</b>	<b>Peso Créditos</b>	<b>Profesor(es)</b>
ENTR 6021	Silicon Valley Entrepreneurship	Curso Obligatorio	Crédito Pass/Fail	1 2	[Francisco Eduardo Pérez]

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**Módulo : 08MO**

**Fecha Inicia : 6/19/2019**

**Fecha Finaliza : 7/26/2019**

<b>Código</b>	<b>Materia</b>	<b>Clasificación</b>	<b>Crédito</b>	<b>Peso Créditos</b>	<b>Profesor(es)</b>
SOST 7027	Emprendimiento en Países Emergentes: Tran	Concentración Desarrollo Sostenible	Crédito Alfabético	0.5 1	[Urs Peter Jäger]

**Descripción:**

EMPR 7027	Metodologías para Emprender I	Concentración Emprendimiento	Crédito Alfabético	0.5	1	[Francisco Eduardo Pérez]
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**Descripción:**

MGMT 7016	Portfolio Management	Concentración Finanzas y Economía	Crédito Alfabético	1	2	[Pedro Raventós]
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**Descripción:**

MKTG 7015	Market Research	Concentración Mercadeo	Crédito Alfabético	1	2	[Michael Daniel Metzger]
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**Descripción:**

OPR 7006	Supply Chain Management	Concentración Operaciones	Crédito Alfabético	1	2	[Guillermo Selva]
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**Descripción:**

FINC 6070	Risk Analysis	Curso Electivo	Crédito Alfabético	1	2	[Florian Federspiel]
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**Descripción:**

EMPR 7013	Emprendimiento Corporativo	Concentración Emprendimiento	Crédito Alfabético	0.5	1	[Carlos Gallegos]
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**Módulo : 08MO**

**Fecha Inicia :** 6/19/2019

**Fecha Finaliza :** 7/26/2019

<b>Código</b>	<b>Materia</b>	<b>Clasificación</b>	<b>Crédito</b>	<b>Peso Créditos</b>	<b>Profesor(es)</b>
FINC 7036	Money and Banking	Concentración Finanzas y Economía	Crédito Alfabético	1 2	[Arnoldo Camacho]

**Descripción:**

MKTG 7018	Digital Marketing	Concentración Mercadeo	Crédito Alfabético	1 2	[Sergio Restrepo]
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**Descripción:**

OPER 7007	Dinámica de Sistemas	Concentración Operaciones	Crédito Alfabético	1 2	[Luis Eduardo López]
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**Descripción:**

HUMA 6009	Cultura y Valores	Curso Electivo	Crédito Alfabético	1 2	[María Elena Carballo]
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**Descripción:**

EMPR 7026	Garaje I	Concentración Emprendimiento	Crédito Alfabético	1.5 3	[Francisco Eduardo Pérez]
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**Descripción:**

BFIN 7028	Fusiones y Adquisiciones	Concentración Finanzas y Economía	Crédito Alfabético	0.67 1.34	[Jose Nicolas Marin]
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**Descripción:**

MKTG 7019	International Marketing	Concentración Mercadeo	Crédito Alfabético	1 2	[Christian Felzensztein]
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**Módulo : 08MO**

**Fecha Inicia : 6/19/2019**

**Fecha Finaliza : 7/26/2019**

<b>Código</b>	<b>Materia</b>	<b>Clasificación</b>	<b>Crédito</b>	<b>Peso Créditos</b>	<b>Profesor(es)</b>
EMPR 6023	Empresas Familiares	Curso Electivo	Crédito Alfabético	0.5 1	[Enrique Ogliastri]

**Descripción:**

EMPR 7010	Emprendimiento Social	Concentración Emprendimiento	Crédito Alfabético	0.5	1	[Urs Peter Jäger]
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**Descripción:**

ITEC 7023	Redes Sociales	Concentración Mercadeo	Crédito Alfabético	0.5	1	[Juan Carlos Barahona]
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**Descripción:**

ITEC 6076	Business Analytics	Curso Electivo	Crédito Alfabético	1	2	[Matthias Seifert]
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**Descripción:**

HUM 6009	Story Telling	Curso Electivo	Crédito Alfabético	1	2	[Aurelia Garrido]
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**Módulo : 09MO**

**Fecha Inicia : 7/29/2019**

**Fecha Finaliza : 9/13/2019**

<b>Código</b>	<b>Materia</b>	<b>Clasificación</b>	<b>Crédito</b>	<b>Peso Créditos</b>	<b>Profesor(es)</b>
SOST 7030	Gerencia de Sostenibilidad II	Concentración Desarrollo Sostenible	Crédito Alfabético	1 2	[Felipe Perez]

**Descripción:**

EMPR 7009	Mercadeo y Ventas para Emprendedores	Concentración Emprendimiento	Crédito Alfabético	0.5	1	[Sergio Restrepo]
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**Descripción:**

FINC 7038	Corporate Finance	Concentración Finanzas y Economía	Crédito Alfabético	1	2	[Mahsa Memarian]
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**Descripción:**

ITEC 7021	Data Mining	Concentración Mercadeo	Crédito Alfabético	1	2	[Carlos Ernesto Quintanilla]
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**Descripción:**

ADMI 7017	Gerencia de Servicios	Concentración Operaciones	Crédito Alfabético	1	2	[Luis Eduardo López]
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**Descripción:**

ITEC 6040	E-Business	Curso Electivo	Crédito Alfabético	1	2	[Pedro Raventós]
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**Descripción:**

EMPR 7028	Metodologías para Emprender II	Concentración Emprendimiento	Crédito Alfabético	0.5	1	[Adrian Garcia]
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**Módulo : 09MO**

**Fecha Inicia : 7/29/2019**

**Fecha Finaliza : 9/13/2019**

<b>Código</b>	<b>Materia</b>	<b>Clasificación</b>	<b>Crédito</b>	<b>Peso Créditos</b>	<b>Profesor(es)</b>
FINC 7037	Financial Institutions and Capital Markets	Concentración Finanzas y Economía	Crédito Alfabético	1 2	[Arnoldo Camacho]

**Descripción:**

MKTG 7016	Brand Management	Concentración Mercadeo	Crédito Alfabético	1 2	[José Alberto Exprúa]
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**Descripción:**

OPER 7006	Estrategia de Operaciones	Concentración Operaciones	Crédito Alfabético	1 2	[Santiago Kraiselburd]
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**Descripción:**

ADMI 6183	Prev y Comb Fraud y Corrup Organiz	Curso Electivo	Crédito Alfabético	1 2	[Luis Cuenca]
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**Descripción:**

EMPR 7011	Finanzas para Emprendedores	Concentración Emprendimiento	Crédito Alfabético	0.5 1	[Luis Noel Alfaro]
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**Descripción:**

BFIN 7025	Finanzas Internacionales	Concentración Finanzas y Economía	Crédito Alfabético	1 2	[Conrado Cuevas]
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**Descripción:**

MKTG 7017	Advanced Marketing	Concentración Mercadeo	Crédito Alfabético	1 2	[Margaret Grigsby ]
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**Módulo : 09MO**

**Fecha Inicia : 7/29/2019**

**Fecha Finaliza : 9/13/2019**

<b>Código</b>	<b>Materia</b>	<b>Clasificación</b>	<b>Crédito</b>	<b>Peso Créditos</b>	<b>Profesor(es)</b>
OPER 7008	Gerencia de Calidad	Concentración Operaciones	Crédito Alfabético	1 2	[Guillermo Selva]

**Descripción:**

ITEC 6077	SAP para Pequeñas Empresas	Curso Electivo	Crédito Alfabético	0.5	1	[Jairo Solano]
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**Descripción:**

EMPR 7029	Garaje II	Concentración Emprendimiento	Crédito Alfabético	1.5	3	[Francisco Eduardo Pérez]
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**Descripción:**

ADMI 6180	Project Management	Concentración Operaciones	Crédito Alfabético	1	2	[Carla Fernández]
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**Descripción:**

**Módulo : 10MO**

**Fecha Inicia : 9/16/2019**

**Fecha Finaliza : 11/8/2019**

<b>Código</b>	<b>Materia</b>	<b>Clasificación</b>	<b>Crédito</b>	<b>Peso Créditos</b>	<b>Profesor(es)</b>
MCPE 8051	Management Consulting Project	Curso Obligatorio	Crédito MCP	3 6	[Niels Ketelhöhn]

**Descripción:**

ENTR 6023	Entrepreneurship Project	Curso Obligatorio	Crédito MCP	3	6	[Francisco Eduardo Pérez]
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**Descripción:**