



**INTERNATIONAL EXCHANGE PROGRAMS GUIDELINES  
TO APPLY TO MBA & MASTER PROGRAMS  
ACADEMIC PERIOD 2019-2020**

Requirements and procedures to apply to the MBA and Masters Programs at Universidad Adolfo Ibáñez.

**I. It is required:**

- To belong to an institution that UAI has an in-force exchange agreement with.
- To be currently enrolled at an MBA or equivalent Master Program at the Home Institution.
- To be nominated by the International Exchange Office of the Home Institution.
- To count with the approval of the Home Institution according to the Exchange Term Agreement between the Home Institution and the UAI. Students cannot make a direct application.
- To meet the Spanish language requirements required by our program guaranteed by a language proficiency certificate issued by either, the Home Institution language department or an external language institution.
- To meet both academic and economic requirements stated on the exchange agreement.

**II. Applying Procedures**

The following supporting documents are required from Applicants to apply to the Academic Period 2018-2019:

- a. The Application Form appropriately filled out and signed up by the applicant and by an authorized Home Institution Representative who certifies that the recommended applicant is a qualified candidate.
- b. Transcript of the courses attended at the Home institution at the time of applying for the exchange program.
- c. One-page Spanish Curriculum Vitae.
- d. Proof of Spanish proficiency
- e. Two passport-size photos, one stacked to the application form.
- f. These documents should be sent to **Ms. Rosa Inés Vargas, International Exchange Coordinator, International Exchange Admission Office, Avda. Padre Hurtado, Viña del Mar, Chile**. As a first step, documents may be scanned and sent by e-mail to: [rvargas@uai.cl](mailto:rvargas@uai.cl) to go forward with the registration *but the original documents must arrive to the Host Institution (UAI) 45 days before the relevant module starts*.

UAI reserves the right to make final judgment on the admission of nominated students to the Exchange Program if it considers requirements are not met.

***Note: Students should count with a health and accident insurance covering during their Exchange Period in Chile.***



**I. MBA Full Time\***

<b>ACADEMIC PERIOD 2019</b>		
<b>Modules</b>	<b>Dates</b>	<b>Subjects</b>
<b>FUNDAMENTALS</b>	<b>From March 11 to May 19, 2019 (264 hours)</b>	<ul style="list-style-type: none"><li>➤ Environment: Business and Society</li><li>➤ Business Fundamentals</li><li>➤ Business Analytics</li><li>➤ Accounting and Analysis of Financial Statements</li><li>➤ Leadership and Change</li><li>➤ Innovation and Entrepreneurship</li><li>➤ Strategy</li></ul>
<b>MANAGEMENT</b>	<b>From May 20 to June 8, 2019 (244 hours)</b>	<ul style="list-style-type: none"><li>➤ Managerial Accounting</li><li>➤ Marketing Management</li><li>➤ Operation Management</li><li>➤ Business Finance</li><li>➤ Transformation of Organizations</li><li>➤ Challenges and Risks of Entrepreneurship</li><li>➤ Managing People</li></ul>
<b>PROJECTS</b>	<b>From August 12 to October 12, 2019</b>	<ul style="list-style-type: none"><li>➤ Continental Consulting</li><li>➤ Boot Camp: Doing Business in LATAM</li><li>➤ International Seminar</li></ul> <p style="text-align: center;"><b>RESTRICTED</b></p>
<b>VANGUARD</b>	<b>From October 21 to December 14, 2019</b>	<ul style="list-style-type: none"><li>➤ Elective 1</li><li>➤ Elective 2</li><li>➤ Elective 3</li><li>➤ Elective 4</li></ul>

**The official teaching language: Spanish.**

**Elective course' topics are subject to the students' quorum and interest.**



**I. Executive MBA (weekends) 2018-2019 Academic Period**

<b>EMBA, March 2018</b>		
<b>Courses</b>	<b>Dates</b>	<b>Time</b>
<b>Competitive Dynamics</b>	<b>Friday, March 15 (4 hours)</b> <b>Saturday, March 16 (4 hours)</b> <b>Friday, March 22 (4 hours)</b> <b>Saturday, March 23 (4 hours)</b> <b>Friday, April 5 (4 hours)</b> <b>Saturday, April 6 (4 hours)</b>  <b>(24 hours)</b>	➤ 3:00 pm to 7:30 pm ➤ 09:00 am to 1:30 pm ➤ 3:00 pm to 7:30 pm ➤ 09:00am to 1:30 pm ➤ 3:00 pm to 7:30 pm ➤ 09:00 am to 1:30 pm
<b>Entrepreneurship Workshop</b>	<b>Friday, April 12 (4 hours)</b> <b>Saturday, April 13 (4 hours)</b> <b>Friday, May 3 (4 hours)</b> <b>Saturday, May 4 (4 hours)</b>  <b>(16 hours)</b>	➤ 3:00 pm to 7:30 pm ➤ 09:00 am to 1:30 pm ➤ 3:00 pm to 7:30 pm ➤ 09:00am to 1:30 pm
<b>EMBA, July 2018</b>		
<b>Courses</b>	<b>Dates</b>	<b>Time</b>
<b>Strategy</b>	<b>Thursday, March 07 (8 hours)</b> <b>Friday, March 08 (8 hours)</b> <b>Saturday, March 9 (8 hours)</b>  <b>(24 hours)</b>	➤ 09:00 am to 7:00 pm ➤ 09:00 am to 7:00 pm ➤ 09:00 am to 7:00 pm
<b>Management Control</b>	<b>Thursday, March 28 (8 hours)</b> <b>Friday, March 29 (4 hours)</b> <b>Saturday, March 30 (4 hours)</b>	➤ 09:00 am to 7:00 pm ➤ 09:00 am to 13:20 pm ➤ 2:40 pm a 7:00



<b>Module IV</b> <b>Developing an Integral Vision</b>	<b>From April 29, 2019</b> <b>to June 14, 2019</b>	➤ Strategy and Environment ➤ Strategic Alignment ➤ Topics in Public Policy Workshops: ➤ Insideout ➤ Design Thinking ➤ Innovation Management *CEO Day
<b>Module V</b> <b>Focusing Ahead</b>	<b>From June 17, 2019</b> <b>to July 03, 2019</b>	➤ Elective I (20 hrs.) ➤ Elective II (20 hrs.) ➤ Elective III (20 hrs.) Workshops ➤ Integration CEO Day

**NOTE: Elective course' topics are subject to the students' quorum and interest.**

**Eventually, students may take courses from part-time programs like:**

- **Master in Financial Engineering (MIF)**
- **Master in Innovation (MI)**

**The official teaching language: Spanish.**