

# Universidad de los Andes School of Management (UASM) Courses delivered in English

## 2022-10 Graduate course offer

### January – May

Credits  
2

## Organization Theory

Program: Part-time MBA

**Professor:** Simon Turner

The course seeks to achieve the following objective: facilitate the approach to the main concepts of organizational theory and promote its appropriation as a basis to understand and act on organizations. In this course, we will learn about the inner workings of organizations through practical case studies and conceptual frameworks. The course will focus on identifying and explaining different components of organizations (e.g., structure, culture, learning) and how to harness their power to determine how people act and interact with each other and with the competitive environment and ultimately to drive organizational performance.

Credits  
4

## Financial Management

Program: Part-time MBA

**Professor:** Marc Eichmann

This is a comprehensive course of the main topics relating to the analysis and the financial function of a company, including issues related to the analysis of investment decisions and financing under uncertain conditions. After completing the course, students will have acquired the conceptual and practical tools to deal with a broad range of financial problems. The course design is based on the idea that understanding problems through a solid conceptual model is the first, perhaps most important step to finding optimum solutions. In line with this idea, course content is theoretical and practical through applicability of the concepts learned through examples, real life cases and exercises.

Credits  
2

## International Business

Program: Part-time MBA

**Professor:** Juan Carrillo Schonburg

The courses is related to the current state of international business in the world and it is divided into two sections: a first that deals with the macroeconomic analysis of the environment, including the phenomenon of globalization, the different economic models and the views on free trade and protectionism that have prevailed in the last two hundred years. The second part will deal with the microeconomic analysis including international strategy and the management of the marketing mix variables. Colombia will be a key theme in all discussions, and in parallel the economic history of the country will be taught to clarify the current state of the infrastructure and exporting culture in regard to the external sector of the economy. The main trade agreements in the world will be reviewed and the international institutions that govern trade will be described. An analysis of foreign investment inside and outside the country, including its impact on the holding of foreign currency in the economy, will be done. In the second stage, we will analyze how a company increase its international presence, different internationalization models, including the CAGE model of distance analysis. The different components of the marketing mix will be taken and the implications of taking a product or service abroad will be worked on.

Credits  
2

## Organizational Behavior

Program: Part-time MBA

**Professor:** Carvalho Sheldon

The aim of the Organizational Behavior module is to further your understanding of individual and group behavior within the work setting. Using contemporary theories, cases, practical examples, and exercises, we will explore how our thoughts and behaviors can influence ourselves, others, and the organization as a whole.

Credits  
2

## Business for Sustainable Development

Program: Part-time MBA

**Professor:** Carlos Trujillo Valencia

This course is about the challenges faced by companies as they adapt their businesses to sustainable development and their evolving role in the collective test society face to achieve the Sustainable Development goals.

In the first part of the course, we will discuss and explain, from the business perspective, the main notions and concepts of sustainable development. That includes the 17 ODGs (Sustainable Development Goals), the concept of Ecosystem Services, planetary limits, Sustainable Consumption and Circular Economy.

Then, we will actively work on the application of and impact of SD on companies and businesses. We will do so using cases, documentaries and additional documents in order to assess the ways in which different business models, industries and functional areas interact with issues of Sustainable Development.

It is expected that students will acquire not only a working knowledge of sustainable development concepts and issues, but also will explore new ways of thinking about business performance and citizenship within the SDG's, emphasizing the alignment of value proposition to sustainability principles.

Since 2004, UASM International Summer School offers on average 12 courses delivered in English by renowned international faculty during June and July

### Further information

**E-mail:** [csa.adm@uniandes.edu.co](mailto:csa.adm@uniandes.edu.co) - **Phone:** +57(1) 339 4949 Ext. 1112  
<https://administracion.uniandes.edu.co/index.php/en/>