

## Universidad de los Andes School of Management undergraduate Courses taught in English 2017-10

This is the Universidad de los Andes School of Management undergraduate catalogue of courses taught in English offered during academic semester 2017-10 (January to May). It includes the courses' main information; however, please note that Uniandes reserves the right to cancel or modify any course should unforeseen circumstances arise or should not enough students enroll for the course.

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<b>Course:</b>	ADMI-2106 SOCIAL RESPONSIBILITY (ENGLISH)/ RESPONSABILIDAD SOCIAL INGLES
<b>Language:</b>	ENGLISH
<b>Credits:</b>	3*
<b>Section:</b>	1
<b>CRN:</b>	10637
<b>Teacher:</b>	REFICCO EZEQUIEL
<b>Tentative class schedule:</b>	monday and wednesday (8:00-9:20)
<p><b>Description:</b> In this course we will examine how businesses interact with other actors in the society to address the social and environmental challenges of our time. In this sense, the course goes beyond reviewing the recent boom of the so-called “Corporate Social Responsibility” phenomenon—a trend that attracts the attention of academics, governments, businesses, NGOs, citizens and not few opportunistic appetites. It critically analyses the inherent tensions between social, economic and environmental value generation.</p>	

<b>Course:</b>	ADMI-2403 OPERATIONS AND LOGISTICS (ENGLISH)/ OPERACIONES Y LOGIST. (INGLES)
<b>Language:</b>	ENGLISH
<b>Credits:</b>	3*
<b>Section:</b>	4
<b>CRN</b>	13556
<b>Teacher:</b>	THIELL MARCUS
<b>Tentative class schedule:</b>	tuesday and thursday (14:00-15:20)
<p><b>Description:</b> The course covers the subject of the production of goods and services from the perspective of processes and operations. Subjects such as quality, measurement, human resources, design and development of products (goods or services), prognoses, capacity planning, location of facilities (plant, offices, warehouses, etc.), global operations, role of information technology, design of facilities and work places, process guidance, handling materials, inventories and information, planning and programming, project control, synchronised production and decision taking models on the subject.</p>	

<b>Course:</b>	ADMI-3133B ENVIRONMENTAL MANAGEMENT (ENGLISH)/ GERENCIA AMBIENTAL (INGLES)
<b>Language:</b>	ENGLISH
<b>Credits:</b>	3*
<b>Section:</b>	1
<b>CRN:</b>	13228
<b>Teacher:</b>	PARK JOO YOUNG
<b>Tentative class schedule:</b>	wednesday and Friday (11:00-12:20)
<b>Description:</b>	
<p>This course explores the relationship between companies and the environment. Furthermore, the course gives updated tools in different fields of environmental management through an interdisciplinary and strategic view on the long run. Also, it allows students to discover their capabilities for assuming challenges inside an economic background of changing for Latin-American countries.</p>	

<b>Course:</b>	ADMI-2301 ORGANIZATIONAL BEHAVIOUR / COMPORTAMIENTO ORGANIZACIONAL (INGLÉS)
<b>Language:</b>	ENGLISH
<b>Credits:</b>	3*
<b>Section:</b>	1, 3, 7
<b>CRN</b>	10133, 10134, 23082
<b>Teacher:</b>	SCHORCH SEBASTIAN , MEISTER ALYSON
<b>Tentative class schedule:</b>	
<b>Description:</b>	
<p>The aim of this introduction to organizational behavior course is to develop your understanding of individual and group behavior, particularly within work settings. To do so we will draw on contemporary theories, research, cases, and practical examples to explore how our thoughts and behaviors can highly influence individual, group and organizational outcomes. Major topics we will explore include individual differences, job attitudes, motivation, performance, decision-making, team dynamics, and a host of other phenomena that impact the effectiveness of individuals, teams, and ultimately organizations.</p>	

<b>Course:</b>	ADMI-2301 MARKETING FOUNDATIONS / FUNDAMENTOS DE MERCADEO (INGLÉS)
<b>Language:</b>	ENGLISH
<b>Credits:</b>	3*
<b>Section:</b>	4, 7
<b>CRN:</b>	25473, 13606
<b>Teacher:</b>	WILSON BRADLEY
<b>Tentative class schedule:</b>	
<b>Description:</b> Marketing is about customers, and customers are at the heart of the activities of organizations. For marketing majors, this course is the foundation for all further marketing courses. For students who are majoring in other areas, this course will develop your understanding of the relationships between Marketing and other functional areas of organizations. The goal of this course is to provide you with: 1) an understanding of the foundational concepts and language of marketing, including the evaluation of market opportunities, product planning, pricing and promotional strategies, distribution channels, customer behavior and value creation, and 2) opportunities to apply these concepts to marketing analysis and planning for real organizations.	

<b>Course:</b>	ADMI-3313 SALES AND DISTRIBUTION MANAGEMENT
<b>Language:</b>	ENGLISH
<b>Credits:</b>	3*
<b>Section:</b>	1
<b>CRN:</b>	14505
<b>Teacher:</b>	GARCIA GARCIA ARMANDO
<b>Tentative class schedule:</b>	Tuesday and Friday (9:30 -10:50)
<b>Description:</b> The role of the commercial department nowadays is facing rapid changes and in most companies it has become an area of major importance and impact in the results of the operation. The Commercial Manager and his/her sales force have become vital for the company to face the challenges to survive, adapt to the changing conditions and guarantee the continuity of the operation in a profitable way. The purpose of this course is to provide students with up to date information and a firm foundation for understanding all main components of sales and distribution management in order to enable them to perform adequately in their managing careers.	

<b>Course:</b>	ADMI-3110 ENTREPRENEURSHIP (ENGLISH) / CREACIÓN NUEVAS EMPRESAS (INGLES)
<b>Language:</b>	ENGLISH
<b>Credits:</b>	3*
<b>Section:</b>	1
<b>CRN:</b>	10837
<b>Teacher:</b>	KONOVALOV OLEG
<b>Tentative class schedule:</b>	Monday and Wednesday (15:30-16:50)
<b>Description:</b> The aim of this course is for the participants to reflect on their long term personal and professional goals and consequently to identify the pros and cons of a business career. This promotes the generation of ideas for the creation of new companies which are viable for the participants to achieve on different time horizons, according to their own personal and professional development goals. Students develop the ability to inject the (Intra-enterprise) "Entrepreneurial Spirit" into already established companies to make them more willing to accept the continuous introduction of innovations in response to changing situations.	

<b>Course:</b>	ADMI-2206 CONSUMER BEHAVIOR
<b>Language:</b>	ENGLISH
<b>Credits:</b>	3*
<b>Section:</b>	2
<b>CRN:</b>	20822
<b>Teacher:</b>	TRUJILLO CARLOS
<b>Tentative class schedule:</b>	Monday and Wednesday
<b>Description:</b> The course aims that the student may be able to understand the process of consumers' purchase decisions (natural and institutional person) where external and internal affect individual's variables. This course is aimed to encourage development of skills of interpretation and analysis of situations in live marketing companies in their daily pass in relation to decision-making processes.	

ADMI-3405 SYSTEMS OF INFORMATION MANAGEMENT	
<b>Course:</b>	ADMI-3405 SYSTEMS OF INFORMATION MANAGEMENT
<b>Language:</b>	ENGLISH
<b>Credits:</b>	3*
<b>Section:</b>	1
<b>CRN:</b>	10147
<b>Teacher:</b>	CAMACHO AHUMADA SONIA
<b>Tentative class schedule:</b>	Monday and Thursday (11:00 – 12:20)
<b>Description:</b>	
In this course the student addresses the issue of information technology from the perspective of the organization in all its aspects: strategy, decision making in technology, organizational structure, information dependence and the use of some specific technologies, such as databases or Internet. The course aims to prepare managers who can lead the application of information technology in an organization applying in the functional areas thorough understanding the organization	

ADMI-1190 ECOSYSTEM SERVICES	
<b>Course:</b>	ADMI-1190 ECOSYSTEM SERVICES
<b>Language:</b>	ENGLISH
<b>Credits:</b>	3*
<b>Section:</b>	1
<b>CRN</b>	17184
<b>Teacher:</b>	PARK JOO YOUNG
<b>Tentative class schedule:</b>	Monday and Wednesday (9:30-10:50)
<b>Description:</b>	
The objective of this course is to provide students with basic understanding of human-nature interactions based on the concept of ecosystem services. The course will first focus on understanding the ecosystem, about its structure, function, and services and then move onto examining how the modern industrial development has altered ecosystem. With this understanding, students are expected to develop capability to analyze conflicts and dilemmas around global and local environmental issues.	

ADMI-2204 INVESTMENT DECISIONS	
<b>Course:</b>	
<b>Language:</b>	ENGLISH
<b>Credits:</b>	3*
<b>Section:</b>	6
<b>CRN:</b>	25994
<b>Teacher:</b>	GONZALEZ MAXIMILIANO
<b>Tentative class schedule:</b>	Tuesday and Thursday (11:00 – 12:20)
<b>Description:</b> The investment course seeks to familiarize students with different techniques of investment analysis and how to apply these techniques to practical problems in financial decision-making. We will begin the course with a module on basic financial mathematics and concepts, ranging from interest calculations and the time value of money to investment decision rules. We will then study in a bit more depth the capital budgeting decision, the role that scenario and simulation analysis can play in this context, the pricing of bonds, and an introduction to the CAPM, the most popular model for the pricing of risk in capital markets.	

ADMI-1590 CREATIVE WORKSHOP	
<b>Course:</b>	
<b>Language:</b>	ENGLISH
<b>Credits:</b>	3*
<b>Section:</b>	3
<b>CRN</b>	23194
<b>Teacher:</b>	KONOVALOV OLEG
<b>Tentative class schedule:</b>	Wednesday (8:00 – 10:50)
<b>Description:</b>  Today, organizations and markets expect teams from different disciplines to generate concrete results in management. The strategy, teamwork, innovation in products and processes, has become a fundamental part to achieve a clear differentiation of market value. It is for this reason that the development of creative capacity becomes important to strengthen the powers organizations and the market demand and becomes a fundamental tool for innovative results.	

ADMI-3503 SERVICE MANAGEMENT	
<b>Course:</b>	
<b>Language:</b>	ENGLISH
<b>Credits:</b>	3*
<b>Section:</b>	1
<b>CRN:</b>	23196
<b>Teacher:</b>	THIELL MARCUS
<b>Tentative class schedule:</b>	Tuesday and Thursday (11:00 – 12:20)
<b>Description:</b> This course, based on a leading textbook and complemented by diverse case studies, will consistently refer to the Colombian context and its service organizations, finally striving (a) to support the innovative and sustainable design and management of service systems in Colombia, and (b) to provide the students with relevant knowledge and skills for modern business environments.	

<b>Course:</b>	CONT-2421 COST ACCOUNTING /CONTABILIDAD DE COSTOS (INGLÉS)
<b>Language:</b>	ENGLISH
<b>Credits:</b>	3*
<b>Section:</b>	1
<b>CRN:</b>	20930
<b>Teacher:</b>	
<b>Tentative class schedule:</b>	Wednesday and Friday (15:30-16:50)
<b>Description:</b> <p>This course provides students with basic concepts and methodologies related to cost accounting. As a result, students will learn the fundamental components of the cost of a product and will become familiarized with decision-making processes related to cost accounting.</p> <p>The course exhibits concepts related to cost accounting practices from a management perspective. Given the close relationship between cost accounting and decision-making in any organization, the course will highlight how these concepts and practices relate to other organization functions (especially the financial function)</p>	

In case you need more information about the courses taught in Spanish please use the next link:

<http://catalogo.uniandes.edu.co/es-ES/2016/Catalogo/Facultad-de-Administracion>

Please note that due to timetabling constraints, we cannot guarantee a place in all desired courses. It is important to remember that we apply the “first come, first served” rule. However, seats may be released until the very last minute. Thus, please check the course choice application on a regular basis and during the specific period of time assigned to you. Students should be aware that if they do not register for classes on time, it might be difficult for them to find places on the classes of their choices.

\*: Each course at Uniandes is worth between 2 and 4 credit hours. At Uniandes the normal course load at the undergraduate level is of 18 credit hours per semester, where each credit hour is equivalent to one contact hour and 2 out-of-class preparation hours per week.

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