

# EXCHANGE PROGRAM EXPERIENCE

## Why an Exchange in Mexico?

Because...

- Mexico is an **emerging markets development leader in Latin America**. According to PwC, the global financial crisis has accelerated the shift in the economic power towards emerging economies. This has revealed that the E7 emerging economies are set to exceed the G7 before 2020.
- Mexico has numerous Free Trade Agreements in the world including the United States, Canada, Japan, the European Union and Latin America. It holds commerce activities with **52 nations in three continents**.
- Mexico offers: **low tariffs**, which represent benefits for companies that manufacture in this country; already established business relationships; an **extensive land transportation network** and growth in human capital.
- According to the experts, by early 2012 **Mexico will get a foreign investment of 19,731 million dollars**, which will result in the creation of approximately **549,000 new jobs** in the short and medium term.
- Mexico is a **hub for Latin America** and it has registered one of the largest GDP growths during the last 6 years.
- Mexico **exports more than 90% of its goods under the FTA**.
- Mexico offers the **opportunity to develop Spanish language skills** (The 4th most spoken language worldwide and the 2nd in business).
- It offers the **opportunity to live in the two biggest cities of the country: Mexico City and Monterrey** and in both of them, experience the contrast between the pre-Hispanic, Colonial and Modern culture.



**IPADE BUSINESS SCHOOL**  
UNIVERSIDAD PANAMERICANA

## Why at IPADE?

Because...

- IPADE was **founded in 1967** by a group of prominent Mexican businessmen with the **strategic guidance from Harvard Business School (HBS) and IESE Business School** – “life long associates”.
- IPADE is the **only business school founded from the enterprise, for the enterprise**. It is the only existing business school with this model worldwide.
- IPADE is an exceptional business school with the **highest reputation in Latin America**.
- IPADE has the **biggest alumni network and business connections in Mexico and Latin America** in the education market.
- At IPADE, exchange students have **access to all the Career Management Office services**.



- IPADE offers **personalized attention** to students and a great student atmosphere.
- IPADE has a **strong relationship with the best Business Schools** in North America, Europe, Asia, Africa and Latin America.
- IPADE's methodology is based on the **case study method**.
- IPADE offers **elective courses in English and Spanish**.
- IPADE offers its exchange students the opportunity to participate in the **annual Study Trip, sponsoring approximately 45% of the total cost** of the trip.

IPADE offers different Exchange date possibilities:

- Winter term (January-March)
- Spring term (April-June)

# Case Method

The case method has proven to be an irreplaceable tool to acquire experience and knowledge from real-life business and management situations. However, experience as an educational phenomenon requires two essential attributes:

- **An open mind and willingness to learn**
- **Thoughtfulness to make balanced judgments**

This active learning approach not only helps exercise and balance both attributes, but also focuses on the development of skills, the integration and use of knowledge and nurturing lifelong learning through the accumulation of competencies.

The method perfects decision-making and critical thinking and builds the character needed for decisive management. It allows the participants to diagnose a business situation, leading to the identification and evaluation of alternative routes of action.

Participants are assigned to diverse and multi-disciplinary groups for the two-year program to enable a rich environment of experiences and opinions, essential for the learning experience.

By the end of the program, nearly 900 cases are studied in depth, helping students with intensive training and preparing them to identify and face future challenges.

## PHASES OF THE CASE METHOD

### INDIVIDUAL

Analysis of involved elements and their relationship.

### TEAMWORK

Discussion and comparison of each stage resulting from individual analysis.

### GROUP SESSIONS

Under the guidance of the professor, debate will rise to a wide variety of perspectives and opinions.



**IPADE Business School**  
**INTERNATIONAL EXCHANGE PROGRAMME**  
**Fall, 2017 - Winter and Spring, 2018**

**SCHOOL DETAILS**

<b>Name of School</b>	<b>IPADE Business School</b>
<b>Address</b>	Floresta 20. Col. Clavería Mexico D.F. 02080
<b>Contact</b>	María Cruz, incoming/outgoing students Manager
<b>Telephone</b>	(5255) 53.54.1800 ext. 1023
<b>Fax</b>	(5255) 5399.7682
<b>E-mail7</b>	<a href="mailto:macruz@ipade.mx">macruz@ipade.mx</a>
<b>Term(s) of Exchange</b>	Fall, 2016 - Winter and Spring, 2018
<b>School Website Address</b>	<a href="http://ipadebusinessschool.com/">http://ipadebusinessschool.com/</a>
<b>Language Requirement</b>	English and Optional Spanish
<b>Number of Places Available According to agreement</b>	

**DATES**

**Term Dates:**

*(Exams can be moved if requested by the school to match the terms from home institutions)*

**Fall 2017 (to be confirmed):**

Orientation day: October 2<sup>nd</sup>, 2017

Term: From October 3<sup>rd</sup> to December 15<sup>th</sup> (classes and exams).

**Winter 2017 (to be confirmed):**

Orientation day: January 2<sup>nd</sup>, 2018

Term: From January 3<sup>rd</sup> to March 30<sup>th</sup> (classes and exams, during this term the study trip takes place).

**Spring 2017 (to be confirmed):**

Orientation day: April 9<sup>th</sup>

Term: April 10<sup>th</sup> to June 22<sup>nd</sup> (classes and exams).

**EXCHANGE APPLICATION DEADLINES**

**Deadlines**

**Fall 2017:** August 1<sup>st</sup>, 2017

**Winter 2018:** October 2<sup>nd</sup>, 2017

**Spring 2018:** February 5<sup>th</sup>, 2018

**ELECTIVES**

**Number of courses (5 UNITS, please see table with hours/credits/units)**

*Exchange students will receive the complete syllabus of all available courses; they will choose from this list and will receive a space confirmation upon reception of their selection. Students can confirm once they are at IPADE, during the first week of class (Drop/Add period). Their space in the selected courses will depend on the availability.*

## CAREERS SERVICES

*Do you have a Career Management service?*

Yes

*What access will exchange Students have to this service?*

Access to network, mentorship and guidance through process.

## HOUSING

*Is housing available on-campus?*

No, but personal assistance will be provided by the International Office.

There are different options in our database, from shared apartments to family rooms. Please let us know your preferences in living style, budget and special needs, so we can support you in finding the best alternative.

### **Budget and Housing**

**Housing:** From \$4000 MXP to \$7000 MXP per month.

**Living Expenses:** \$6500 MXP per month.

**Health Insurance:** Approximately \$350 USD per trimester.

**\*It is mandatory for Exchange students to purchase the Health Insurance policy provided by IPADE.**

**Miscellaneous:** \$2000 MXP per month.

## ALUMNI STATUS

*Will our students become Alumni of your School?*

Yes

## **Additional Exchange Information**

### **Requirements**

**School Exchange Application Procedure:** The student who has been selected for an exchange at IPADE is required to send the following information:

- Filled online Application Form. The corresponding link will be sent to each officially nominated student.
- Curriculum Vitae
- Digital photograph (*Format .jpg / 150 dpi's / 207 x 266 pixels / black and white / formal ware / from shoulders up*)

### **Language Instruction**

Courses at **IPADE** during the program are taught in English, however there might be some sessions in **Spanish**, simultaneous translation will be provided if necessary.

We also offer a **Spanish Language Course** (free of charge) for those foreign students that wish to improve their Spanish skills. 4 hours per week at IPADE.

### **Student Visas**

For students coming to Mexico only during the Exchange Term **student visa** is not required, you can enter the country with a tourist visa. If you are planning to stay longer, it is necessary to find out the requirements of the Mexican Consulate in each country. We advise Exchange Students to inquire about this before arriving to Mexico.

## Health Insurance

All Exchange Students are required to purchase the Health Insurance Policy indicated by IPADE. This policy will cover you all throughout the Exchange Term. We will provide you all the information necessary to make the purchase.

## Dress Code

Business casual attire every day, for special occasions (with faculty and directors) a suit or dress must be worn. No tank tops, sandals, shorts, mini-skirts, ripped jeans, athletic shoes, sweatpants and slippers are allowed at IPADE. Cultural and religious garments will be embraced. During Winter, temperature in Mexico City and Monterrey campuses can possible reach 0° up to 15°c, so make sure to bring the proper attire.

## Academic Structure

Classes are based on 80 minute sessions.

Exchange students need to sign up a minimum of **5 IPADE units per term**.

Standard schedule for each week: Monday to Friday, regularly from 8:00 am to 5:00 pm.

Weekly schedules will be delivered on the previous week.

## Transcript Legend

10	Excellent	A+
9.7	Excellent	A
9.5	Excellent	A-
9.2	Very Good	B+
9	Very Good	B
8.7	Very Good	B-
8.5	Good	C+
8.2	Good	C
8	Good	C-
7.5	Unsatisfactory	D+
7	Unsatisfactory	D
6.5	Unsatisfactory	D-
6	Unsatisfactory	D-
5	Fail	F

## Brief explanation of IPADE's course selection process

Before your arrival to Mexico, exchange students will receive the complete syllabus of all the available courses, however updated information may be delivered during the first session of each course. Students will choose from this list and will send their course selection to IPADE's International Office Manager. Your course confirmation will depend on the registration of your selection. Students can change (Drop/Add period) their course selection during their first week of classes. Course selection changes will depend on availability.

<b>First trimester – Fall Term (Oct-Dec)</b>	<b>Contact hours</b>	<b>US Credits</b>	<b>ECTS</b>	<b>IPADE Units</b>
Managerial Control and Information I	20	1.7	3.75	1
Human Resources Management I	20	1.7	3.75	1
Organizational Behavior I	20	1.7	3.75	1
Business Ethics	20	1.7	3.75	1
Operations Management I	20	1.7	3.75	1
Marketing Management I	20	1.7	3.75	1
Financial Management I	20	1.7	3.75	1
Communications Skills Workshop	12	1	2.25	0.6
Spanish course	30 - 40	1	2.25	-

<b>Fifth trimester-Winter Term (Jan-Mar)</b>	<b>Contact hours</b>	<b>US Credits</b>	<b>ECTS</b>	<b>IPADE Units</b>
Managerial Control and Information III (LS)	20	1.7	3.75	1
Business Simulation (LS)	20	1.7	3.75	1
General Management III (LS)	20	1.7	3.75	1
Social and Political Environment I (LS)	20	1.7	3.75	1
Financial Management IV (LS)	20	1.7	3.75	1
Career Plan I (Workshop) (LS)	16	1.3	3	0.8
Legal Framework (LS)	12	2.25	1	0.6
Sales Force Management (LS)	16	1.3	3	0.8
Doing Business in Mexico	21	3.75	6.00	2.2
Spanish course	30 - 40	1	2.25	-

<b>Sixth trimester-Spring Term (Apr-Jun)</b>	<b>Contact hours</b>	<b>US Credits</b>	<b>ECTS</b>	<b>IPADE Units</b>
Marketing IV	16	1.3	3	0.8
General Management IV (LS)	20	1.7	3.75	1
Social and Political Environment II (LS)	20	1.7	3.75	1
Economics of Strategic Behavior	16	1.3	3	0.8
Service Operations Management	16	1.3	3	0.8
Markstrat (marketing simulation) (LS)	16	1.3	3	0.8
Financial Management V (LS)	20	1.7	3.75	1
Finance V	16	1.3	3	0.8
Spanish course	30 - 40	1	2.25	-

**(LS) Limited Space**

The “Doing Business in Mexico” one-week seminar overlaps other courses; overlaps will be discussed with Professors near the date.

Important: the final updated syllabus of all courses will be delivered at the beginning of each term.

## **Student Services**

- Library.
- Computer Centre (e-mail and Internet services).
- IPADE E-mail account: Students will be assigned a personal e-mail account at arrival.
- Wi-Fi inside campus.
- Cafeteria: From 8:00 am to 7:00 pm. Coffee service all day. Breakfast (\$10 MXP), lunch (\$20 MXP) and snacks (\$5 MXP each) are available.
- Printers and Photocopies available.
- Telephones: free (only for local calls).
- Chapel: mass weekly schedule published.
- Treadmill machines and showers (Mexico City campus only).
- "La Posta": Books, souvenirs and other articles.
- ATM's: Banamex and Santander Banks.

## **IPADE's campus location**

Mexico <http://www.ipade.mx/en/experiencia/Pages/ubicacion-de-ipade-business-school.aspx>

Monterrey <http://www.ipade.mx/Documents/Ubicacion/ipade-monterrey.pdf>

## **Information about Mexico City**

[www.guiaroji.com.mx](http://www.guiaroji.com.mx)

[www.mexicocity.com.mx](http://www.mexicocity.com.mx)

[www.metro.df.gob.mx](http://www.metro.df.gob.mx)

[www.aicm.com.mx/home.php](http://www.aicm.com.mx/home.php)

[www.turiguide.com](http://www.turiguide.com)

[www.mexicocity.gob.mx](http://www.mexicocity.gob.mx)

<http://www.travelbymexico.com/monterrey/>