

MBA

- Only open to MBA students who are at least 26 years of age and have a minimum of 3 years of work experience.
- All courses are taught from 7pm to 10.15pm, and Saturdays from 9am to 2pm.
- Unless indicated otherwise, courses are taught in Spanish
- Attendance to classes is required; therefore, in order to avoid overlapping schedules, it is best to select courses from the same major.

Exchange students can choose any of the following course modalities:

- 3x3: 3 courses every 3 weeks over 9 weeks, in classes taught on Thursday from 3:00 to 9:45 pm, Friday from 9:00 am to 7:00 pm and Saturday from 8:30 to 5:30 pm.
- 2x2: 2 courses every 2 weeks, over 6 weeks, with classes on Friday from 2:00 pm to 9:00 pm and Saturday from 8:00 am to 5:45 pm.

1 st module	2 nd module	3 rd module	4 th module	5 th module
March – April	May - June	June-July	August - September	October - November

Codes	Courses	Dates	Contact hours
MB13	Control Global <i>Global Control</i>	<u>Professor:</u> Lerch (EMBA 2018) Friday, July 12 th 14.45 to 19h Saturday, July 13 th 11.40 to 15h Friday, July 26 th 14.45 to 19h Saturday, July 27 th 11.40 to 15h Friday, August 9 th 14.45 to 19h Saturday, August 10 th 11.40 to 15h <u>Exam:</u> Thursday, August 22 nd at 19h	25
		<u>Professor:</u> Belocopitow (VESPertino) Monday, August 12 th 19 to 22.15h Tuesday, August 20 th 19 to 22.15h Thursday, August 22 nd 19 to 22.15h Monday, August 26 th 19 to 22.15h Monday, September 2 nd 19 to 22.15h Thursday, September 5 th 19 to 22.15h Monday, September 9 th 19 to 22.15h Thursday, September 12 th 19 to 22.15h <u>Exam:</u> Monday, September 16 th at 19h	
		<u>Professor:</u> Lerch (MBA SÁBADO) Monday, March 25 th 19 to 22.15h Monday, April 1 st 19 to 22.15h Monday, April 8 th 19 to 22.15h Saturday, April 13 th 8 to 11.15h <u>Exam:</u> Thursday, April 25 th at 19h	
		<u>Professor:</u> Lerch (MBA 18 INTENSIVO) Friday, April 12 th 14 to 17.20h Saturday, April 13 th 13.30 to 17.45h <u>Exam:</u> Thursday, May 2 nd at 19h	

MB23	<p><u>Desarrollo de Carrera</u> <i>Career Development</i></p>	<p><u>Professor: Paula Molinari (EMBA 2018)</u> Friday, October 4th 14.45 to 19h Saturday, October 5th 11.40 to 15h Friday, October 18th 14.45 to 19h Saturday, October 19th 11.40 to 15h Friday, November 1st 14.45 to 19h Saturday, November 2nd 11.40 to 15h Friday, November 12th 14.45 to 19h Saturday, November 13th 11.40 to 15h</p> <p><u>Professor: Paula Molinari (MBA Vespertino 18)</u> Wednesday, August 14th 19 to 22.15h Thursday, August 15th 19 to 22.15h Wednesday, August 21st 19 to 22.15h Wednesday, August 28th 19 to 22.15h Thursday, August 29th 19 to 22.15h Wednesday, September 4th 19 to 22.15h Wednesday, September 11th 19 to 22.15h</p> <p><u>Professor: Paula Molinari (MBA SÁBADO)</u> Monday, September 23rd 19 to 22.15h Monday, September 30th 19 to 22.15h Monday, October 7th 19 to 22.15h Saturday, October 12th 13.30 to 16.45h Tuesday, October 15th 19 to 22.15h Monday, October 21st 19 to 22.15h Monday, October 28th 19 to 22.15h</p>	25
MB21	<p><u>Negocios Internacionales</u> <i>Advanced Marketing</i></p>	<p><u>Professor: Mariano Turzi (18 SÁBADO)</u> Monday, August 12th 19 to 22.15h Monday, August 26th 19 to 22.15h Saturday, August 18th 19 to 22.15h Saturday, August 31st 14.30 to 17.45h Monday, September 2nd 19 to 22.15h Monday, September 9th 19 to 22.15h Monday, September 16th 19 to 22.15h Saturday, September 21st 8 to 11.15h</p> <p><u>Professor: Sebastián Auguste (VESPERTINA 18)</u> Wednesday, September 18th 19 to 22.15h Wednesday, September 25th 19 to 22.15h Thursday, September 26th 19 to 22.15h Wednesday, October 2nd 19 to 22.15h Wednesday, October 9th 19 to 22.15h Thursday, October 10th 19 to 22.15h Wednesday, October 16th 19 to 22.15h</p> <p><u>Professor: Mariano Turzi (MBA Intensivo 18)</u> Friday, August 23rd 17.40 to 21h Saturday, August 24th 13.30 to 17.45h Friday, September 6th 17.40 to 21h Saturday, September 7th 13.30 to 17.45h Friday, September 20th 17.40 to 21h Saturday, September 21st 13.30 to 17.45h <u>Exam:</u> Thursday, October 3rd at 19h</p>	25

MB10	<u>Negocios y Economía Política</u> <i>Business & Political Economy</i>	<u>Professor: Prof. Sánchez (MBA 18 SÁBADO)</u> Wednesday, August 14 th 19 to 22.15h Wednesday, August 21 st 19 to 22.15h Wednesday, August 28 th 19 to 22.15h Saturday, August 31 st 8 to 11.15h Wednesday, September 4 th 19 to 22.15h Wednesday, September 11 th 19 to 22.15h Saturday, September 21 st 13.30 to 17.45h <u>Exam: Wednesday, September 25th at 19h</u>	25
		<u>Professor: Sturzenegger (MBA 18 INTENSIVA)</u> Friday, October 4 th 17.40 to 21h Saturday, October 5 th 8 to 12.20h Friday, October 18 th 17.40 to 21h Saturday, October 19 th 8 to 12.20h Friday, November 1 st 17.40 to 21h Saturday, November 2 nd 8 to 12.20h <u>Exam: Friday, November 15th at 16h</u>	
		<u>Professor: Sturzenegger (EMBA 2018)</u> Friday, August 23 rd 9 to 13.15h Saturday, August 24 th 8 to 11.20h Friday, September 6 th 9 to 13.15h Saturday, September 7 th 8 to 11.20h Friday, September 20 th 9 to 13.15h Saturday, September 21 st 8 to 11.20h <u>Exam: Thursday, October 3rd at 19h</u>	
MB07	<u>Contabilidad Gerencial</u> <i>Managerial Accounting</i>	<u>Professor: Garrigue (VESPertino 19)</u> Wednesday, April 3 rd 19 to 22.15h Wednesday, April 10 th 19 to 22.15h Wednesday, April 17 th 19 to 22.15h Tuesday, April 23 rd 19 to 22.15h Thursday, May 2 nd 19 to 22.15h Monday, May 6 th 19 to 22.15h <u>Exam: Monday, May 13th at 19h</u>	25
		<u>Professor: Garrigue (EMBA 2019)</u> Tuesday, August 27 th 14.45 to 19h Wednesday, August 28 th 14.45 to 19h Thursday, August 29 th 14.45 to 19h Friday, August 30 th 14.45 to 19h Friday, September 13 th 14.45 to 19h Saturday, September 14 th 11.40 to 15h <u>Exam: Thursday, September 26th at 19h</u>	
		<u>Professor: Garrigue (MBA 19 INTENSIVO)</u> Friday, April 26 th 14 to 17.20h Saturday, April 27 th 13.30 to 17.45h Friday, May 10 th 14 to 17.20h Saturday, May 11 th 13.30 to 17.45h Friday, May 31 st 14 to 17.20h <u>Exam: Thursday, June 13rd at 19h</u>	

MB27	<p><u>Técnicas de la comunicación</u> <i>Communication Techniques</i></p>	<p><u>Professor:</u> Nelson (EMBA 2019) Tuesday, August 27th 9 to 13.15h Wednesday, August 28th 9 to 13.15h Thursday, August 29th 9 to 13.15h Friday, August 30th 9 to 13.15h Friday, August 13th 9 to 13.15h Saturday, August 14th 8 to 11.20h</p> <p><u>Professor:</u> Pablo Benegas (MBA 19 Intensivo) Friday, April 26th 17.40 to 21h Saturday, April 27th 8 to 12.20h Friday, May 10th 17.40 to 21h Saturday, May 11th 8 to 12.20h Friday, May 31st 17.40 to 21h Saturday, June 1st 8 to 12.20h</p> <p><u>Professor:</u> Aréchaga (VESPertino 19) Monday, July 15th 19 to 22.15h Monday, July 22nd 19 to 22.15h Monday, July 29th 19 to 22.15h Monday, August 5th 19 to 22.15h Monday, August 12th 19 to 22.15h Tuesday, August 20th 19 to 22.15h Monday, August 26th 19 to 22.15h</p>	25
MB19	<p><u>Operaciones de Clase Mundial</u> <i>Advanced Operations Management</i></p>	<p><u>Professor:</u> Kraiselburd (MBA 18 Intensivo) Friday, August 23rd 14 to 17.20h Saturday, August 24th 8 to 12.20h Friday, September 6th 14 to 17.20h Saturday, September 7th 8 to 12.20h Friday, September 20th 14 to 17.20h Saturday, September 21st 8 to 12.20h</p> <p><u>Professor:</u> Kraiselburd (EMBA 2018) Friday, October 4th 9 to 13.15h Saturday, October 5th 8 to 11.20h Friday, October 18th 9 to 13.15h Saturday, October 19th 8 to 11.20h Friday, November 1st 9 to 13.15h Saturday, November 2nd 8 to 11.20h</p>	25
MB16	<p><u>Tecnología de la Información</u> <i>Information Technology</i></p>	<p><u>Professor:</u> Montealegre (MBA 18 INTENSIVA) Friday, July 26th 14 to 21h Saturday, July 27th 13.30 to 17.45h Friday, August 9th 14 to 21h Saturday, August 10th 13.30 to 17.45h</p> <p><u>Professor:</u> Montealegre (MBA 18 SÁBADO) Wednesday, July 24th 19 to 22.15h Wednesday, July 31st 19 to 22.15h Saturday, August 3rd 8 to 16.45h Monday, August 5th 19 to 22.15h Saturday, August 10th 8 to 12.15h</p> <p><u>Professor:</u> Montealegre (MBA 18 VESPertino) Monday, July 22nd 19 to 22.15h Thursday, July 25th 19 to 22.15h Monday, July 29th 19 to 22.15h Thursday, August 1st 19 to 22.15h Tuesday, August 6th 19 to 22.15h Wednesday, August 7th 19 to 22.15h</p>	25

		Thursday, August 8 th 19 to 22.15h	
MB08	<u>Decisiones Gerenciales I</u> <i>Management Decisions I</i>	<u>Professor:</u> Sebastián Auguste (MBA 19 INTENSIVO) Friday, June 14 th 14 to 17.20h Saturday, June 15 th 8 to 12.20h Friday, June 28 th 14 to 17.20h Saturday, June 29 th 8 to 12.20h Friday, July 12 th 14 to 17.20h Saturday, July 13 th 8 to 12.20h	25
		<u>Professor:</u> Auguste (VESPertino 19) Wednesday, May 15 th 19 to 22.15h Wednesday, May 22 nd 19 to 22.15h Wednesday, May 29 th 19 to 22.15h Wednesday, June 5 th 19 to 22.15h Wednesday, June 12 th 19 to 22.15h Wednesday, June 19 th 19 to 22.15h Wednesday, June 26 th 19 to 22.15h <u>Exam:</u> Wednesday, July 3 rd at 19h	
		<u>Professor:</u> Auguste (EMBA 2019) Friday, November 8 th 9 to 13.15h Saturday, November 9 th 8 to 11.20h Friday, November 22 nd 9 to 13.15h Saturday, November 23 rd 8 to 11.20h Friday, December 6 th 9 to 13.15h Saturday, December 7 th 8 to 11.20h	
		<u>Professor:</u> Auguste (INTENSIVO 19) Thursday, April 25 th 15 to 18.15h Friday, April 26 th 9 to 13.20h Friday, May 16 th 15 to 18.15h Saturday, May 17 th 9 to 13.20h Friday, June 6 th 15 to 18.15h Saturday, June 7 th 9 to 13.20h <u>Exam:</u> Thursday, July 25 th at 19h	
MB11	<u>Marketing y Distribución</u> <i>Marketing Management</i>	<u>Professor:</u> Massuh (EMBA 2019) Friday, September 27 th 14.45 to 19h Saturday, September 28 th 11.40 to 15h Friday, October 11 th 14.45 to 19h Saturday, October 12 th 11.40 to 15h Friday, October 25 th 14.45 to 19h Saturday, October 26 th 11.40 to 15h	25
		<u>Professor:</u> Massuh (MBA 18 SÁBADO) Friday, July 26 th 17.40 to 21h Saturday, July 27 th 13.30 to 17.45h Friday, August 9 th 17.40 to 21h Saturday, August 10 th 13.30 to 17.45h Friday, August 23 rd 17.40 to 21h Saturday, August 24 th 13.30 to 17.45h	
		<u>Professor:</u> Massuh (INTENSIVO 3X3) Thursday, June 27 th 18.30 to 21.45h Saturday, June 29 th 8.30 to 12.50h Thursday, July 18 th 18.30 to 21.45h Saturday, July 20 th 8.30 to 12.50h Thursday, August 8 th 18.30 to 21.45h Saturday, August 10 th 8.30 to 12.50h	

		<p><u>Professor:</u> Massuh (VESPertino 19) Monday, May 20th 19 to 22.15h Monday, May 27th 19 to 22.15h Monday, June 3rd 19 to 22.15h Monday, June 10th 19 to 22.15h Tuesday, June 18th 19 to 22.15h Monday, June 24th 19 to 22.15h Monday, July 1st 19 to 22.15h <u>Presentations:</u> Thursday, July 11th at 19h</p>	
MB46	<p><u>Comportamiento Organizacional</u> Organizational Behaviour</p>	<p><u>Professor:</u> Dzodan (EMBA 19) Friday, November 8th 14.45 to 19h Saturday, November 9th 11.40 to 15h Friday, November 22nd 14.45 to 19h Saturday, November 23rd 11.40 to 15h Friday, December 6th 14.45 to 19h Saturday, December 7th 11.40 to 15h</p> <p><u>Professor:</u> Dzodan (MBA 19 INTENSIVO) Friday, June 14th 17.40 to 21h Saturday, June 15th 13.30 to 17.45h Friday, June 28th 17.40 to 21h Saturday, June 29th 13.30 to 17.45h Friday, July 12th 17.40 to 21h Saturday, July 13th 13.30 to 17.45h</p> <p><u>Professor:</u> Bachrach (INTENSIVO 19 3X3) Friday, April 26th 14.30 to 18.50h Saturday, April 27th 14.10 to 17.30h Friday, May 17th 9 to 13.20h Saturday, May 18th 8 to 11.20h Friday, June 7th 14.30 to 18.50h Saturday, June 8th 14.10 to 17.30h</p>	25
MB02	<p><u>Economía Empresarial</u> Business Economics</p>	<p><u>Professor:</u> Celani (EMBA 2019) Friday, September 27th 9 to 13.15h Saturday, September 28th 8 to 11.20h Friday, October 11th 9 to 13.15h Saturday, October 12th 8 to 11.20h Friday, October 25th 9 to 13.15h Saturday, October 26th 8 to 11.20h <u>Exam:</u> Thursday, November 7th at 19h</p> <p><u>Professor:</u> Tapattá (MBA 19 INTENSIVO) Friday, October 18th 14 to 17.20h Saturday, October 19th 8 to 12.20h Friday, November 1st 14 to 17.20h Saturday, November 2nd 8 to 12.20h Friday, November 15th 14 to 17.20h Saturday, November 16th 8 to 12.20h <u>Exam:</u> Friday, November 29th at 19h</p> <p><u>Professor:</u> Celani (VESPertino 19) Wednesday, September 4th 19 to 22.15h Wednesday, September 11th 19 to 22.15h Wednesday, September 18th 19 to 22.15h Wednesday, September 25th 19 to 22.15h Wednesday, October 2nd 19 to 22.15h Wednesday, October 9th 19 to 22.15h Wednesday, October 16th 19 to 22.15h</p>	25

		<u>Exam: Monday, October 21st at 19h</u>	
MB05	<u>Análisis Financiero</u> <i>Financial Analysis</i>	<p><u>Professor: Borenstein (MBA INTENSIVO 19)</u> Friday, July 26th 14 to 17.20h Saturday, July 27th 8 to 12.20h Friday, August 9th 14 to 17.20h Saturday, August 10th 8 to 12.20h Friday, August 23rd 14 to 17.20h Saturday, August 24th 8 to 12.20h Exam: Thursday, September 5th at 19h</p> <p><u>Professor: Borenstein (VESPertino 19)</u> Wednesday, July 10th 19 to 22.15h Wednesday, July 17th 19 to 22.15h Wednesday, July 24th 19 to 22.15h Wednesday, July 31st 19 to 22.15h Wednesday, August 7th 19 to 22.15h Wednesday, August 14th 19 to 22.15h Wednesday, August 21st 19 to 22.15h Exam: Wednesday, August 28th at 19h</p> <p><u>Professor: Merener (MBA 19 INTENSIVO)</u> Thursday, June 27th 15 to 18.15h Friday, June 28th 9 to 13.20h Friday, July 18th 15 to 18.15h Thursday, July 19th 9 to 13.20h Thursday, August 8th 15 to 18.15h Friday, August 9th 9 to 13.20h</p>	25
MB22	<u>Estrategia Comercial y Competitiva</u> <i>Advanced Marketing</i>	<p><u>Professor: Pels (MBA 19 INTENSIVO)</u> Friday, September 6th 17.45 to 21h Saturday, September 7th 13.30 to 17.45h Friday, September 20th 17.45 to 21h Saturday, September 21st 8 to 12.20h Friday, October 4th 17.45 to 21h Saturday, October 5th 13.30 to 17.45h <u>Presentations: November 14th 19h</u></p>	25
MB04	<u>Estrategia Empresarial</u> <i>Business Strategy</i>	<p><u>Professor: Ariel Yukelson (EMBA 18)</u> Friday, April 5th 14.45 to 19h Saturday, April 6th 11.40 to 15h Friday, April 12th 14.45 to 19h Saturday, April 13th 11.40 to 15h</p> <p><u>Professor: Ariel Yukelson (MBA 19 3X3)</u> Thursday, August 29th 15 to 18.15h Friday, August 30th 14.30 to 18.50h Thursday, September 19th 15 to 18.15h Friday, September 20th 14.30 to 18.50h Thursday, October 10th 15 to 18.15h Friday, October 11th 14.30 to 18.50h</p> <p><u>Professor: Ariel Yukelson (VESPertino 19)</u> Wednesday, October 23rd 19 to 22.15h Wednesday, November 6th 19 to 22.15h Wednesday, November 13th 19 to 22.15h Wednesday, November 20th 19 to 22.15h Wednesday, November 27th 19 to 22.15h Wednesday, December 4th 19 to 22.15h Wednesday, December 11th 19 to 22.15h</p>	25

MB17	<p align="center"><u>Finanzas Corporativas</u> <i>Corporate Finance</i></p>	<p><u>Professor:</u> Machinea (MBA 19 INTENSIVO) Thursday, October 31st 18.30 to 21.45h Saturday, November 2nd 8.30 to 12.50h Thursday, November 21st 18.30 to 21.45h Saturday, November 23rd 8.30 to 12.50h Thursday, December 5th 18.30 to 21.45h Saturday, December 7th 8.30 to 12.50h</p>	25	
		<p><u>Professor:</u> Julio Fermo (EMBA 2018) Friday, April 5th 9 to 13.15h Saturday, April 6th 8 to 11.20h Friday, April 12th 9 to 13.15h Saturday, April 13th 8 to 11.20h <u>Exam:</u> Thursday, April 25th at 19h</p>		
MB28	<p align="center"><u>Recursos Humanos</u> <i>Human Resources Management</i></p>	<p><u>Professor:</u> Andrés Hatum (VESPertino 19) Monday, August 29th 19 to 22.15h Monday, September 9th 19 to 22.15h Monday, September 16th 19 to 22.15h Monday, September 23rd 19 to 22.15h Monday, September 30th 19 to 22.15h Monday, October 7th 19 to 22.15h Tuesday, October 15th 19 to 22.15h</p>	25	
		<p><u>Professor:</u> Andrés Hatum (EMBA 18) Friday, August 23rd 14.45 to 19h Saturday, August 24th 11.40 to 19h Friday, September 6th 14.45 to 19h Saturday, September 7th 11.40 to 19h Friday, September 20th 14.45 to 19h Saturday, September 21st 11.40 to 19h</p>		
		<p><u>Professor:</u> Andrés Hatum (MBA 19 INTENSIVO) Friday, October 18th 17.40 to 21h Saturday, October 19th 13.30 to 17.45h Friday, November 1st 17.40 to 21h Saturday, November 2nd 13.30 to 17.45h Friday, November 15th 17.40 to 21h Saturday, November 16th 13.30 to 17.45h</p>		
MB06	<p align="center"><u>Dirección de Operaciones</u> <i>Operations Management</i> Profesor: Gustavo Vulcano</p>	<p><u>Professor:</u> Vulcano (MBA 19 INTENSIVO 3X3) Friday, August 30th 9 to 13.20h Saturday, August 31st 8.30 to 11.50h Friday, September 20th 9 to 13.20h Saturday, September 21st 8.30 to 11.50h Friday, October 11st 9 to 13.20h Saturday, October 12th 8.30 to 11.50h <u>Exam:</u> Thursday, October 31st at 12.30h</p>	25	
		<p><u>Professor:</u> Vulcano (MBA 19 INTENSIVO) Friday, September 6th 14 to 17.20h Saturday, September 7th 8 to 12.20h Friday, September 20th 14 to 17.20h Saturday, September 21st 8 to 12.20h Friday, October 4th 14 to 17.20h Saturday, October 5th 8 to 12.20h <u>Exam:</u> Thursday, October 17th at 19h</p>		

		<p><u>Professor:</u> Almada (EMBA 2018) Friday, April 26th 9 to 13.15h Saturday, April 27th 8 to 11.20h Friday, May 10th 9 to 13.15h Saturday, May 11th 8 to 11.20h Friday, May 17th 9 to 13.15h Saturday, May 18th 8 to 11.20h Thursday, May 30th at 19h</p>	
		<p><u>Professor:</u> Almada (EMBA 2018) Monday, November 4th 19 to 22.15h Monday November 11th 19 to 22.15h Tuesday, November 19th 19 to 22.15h Tuesday, November 26th 19 to 22.15h Monday, December 2nd 19 to 22.15h Monday, December 9th 19 to 22.15h Monday, December 16th 19 to 22.15h</p>	
MB30	<p><u>Desarrollo de nuevos negocios</u> <i>Entrepreneurship</i></p>	<p><u>Professor:</u> Serrot (EMBA2018) Friday, November 15th 9 to 13.15h Saturday, November 16th 8 to 15h Friday, November 29th 9 to 13.15h Saturday, November 30th 8 to 15h</p>	25
		<p><u>Professor:</u> Luis Pereiro (MBA 18 INTENSIVA) Friday, October 4th 14 to 17.20h Saturday, October 5th 13.30 to 17.45h Friday, October 18th 14 to 17.20h Saturday, October 19th 13.30 to 17.45h Friday, November 1st 14 to 17.20h Saturday, November 2nd 13.30 to 17.45h</p>	
		<p><u>Professor:</u> Luis Pereiro (MBA 18 SÁBADO) Wednesday, October 2nd 19 to 22.15h Wednesday, October 9th 19 to 22.15h Saturday, October 12th 9 to 12.20h Wednesday, October 16th 19 to 22.15h Wednesday, October 23rd 19 to 22.15h Wednesday, October 30th 19 to 22.15h Wednesday, November 6th 19 to 22.15h</p>	
MB35	<p><u>Estrategias Competitivas en Argentina</u> <i>Competitive Strategies in Argentina</i></p>	<p><u>Professor:</u> Kosacoff Tuesday, April 30th 19 to 22.15h Thursday, May 2nd 19 to 22.15h Wednesday, May 8th 19 to 22.15h Thursday, May 9th 19 to 22.15h Wednesday, May 15th 19 to 22.15h Thursday, May 16th 19 to 22.15h Monday, May 20th 19 to 22.15h</p>	25
MB39	<p><u>Tópicos Avanzados en Estrategia I (Pensamiento Crítico)</u> <i>Critical thinking</i></p>	<p><u>Professor:</u> Kohan Friday, May 31st 9 to 13.15h Saturday, June 1st 8 to 11.20 Friday, June 14th 9 to 13.15h Saturday, June 15th 8 to 11.20 Friday, June 28th 9 to 13.15h Saturday, June 29th 8 to 11.20</p>	25
		<p><u>Professor:</u> Kohan Tuesday, June 11th 19 to 22.15h Wednesday, June 12th 19 to 22.15h</p>	

		<p>Wednesday, June 19th 19 to 22.15h Saturday, June 22nd 9 to 12.15h Tuesday, June 25th 19 to 22.15h Wednesday, June 26th 19 to 22.15h Wednesday, July 3rd 19 to 22.15h</p>	
MB40	<u>Tópicos Avanzados en Estrategias II</u> <i>Innovation & Entrepreneurship</i>	Not offered in 2019	25
MB43	<u>Tópicos Avanzados en Finanzas II</u> <i>Wealth Management</i>	<p><u>Professor:</u> Moltracio Monday, June 3rd 19 to 22.15h Monday, June 10th 19 to 22.15h Wednesday, June 12th 19 to 22.15h Tuesday, June 18th 19 to 22.15h Monday, June 24th 19 to 22.15h Monday, July 1st 19 to 22.15h Wednesday, July 3rd 19 to 22.15h <u>Exam:</u> Thursday, July 11th at 19h</p>	25
MB29	<u>Alta Dirección</u> <i>High direction</i>	<p><u>Professor:</u> Salva Friday, May 31st 14.45 to 19h Saturday, June 1st 11.40 to 15h Friday, June 14th 14.45 to 19h Saturday, June 15th 11.40 to 15h Friday, June 28th 14.45 to 19h Saturday, June 29th 11.40 to 15h</p>	25
MB18	Cambio y Transformación Corporativa	<p><u>Professor:</u> Marchiori Friday, June 14th 14 to 17.20h Saturday, June 15th 8 to 12.20h Friday, June 28th 14 to 17.20h Saturday, June 29th 8 to 12.20h Friday, July 12th 14 to 17.20h Saturday, July 13th 8 to 12.20h</p>	
MB38	Tópicos Avanzados en Marketing II	<p><u>Professor:</u> Sztarkman (MBA 18 INTENSIVA) Friday, May 3rd 14 to 17.20h Saturday, May 4th 8 to 12.20h Friday, May 17th 14 to 17.20h Saturday, May 18th 8 to 12.20h Friday, May 31st 14 to 17.20h Saturday, June 1st 8 to 12.20h</p> <p><u>Professor:</u> Sztarkman (MBA 18 VESPERTINA) Wednesday, June 5th 19 to 22.15h Thursday, June 6th 19 to 22.15h Thursday, June 13rd 19 to 22.15h Friday, June 21st 19 to 22.15h Wednesday, June 26th 19 to 22.15h Thursday, June 27th 19 to 22.15h Thursday, July 4th 19 to 22.15h <u>Presentations:</u> Wednesday July 10th at 19h</p>	
MB40	Tópicos Avanzados en Estrategia II	<p><u>Professor:</u> Serrot Tuesday, April 30th 19 to 22.15h Saturday, May 4th 13.30 to 16.45h Wednesday, May 8th 19 to 22.15h Wednesday, May 15th 19 to 22.15h Saturday, May 18th 13.30 to 16.45h Wednesday, May 22nd 19 to 22.15h Wednesday, May 29th 19 to 22.15h</p>	

MB37	Tópicos Avanzados en Marketing I	<p><u>Professor: Sebriano</u> Tuesday, June 18th 19 to 22.30h Saturday, June 22nd 13.30 to 16.45h Monday, June 24th 19 to 22.30h Monday, July 1st 19 to 22.30h Tuesday, July 2nd 19 to 22.30h Saturday, July 13rd 9 to 12.15h Monday, July 15th 19 to 22.30h</p>	
MB44	Tópicos Avanzados en Management I <i>Media Relations And Crisis Management</i>	<p><u>Professor: Martínez</u> Monday, April 29th 19 to 22.15h Saturday, May 4th 9 to 12.15h Monday, May 6th 19 to 22.15h Monday, May 13th 19 to 22.15h Saturday, May 18th 9 to 12.15h Monday, May 20th 19 to 22.15h Monday, May 27th 19 to 22.15h</p>	
MB19	Operaciones de Clase Mundial	<p><u>Professor: Kraiselburd</u> Wednesday, April 3rd 19 to 22.15h Wednesday, April 10th 19 to 22.15h Saturday, April 13rd 14.30 to 17.45h</p>	
MB49	International Business Strategy taught in English <i>Análisis Financiero de Decisiones Estratégicas</i>	<p><u>Professor: Auguste</u> Monday, June 3rd 19 to 22.15h Wednesday, June 6th 19 to 22.15h Monday, June 10th 19 to 22.15h Thursday, June 13th 19 to 22.15h Monday, June 24th 19 to 22.15h Thursday, June 27th 19 to 22.15h Monday, July 1st 19 to 22.15h</p>	
MB33	Modern Econometric for Business taught in English <i>Inteligencia Comercial y Data Mining</i>	<p><u>Professor: Rockoff</u> Wednesday, June 12th 19 to 22.15h Friday, June 14th 19 to 22.15h Wednesday, June 19th 19 to 22.15h Friday, June 21st 19 to 22.15h Wednesday, June 26th 19 to 22.15h Friday, June 28th 19 to 22.15h Wednesday, July 3rd 19 to 22.15h</p>	
MB32	Strategic Knowledge Management taught in English <i>Innovación y Biotecnología</i>	<p><u>Professor: Kharoubi</u> Tuesday, June 4th 19 to 22.15h Thursday, June 6th 19 to 22.15h Tuesday, June 11th 19 to 22.15h Tuesday, June 18th 19 to 22.15h Tuesday, June 25th 19 to 22.15h Tuesday, July 2nd 19 to 22.15h Thursday, July 4th 19 to 22.15h</p>	

*Course offerings and quarters when they are taught may change.

MB13 - Global Control

Objective: Train the participant in the use of estimate tools and multinational economic-financial control tools. Main Topics: Corporate metric systems. Analysis through indexes and ratio. Economic-financial planning and control. Cash-flow, origin and implementation of funds, balance diagram, result balance and chart. Financial and operational budgeting. Commercial and operational control. Multi-monetary accountancy. Accountancy and control on mergers and acquisitions. Report systems in multinational companies. Management support systems: control software analysis.

MB23 - Career Development

Objective: Provide the participant with the opportunity to think over his main abilities in order to plan a realistic career development. Main Topics: Theory of personal and professional change. Quantitative and gradual career leaps. Opportunities in the labor market in Argentina, "MERCOSUR" and the world. The profile of capabilities and interests. Definition of main competences. Remuneration profiles. Devise a career plan.

MB21 - Advanced Marketing

Objective: Advanced training in international management. Main Topics: the core of the course is a very thorough computing simulation (Intopia) where participants compete in a multinational environment (Brazil, United States of America and European Union), while they learn and incorporate international management concepts and techniques such as: setting up joint-ventures, government lobbying, piercing into new markets, multinational manufacturing decisions, global financing decisions, etc.

MB10 - Business & Political Economy

Objective: Analyze monetary and banking systems, including the Operation of regulatory institutions in Argentina, Brazil and the United States of America. Main Topics: The relations between the real and financial domestic sectors and the international context are explored. The theories related to the causes of unemployment, inflation, changes in interest rates, deregulation and economic growth are discussed.

MB07 - Managerial Accounting

Objective: Develop the ability to comprehend financial statements, including the interpretation, use and analysis of financial information for internal reports, planning, control, and making decisions. Main Topics: basic topics as well as some advanced topics such as client profitability analysis and activity based costing are included.

MB27 - Communication Techniques

The general objective of this program is to help the participants to improve their negotiation skills, interpersonal conflict management, and communication. Likewise, tools will be provided so that the students redefine these interpersonal skills in the future and that they succeed in applying them daily in their personal and working life. More specifically, the objectives are:

- A. To make participants identify and understand the negotiation process stages.
- B. To contribute with a conceptual framework and a practical methodology so that participants reinforce their negotiation skills and to alter unproductive relational habits.
- C. To develop intervention skills in emotionally charged situations.
- D. To offer a space in which it would be possible to learn from self-experience and other participants'. To support each participant, identify improvement opportunities in his/her self-negotiating way and to develop a plan for further learning.

MB19 - Advanced Operations Management

World-Class Operations deepens on a series of basic core topics of the MBA curriculum, with special emphasis in Operations management and global supply chains. Operations strategy, supply chain management and production systems in globalized environments are among the explored issues. The course focuses on material flow, information and money management through organizational boundaries and, therefore, emphasizes on the challenges of managing beyond organizational and functional boundaries. Throughout the course, we will take the general manager's perspective who studies the problems in a firm along the procurement chain.

ASSESSMENT SYSTEM

Your course performance will be assessed on the basis of your class participation, written tasks, and the final exam result, being the following relative weight:

Participation in Class 30%. Group Written Task 35%. Final Exam 35%.

Participation in Class

The method of the cases is based on the idea that you and your partners, as a team, discover the main ideas, learning the others' points of view. I will not deliver any "conferences" or "speeches" so, thus, it is essential that you come to classes prepared to share your vision and analysis with others. Students are assessed by their quality (not necessarily by quantity) of your contributions. The criterion used to judge your participation efficacy includes:

1. Is the participant a good listener, and open to evaluate opposed perspectives in a constructive way?
2. Are your comments relevant to the current discussion? Are they related to the others' commentaries?
3. Do your commentaries show an appropriate and clarifying analysis of the data that the case provide? Do they clarify previous ideas, or make a clearer presentation of the most important concepts and ideas?
4. Do you integrate previous classes concepts and optional reading material to the discussion (whenever this is possible)?

MB16 - Information Technology

Objective: Train the participant in IT general management. Main Topics: Relation between strategy and IT and CIO (Chief Information Officer) challenges. The role of the CNO (Chief Network Officer) in the organization. Intra and inter-corporate networking. Public and private networks: technical options and organizational and strategic impact. Network management and distributed processing: architectures, infrastructure, intra and inter-corporate systems and security. Communication technologies and groupware. IT strategic outsourcing: keys and problems. Use of IT external consultants. Pricing of internal services. Re-engineering of information systems: the merger of business processes and IT processes.

MB08 - Managerial Decisions I

Objective: Learn to use problem resolution techniques in business situations which are quantitatively easy to deal with. Main Topics: modelling, decision making theory, and simulation. Rehearsal hypothesis. Sampling. Regression and correlation. The course provides training in the management of statistical analysis software.

MB11 - Marketing Management

Objective: Analyze the job of the marketing director to develop objectives and plan, develop, assimilate and monitor commercial decisions. Main Topics: product, brand, price, marketing and promotion, sales, commercial and physical distribution channels, market research and management of client portfolios. Requirement: complete a project about a real business situation.

MB46 - Organizational Behaviour

The course Organizational Behavior develops an organizational theory that provides an understanding on how game rules in corporations can affect managers' skills to solve problems, maximize productivity and reach their own objectives. The course also focuses on the implications of these game rules to the value generated for shareholders, creditors, employees, suppliers, and for society as a whole. The course takes the general manager's point of view, focusing on organizational strategy issues from an internal perspective rather than an external one. The analysis develops a conceptual framework on how the organizational structure affects performance and it supports on management knowledge in general and in psychology and economics. The course concludes with a module on the implication of organizational model for the corporate governance.

Assessment: The final mark of the course will be determined by the mark of the final exam, the development of a practical work, active participation in class and attendance. The weight of each component in the determination of the final mark is the following:

- Final Exam: 50%
- Practical Work: 30%
- Participation in Class and Attendance: 20%

MB02 - Business Economics

Objective: Learn how to apply the main tools of micro-economy to organizations. Main Topics: The adjustment processes of a business which should operate under legal and governmental restrictions are analyzed. The participant will learn how economic explanations and the current political economic debates can be explored using techniques on statistical analysis.

MB05 - Financial Analysis

Objective: Use analysis tools in financial decisions regarding the acquisition and investment of funds. Main Topics: setting-up of the company's objective, analysis of risk-return relation, research of short and long term financial sources, share pricing, analysis of operational and financial leverage, management of assets and liabilities, liquidity, capital cost estimation, investment project assessment, assessment through options. Focus is made on the quantitative analysis of the flow of funds through electronic spreadsheets.

MB04 - Business Strategy

Objective: Understand the Business Strategy as a core piece of the process of creation of value applying a concrete methodology and practical tools. The focus will be to approach the planning process with a holistic perspective. Some of the topics to be developed are: the process of strategic planning; practical methodologies of planning; analysis of industry, competence and clients. Value chain, capabilities, Relation between Business Strategy and Operational Strategy. Segmentation; distribution; Creation and management of synergies. Strategic alliances and vertical integration. Management of business Portfolio. Tools: Cases, applied methodology, readings and theoretical framework.

MB17 - Corporate Finance

Objective: Analyze financial mechanisms in domestic and global environments. Main Topics: Risk, capital return and cost, beta Estimation, financial Instruments of the company: issuance of shares, preferred shares and negotiable duties. International Financing: ADR's, dividend Policy and capital structure of the firm: theorem of Modigliani and Miller. Tax effects, Dividends and signaling. Election of debt and share capital proportions. Interaction between investment decisions and global capital financing: logic and operation.

MB28 - Human Resources Management

Objective: Provide the participant with a sound conceptual and operational platform for the management of Human Resources. Main Topics I: Management of human resources, recruitment, induction, socialization, training, development, assessment, divisions. II: Practical staff management. Work legislation in Argentina and "MERCOSUR" (Southern Common Market made of Argentina, Brazil, Paraguay and Uruguay). Labor market and flexibility. Labor engineering procedures: hiring, administration and dismissals. III: Teamwork and organizational performance: project teams and adhocracies. Learning organizations, turbulence and inefficiency in teams. Fluctuating leadership.

MB06 - Operations Management

Objective: Explore the essential decisions of the manufacturing and operating director. Main Topics: product/service design, capacity planning, location of premises, process of transformation, lay-out, work design, inventory management, and quality strategic management.

MB30 – Entrepreneurship

Course Overview and Objectives:

- Are you planning to launch a new venture?
- Are you already managing a venture and plan to export it to another country?
- Are you considering launching a born-global company simultaneously in more than one country?

And...

- ... you need to assess how much is the venture opportunity worth, to decide whether it makes sense for you to go ahead with it or, alternatively, to get a job in a large corporation?
- ... you need to know how to get financing for your venture?
- ...you need to know how to structure a financial deal with external investors?
- ...you are ready to sell your venture and need to know how to extract the most value from it?

An affirmative answer to any of the above questions makes you a suitable candidate for taking this course.

This is an advanced training activity for would-be entrepreneurs that are serious about planning, valuing and financing a venture in one or several international markets. Along this course, you will learn both basic and advanced tools for new venture creation.

Grading

- Attendance and in-class contribution: 10% of the grade. Each student is expected to prepare answers to the specific case questions provided, for each and all cases. Expect cold calls.

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- Written (electronic) presentation of team cases, in corresponding classes (incompletes not accepted): 30% of the grade. Write ups are mandatory for each and all team cases.
- Written (electronic) presentation of 1 individual case (QDS): 20% of the grade
- Team Mini Business Plan (MBP, V1, V2, V3) + Slides last session: 40% of the grade

MB35 – Competitive Strategies in Argentina

The general objective of the course is to analyze the economic conditions that determine corporate strategies in Argentina. The implementation of economic policy programs in Argentina in the last three decades will be studied, evaluating the end of the import substitution process and its transition towards an open economy. The study will include, on the one hand, the analyzes of the main implemented programs, and, on the other hand, the effects on the productive structure, the economic agents' behavior and the international insertion, resulting from macroeconomic policies.

MB39 - Critical thinking

In this course, we will develop a set of techniques, widely used by senior management consulting firms around the world, not only in creative problem solving but also in communication and influencing techniques. The participants will learn, among other contents, to define and structure problems individually and in groups, to handle methodologies for the generation of ideas, to define and prioritize analysis, to synthesize and communicate conclusions, to mobilize and influence organizations and to understand basic project management elements. The learning process will be developed through a combination of cases, practical exercises, videos, role-play and theory.

Furthermore, the work methodology will be discussed, both internal and external, of the senior management consulting firms and of the best practices that can be transferred to the company workday. Finally, for those participants who are interested in a consulting firm career or independently, the course will enable them to design their own personal development plan in the sector.

MB40 – Innovation & Entrepreneurship

It is about an introductory course for the creation of start-ups either for current entrepreneurs, future entrepreneurs and even for current employees who work in companies, SMEs or in large companies, and who would like to apply the concepts discussed in class, in their working environments (intrapreneurship). The course starts with an introduction and a general proposal on what the entrepreneur world consists of and the innovation one, their main players and what are the key factors to success. Thus, it is sought to provide all students with a general outlook, especially for those who are not familiarize with this topic. Emphasis will be put on the entrepreneur process of opportunity recognition, and how innovation is an essential tool, and understanding what a business plan consists of. The course is based on three pillars: (i) a conceptual framework on the entrepreneur world and of the innovation; (ii) simulations to be performed in class, for which students must be prepared (previously read texts), and (iii) invited entrepreneurs and investors' presentations, who will share their experiences and learned lessons, and pose some problems to be solved by the students. Complementing these classes, current topics on entrepreneurship will be discussed, based on the active students' participation as well as entrepreneurship business cases and/or innovation so that the students previously read to the corresponding class.

MB43 - Wealth management

The course aims to analyze two key aspects in the individual wealth management. Firstly: how to read financial markets. In this respect, basic aspects that impact the main markets will be analyzed, such as: shares, currencies, commodities and interest rates. It is important to analyze the impact of the monetary policy of the principal worldwide central banks, and to identify the effect that such measures have in the assets dynamics of emerging countries, especially those commodities exporters. Secondly: once it is understood on how to read a general balance of financial markets, the main assets with which to take position among this general balance will be studied. We will analyze bond, futures and options markets, making special emphasis in a group of instruments that are widely used in personal wealth management: the ETFs, which are shares that have all type of subjacent. Accordingly, diversified strategies may be designed that contemplate assets in the portfolio, such as: oil, gold, shares, bonds, etc. granting a huge flexibility for the achievement of returns. This course has a highly applied emphasis.

MB29 – High direction

The aims of the course are two:

1. To help you see and interpret the world in a novel way - to make you be aware of the signs and behaviors around you and that you incorporate them to your way of thinking (in an active and critical way) which will be able to change your way of interpreting and reflecting on reality.
2. To improve your style to “sail in these world”. If the course is successful, you will improve in the achievement of your objectives and you will not leave an organization or work involuntarily.

To achieve these aims, we will use part of the sessions and assigned tasks to develop abilities and to build your own action plans to gain power and influence. It is important that you read all the material and do the assigned exercises. The readings are a key part of the mark and are related to people’s real life and interesting organizations from whom you may learn a lot. It will be very useful if you reflect upon how this material applies to your life and your professional career. To learn from the material, it is necessary that you commit yourself with the readings and that you devote the necessary time to them.

The marks are based on:

- 1) Participation in class (40%)
- 2) The submission of self-reflexion individual works (they are described in the syllabus of the course) (30%)
- 3) The submission of an individual final project (30%)

The mark in class participation (1) is determined by a) the quality of the commentaries that you make in class (for example: if you provide new knowledge and you take advantage of your personal experience; if you generate productive discussion, if you do not repeat other’s ideas); b) your attendance, and c) your contribution to the general learning group experience. Once finished, self-reflexion individual works (2) must be submitted in each class according to the allocation scheme in the syllabus.

MB44 - Media Relations And Crisis Management

The aim of these classes is to provide the students with the tools to understand the relationship between the economic and the business actors with the press and politics.

We pretend to offer elements that enable to position themselves properly when managing reputation problems and interrelation with power.

The course will provide concepts and training from the analysis of different media crisis situations with political, regulatory and judicial consequences. Through these examples, criteria and methodology will be defined to intervene most effectively in these types of scenarios.

MB22 – Advanced Marketing

The course is based on different study modalities:

- The theory introduced in class.
- The cases, a modality that enables to expose the participants of the course to real situations with the same data and information that managers had at the time of decision-taking. Just as it happens in real life, the cases show useful, useless and asymmetric information in detail. Although it is known which decision the company takes in almost all the cases, the important point here is to know that it was not the only option and that the aim of the discussion is to exercise themselves in the marketing decision-taking process.
- The final activity that consists on the presentation of a product or service applying the theory and knowledge introduced in the classes.

- The testimonies of the guests that contribute with their company vision and reality management in companies operating in Argentina and Latin America, helping to understand how to apply the different marketing concepts in its daily tasks.
- A list of readings that complements the theory introduced in the classes.

Assessment

Case: Coffee Farmers - individual 20%

Case: Coffee Farmers - group work 10%

Case: Nike - group work 20%

Final Activity - group work 50%

Concepts

The theory proposes to provide conceptual models that enable to understand the context on which companies operate and to define successful marketing strategies.

Developed, emerging and virtual markets examples will be addressed.

We will study four marketing strategies to get to emerging economies: Adaptation Strategy, Innovation Strategy, Focus Strategy and Development Strategy.

These strategies results from a matrix that identifies two marketing schools: the traditional (Marketing Mix) and an emerging (Service Dominant Logic, SDL), and two Approaches to the emerging markets characteristics. Extrapolate and Contextualize.

International Business Strategy

This course is focused on learning and developing talent management and self-knowledge skills for successfully working in diverse cultural environments. Special focus is placed on Argentinian and Latin American specific traits and particular challenges.

Main objectives:

- Learning how to do business in Latin America:
 - Etiquette: what to do and what to avoid when dealing with business people in LatAm countries
 - Intra-regional cultural and business differences
 - Social issues across LatAm
 - Country risks
 - Gender and class differences
 - Political differences
 - Humor
 - Religious beliefs
- Cultural sensitivity
- Cultural tools: comparison of countries
- Understanding and using conceptual models to manage organizational and personal change. Application of models to compare LatAm with the USA
- Acquiring expertise and tools for efficiently leading people, focus in LatAm
- Obtaining leadership skills: The leader as coach
- Developing cross-cultural experience: Four Steps to Integration
- Discussing cultural diversity: countries, generations, gender (crystal ceiling), sexual (LGBTQ), etc. How to approach diversity in LatAm vs. USA approach. Multinational corporations influence
- Understanding how to manage uncertainty

- Acquiring and practicing communication: Five pillars of coaching
- Gaining confidence to work in foreign countries and cultures
- Learning about blockers and facilitators of the creativity process: IDEA test
- Team working and understanding how to become a high performance team

Modern Econometric for Business

Data analysis in economics, or “econometrics” as it is called by practitioners, has moved away from mathematical complexity and towards simpler tools that are accessible to businesses and can be applied easily to big data. This course will provide students with an understanding of three widely used techniques in modern econometrics: randomized control trials, regression discontinuity, and differences-in-differences. After learning how these tools provide superior analytic results than traditional regression techniques in making inferences about the real world, students will gain the practical knowledge to wield them successfully and make better decisions with data.

Evaluation Class Participation (20%): In-class discussions are an integral part of the course, and students are expected to contribute to the learning experience of the class by asking relevant questions, offering insights into the topic at hand, and generally behaving in a professional manner. Quality of contribution matters more than quantity. Class participation scores will also account for attendance, lateness, and completion of pre-class and in-class surveys.

Short Essay (5%): You will be asked to write one short essay (one page single spaced) that provides a qualitative, critical analysis of an observational study.

Problem Sets (35%): They must be written up and turned in individually. Students can discuss concepts related to the problems, but not their own individual submissions or solutions, with members of their learning team and/or other classmates.

Strategic Knowledge Management

Is there such a thing as “organizational capital”, that could be grown and improved through certain processes, behavioral changes or even a fully-fledged strategy? Some recent research seems to be positive about it but the notion remains fuzzy and hard to demonstrate factually. Beyond “intellectual and social capital”, “human resources”, “human capital”, one might wonder what makes an organization’s value and how to financially account for the brainpower behind such cultures as GAFAs’ or high-profitability consulting services firms. Collaborative and Knowledge economies still have to find their ecological cultural balance based on values that Generation Z have so much appetite for. Shouldn’t we reconsider knowledge management processes more strategically to better accommodate younger knowledge workers’ needs and for the new technological and human challenges ahead?

The course is organized in 7 weekly sessions of 3 hours each and covers the following topics:

1. Knowledge and Value: The Capitalization of Knowledge and The Dematerialization of Value
2. Knowledge Flow: Defining Relevant Hybrid Processes
3. The “Learning Organization”: The Capabilities Approach
4. The Cyborg Organization: Integration of AI and other technological prostheses
5. Value through Values: The Cultural Element
6. How to value intangible and invisible assets such as knowledge?
7. Knowledge Strategy: A Proposal

Grading

- Participation and attendance: 20%
- Individual reflection paper: 40% Your assignment is to analyze a specific knowledge management challenge that you personally faced at work, using the concepts discussed in class. Based on your analysis of the situation, complication and main issue at stake, end with a reflection on what you could have done better in this particular situation and what insights you have gained from this analysis. The paper is 1000 words long (plus or minus 5%) due 2 weeks after the end of class.
- Group presentation on a topic in relation to strategic knowledge management: 40% Deliverables consist of an oral presentation and an annotated slide presentation. Groups should communicate their final project topics to the professor by session 6, final presentation annotated slides due the day before the beginning of presentations.