EXCHANGE PROGRAM EXPERIENCE

WHY AND EXCHANGE IN MEXICO?

Mexico Emerges as Most Alluring Emerging Market, being the most attractive for investors. *Bloomberg 2017.*

With a GDP of USD $1,143,793 million, Mexico is the 2nd largest economy in Latin America, 4th in America, and 15th in the world.

Mexico has free trade agreements with 46 countries, putting more than 90% of trade under free trade agreements.

Mexico is the ideal export platform to reach almost two thirds of world’s GDP.

Mexico has become the U.S. second largest export market and third largest source of imports. *Forbes 2016.*

Mexico is the 7th largest producer of vehicles in the world (3.39 million vehicles). *AMIA, 2015.*

Key growth sectors in Mexico: Financial Services, Energy, Retail-Consumer, and Telecom. *PwC.*

Mexico has the best energy future of any Latin America nation, installing the most comprehensive and complex energy rule changes in any nation to achieve more foreign investment. *Forbes 2017.*

Cultural Environment and Wealth. Mexico is in the top ten World Heritage list, with 34 cultural and natural sites. *UNESCO 2017.*
WHY AT IPADE?

• IPADE has the goal to develop future leaders with the ability to drive social and economic growth rooted in personal integrity, social responsibility, and global vision.

• IPADE is the business school with highest reputation in Latin America.

• IPADE has the biggest alumni network and business relationships in Mexico with over 37,000 graduated students from different sectors.

• At IPADE, exchange students have access to the Career Services Office (CEDIC).

• The Exchange Program is available in either the northern region at Monterrey campus or in the central region at Mexico City campus.

• IPADE offers personalized attention to students and great student atmosphere.

• IPADE has strong partnerships with the best Business Schools in North America, Europe, Asia, Africa, Oceania and Latin America.

• IPADE offers elective courses in English and Spanish.

• IPADE offers different Exchange term possibilities:
  • Fall (October - December: 1st year courses)
  • Winter (January - March: 2nd year courses)
  • Spring (April - June: 2nd year courses)

Typical Day

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
<th>Duration</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st session</td>
<td>Individual Study</td>
<td>60 min.</td>
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<tr>
<td>2nd session</td>
<td>Teamwork</td>
<td>100 min.</td>
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<tr>
<td>Lunch</td>
<td></td>
<td>70 min.</td>
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<tr>
<td>3rd session</td>
<td>2nd session</td>
<td>80 min.</td>
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IT’S NOT A CULTURAL MELTING POT, IT’S A CHALLENGING INTERNATIONAL EXPERIENCE
FULL-TIME MBA ACADEMIC STRUCTURE

**First Year Courses**

**INTRODUCTORY QUARTER**
- Financial Management
- Quantitative Methods
- Introduction to Organizational Behavior
- Economic Environment I
- Introduction to Case Method
- Communication Tools

**1st QUARTER**
- Organizational Behavior I
- Decision Analysis
- Financial Management II
- Financial Management III
- Operations Management I
- Managerial Control and Information I
- Human Resource Management I
- Marketing Management II
- Business Ethics
- Communication Skills Workshop

**2nd QUARTER**
- Organizational Behavior II
- Managerial Control and Information II
- Operations Management II
- Human Resource Management II
- Marketing Management III
- General Management I
- General Management II
- Operations Management III
- General Management III

**3rd QUARTER**
- Social and Political Environment I
- Introduction to Organizational Behavior
- Organizational Behavior III
- Financial Mathematics
- Excel
- Work-life Balance
- PDW

**Second Year Courses**

**4th QUARTER**
- Managerial Control and Information III
- Business Simulation
- Marketing Management III
- Operations Management II
- General Management IV
- Career Planning
- General Management III
- Legal Framework
- Sales Force Management

**5th QUARTER**
- Financial Management IV
- Financial Management V
- Managerial Control and Information IV
- Social and Political Environment II
- Elective Course I
- Elective Course II
- Social Responsibility
- Career Planning

**6th QUARTER**
- Financial Management IV
- Financial Management V
- Managerial Control and Information III
- Markstrat (Marketing Simulation)
- General Management IV
- Social and Political Environment II
- Elective Course I
- Elective Course II
- Social Responsibility

**SUMMER INTERNSHIP**
- Career Planning
- PDW
- Work-life Balance
- Business Forum

**PERSONAL GUIDANCE**
- MBA Administrative Team
- Mentorship
- Career Services Office (CEDIC)

*SOME EXAMPLES OF ELECTIVE COURSES*
- Service Management
- Entrepreneurship
- Game Theory
- Derivatives
- Family Business
- Environment and International Experience
- Career Planning and Networking Skills
- Tools for Management
- Fundamentals of Management
- Leadership, Human Behavior and Personal Growth
- Ethics and Anthropology
- Environment and International Experience
- Career Planning and Networking Skills
CASE METHOD

Stages of the Case Method

**Personal STUDY**
Personal experience with the situation outlined in the case to assess the issues and create an action plan.

**TEAM Work**
This is an opportunity to combine personal analysis with the analysis of other participants in the role of Board of Directors.

**Plenary SESSION**
Analysis and synthesis of the case at hand with the input of the full class, under the guidance of a professor that is an expert in the subject.

Experience acquired through the Case Method

- 3 CASES A DAY
- 15 CASES PER WEEK
- 900 CASES ALONG THE TWO YEARS

5 YEARS OF MANAGEMENT EXPERIENCE

“The open discussion in every class is great, you get opinions from different people and it helps develop your mindset.”

Lukas Von Ludingahuen
Exchange Student from Germany

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