

INTERNATIONAL MANAGEMENT

mgmt intl

TWO BACHELOR'S DEGREES:

- ADMINISTRACIÓN DE EMPRESAS
- INTERNATIONAL MANAGEMENT

LEADING TO A PROFESSIONAL DEGREE OF:

INGENIERO(A) COMERCIAL +

MASTER IN INTERNATIONAL MANAGEMENT IN 5 YEARS.

THE GRADUATE OF INTERNATIONAL MANAGEMENT FROM UAI IS AN "INGENIERO(A) COMERCIAL" PROFESSIONAL, TRAINED TO UNDERTAKE AND COLLABORATE IN MULTICULTURAL ENVIRONMENTS, BOTH IN CHILE AND ABROAD. THEY ARE PROFICIENT IN THE ANALYSIS AND MANAGEMENT OF INTERNATIONAL BUSINESS, IDENTIFYING OPPORTUNITIES IN DIVERSE GLOBAL MARKETS. THEY ARE PREPARED TO LEAD INTERNATIONALIZATION STRATEGIES, INTEGRATING TECHNOLOGICAL, ENVIRONMENTAL, REGULATORY, ECONOMIC, AND SOCIAL DYNAMICS TO PROMOTE CORPORATE SUSTAINABILITY ON A GLOBAL LEVEL.

INTERNATIONAL MANAGEMENT

MAKE THE NEW BUSINESS POSSIBLE FOR THE WORLD

The **International Management** program at Universidad Adolfo Ibáñez (UAI) offers a unique academic pathway that integrates a Liberal Arts foundation with a solid professional education, preparing students to design and lead business strategies in international contexts.

The **Liberal Arts foundation**, undertaken by all undergraduate students at UAI, fosters essential skills such as critical thinking, argumentation, ethical discernment, and effective communication, enhancing their professional and personal development.

The **professional curriculum** is crafted to meet the highest international standards, with over 70% of the courses taught in English. Students will immerse themselves in subjects such as international management, data analysis, economics, entrepreneurship, and marketing, gaining a bilingual edge essential in today's globalized world. They will learn to identify opportunities, innovate, and solve complex business problems with a multicultural and diverse perspective, both in Chile and abroad. Graduates will be equipped to lead teams, understand the business environment, create value in society, and navigate successfully through a changing world.

This comprehensive educational approach ensures that students are not only proficient business professionals but also well-rounded individuals capable of making meaningful contributions to society. Upon completing the four-year Bachelor's degree in **Administración de Empresas** and in **International Management**, students can pursue a one-year **Master in International Management** at UAI in Chile or apply for the prestigious **CEMS MIM program**, which includes studies in Chile and abroad. Both pathways lead to the professional title of **Ingeniero(a) Comercial** and a master's degree, providing a world-class education that combines theoretical knowledge with practical skills.

In summary, International Management UAI offers a unique and high-level educational experience that prepares students to develop their full potential in a globalized and highly competitive environment.

Degrees	Year
Licenciatura en Administración de Empresas	3 rd year
Bachelor in International Management	4 th year
Master in International Management in Chile or MIM-CEMS	5 th year
Professional Title of Ingeniero(a) Comercial	5 th year





THE UAI BUSINESS SCHOOL LEGACY

UAI was the first business school in Chile recognized by the three most important global accreditation agencies: AACSB, EFMD EQUIS and AMBA. Graduates from Ingeniería Comercial at UAI enjoy a remarkable employability rate above 90%, ranking among the top universities in Chile in this field. Additionally, 98% of academic staff hold a Master's or PhD degree, promoting an environment of excellence and cutting-edge knowledge.

Since 2012, UAI has been the sole CEMS alliance business school in Chile, offering the CEMS Master of Science in International Management (MIM) program. This alliance includes 33 top-tier universities across six continents and over 70 international companies, providing a robust network and exceptional opportunities for students.

“To make a difference in the context of climate change, technological disruption, and social and institutional challenges, future business leaders will need an education that allows them to understand and adapt to the new environment and tools that do not become obsolete when the world changes”.

Juan Carlos Jobet, Dean, Business School, Universidad Adolfo Ibáñez.

DEMRE Code	Program	Campus	Admission Score Factors 2025					
			NEM	Ranking	Comp. Lectora	Comp. Matemática M1	Historia y Ciencias Sociales (*)	Ciencias (*)
42201	International Management	Peñalolén, Santiago	10%	30%	20%	30%	10%	10%

+ **English Test:** Minimum requirement of international B1 level or higher according to the Common European Framework of Reference for Languages.

() Elective tests requirement: take at least one of the two elective tests in Historia y Ciencias Sociales or Ciencias. For those who take both tests, the one with the highest score will be considered in the calculation of the weighted score. Admission score factors may change in the future.*

INTERNATIONAL MANAGEMENT CURRICULUM

BACHELOR'S DEGREES IN INTERNATIONAL MANAGEMENT & ADMINISTRACIÓN DE EMPRESAS

01 Semester	02 Semester	03 Semester	04 Semester	05 Semester	06 Semester
Civilización Contemporánea <i>Core</i>	Literatura y Humanidades <i>Core</i>		Ética <i>Core</i>	Ciencias <i>Core</i>	
Escritura Argumentativa <i>Core</i>	Disciplinar Historia	Disciplinar Filosofía	Disciplinar Ciencias	Arte y Humanidades <i>Core</i>	
Advanced Mathematical Analysis I	Advanced Mathematical Analysis II	Statistics and Data Science	Accounting	Econometrics	Operations Management
Analytical Reasoning with Data I	Analytical Reasoning with Data II	Microeconomics	Technological Entrepreneurship and Sustainability Workshop	Introduction to doing Business Workshop	Introduction to Leadership: Skills and Practice
Principles of Microeconomics	Principles of Macroeconomics	International Law and Institutions	Industrial Organization	Managerial Economics	Global Macroeconomic Analysis
Global Management	International Business	Talent and Organizations	Marketing	Finance	Strategy
Oral Expression I			Oral Expression II	Liderazgo	
Deporte I	Deporte II	Deporte III	Deporte IV	Deporte V	Deporte VI

MASTER IN INTERNATIONAL MANAGEMENT (MIM IN CHILE / CEMS)

07 Semester Bimester 1 Bimester 2		08 Semester Bimester 3 Trimester 1		09 Semester Trimester 2	10 Semester Trimester 3
Disciplinar Arte y Literatura		International Management Concentration I	International Business Strategy MIM / CEMS Course	Global Marketing Strategy MIM / CEMS Course	Electives MIM/CEMS IV
Disciplinar Artes Liberales I		International Management Concentration II	Analytics and Complexity Modelling MIM / CEMS Course	Digital Transformation and Technology MIM / CEMS Course	Electives MIM/CEMS V
Disciplinar Artes Liberales II		International Management Concentration III	Sustainability Strategy MIM / CEMS Course	International Project Management MIM / CEMS Course	
Disciplinar Artes Liberales III		International Management Concentration IV		Electives MIM/CEMS I	
Organization Theory	Organizational Behavior	International Management Concentration V		Electives MIM/CEMS II	International Management Project MIM / CEMS Business
Performance Measure and Strategy	Business Analytics			Electives MIM/CEMS III	Graduation Activity INGENIERÍA COMERCIAL

Mandatory English: All students must fulfill the intermediate English requirement specified in the academic

regulations to obtain their bachelor's degrees. Optional: Exchanges and Extracurricular Workshops.

■ Liberal Arts Program ■ Quantitative Analysis ■ Management ■ International Management ■ Economics ■ Advanced Management


■ Master in International Management ■ Complementary Curricular Subjects UAI


Curricular programs are subject to adjustments



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UNIVERSIDAD ADOLFO IBÁÑEZ
ACREDITADA EN TODAS LAS ÁREAS

NIVEL: EXCELENCIA
ÁREAS: GESTIÓN INSTITUCIONAL, DOCENCIA DE
PREGRADO, DOCENCIA DE POSTGRADO,
INVESTIGACIÓN Y VINCULACIÓN CON EL MEDIO
DESDE 18/10/2009 HASTA 18/10/2027

Pensar con libertad

EMPRENDER TU PROPIO CAMINO