

IPADE's Foundational Principles

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 through an Advisory Committee –

- To bring top management practices to a professional level.
- To encourage self improvement, and help top managers carry out their ethical and social responsibilities.
- To offer an international business perspective.





An integral perspective in practical learning

IPADE is the only business School founded from the enterprise, for the Enterprise. It is the only business School world wide with this model.

Strong student selection allows to achieve a very high academic standard.

The lowest admissions rate in all Latin-America.

Faculty Expertise that combines a full time dedication to IPADE and a strong interaction with the business place.



Case Method Study: integrating individual study, teamwork and plenary sessions.



Strong Alumni Network and Continuing Education

- Alumni continuing Education Program; giving the alumni the **opportunity to be up dated**. 10 Topics in 2 sessions per month throughout the year.
- Biggest alumni network and top business connections in Mexico and Latin America, gives our alumni the benefits of an IPADE community in workplace and business opportunities.



Lorenzo Zambrano
CEO
CEMEX



CEO Banco Santander Mexico

Marcos Martínez



CEO MABE



Ramón Zapata
Financial Operations
Worldwide
Novartis



Emilio Azcárraga

CEO
Grupo Televisa



IPADE's International Accreditations and Associations

















Public Education Ministry (Mexican Government)



National Quality Graduate Programme





Doing Business in México e Merging arkets

March 6th - 10th

Objective:

To give MBA International Students the opportunity to live the Mexican Business Culture in a short period of time, plus the possibility of an enriching interaction with other international and Mexican MBA Students. To explore issues that affect Mexico and the relationship with other countries in the world.



Questions behind the Program



How to do business in Mexico in different sectors?



How to identify and develop entrepreneurial opportunities?

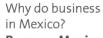


How to use your talent as MBAs to create entrepreneurial opportunities in Mexico?



How do emerging markets behave and develop?

The Mexican Advantage



Because Mexico offers...

...a dynamic business environment. The largest economy in Latin America and the fourth largest in the Western hemisphere, Mexico will be the 8th largest economy in the world by 2050. With few import-export procedures and 46 bilateral trade agreements, it is one of the countries most open to international trade.

...macroeconomic stability. According to the most recent World Economic Forum (WEF) competitiveness report, Mexico is ranked 53 out of 144 countries for its macroeconomic environment, based on: budget balance, national savings rate, inflation, debt and credit rating. Mexico also has significantly better solvency than countries such as India, Brazil and the United States, with government debt as percentage of GDP at fifty percent.

...human potential. Of a population 115.6 million strong, more than 60% are of working age. 110 thousand engineering and technology students graduate annually from Mexican institutions. Per capita there are 26% more graduates in manufacturing, engineering and construction than in the United States—ambitious, hard-working young people building Mexico's future.

...cultural and natural treasures. Mexico is ranked third in the world for world heritage sites and is renowned for its 45 thousand archeological sites and 120 thousand historical monuments—from Teohotican, one of the great mysteries of Mesoamerica, to the magical town of Real del Monte with its colorful 18th century buildings and old mines. Natural treasures include the Monarch Butterfly Biosphere Reserve, and the country is considered "megadiverse," because 12% of the world's terrestrial diversity is located here.





Structure

business-academic sessions:

IPADE professors will give three introductory conferences about the Mexican economic, political and social environments. To complement these knowledgeable sessions professors will deliver two live case studies of leading enterprises in Mexico.



Our program includes visits to successful companies, allowing students to familiarize themselves with the "day-to-day" operations of enterprises in Mexico.



IPADE offers students the invaluable opportunity to interact with colleagues from Mexico and abroad. Engaging the students in an assigned project which will enable them to establish a more meaningful relationship with our country and culture.



Invited businessmen from different sectors and companies will come and share their experiences.



Participants will have the opportunity to interact socially and culturally through organized events:

Guided tour of the Teotihuacan Pyramids.
Guided tour of the Anthropology Museum.
Guided tour of Historic Downtown area.



Work load

Credits and contact hours



3.7 US credits / ECTS 6	Sessions	Contact hours	Independent hours
Business Academic Sessions	5	7	6
Conference Sessions	5	7	6
Company Sessions	3	4	
Company Visits	3		10
Intercultural activities	2	3	
Assigned Project	1		15
Teamwork	5		15
Total	24	21	52

Requirements to receive credits:

- 100% attendance
- Active participation in sessions and conferences
- Teamwork assignment



Week costs per student

(prices in US dollars)

	Hotel Marquis Reforma (red carpet hotel) www.marquisreforma.com		Wyndham Polanco Hotel (four star hotel) www.wyndhampolanco.com/Polanco/ind ex.html	
	Double room	Single room	Double room	Single room
Hotel (6 nights)	\$594	\$1144	\$460	\$690
All transportation (Buses)	\$ 88	\$ 88	\$ 88	\$ 88
Cultural Activities	\$ 61	\$ 61	\$ 61	\$ 61
Translation/material fees	\$ 72	\$ 72	\$ 72	\$ 72
Health insurance	\$ 72	\$ 72	\$ 72	\$ 72
Total cost per student	\$886	\$1436	\$752	\$982





March 6th to10th, 2017 Registration deadline January 15th, 2017

- Breakfast and lunch included.
- School's library, computer lab and printers no extra charge.
- Includes 6 hotel nights, checking in on Sunday, March 5th and checking out on Saturday, March 11th.
- Student's not included expenses: dinner, travel to Mexico, airport-hotel-airport transportation, additional hotel nights.



Schools that have participated in previous years

University of Edinburgh Business School, UK

Solvay Brussels School of Economics, Belgium

Poznan University, Poland

EBS Business School, Germany

CEU Business School, Hungary

London Business School, UK

ESSEC Business School, France

ESSEC Business School, France

Warwick Business School, UK

St. Gallen University, Switzerland

EDHEC Business School, France

ENPC - École des Ponts BS, France

Faculty of Management Witten U, Germany

Graduate School Universita Bocconi, Italy

MIP - Politecnico di Milano, Italy

IESE Business School, Spain

Mannheim Business School, Germany

Yonsei University, South Korea NUCB Graduate School, Japan

CKGSB School of Business, China

Guanghua School of Management, China

RMIT University, Vietnam

Smith School of Business, Canada

Tuck School of Business, USA

Darden School of Business, USA

David Eccles-School of Business, USA

Jones Graduate School of Business, USA

Kellogg School of Management, USA

The George Washington University, USA

Simon Business School, USA

UNC Kenan-Flagler Business School, USA

Van Loan School of Graduate Professional Studies, USA

UNIS Business School, Guatemala

PAD Escuela de Dirección. Peru

IAE Business School, Argentina

IESA Business School, Venezuela

FIA - Fundação Instituto de Administração, Brazil

Lagos Business School, Nigeria

ESCA École de Management, Morocco

Institute of Management Technology, India

La Trobe Business School, Australia University of South Australia, Australia









Mexico is open for trade

- Mexico has a North American Free Trade Agreement (NAFTA) that gives business and entrepreneurial opportunities for American and Canadian MBA's
- Mexico is currently the country with the largest number of free-trade agreements in the world.



Latin America

- Trade Agreements Network.
- Business leadership, strongest economy in Latin America.
- Strategic geographic location.
- Language.





Mexico, gateway to

- Low rates, benefits when manufacturing in Mexico.
- \$146 billion US currently exported to the region.
- Business relationships already established.
- Mexico's land transportation network is one of the most extensive in Latin America.
- Mexico's ports have experienced an investment and traffic boom following a 1993 law that privatized the port system.



An opportunity to enjoy the city

















Thank you