OPEN ENROLLMENT
with IAE Business School FT MBA
Buenos Aires, Argentina

Powered by
ABOUT IAE BUSINESS SCHOOL

Our Business School has been in the market for more than 40 years. Located in Pilar, Buenos Aires Province, 50 minutes away from Argentina’s capital city, IAE Business School stands at Universidad Austral’s campus – a 240-acre development surrounded by woods and natural beauty. A warm atmosphere combined with cutting-edge technology provides facilities that foster learning and personal interaction.

Every year, over 8,000 professionals from all around the world and the most dynamic industries join our programs, effectively building a significant regional network for the leading multinational and domestic companies that entrust IAE with their organizations’ training.

According to the Executive Education ranking of the Financial Times, IAE is amongst the 30 top schools of the world. Besides, like the most prestigious business schools around the world, IAE has been certified by topmost international organizations measuring and raising management education standards worldwide:

ABOUT INSITU PROGRAMS

InSitu Programs is a provider of custom study abroad programs and dedicated to being the leading provider of innovative and dynamic programs across Spain and South America. Through customizable academic and logistical services, we offer the local expertise to complement a meaningful educational experience abroad.

With 12 years of experience and access to key companies and businesses across a wide range of fields we provide local expertise to compliment a dynamic global business experience. InSitu Programs has helped more than 12,000 students explore Spain and South America.
PROGRAM HIGHLIGHTS

This intensive program will offer students a profound insight into the Latin American business world, showcasing its comprehensive dynamics, opportunities and challenges, while using case method-based lectures, company visits and conferences.

Participants will delve into Latin America’s business setting and reality, building a strong elite corporate network of peers from other Business Schools around the world and the full time MBA students from IAE Business School.

Through this program, participants will be able to:

- Understand the drivers of Economic Growth in Latin America and identify future trends.
- Learn from Business Leaders facing an extremely unstable environment and decades of volatility.
- Appreciate the unique features of the Latin American Markets and organizations, as well as their impact on business in foreign markets.
- Team up and work with local and international students.

HOW TO PARTICIPATE

Students need to have earned or be actively pursuing an MBA, EMBA, or MSC in Management-related fields (e.g.: International Business, Finance, Marketing, HR, Logistics or related field)

Students have to accredit an adequate proficiency in english as shown by meeting or exceeding the scores of one of the following exams:

**TOEFL:** 87 overall  
**IELTS:** 65 overall  
**TOEIC:** 750 overall

ASSIGNMENTS AND GRADING

Final grade will be made up by the following elements:

- Required Reading Quiz (Multiple Choice): 30%  
- Group work Evaluation (Prof. Lorenzo Preve): 35%  
- Presentation Evaluation (Company): 35%
FACULTY

Francisco Diaz Hermelo, PHd in Applied Economics-Agribusiness, Purdue University (USA)

Francisco Diaz Hermelo is a full time professor at the Strategy, Business and Society department at IAE since 2010. He teaches courses in Nonmarket Business Strategy, Corporate Strategy, International Strategy & Management, particularly in a business environment. His research topics are about several international management and strategy topics: firms’ sustainability of financial returns in Emerging Markets, development of multinationals from emerging economies, institutional development and FDI.

Lorenzo Preve, PHd in Finance, University of Texas at Austin (USA)

Lorenzo Preve is an associate professor at the finance department at IAE since 1998. He got his PhD in Finance at the University of Texas at Austin in mayo 2004, his Executive MBA at IAE in 1993 (Magna cum Laude), and his BA at Universidad Católica Argentina in 1990. He was awarded the Fulbright Scholarship between 2000 and 2003 and the University Bruton Fellowship at the University of Texas in Austin, in 2003. His research topics are related to Corporate Finance, more specifically Corporate Risk Management, Financial Distress & Restructuring, Capital Structure, Trade Credit and Working Capital Management. As well as, Corporate Finance in
Emerging Markets and the effects of Financial Crisis on firms.

Carmelo Paviera, PhD IN Management, University of Edinburgh (UK)

Carmelo Paviera is Assistant Professor in Strategic Management at the IAE Business School. Prior to joining the IAE Business School he received his PhD in Management from the University of Edinburgh Business School. He has been recipient of the Principal’s Career Development PhD Scholarship. He is Associate Fellow of the Higher Education Academy (HEA), UK. His research explores how institutional entrepreneurs embedded in the informal economy respond to economic inequality. Prior to his PhD, he completed his MSc in International Business. During and after his studies, he has worked for several years as industry and research analyst in the Asset Management industry in Switzerland and Monaco.

TENTATIVE ITINERARY

<table>
<thead>
<tr>
<th>DATE</th>
<th>MORNING</th>
<th>AFTERNOON</th>
<th>EVENING</th>
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<tbody>
<tr>
<td>Monday</td>
<td>HOTEL ARRIVAL</td>
<td>CITY TOUR AROUND BA</td>
<td>WELCOME WINE AND CHEESE</td>
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<tr>
<td>June 15th</td>
<td>EARLY CHECK IN</td>
<td>Students will get to know the city in a 3-hour City Tour where they will be able to see the main highlights of BA.</td>
<td>Cultural introduction by IAE FT MBA students and international students, while they enjoy great Argentinian wine.</td>
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<tr>
<td></td>
<td>ORIENTATION MEETING</td>
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<tr>
<td>Tuesday</td>
<td>TRANSFER TO IAE BUSINESS SCHOOL</td>
<td>WORKSHOP Argentine Business Challenge</td>
<td>FREE EVENING</td>
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<tr>
<td>June 16th</td>
<td>CASE-STUDY</td>
<td>Prof. Lorenzo Preve</td>
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<tr>
<td></td>
<td>The Argentine Paradox</td>
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<td></td>
<td>Prof. Francisco Diaz Hermelo</td>
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<td>E.g.: Citrícola San Miguel, Despegar, Globant</td>
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European Office: Carrer de Pau Claris 186, 2nd floor, Barcelona, Spain 08037 / South American Office: 25 de Mayo 457, 4th Floor, Buenos Aires, Argentina 1002
info@insituprograms.org - www.insituprograms.org
### Wednesday
**June 17th**

**at IAE Business School**

<table>
<thead>
<tr>
<th>Transfer to IAE Business School</th>
<th>Lecture</th>
<th><strong>Risk Management in Argentina</strong></th>
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<tbody>
<tr>
<td><strong>Workshop</strong></td>
<td><strong>Argentine Business Challenge</strong></td>
<td>Prof. Lorenzo Preve</td>
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<tr>
<td><strong>Group Work</strong></td>
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**Free Evening**

### Thursday
**June 18th**

**at IAE Business School**

<table>
<thead>
<tr>
<th>Transfer to IAE Business School</th>
<th>Case-Study</th>
<th><strong>Understanding Institutional Voids in Argentina: La Salada Market</strong></th>
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<tbody>
<tr>
<td><strong>Workshop</strong></td>
<td><strong>Argentine Business Challenge</strong></td>
<td>Prof. Carmen Paviera</td>
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<tr>
<td><strong>Group Work</strong></td>
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**Free Evening**

### Friday
**June 19th**

<table>
<thead>
<tr>
<th>Workshop</th>
<th><strong>Argentine Business Challenge</strong></th>
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<tr>
<td>Prof. Lorenzo Preve</td>
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<tr>
<td><strong>Group Work</strong></td>
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**Final Group Presentation**

**Argentine Business Challenge**

The students will exhibit their conclusions to the company board and receive feedback.

### Saturday
**June 20th**

**Hotel Check Out and Departure**

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### Pricing

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<th>Price per Participant</th>
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<tr>
<td><strong>Double Base</strong></td>
<td>US$ 2,300</td>
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<tr>
<td><strong>Single Base</strong></td>
<td>US$ 2,600</td>
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WHAT’S INCLUDED

- InSitu Program Coordinator will be overseeing all program activities and providing logistical support for the group and faculty during the program.
- Accommodation in a 4-star hotel with free WiFi and breakfast included, double occupancy.
- Daily Private Transportation.
- Tuition Fee at IAE Business School.
- Class materials at IAE Business School.
- Access to Online Campus.
- Course Materials.
- Exclusive Activities: BA City Tour, Welcome Wine and Cheese & Farewell Asado.
- Certificate of Completion of the International Program.
- Taxes.

ITEMS NOT INCLUDED

- Visa fees.
- International flights.
- Transportation in and out from airport.
- Lunches and Dinners not mentioned above.
- Additional hotel amenities (telephone, laundry, etc).

GENERAL TERMS & CONDITIONS

1. Payment Terms
Suggested payment terms are as follows:

- 50% of the balance 3 months before start date.
- Remaining balance by 1 month before the start date.

2. Payment Method
Payment is accepted via wire transfer to our company account in Argentina.

3. Proposal Validity Period
This proposal is valid for a period of 90 days from November 1st, 2019.

4. Exchange Rate Guarantee
Costs are fixed in US dollars; no exchange rate penalties are applicable.