Exchange Program Experience
Why an Exchange in Mexico?

Because...

- Mexico is an emerging markets development leader in Latin America. According to PwC, the global financial crisis has accelerated the shift in the economic power towards emerging economies. This has revealed that the E7 emerging economies are set to exceed the G7 before 2020.

- Mexico has 12 Free Trade Agreements (FTA) with over 40 countries including the United States, Canada, Japan, the European Union and Latin America. It holds commerce activities with at least 35 countries.

- Mexico offers low tariffs, which represent benefits for companies that manufacture in this country; already established business relationships; an extensive land transportation network and growth in human capital.

- According to the experts, by early 2012 Mexico will get a foreign investment of $9,731 million dollars, which will result in the creation of approximately 549,000 new jobs in the short and medium term.

- Mexico is a hub for Latin America and it has registered one of the largest GDP growths during the last 6 years.

- Mexico exports more than 90% of its goods under the FTA.

- Mexico offers the opportunity to develop Spanish language skills (The 4th most spoken language worldwide and the 2nd in business).

- It offers the opportunity to live in the two biggest cities of the country: Mexico City and Monterrey and in both of them, experience the contrast between the pre-Hispanic, Colonial and Modern culture.
Why at IPADE?

Because...

- 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—“lifelong associates”.
- IPADE is the only business school founded from the enterprise, for the enterprise. It is the only existing business school with this model worldwide.
- IPADE is an exceptional business school with the highest reputation in Latin America.
- IPADE has the biggest alumni network and business connections in Mexico and Latin America in the education market.
- At IPADE, exchange students have access to all the Career Management Office services.
- IPADE offers personalized attention to students and a great student atmosphere.

- IPADE has a strong relationship with the best Business Schools in North America, Europe, Asia, and Latin America.
- IPADE’s methodology is based on the case study method.
- IPADE offers elective courses in English and Spanish.
- IPADE offers exchange students the opportunity to participate in the annual Study Trip, sponsoring approximately 45% of the total cost of the trip.
- IPADE offers different exchange date possibilities:  
  - Winter term (January-March)  
  - Spring term (April-June)
IPADE Business School
INTERNATIONAL EXCHANGE PROGRAMME

Winter and Spring, 2015

SCHOOL DETAILS

<table>
<thead>
<tr>
<th>Name of School</th>
<th>IPADE Business School</th>
</tr>
</thead>
<tbody>
<tr>
<td>Address</td>
<td>Floresta 20. Col. Clavería</td>
</tr>
<tr>
<td></td>
<td>Mexico D.F. 02080</td>
</tr>
<tr>
<td>Contact</td>
<td>Sandra Guerra, incoming/outgoing students Manager</td>
</tr>
<tr>
<td>Telephone</td>
<td>(5255) 53.54.1800</td>
</tr>
<tr>
<td>Fax</td>
<td>(5255) 5399.7682</td>
</tr>
<tr>
<td>E-mail</td>
<td><a href="mailto:sguerra@ipade.mx">sguerra@ipade.mx</a></td>
</tr>
<tr>
<td>Term(s) of Exchange</td>
<td>Winter and Spring</td>
</tr>
<tr>
<td>School Website Address</td>
<td><a href="http://www.ipade.mx">www.ipade.mx</a></td>
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<tr>
<td>Language Requirement</td>
<td>English and Optional Spanish</td>
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<table>
<thead>
<tr>
<th>Number of Places Available:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Winter</td>
</tr>
<tr>
<td>Spring</td>
</tr>
</tbody>
</table>

2 to 4
2 to 5

DATES

Term Dates:
(Exams can be moved if requested by the school to match the terms from home institutions)

Winter 2015:
Orientation day: January 5th, 2015
Term: From January 6th to March 20th
Exams: From March 23rd to March 27th

Spring 2015:
Orientation day: April 1st
Term: April 2nd to June 19th
Exams: From June 22nd to June 26th

EXCHANGE APPLICATION DEADLINES

<table>
<thead>
<tr>
<th>Deadlines</th>
</tr>
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<tbody>
<tr>
<td>Winter 2014: November 7, 2014</td>
</tr>
<tr>
<td>Spring 2014: February 27, 2015</td>
</tr>
</tbody>
</table>

ELECTIVES

Number of courses (5 UNITS, please see table with hours/credits/units)

Exchange students will receive the complete syllabus of all the available courses; they will choose from this list and will receive a space confirmation upon reception of their selection. Students can confirm once they are at IPADE, during the first 5 days of class (Drop/Add period). Their space in the selected courses will depend on the available spaces.
CAREERS SERVICES

Do you have a career management service?
Yes

What access will exchange students have to this service?
All services

HOUSING

Is housing available on-campus?
No, but personal assistance will be provided through the International Office. There are different options in our database, from shared apartments to family rooms, please let us know what your preferences in living style, budget and special needs are, so we can support you with these arrangements.

- Rent costs goes from $500 US to $650 USD per month.

Budget and Housing
Housing: Between $500 and $650 USD per month.
Living Expenses: $450 USD per month.
Health Insurance: $300-450 USD approx. (Female), $250-400 USD (Male) per term (depending on participant’s age).
Miscellaneous: $100 USD per month.

Alumni Status

Will our students become Alumni of your School?
Yes

Additional Exchange Information

Requirements
School Exchange Application Procedure: The student who has been selected for an exchange at IPADE is required to send the following information:
- Filled online Application Form. The corresponding url will be sent to each officially nominated student, this form is generated automatically by our online system.
- Curriculum Vitae
- Digital photograph (Format .jpg / 150 dpi’s / 207 x 266 pixels / black and white / formal ware / from shoulders up)

Language Instruction
Courses at IPADE during the program are taught in English, however there might be some sessions in Spanish, simultaneous translation will be provided if necessary.
We also offer a Spanish Language Course (free of charge) for those foreign students that wish to improve their Spanish skills. 4 hours per week at IPADE.

Academic Structure
Classes are based on 80 minute sessions.
Exchange students need to sign up for the equivalent of 5 IPADE units per term.
Standard schedule for each week: Monday to Friday, regularly from 8:00 am to 4:00 pm.
Schedule will be delivered on a weekly basis.
**Transcript Legend**

- 10 to 9.5  Excellent
- 9.4 to 8.5  Very Good
- 8.4 to 8.0  Good
- 7.9 to 7.0  Unsatisfactory
- 6.9 to 6  Fail

**Brief explanation of IPADE’s course selection process**

Before their arrival to Mexico, exchange students will receive the complete syllabus of all the available courses; students will choose from this list and will send their selection to IPADE’s International Office. Their space confirmation will depend on the reception of their choice selection. Students can change their choices once they are at IPADE (Drop/Add period). Their space, if they change the previously selected courses will depend on the space availability.

**Fifth trimester-Winter Term (Jan-Mar)**

<table>
<thead>
<tr>
<th>Course</th>
<th>Contact hours</th>
<th>US Credits</th>
<th>ECTS</th>
<th>IPADE Units</th>
</tr>
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<tbody>
<tr>
<td>Managerial Control and Information IV (LS)</td>
<td>20</td>
<td>1.7</td>
<td>3.75</td>
<td>1</td>
</tr>
<tr>
<td>Negotiation (LS)</td>
<td>12</td>
<td>1</td>
<td>2.25</td>
<td>0.6</td>
</tr>
<tr>
<td>Operations III (LS)</td>
<td>20</td>
<td>1.7</td>
<td>3.75</td>
<td>1</td>
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<tr>
<td>Social and Political Environment I (LS)</td>
<td>20</td>
<td>1.7</td>
<td>3.75</td>
<td>1</td>
</tr>
<tr>
<td>Finance IV (LS)</td>
<td>20</td>
<td>1.7</td>
<td>3.75</td>
<td>1</td>
</tr>
<tr>
<td>Career Planning II (LS)</td>
<td>12</td>
<td>1</td>
<td>2.25</td>
<td>0.6</td>
</tr>
<tr>
<td>Organizational Behavior IV</td>
<td>12</td>
<td>1</td>
<td>2.25</td>
<td>0.6</td>
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<tr>
<td>Services</td>
<td>16</td>
<td>1.3</td>
<td>3</td>
<td>0.8</td>
</tr>
<tr>
<td>Business Economics</td>
<td>16</td>
<td>1.3</td>
<td>3</td>
<td>0.8</td>
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<tr>
<td>International Human Resources</td>
<td>16</td>
<td>1.3</td>
<td>3</td>
<td>0.8</td>
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<tr>
<td>Sales Force Management</td>
<td>16</td>
<td>1.3</td>
<td>3</td>
<td>0.8</td>
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<tr>
<td>Creativity Workshop</td>
<td>16</td>
<td>1.3</td>
<td>3</td>
<td>0.8</td>
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<tr>
<td>Entrepreneurship I</td>
<td>16</td>
<td>1.3</td>
<td>3</td>
<td>0.8</td>
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<tr>
<td>Doing Business in Mexico (to be confirmed)</td>
<td>21</td>
<td>3.75</td>
<td>6.00</td>
<td>2.2</td>
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<tr>
<td>Spanish course</td>
<td>40 - 50</td>
<td>1</td>
<td>2.25</td>
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**Sixth trimester-Spring Term (Apr-Jun)**

<table>
<thead>
<tr>
<th>Course</th>
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<th>US Credits</th>
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<th>IPADE Units</th>
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</thead>
<tbody>
<tr>
<td>Marketing IV (LS)</td>
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<td>1.7</td>
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<td>Business Policy III (LS)</td>
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<tr>
<td>Social and Political Environment II (LS)</td>
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<td>1.7</td>
<td>3.75</td>
<td>1</td>
</tr>
<tr>
<td>Finance V (LS)</td>
<td>20</td>
<td>1.7</td>
<td>3.75</td>
<td>1</td>
</tr>
<tr>
<td>Technology &amp; Operations Management</td>
<td>16</td>
<td>1.3</td>
<td>3</td>
<td>0.8</td>
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<tr>
<td>Markstrat (marketing simulation)</td>
<td>16</td>
<td>1.3</td>
<td>3</td>
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<tr>
<td>Knowledge Management</td>
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<td>3</td>
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<tr>
<td>Financial Derivatives</td>
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<td>3</td>
<td>0.8</td>
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<tr>
<td>Business Model Development</td>
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<td>1.3</td>
<td>3</td>
<td>0.8</td>
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<tr>
<td>Fraud, Risk and Internal Control</td>
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<td>1.3</td>
<td>3</td>
<td>0.8</td>
</tr>
<tr>
<td>Spanish course</td>
<td>40 - 50</td>
<td>1</td>
<td>2.25</td>
<td>-</td>
</tr>
</tbody>
</table>

(LS) Limited Space

The “Doing Business in Mexico” seminar will be confirmed later on.

Important: the final updated syllabus of all courses will be delivered at the beginning of each term.
**Dress Code**
Business casual wear every day, for special occasions (with faculty and directors) a suit or dress must be worn. No tank tops, sandals, shorts, mini-skirts, ripped jeans, athletic shoes, sweatpants and slippers are allowed at IPADE. We respect cultural and religious garments. Jeans are acceptable. It might get cold (0°-10°c) during the winter so make sure to bring a good jacket and sweater.

**Student Visas**
For students coming to Mexico only during the Exchange Term **student visa** is not required, they may enter the country as a tourist. If they are planning to stay longer, it is necessary to find out the requirements of the Mexican Consulate for each country. We advise Exchange Students to inquire about this before coming to Mexico.

**Health Insurance**
Students who do not have an International Health Insurance Coverage, as visiting exchange students, will have to purchase the same insurance policy as **IPADE** students. This policy will cover them during the Exchange Term.

**Student Services**
- Library.
- Computer Centre (e-mail and Internet services).
- E-mail: Students will be assigned a personal e-mail account when they arrive.
- Wi-Fi inside campus.
- Cafeteria: From 8:00 am to 7:00 pm. Coffee service all day. Breakfast and lunch are available. Lunch is 2 - 4 dollars (US).
- Printers and Photocopies available.
- Telephones: free -only for local calls-.
- Chapel: daily mass 7:30 am, Monday – Friday.
- "La Posta": Books, souvenirs and other articles.
- ATM: In case you need extra money, check your account balance, withdrawals or deposits. Santander Bank ATM, available during the day.

**IPADE's campus location**

**Information about Mexico City**
- [www.metro.df.gob.mx](http://www.metro.df.gob.mx)
- [www.turiguide.com](http://www.turiguide.com)
- [www.mexicocity.gob.mx](http://www.mexicocity.gob.mx)