

COURSES IN ENGLISH 2018



The Universidad de Montevideo offers undergraduate and postgraduate courses within the School of Business Administration and Economics, the School of Communications, the School of Engineering, the School of Law, the School of Humanities, the Business School (IEEM), and the Center for Biomedical Science.

Programs in English

International Students can choose from all regular courses offered at the University. The School of Business Administration and Economics offers a full complement of business courses each August to December in English. The Law School runs the US Law Program each year. The School of Humanities offers a degree in Translation and Interpretation. Additional courses in English are available in other disciplines.

BUSINESS ADMINISTRATION & ECONOMICS

Semester March-July 2018

COMPARATIVE LEGAL SYSTEMS

This program is designed to provide students with a general knowledge of contrasting international legal and tax systems, and their impact in business dealings between international agents.

DIGITAL MARKETING

The DigitalMarketing course explores several aspects of the digital marketing environment including a variety of topics that define the so called Web 2.0.

Once completed, students will have a richer understanding of the foundations and skills needed to embrace the new digital marketing landscape. The course will provide them a new set of stories, concepts and tools to digitally create, engage and develop successful relationships with customers in today's digital environment.

EARLY STAGE FINANCING

Early Stage Financing provides the understanding of the financing cycle startups normally face in order to grow. Students will gain knowledge about concepts and tools related to early stage financing and will be able to design a fundraising strategy.

INTERNATIONAL MARKETING

As organizations become more globalized and competitive, marketing strategies implemented by companies require an international outlook. This course will study the factors that affect the strategic planning of organizations in all Marketing related aspects.

INTERNATIONAL BUSINESS COMMUNICATION

The International Business Communication course helps students improve the effectiveness and confidence with which they communicate in professional situations. Participants will develop their corporate communication skills, improving their ability to communicate in an international work environment. Students will also work on their presentation skills on all levels.

BUSINESS ADMINISTRATION & ECONOMICS

Semester March-July 2018

Seminars:

CHINA AND THE DEVELOPING WORLD SEMINAR

This seminar will study the economic and social history of China's opening up to the world. This includes the role of China in developing countries; looking forward: China / US relations; doing business in China.

SELF MANAGING TEAMS

The course explains the purpose, success and conditions of Self Managing Teams in innovative organizations that are fit for dynamic changes in the market.

LATIN AMERICAN SOCIETY AND BELIEFS

This seminar intends to focus on how the respect for the religious beliefs of others impacts positively in economic development in the Latin America region, both for workers' and for employers. A reflection will be approached, on the aggravated responsibility of decision makers (employers –enterprises & the State) as management leaders and opinion leaders, from an ethical and also juridical point of view. Students will be able to learn and understand the social and cultural consequences of religious freedom in the work environment.

1960'S THE DECADE THAT ROCKED LATIN AMERICA

On the brink of the fifty-year celebration of May 1968, this seminar focuses on the decade of the 1960's, an important period of western History. Students will analyze the social, political and cultural consequences of key international events in Latin America, and learn to interpret them in order to build peace.

LATINAMERICAN PHILOSOPHICAL ANTHROPOLOGY

Aided by science, philosophy, religion and psychology, among other disciplines, **Philosophical Anthropology** aims to understand the various answers given to questions as decisive as: Who am I? Why do I exist? Where do I come from? What should the role of feelings, reason and will be in my decisions? Is there life after death? What does human dignity mean? During the past few centuries, **Latin America** seems to have sought solutions to these interrogations especially in three views: **Christianity, French Enlightenment and Marxism.**

URUGUAYAN HUMAN VALUES THROUGH SOCIAL MEDIA ANALYSIS

Deepen analysis through Social Media to better understand how Uruguayan society reacts to certain values. Throughout the course, students will be able to develop a project about a specific Uruguayan value. Each student will be able to choose the value he is interested about.

BUSINESS ADMINISTRATION & ECONOMICS

Semester August-December 2018

CORPORATE FINANCE

This course provides students with the tools required for further studies in financial intermediation and investment. This includes the pricing of risk, securities valuation, market efficiency and capital structure. This is a course mandatory for students studying the "Banking and Finance" degree from University of London.

MANAGEMENT ACCOUNTING

This course is an introduction to Management Control by presenting the main concepts, mechanisms and control systems and its integration with the strategy, structure and key business functions. This is a course mandatory for students studying the "Banking and Finance"

CORE MANAGEMENT CONCEPTS

The course covers the main areas of general management and the intellectual foundation of management concepts. It is the basis upon which more specialized functional management courses can be taken. This is a course mandatory for students studying the

MARKETING I

This course introduces students to the basic principles of Marketing such as marketing behavior and brand positioning. It will focus on the pricing of products and services, distribution and advertising. It will also enable students to understand the customer's role in an international environment.

INTERNATIONAL BUSINESS COMMUNICATION

The course helps students improve the effectiveness and confidence with which they communicate in professional situations. Participants will develop their corporate communication skills, improving their ability to communicate in an international work environment. Students will also work on their presentation skills on all levels.

HUMAN RESOURCE MANAGEMENT

This course examines the approach taken by organizations to recruit, retain and motivate their employees. It will include the recruitment and selection techniques of formal and informal institutions, how employees are managed, and other related policies. This is a course mandatory for students studying the "Business and Management" degree from University of London.

FINANCIAL INTERMEDIATION

This course aims to provide an understanding of theories and practices related to financial intermediation and the risk management techniques used in major banks throughout the world. This is a course mandatory for students studying the "Banking and Finance" degree from University of London.

BUSINESS ADMINISTRATION & ECONOMICS

Semester August-December 2018

GLOBAL BUSINESS ENVIRONMENT

This course provides an introduction to the global business environment and covers trends towards globalization, and the formal and informal institutions of countries. In particular it will focus on international political, economic, legal, cultural and social diversity. It will also give an overview of why international trade takes place, why firms invest abroad, supply chain management and global sourcing.

MANAGING CULTURAL DIVERSITY

A training in awareness of cultural diversity on national and organizational level in which tools will be given to optimize the business potential that this diversity gives to the manager.

INTERNATIONAL BUSINESS STRATEGY

The aim of this course is to broaden your understanding of global market operations and the strategies implemented by Multinational corporations, and other International enterprises. Students will develop awareness and understanding of the complexity and dynamism of the global business environment, plus an ability to solve business problems in a global setting.

INTERNATIONAL ECONOMICS

The course addresses the international patterns of trade from an economic standpoint. It introduces traditional frameworks such as the Ricardian and Heckscher-Ohlin models of trade, along with in-depth analysis of empirical evidence. It also covers alternative frameworks, such as policy-based models of trade, it explores arguments for and against free trade and examines the effects and causes of trade policy.

INTERNATIONAL RELATIONS AND ORGANISATIONS

This course examines the evolution of International Relations in theory and practice, as well as the role of International Organisations in International Politics, International Cooperation and Peace, Economic Relations and International environmental standards.

LEADERSHIP

This practical course will cover effective leadership and change strategies in businesses. It will include team management, conflict resolution and communication strategies. Different corporate leaders will be invited to lecture.

BUSINESS ADMINISTRATION & ECONOMICS

Semester August-December 2018

FINANCIAL STATEMENT ANALYSIS

Introduction to accounting conventions, enabling students to analyze and interpret the information contained in financial statements, explaining their limitations with reference to underlying theories. Preparation of financial statements, including the statement of financial position, income statement and the statement of cash flows.

STRATEGY

Introduces the basic building blocks of strategic analysis. Students will learn the tools of strategic analysis and game theory to value and analyze strategic options in real life. They will learn to anticipate the actions of competitors and act accordingly, sources of competitive advantage and in what way some firms are more successful than others.

PRINCIPLES OF BANKING

Introduction to the role of financial intermediaries and an understanding of how these operate, with a very special focus on the role and operations of the banking system. Students will be able to provide theoretical explanations for the existence of financial intermediaries, as well as dealing with economic models that formalize the broader impact that banking systems can have in a country. Other topics include regulation of banks and risk management within the banking system, which in turn comprises a deep insight into concepts such as liquidity risk, interest rate risk, foreign exchange risk and credit risk.

INVESTMENT PROJECTS

The objective of this course is to develop a financial model as support of a Business Plan. The following areas will be addressed: Developing of Proforma Financial Statement, Capital structure and cost of capital, foreign investments, uncertainty and the investment project, performance indicators and project appraisal from various points of view of different stakeholders.

BUSINESS ADMINISTRATION & ECONOMICS / COMMUNICATION

Semester August-December 2018

Seminars:

LATIN AMERICA ECONOMICS: SEMINAR

This course is designed to help students develop a better understanding of the Latin American Economic Environment. It is intended to provide a conceptual framework of the economic realities of the region and to provide students with a critical attitude when understanding the problems presented. During the course, Latin America education, investment, the balance of payment crisis and performance of key countries will be analyzed.

CONTEMPORARY LATIN AMERICA THROUGH FILM

This course examines significant recent films from Latin America, their social context and production conditions, and the national and transnational issues they illuminate.

It provides the successful student with the ability to view films with a critical eye and to analyze and write about film as a way to explore and illuminate important issues in Latin American culture.

LAW

Semester March-July 2018

BASIC GUIDELINES ON CONTRACTS & TORTS

Contracts. Case law. Tort law. Other legal areas .

CORPORATIONS

Consultancy and planning in business activities. Legal policies. Constitution of a corporation. Management, control and distribution of power in a corporate structure. Shareholders. The 1994 Securities Exchange Act. Closed corporations. Insider trading. Promoter's liability.

INTERNATIONAL TRADE CONTRACTS

General principles regarding civil procedures, judicial federal and state procedures. Dispute resolution. Negotiation, mediation and arbitration. Neutral evaluation.

INTRODUCTION TO THE AMERICAN LEGAL SYSTEM

The language of law. Specific definitions. Historical background. The legal system in the United States. Cases. Laws, constitutions, legislative history and international agreements. The secondary source books. Government agencies. The use of computers in juridical investigations.

Semester August-December 2018

LEGAL WRITING & ANALYSIS

Introduction to case analysis. How to prepare a brief. Juridical writing; drafting and analysis. Basic principles. Memorandum of law, opinion, client letters.

LITIGATION AND ALTERNATIVE DISPUTE RESOLUTION

International trade contracts. Legal systems to which an international trade transaction is exposed. Standard contract, means of payment, applicable law and jurisdiction.

RESOLVING INTERNATIONAL BUSINESS DISPUTE

International contracts and alternative methods for the resolution of disputes (emphasis on Latin America). Rescinding and fulfilling international commercial contracts. Commercial transaction prototype. Fulfilling arbitral rulings and decisions.

SECURITIES AND CAPITAL MARKETS REGULATION

Regulation of prime and secondary markets. Securities and capital claims. Trading and transactions under both legal systems. Methods for obtaining capital and their regulation. Loans.

HUMANITIES

Semester March—July 2018

INTRODUCTION TO ACADEMIC WRITING

Course taught in English to enhance freshmen's academic writing skills. Main topics dealt with in class include: writing academic essays (exposition and argumentation), punctuation, systems of citation (APA, MLA, Chicago), cohesion and coherence.

LEGAL ENGLISH

Course on English for specific purposes dealing with legal jargon and legal register.

ADVANCED COMMUNICATION SKILLS 1

Course taught in English aimed at enhancing freshmen's written and spoken communication skills. Requirements for admission: C1 level of English.

TEACHING MATHS

Course taught in English aimed at providing the student with the necessary tools to teach Maths lessons in bilingual schools.

SOCIOLINGUISTICS

Course taught in English dealing with aspects of sociolinguistics: bilingualism, languages in contact, standard varieties, dialects, sociolects, pigns and creoles. English as a Lingua Franca.

DISCOURSE ANALYSIS

Course for English majors dealing with text analysis according to Systemic Functional Linguistics. Requirements for admission: Knowledge of linguistics and English syntax.

INTERMEDIATE ENGLISH

A2/B1 general English course.

HUMANITIES

Semester March—July 2018

BUSINESS TRANSLATION

Introduction to terminology, texts, and problems in the specialty of business translation. The course aims at concepts in the business environment, the international market, and economy and finances; by means of comparisons between the realities of English and Spanish

TRANSLATION I & III

Introduction of the globality of the discipline, the central concepts, and the role of the translator in society. Emphasis on the concept of translation, the change from one language to another, the translatable process, and the diverse methods and problems that the translator may encounter in their profession .

TRANSLATION II

A reflective approach as to why translation is a profession as well as art. Analysis of the discipline with an emphasis on history of translation, modern knowledge about philology, and characteristics of style and structure.

CULTURAL STUDIES I

This course focuses on the cultural and social history of the Anglo- Saxon World. It responds to the need to bring past cultural practices to the present time in order to promote a better understanding of current cultural phenomena.

CULTURAL STUDIES III

For an English language teaching student, Anglo Saxon culture, its cultural heritage, evolution and transformation represents a fundamental aspect in its formation.

ENGLISH FOR SCIENCE AND TECHNOLOGY

This course aims to familiarize the student with scientific and technical discourse in the English language and develop the capacity for observation and analysis of the various topics.

MEDICAL ENGLISH

During the semester, the student will be able to acquire the necessary strategies to develop effectively in the field of medicine through the development of skills of comprehension, reading, writing and oral expression.

SHORT PROGRAMS 2018

GLOBAL SUPPLY PROGRAM

The GSP is an intensive three-week study Program designed for business and engineering students in their third or fourth year of study. It focuses on providing students with the fundamentals of international supply chain methods with a special focus on Latin America and Uruguay.

LATIN AMERICAN OUTLOOK (MASTER LEVEL)

This Program focuses on economic, financial, technological, marketing and cultural issues that affect decision making processes in doing business in Latin America. It comprises courses that include communication skills to conduct businesses, family business development, governance, management and understanding of Latin America as a platform for knowledge innovation.