

# INTERNATIONAL MANAGEMENT

# intl mgmt

**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.

## UAI SIGNATURE

ADOLFO IBÁÑEZ UNIVERSITY AIMS FOR ITS STUDENTS TO:

DEVELOP A CHARACTER THAT STRENGTHENS INDIVIDUAL **FREEDOM AND RESPONSIBILITY**, ALLOWING THEM TO **GROW** BOTH PROFESSIONALLY AND PERSONALLY.

ACHIEVE A **BROAD AND CRITICAL UNDERSTANDING OF THE WORLD**, ENABLING THEM TO BE **AUTONOMOUS AND REFLECTIVE INDIVIDUALS**, CAPABLE OF ADDRESSING **THE CHANGING AND MULTIDIMENSIONAL REALITIES** POSED BY TECHNOLOGICAL ADVANCEMENTS, CLIMATE CHANGE, AND THE CULTURAL AND SOCIAL TRANSFORMATIONS THE WORLD FACES.

ACQUIRE A **MULTIDISCIPLINARY VISION** THAT ALLOWS THEM TO INTEGRATE INTO DIVERSE WORK TEAMS, EQUIPPING THEM WITH THE ABILITY TO ANTICIPATE, ADAPT, AND SEEK THE EXCEPTIONAL.

DEMONSTRATE A **COMMITMENT TO THE WELL-BEING OF OTHERS**, NOT JUST THEIR OWN.

## EDUCATIONAL MODEL

To address current and future challenges, UAI has developed a unique Educational Model in Chile, based on three pillars that integrate and mutually strengthen each other throughout the curriculum of all its degrees and programs, aiming to provide students with a broad education.

The synergy created between the Liberal Arts transversal program, the deep learning in the fundamental knowledge and skills of the chosen degree, and the final specialization to obtain the professional title is very powerful. This approach prepares students to navigate a complex and disruptive world that requires new and different responses from the traditional ones.

The benefits of UAI's Educational Model are reflected in the tremendous growth students experience in skills, knowledge, and tools – in other words, resources – to face a world very different from the one that previous generations encountered.

### LIBERAL ARTS

The UAI Liberal Arts program consists of two parts. One part is the **Core Curriculum**, which includes six courses —two of which are year-long— and is taught simultaneously to all students. The other part consists of disciplinary courses, which belong to five areas: **Literature and Art, History, Sciences, Philosophy and Social Sciences**. Together, these form a body of eight courses, completing a Liberal Arts program like those of the best universities in Europe and the United States.

This program develops in students a broader and more reflective view of reality, encouraging them to achieve a more thorough understanding of the phenomena around them. Additionally, the emphasis on the confrontation of ideas, the development of arguments, and the ability to make independent judgments equips graduates with the ability to respond more effectively to problems that arise in a world saturated with information but often lacking in wisdom.

To implement the *Core* courses, **UAI has established a support and advisory agreement with the prestigious Columbia University**, an institution with nearly 100 years of uninterrupted experience in applying its Core Curriculum.



[artesliberales.uai.cl/core-curriculum](https://artesliberales.uai.cl/core-curriculum)



Core Curriculum UAI class.

## SOLID PROFESSIONAL EDUCATION

Consists of a rigorous knowledge base to train future ingenieros(as) comerciales; capable of leading teams, understanding the environment, comprehending businesses, creating value in society, science, and technology, and navigating successfully in a world of change.

Students will design and lead business management in international contexts, identifying opportunities to start new businesses and collaborate to solve business problems with multiple perspectives in global, multicultural, and diverse environments, both in Chile and abroad.

+70% of the curriculum is taught in English: international management, data analysis, economics, entrepreneurship, marketing, and other subjects.

**Make the new business possible  
for the world**

[uai.cl/admision/carreras/international-management](http://uai.cl/admision/carreras/international-management)

## SPECIALIZATION

Students will earn two bachelor's degrees: International Management and Administración de Empresas.

At the end of the fourth year, after completing these bachelor's degrees, they can pursue a one-year Master in International Management from Universidad Adolfo Ibáñez in Chile or apply for the CEMS Master in International Management, which is partially conducted in Chile and partially abroad. Both programs are taught 100% in English and lead to the professional title of Ingeniería Comercial and a master's degree.

Thus, the graduate in International Management has a world-class education that appropriately synthesizes all the skills, abilities, and competencies required in a globalized and complex world.

This professional specialization will allow graduates to acquire knowledge and develop new skills and competencies to solve more specific problems in their professional practice.



## UNIQUE CAMPUSES

Its geographical location and its more than 69.000 square meters built, in Santiago and Viña del Mar, seek to reinforce the vision that the University has on education, as an instance of breaking traditional knowledge and the search for spaces that invite to “think with freedom so you can take your own path”.



Campus Peñalolén



Campus Viña del Mar

# UAI:

# +70 YEARS OF EXPERIENCE



### QS World University Rankings

UAI is among the **top 4** universities in Chile and within the **top 2%** worldwide (2026).

STUDY ABROAD

**+120**  
EXCHANGE  
AGREEMENTS IN  
**34** COUNTRIES

## IMPRINT

UAI is recognized for its programs in:

- Entrepreneurship
- Innovation
- Leadership

*(New UAI students survey)*

## Libraries

**Four** libraries housing over **82,000** printed titles and more than **2,000** e-books. Access to over **17,000** online scientific journals, expanding opportunities for specialized research.

## ENGLISH

UAI offers **8 levels of online English courses** as an integral part of every degree curriculum.

The minimum certification requirement to obtain the bachelor's degree is a B2 proficiency level (CEFR).

## SPORTS

**+15 Disciplines**

Wide range of sports, as well as gym and sports teams.

## SCHOLARSHIPS

UAI has its own scholarships that **complement** state scholarships.

More information at:  
[uai.cl/admision/becas-y-aranceles/becas](http://uai.cl/admision/becas-y-aranceles/becas)

# UAI BUSINESS SCHOOL

## TRIPLE INTERNATIONAL ACCREDITATION

FIRST BUSINESS SCHOOL IN CHILE RECOGNIZED, SINCE 2015, BY THE THREE MOST IMPORTANT GLOBAL ACCREDITATIONS (AACSB, EFMD EQUIS, AMBA).



**ONLY BUSINESS SCHOOL IN CHILE** participating in cems network, which brings together the best business schools in the world.

**98%**  
OF OUR FACULTY  
HOLDS A MASTER'S  
DEGREE OR PHD

## Admission score factors 2026

(by Prueba de Acceso a la Educación Superior)

Puntaje NEM	10%
Puntaje Ranking	30%
PAES C. Lectora	10%
PAES C. Matemática 1	40%
PAES Historia o Ciencias	10%

## Unique program in Chile

**4 YEARS**  
TWO BACHELOR'S DEGREES  
(INTERNATIONAL MANAGEMENT &  
ADMINISTRACIÓN DE EMPRESAS)

**+ 1 YEAR**  
MASTER IN INTERNATIONAL MANAGEMENT LEADING  
TO THE PROFESSIONAL TITLE OF INGENIERO(A)  
COMERCIAL AND A MASTER'S DEGREE

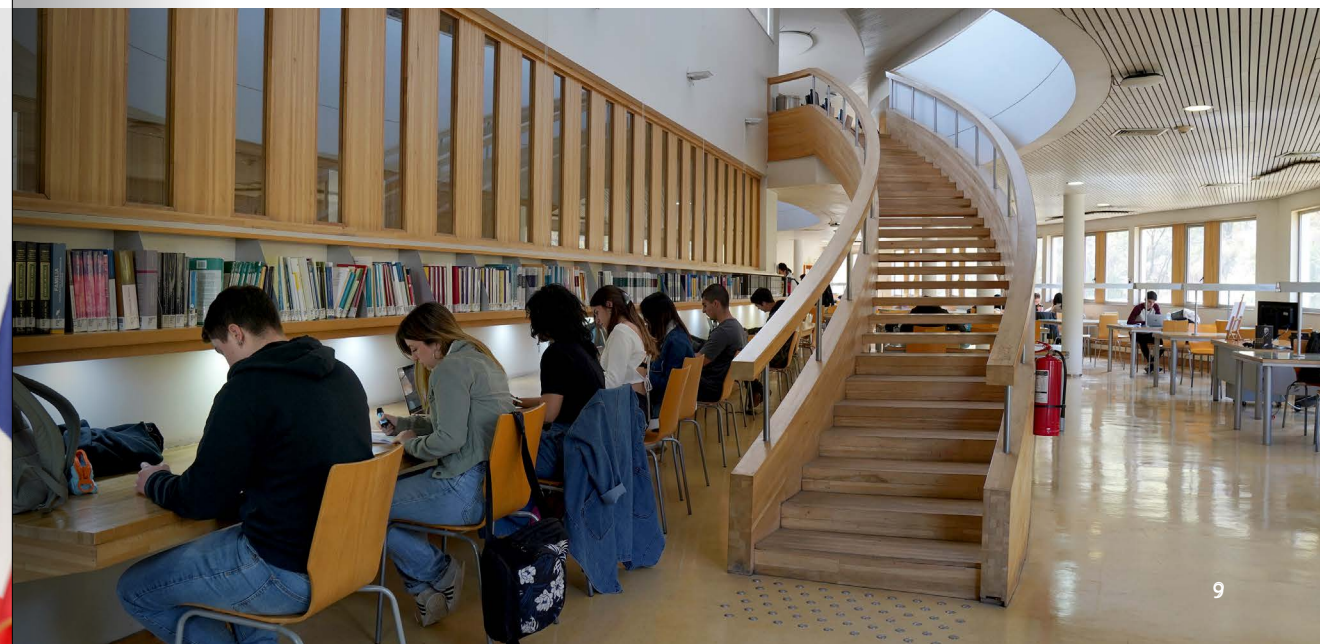
## BILINGUAL

**+70%** +70% OF THE CURRICULUM  
IS TAUGHT IN ENGLISH

## Employability

**93,5%** INGENIERÍA COMERCIAL UAI RANKS AMONG  
THE TOP UNIVERSITIES FOR EMPLOYABILITY  
RATE IN THE SECOND YEAR AFTER GRADUATION

mifuturo.cl 2024



# CURRICULUM

BACHELOR'S DEGREES IN INTERNATIONAL MANAGEMENT & ADMINISTRACIÓN DE EMPRESAS

MASTER IN INTERNATIONAL MANAGEMENT (MIM IN CHILE / CEMS)

01 Semester						02 Semester						03 Semester						04 Semester						05 Semester						06 Semester						07 Semester						08 Semester						09 Semester						10 Semester																							
Bimester 1		Bimester 2		Bimester 3		Trimester 1		Trimester 2		Trimester 3		Bimester 1		Bimester 2		Bimester 3		Trimester 1		Trimester 2		Trimester 3		Bimester 1		Bimester 2		Bimester 3		Trimester 1		Trimester 2		Trimester 3																																											
Civilización Contemporánea Core						Literatura y Humanidades Core						Ética Core						Ciencias Core						Disciplinar Arte y Literatura						International Management Concentration I						International Business Strategy <small>MIM / CEMS Course</small>						Global Marketing Strategy <small>MIM / CEMS Course</small>						Electives MIM/CEMS IV																													
Escritura Argumentativa Core						Disciplinar Historia						Disciplinar Filosofía						Disciplinar Ciencias						Arte y Humanidades Core						Disciplinar Artes Liberales I						International Management Concentration II						Analytics and Complexity Modelling and Technology <small>MIM / CEMS Course</small>						Digital Transformation and Technology <small>MIM / CEMS Course</small>						Electives MIM/CEMS V																							
Advanced Mathematical Analysis I						Advanced Mathematical Analysis II						Statistics and Data Science						Accounting						Econometrics						Operations Management						Disciplinar Artes Liberales II						International Management Concentration III						Sustainability Strategy <small>MIM / CEMS Course</small>						International Project Management <small>MIM / CEMS Course</small>																							
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						Disciplinar Artes Liberales III						International Management Concentration IV												Electives MIM/CEMS I																							
Principles of Microeconomics						Principles of Macroeconomics						International Law and Institutions						Industrial Organization						Managerial Economics						Global Macroeconomic Analysis						Organization Theory						Organizational Behavior						International Management Concentration V						Electives MIM/CEMS II						International Management Project <small>MIM / CEMS Business</small>																	
Global Management						International Business						Talent and Organizations						Marketing						Finance						Strategy						Performance Measure and Strategy						Business Analytics												Electives MIM/CEMS III						Graduation Activity INGENIERÍA COMERCIAL																	
Oral Expression I																		Oral Expression II						Liderazgo																																																					
Deporte I						Deporte II						Deporte III						Deporte IV						Deporte V						Deporte VI																																															

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

## UAI.CL/ADMISION

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 @admision\_uai

 Universidad Adolfo Ibáñez

 uai\_cl

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