

**ESCUELA  
ADMINISTRACIÓN UC**  
PONTIFICIA UNIVERSIDAD CATÓLICA DE CHILE

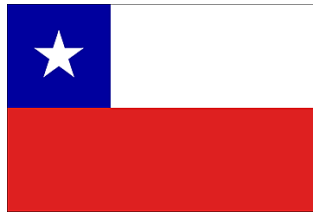
**GLOBAL NETWORK FOR  
ADVANCED MANAGEMENT**



**Global Network Week**  
October 14<sup>th</sup>-18<sup>th</sup>, (“Spring”)  
2019

Host	Pontificia Universidad Católica de Chile, School of Business
City	Santiago, Chile
Course	“Business Models in Latin America” EAM 429
Description	A conceptual and practical analysis of different investments strategies and financial operations with a perspective on Latin America & Chile. Topics included are the debt markets, stock market, pension funds investment strategy, IPO’s, venture capital in LATAM and micro finance.
Faculty involved	Nicolás Cobo (PhD); Jorge Tarziján (PhD Kellogg); Alvaro Bustos (PhD Princeton); Joaquín Poblete (PhD Kellogg); Gastón Llanes (PhD Carlos III); Francisco Ruiz (PhD Kellogg); Matko Koljatic (MA Stanford); Sebastián Gatica (PhD U. College London); Rodrigo Cerda (PhD Chicago).
Company connections	Gnam week will include visits to companies and meetings with top executives from local and multinational companies. A tourist visit to the countryside and coast will also be part of the Chilean experience.
Spaces offered	40
Administrative contact	Andres Ibanez, Director Int’l Affairs ( <a href="mailto:aibanez@uc.cl">aibanez@uc.cl</a> ); Monique Delaveau ( <a href="mailto:mdelaveau@uc.cl">mdelaveau@uc.cl</a> ), International Coordinator

*Please note: details of each Global Network Week are provisional and could be subject to change*



**METHODOLOGY:**

A combination of Latin American case discussions, lectures by different professors and practitioners, and group activities, complemented with related company visits will be the core methodology of this course.

**AGENDA:**

	Monday 14	Tuesday 15	Wednesday 16	Thursday 17	Friday 18
8:30 - 10:15 (A)	<i>LATAM Economics</i> Prof. Rodrigo Cerda	<i>Business Model Integration (I)</i> Prof. Jorge Tarziján	<i>Chilean Conglomerates</i> Prof. Alvaro Bustos	<i>Business Models, Strategy, and Organiza</i> Prof. Francisco Ruiz-Aliseda	<i>Social Entrepreneurship (I)</i> Sebastián Gatica
10:15 - 10:30	<b>Break</b>	<b>Break</b>	<b>Break</b>	<b>Break</b>	<b>Break</b>
10:30 - 12:00 (B)	<i>LATAM Politics</i> Prof. Nicolás Cobo	<i>Business Model Integration (II)</i> Prof. Jorge Tarziján	<i>Concentration and Collusion</i> Prof. Joaquín Poblete	<i>Strategic Commitment and Flexibility</i> Prof. Gastón Llanes	<i>Social Entrepreneurship (II)</i> Sebastián Gatica
12:00 - 13:00	<b>Case Preparation</b>	<b>Case Preparation</b>	<b>Case Preparation</b>	<i>Corporate Governance in Holding Co's</i> Prof. Matko Koljatic	<b>Final Test</b>
<b>Afternoon</b>	<b>Presentation: The Business Model of the Chilean Wine Industry (14:00 - 15:00)</b>	<b>Company Visit:</b> Start-Up Chile (15:00 - 16:00)	<b>Company Visit:</b> TBD (15:30 - 16:30)	<b>Company Visit:</b> TBD (15:00 - 16:00)	
		<b>Company Visit:</b> TBD (16:00 - 17:00)	<b>Company Visit:</b> TBD (16:00 - 17:00)	<b>Company Visit:</b> TBD (15:00 - 16:00)	