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.
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.

ACCOUNTING FOR DECISION MAKING
Introduces a range of Management Accounting applications and techniques for planning, decision making and control, including cost-volume-profit analysis, cash forecasting, variance analysis and discounted cash flow. These techniques are supported by discussion of the underlying theories and principles.

MICROECONOMICS I

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.

ORGANIZATIONAL THEORY
This course is the study of organizations as entities within a disparate social system, which strive to survive in a dynamic and unpredictable environment where increasingly demanding internal and external factors to stay competitive drive strategy and leadership. The course is an introduction to current perspectives and images of organizational design and theory. Real-world examples will be explored to demonstrate the applicability of theory to business decisions and activities.

NEW MEDIA & SOCIETY SEMINAR
Critical analysis of the actual and constant development of media, information, news and the way it changes and impacts on society. Different episodes that show the need of understanding what is going on in the world of communication inside the XXI century. A deep insight of the industry that has changed the way we live.

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. OFFERED IN BOTH SEMESTERS
### PRINCIPLES OF FINANCE

It covers fundamental concepts, such as the scope and goals of Finance, and decisions within financial markets, as well as specific financial techniques and theoretical concepts.

### 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.

### 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.

### MICROECONOMICS II

This course is designed to equip students with the economic principles which are necessary to analyse a whole range of economic problems. It builds on the foundations of economic analysis provided in Introduction to economics and Microeconomics I.

### CORE MANAGEMENT CONCEPSTS

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.

### 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 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. OFFERED IN BOTH SEMESTERS
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.

The world of international trade uses English language as its main language. Therefore, in order to work in international trading, it is essential for the modern professional to have a firm basis in English, pertinent to this sector. The purpose of this course is to become familiarized with key concepts of international trade and different management perspectives, within the international business environment.
BUSINESS ADMINISTRATION & ECONOMICS

Semester August-December 2017

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.

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 FINANCE

An Introduction to the world of Multinational Corporation and the Role of the CFO in a multinational Corporation. A hands on review of the different instruments, processes and alternatives available to deal with the financial challenges and risks existing in today´s globalized business environment.

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.
Semester March-July 2017

**BASIC GUIDELINES ON CONTRACTS & TORTS**
Contracts. Case law. Tort law. Other legal areas.

**CORPORATIONS**

**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**

Semester August-December 2017

**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**
**HUMANITIES**

**Semester March—July 2017**

**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.

**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 speaking countries.

**Semester August—December 2017**

**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 translative process, and the diverse methods and problems that the translator may encounter in their profession.

**AUDIOVISUAL TRANSLATION**

Form of literary translation that focuses on cinematographical and theatrical translation. Emphasis on the relationship that the words must have with the image to achieve situations such as humor.

**SHORT PROGRAMS 2017**

**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. Program dates: May 10 through May 27, 2016.

**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. Dates: October - November 2017.