



Master's in Business Administration

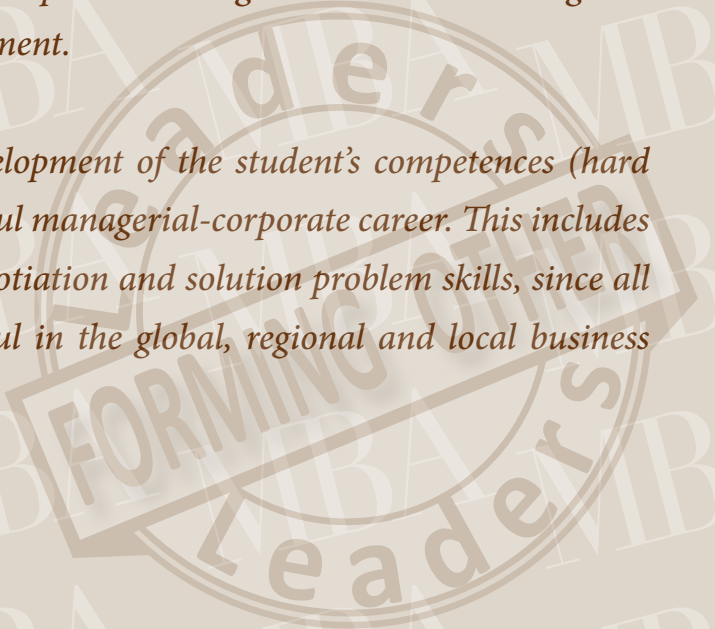
Specialty: Management and Executive Direction

CES' RESOLUTION: RPC-SO-36-N°727-2016

Universidad del Pacífico is a prestigious Ecuadorian educational institution. A full member of CLADEA (Latin American Business Schools Council), it has been recognized by the EDUNIVERSAL Ranking as one of the top 1000 Business Schools in the world, having earned 3 Palms for being "An Excellent Business School, with International Influence". In Ecuador, it is ranked at No. 17 (<http://www.eduniversal-ranking.com/business-school-university-ranking-in-ecuador.html>)

The Program's goal is to train students with advanced theoretical and practical knowledge to pursue entrepreneurship and lead organizations while living in a complex and competitive environment.

The MBA's core value is the development of the student's competences (hard and soft skills) to assure a successful managerial-corporate career. This includes strategic thinking, leadership, negotiation and solution problem skills, since all of them are pivotal to be successful in the global, regional and local business world.



The program consists in the next modules:

MODULE I

- a) Strategic Direction*
- b) Cultural Anthropology: the study of cultural variations among human beings.*

MODULE II

- a) Marketing/Green Marketing. Value creation, how to positionate and how to sell it. The importance of taking care of the environment.*
- b) Corporate and international finance*

MODULE III

- a) Theory of Organization. Organizational Behaviour*
- b) Case studies methodology and problem solutions*

MODULE IV

- a) Microeconomics and competitiveness*
- b) Research Methods 1*

MODULE V

- a) Chain Value Management*
- b) Research Methods 2*

MODULE VI

- a) Dynamic capacities for technology and innovation*
- b) International Business.*

MODULE VII

- a) Lean Manufacturing.*
- b) Green finance for sustainability*

MODULE VIII

- a) Business Analysis and Intelligence*
- b) Comprehensive decision-making*

MODULE IX

- a) Human Resources Management*
- b) Disertation training*

MODULE X

Dissertation development

The courses on microeconomics, competitiveness and strategic direction are held by teachers formed exclusively for this module at Harvard Business School; teachers who research on competitiveness factors at a global level.

- a) Theory of organization. Organizational Behaviour: how organisations are set up and how individuals interact with them. Entrepreneurship.*
- b) Case studies and problem solutions.*



Requisites for the course:

- *Id*
- *Forms properly filled*
- *2 letters of recommendation*
- *Third level academic degree*
- *Interview with the dean*
- *English sufficiency*
- *Admission test*
- *5 years of working experience*
- *30 years of age*



Leaders
Forming other **Leaders!**