

ULACIT Undergraduate Courses (taught in English Language)

Academic Program	Course	US Credits	Contact Hours	Course Description
BS in Business Administration	Advanced Probability and Statistics	3	45	The course studies statistical methods as a tool for the analysis of business data. Topics include descriptive statistics, probability, random variables and distributions, sampling distributions of sample mean and proportion, statistical inference for population mean and proportion for single sample, comparison of two population means and proportions, simple linear regression, and an introduction to multiple regression.
BS in Business Administration	Applied Microeconomics	3	45	Applied Microeconomics is a course of practical application of microeconomic concepts, by the determination of prices and the allocation of resources. It is required that the student understands the behavior of variables such as: costs, productivity, elasticity, demand, supply, competition and profits. The main topics covered are optimization, demand theory, consumer behavior, production and costs in the short and long run, analysis of costs, market structures of perfect competition and monopoly, game theory as well as risk analysis.
BS in Business Administration	Business Ethics	3	45	The successful leader of our time is capable to take into account diverse ethical standards and to face dilemmas and issues inherent to the human nature and experience. This course offers students the opportunity of reasoning systematically on their moral beliefs, as well as exploring and evaluating arguments regarding ethical issues. Students examine several conceptions and theories of ethical principles such as pursuing happiness, duties, rights, justice, and freedom. They will focus on the development of the ability to assess reasons to adopt them or not, regarding concrete ethical dilemmas of their lives. Also, the course allows students to face systems of values different from their own, so that they can become aware of their own belief system.
BS in Business Administration	Business Law Foundation	3	45	The course offers the highest legal knowledge within the field of corporate legislation. This includes commercial, labor and tax legislation. The course is focused on providing the necessary comprehension in the legal area, for students to be able to make decisions well informed legally related decisions.

BS in Business Administration	Calculus	3	45	This course will cover the different areas of calculus (functions, limits, derivatives, and integrals), solution rules and their applications. Calculus will provide the student with useful mathematical problem solution tools and techniques for all scientific areas. It will improve the student knowledge on mathematical functions, graphs with their behavior tending to infinity, function limits, derivatives and integral calculation as well as their applications.
BS in Business Administration	Corporate Finance	3	45	This course is designed to develop the skills needed to make and implement financial policy decisions in a global economy. The course guides the student to understand the financial position of a company. It teaches how to obtain the capital to operate a business, how to keep the business healthy through exhaustive financial diagnostics, as well as the development of companywide strategies. The student will learn how to interpret and analyze financial indicators, as well as how to develop a budget and analytical structures to aid in the decision-making process.
BS in Business Administration	Cost Accounting	3	45	This course introduces the nature and purpose of cost accounting as an information system for planning and control. Topics include direct materials, direct labor, factory overhead, job order, activity-based, the cost-volume-profit relationship, budgets and variances. Upon completion, students should be able to demonstrate an understanding of the principals involved and display an analytical problem-solving ability for the topics covered.
BS in Business Administration	Costs and Productivity	3	45	This course allows the student to develop a clear understanding of the importance of cost structure, productivity and modern costing techniques. There are three main topics covered during the course schedule. First, an overview of intermediate cost accounting concepts that include job costing, overhead, direct and indirect costs and their reporting formats. Second, cost and productivity criteria are applied to different types of business and manufacturing organizations. The third major subject group provides practical guidelines and conceptual understanding of contemporary strategic concepts that include: Scorecard and Performance Metrics, Just in Time inventory, Lean Manufacturing and Six Sigma.

BS in Business Administration	E-Commerce	3	45	The E-Commerce course offers a general vision of the technological advances enabling the implementation of commercial strategies through the integrated elements of the Internet. E-Commerce is a course requiring knowledge of management, marketing, finance, information systems and skills in the use of computer applications. The aim of the course is to promote the student's ability to analyze, design and construct commercialization strategies for products and services through social networks and webpages.
BS in Business Administration	Elements of Macroeconomics	3	45	A primary issue in economics is how individuals, groups, and societies choose among mutually exclusive alternatives. In particular economics studies how scarce resources, that have alternative uses, are employed to produce various goods and services and distribute those goods and services among persons and groups. The tools developed in this course can be used to address some of the most compelling contemporary issues. The discipline of economics is usually analyzed within the framework of microeconomics or macroeconomics. This course, Principles of Macroeconomics, includes the issues of inflation, unemployment, economic growth, government policy, tax policies, government spending, the banking industry, the value of money, the wealth and poverty of nations, and the balance of trade and payments.
BS in Business Administration	Elements of Microeconomics	3	45	The basic theory of demand, supply, and market price is covered in the course. Selected microeconomic problems are reviewed, such as basic monopoly and competition, and other issues that relate to the role of the pricing system in resource allocation and income distribution.
BS in Business Administration	Entrepreneurship	3	45	This course is designed to be delivered at Babson College in Wellesley, Massachusetts, once a year in July. The course includes case studies, break-out sessions, videos, group presentations, and lectures, and is designed around complementary topics. Strong emphasis will be placed on acquiring knowledge about the primary and secondary topic areas of entrepreneurship, as well as the development of strong negotiation skills. Students will be expected to complete assigned readings within the program to further develop their knowledge about entrepreneurship. U.S. News & World Report has ranked Babson College No. 1 in Entrepreneurship Education for 21 consecutive years.

BS in Business Administration	Financial Accounting	3	45	This course is designed to provide an introduction to financial accounting from the users' perspective. Its primary purpose is to promote the understanding of financial accounting information for decision-making purposes as well as on the financial accounting's role in communication business results. It is an introduction to financial accounting concepts and the communication of financial information to external users. The course examines the accounting process, financial statement preparation and analysis, and related topics.
BS in Business Administration	Financial Reporting and Analysis	3	45	During the course the student will become familiar with the use of financial statements, as it is an extremely important management tool to design business strategies and evaluate financial performance. The student will also gain a critical perspective of issues arising in the preparation process of financial statements.
BS in Business Administration	Human Resource Management	3	45	This course comprises the essential concepts, processes and techniques of the human resource (HR) field, which are of paramount importance to contribute to the achievement of business objectives, provided people constitute an organization's most valued asset. Students will develop skills related to managing processes of human resource administration such as recruiting, hiring, compensation, performance, organizational development, safety, management of employee benefits, motivation, communication and training.
BS in Business Administration	Information Systems Management	3	45	The information systems management course provides a systemic thinking approach to organizations and their decision making and data processing needs. Current information systems technological trends are evaluated, including data processing networks, tailored made applications, state-of-the-art technology, big data and forecasting, electronic commerce, e-business and the impact of technology in business s management. Work process redesign and use of technology for data gathering and analysis is covered in order to achieve business management competitiveness.

BS in Business Administration	Innovation and Technology	3	45	The course identifies science, innovation, technology, education and entrepreneurship as the real engines of competitiveness and economic success. An essential part of developing the science and technology base for sustained competitive advantage is to build the organizations capacity to manage innovation successfully. Students will gain an understanding of how technology works in the innovation process enabling them to make better business decisions. The course on innovation and technology has the purpose of giving an ample view of the history of the technological breakthroughs resulting in the industrial and business growth of the last and present century.
BS in Business Administration	International Business	3	45	The course on international business has the purpose of giving students an overview of the new trends in globalized markets, their business practices and future developments. The course will stress the fact that multinational corporations are becoming more interested in doing business in emerging markets and how this trend is changing the global economic geography. It is crucial for today's business managers to be knowledgeable in global business affairs, as business opportunities continuously evolve and arise in a global market context due to lower trade barriers and the increased importance of local partners in international commerce.
BS in Business Administration	International Finance	3	45	It introduces students to international finance issues from the multinational corporation perspective. Topics covered include the foreign exchange market, the determination of exchange rates, the structure of the balance of payments, country risk analysis, foreign direct investment decisions, international capital budgeting as well as the functionality of the international monetary system.
BS in Business Administration	International Marketing	3	45	This course covers all concepts, principles and techniques normally associated with marketing, situating them in the context of international markets and competitiveness. It aims to provide a comprehensive review of the theory and practice of international marketing, providing students with a framework to analyze the international marketing environment. A comprehensive international marketing plan for a hypothetical or real organization is developed. The purpose of this course, therefore, is to explore the role of marketing in the overall international business context and to focus on issues of strategic and operational relevance.

BS in Business Administration	International Trade	3	45	This course examines the theories of trade, welfare implications of different trade policies including tariffs, quotas, voluntary export restraints, customs and political economy of trade policies. In this course, the basic tools to understand what determines the flow of services and goods across countries is examined, including the applications to a number of topics of current interest, such as the debate on globalization, economic development and free trade agreements.
BS in Business Administration	Investments	3	45	The course covers concepts, methods and study cases to provide an understanding of the investment process in the economic and financial environment. Basic valuation concepts of stocks and bonds are introduced. Risk/Return trade-off is taught in this course. Also, alternative investments as a medium of diversification are explored. As the instructor tries to bridge the gap between theory and practice, several real-world examples are presented. The course taught from the perspective of the challenges and opportunities competent finance professional and investors face.
BS in Business Administration	Managerial Accounting	3	45	This course examines the principles, techniques, and uses of accounting in the planning, control and decision-making process of business organizations from a management perspective. Special focus is given to cost terms, concepts and classification, financial statement analysis, statement of cash flows, the budgetary process, and product costing methods. Related theory and application will also be reviewed. Topics covered will enable students to analyze and interpret both historical and estimated data used by management to conduct daily operations, plan for the future and develop overall business strategies.
BS in Business Administration	Managerial Decision Modeling	3	45	This course integrates fundamental theory and practical applications of decision-making through managerial decision modeling. The beginning of the course will focus on statistical and data analysis topics, focusing afterwards on decision making models under uncertainty.
BS in Business Administration	Managerial Skills Development	3	45	One of the central issues in business management is the development of effective executives. In this course some of the most important skills needed to be a successful manager will be covered providing the basic framework for the identification and understanding of fundamental managerial skills. Along with the theory, student will be able to learn through case studies and analytical exercises to help in the development of these skills.

BS in Business Administration	Marketing Management	3	45	The course focuses on formulating and implementing marketing management strategies and policies, a task undertaken in most companies at the strategic business unit level. The marketing management process is important at all levels of the organization, regardless of the title applied to the activity. Typically, it is called corporate marketing, strategic marketing, or marketing management. For our purposes they all involve essentially the same process, even though the actors and activities may differ. The course will provide you with a systematic framework for understanding marketing strategy.
BS in Business Administration	Pre-Calculus	3	45	The importance of mathematics in the study of economics and business today requires the student to be familiar with a wide variety of mathematical concepts. This course is designed to fill this need by presenting a thorough, easily understood introduction to the main numerical tools needed to perform in the field. The theory-and-solved-problem format for each lesson provides concise explanations, illustrated by examples, plus numerous problems with fully worked-out solutions. The topics and related problems range in difficulty from simpler mathematical operations to sophisticated applications. No mathematical proficiency beyond the high-school level is required. This learning-by-doing teaching system will enable students to progress at their own rate and adapt the course to their own needs.
BS in Business Administration	Organizational Behavior	3	45	The purpose of this course is to provide the basic principles of the discipline known as Organizational Behavior (OB). Organizational behavior focuses on the study and application of knowledge about how people, individuals, and how groups conduct themselves in organizations. Organizational behavior encompasses a wide range of subjects related to human behavior such as leadership, teamwork, organizational culture and motivation, Emphasis is placed on the role of the managers in the process of providing and building better relationships facilitating the achievement of personnel, organizational and social objectives.
BS in Business Administration	Principles of Marketing	3	45	The course is designed to provide an introduction to marketing. Students will go over the basic concepts of marketing: product pricing, promotion, and placement.

BS in Business Administration	Probability and Statistics Foundation	3	45	Probability and Statistics Foundations is a course of practical application that offers the student the tools for application of the Probability and Statistics theory, which is developed for general application. Topics include sampling methods, experiments, numerical and graphical descriptive methods, correlation and regression, contingency tables, probability concepts and distributions, confidence intervals, and hypothesis testing for means and proportions.
BS in Business Administration	Project Management	3	45	This course is an introductory course to Project Management. Its primary objective is to provide the tools and techniques for its application. Project Management is accomplished through the application and integration of the project management process stages: initiating, planning, executing, monitoring, controlling, and closing.
BS in Business Administration	Quality Management	3	45	This course focuses on the principles and tools associated with contemporary quality management. Qualitative and quantitative approaches are used to identify, analyze and understand the impact of quality management systems. The student will analyze processes to improve the resulting customer satisfaction by monitoring indicators to improve the value added of such processes.
BS in Business Administration	Quantitative Methods	3	45	The course introduces the use of statistical methods to solve business problems. The student will learn how to use statistical tools, from a managerial perspective, to make good business decisions and to become a more effective manager. The course places the student as a consultant hired to develop statistical models to aid management in the decision-making process.
BS in Business Administration	Strategic Management	3	45	The course introduces the key concepts, tools, principles of strategy formulation and competitive analysis. It is concerned with managerial decisions and actions affecting the performance and survival of business enterprises. The course is focused on the information, analyses, organizational processes, skills and business judgment managers must use to design strategies, position their businesses, define firm boundaries and maximize long-term profits; in the face of increasing market competition.

BA in International Relations	International Relations Theory	4	45	In this course students learn and implement theoretical and analytical tools of academic debate regarding international relations and its evolution. The aim is to develop skills to analyze, advise and make decisions on issues related to the international system based on the interpretation of the behavior of its actors and trends underlying them. The course offers students ample opportunities for making informed decisions on the use of approaches and theories related to international dynamics and their implications under diverse scenarios.
BA in International Relations	Theory of the State	3	45	This course analyzes societal, institutional and legal phenomena from the perspective of state theory as a branch of political science. Students will learn to identify and interpret trends and institutional developments that influence the evolution of the modern concept of State, recognizing the functions of the State, public governance, government and public administration and the historical evolution of modern constitutional States using Costa Rica's own political, public law, international policy and constitutional development as practical examples. Specifically, it delves into the epistemological concepts that provide an insight into the contents of the fundamental rules of Constitutional Law and International Law.
BA in International Relations	Comparative Political Systems	4	45	This course helps students develop skills to critically analyze democratic political systems through comparative analysis of different political regimes, which allows to propose improvements to promote peace and stability worldwide. In the course, students will critically assess present and future evolution of political systems in the international arena from the perspective of democratic institutional quality, to determine types of regimes and system characteristics, their interaction and their impact on social and economic outcomes. This course delves into comparative methodology to enhance the analytical capabilities of students not only for its application in comparative political systems, but in general, for the proper understanding of the issues and problems of political development.
BA in International Relations	Peaceful Conflict Negotiation and Resolution	3	45	The course aims to develop conciliatory professional competencies to analyze and manage adversarial conflicts. Students will learn conflict resolution theory to analyze the nature of conflict and propose and implement peaceful solutions through practical exercises in negotiation and mediation.

BA in International Relations	International Public Law	3	45	The course prepares students to understand the basic legal and conceptual framework of International Public Law preparing them with the basic competencies in order to counsel, research and decide on international relations affairs among States and public nature entities. Students will apply concepts and jurisprudence through the weekly analysis of cases pertaining International Public Law. In addition, through class discussions and case presentations, students will develop oral argumentative skills to defend particular interests regarding conflicts among states and pertaining national interest matters in an international multilateral environment.
BA in International Relations	General Economics	3	45	Throughout this course students will learn from the theoretical perspectives underlying economic system or a model of economic development within a society to determine the consequences of individual and government decisions regarding the adoption of economic models and policies in the socioeconomic development of a country or region. As a main course activity, students conduct a study on the causes and consequences of economic recession and its impact on economic development and public policy.
BA in International Relations	The Costa Rican Political System	4	45	In this course, the Costa Rican political system is analyzed, with emphasis on the origin, evolution and current state of Costar Rican democracy. It facilitates critical appraisal of the current state of its political system to determine how close or far it is from the political ideals of its Political Constitution, discussions undertake a dynamic approach and long-term perspective, facing the bicentennial celebration of the birth of the Costar Rican nation in 2021. In the course, the student explores the historical evolution of the long transition to democracy in Costa Rica, as well as the challenges that are currently present not only in political, but also economic, social, environmental and cultural spheres. Students will analyze the internal political factors underlying the foreign policy of Costa Rica.
BA in International Relations	Human Rights	3	45	The course enables the student to advise, research and evaluate to ensure compliance to human rights and identify rights violations in the context of international relations. The goal is that students are able to properly apply the concepts and legal framework of International Law of Human Rights jurisprudence emblematic various international courts. This course allows students to not only develop a necessary sensitivity to the main challenges for the effective implementation of human rights, but also it develops the necessary skills to apply to complex cases of international scope. Hence the central importance for the comprehensive training of professionals in International Relations.

BA in International Relations	Western Civilization	3	45	The purpose of this course is that the student will develop the capability of analyzing the western world, understanding its historical evolution since the XIV century, in order to interpret the current phenomena and project new stability and peace scenarios in international relations. In order to achieve this objective, the students will critically analyze the readings to delve into the contents of the course and they will question the real impact of these stages on the current context of western civilization, identifying historical patterns that may help to explain present events and configure scenarios.
BA in International Relations	Costa Rican Foreign Policy	3	45	This course allows students to analyze the meaning and evolution of the Foreign Policy of Costa Rica and its projection in the current circumstances, as well as distinguish, analyze and propose guidelines for national foreign policy, considering its fundamental principles, based on the interpretation its historical development and current challenges of the international order, in order to contribute to the proper development of our foreign policy according to its values and guiding principles. Through critical analysis of the readings and ongoing cases of foreign policy, students develop the argumentative capacity and criticism, as well as theoretical approaches to formulate alternative courses of action and analyze Government's decisions in this area.
BA in International Relations	International Organizations	4	45	The course enables the student to strengthen their conception and understanding of the mechanics of the ecosystem of international organizations and their impact in promoting international stability, peace, integration, sustainable development and economic development, through a better understanding of their past, present and future evolution. Students will develop skills for scientific research and the ability to analyze the current state of the most important international organizations, their history, policies, most relevant features and overall characteristics and missions.
BA in International Relations	Diplomatic and Consular Law	4	45	In this course students develop the ability to properly navigate and implement diplomatic and consular law according to internationally recognized regulations and standards in this regard. They will learn from the historical evolution and main legal and conceptual characteristics of both diplomatic and consular law, as well as the most relevant aspects of international legal principles and regulations in the matter. Through research and case analysis, students develop scientific research capacities, as well as oral and written arguments in the grounds and defend their particular views on specific situations and the reality of the international system. Students will acquire the basic competencies to analyze and properly implement international regulations regarding diplomatic and consular law.

BA in International Relations	Latin American Literature and Society	3	45	The course reviews the main Latin American literary works, analyzing them in the light of the historical and cultural context in which they were developed, and also interpreting their current importance, especially as reference points to discuss the future development of Latin America. The course will address the impact of some of the most relevant Latin-American literary works in the socio-political evolution of the region, developing student's critical capability by exercising critical thinking a by linking past events and literary works of historical transcendence with present facts along with a reflection regarding the future of the Americas.
BA in International Relations	Peace and War in International Relations	4	45	The course studies and analyzes the development of historic events regarding peace and war and their impact on the international order. The aim is to suggest strategic actions, from the interpretation of the historical development, analysis of past and current events and academic theories. It is expected that students will be able to contribute to the promotion of peaceful relations in the international arena through the conceptual, historical and critical assessment of the impact of war and peace in international relations, allowing the formulation of innovative proposals to promote a culture of peace.
BA in International Relations	International Business	3	45	The course on international business has the purpose of giving students an overview of the new trends in globalized markets and international business dynamics, their business practices and future expectations. The course will stress the fact that multinational corporations are becoming more interested in doing business in emerging markets and how this trend it is changing the world economic geography. It is crucial for today's manager to be knowledgeable in global business affairs, as opportunities grow due to lower trade barriers and the increased importance of local partners in international commerce.
BA in International Relations	Contemporary Latin American History	3	45	In the course "Contemporary History of Latin America", the students debate about the importance of identifying historical patterns of political, economic, cultural and social character at the current situation in the region, allowing them to build solid visions of a more prosperous and democratic future in the region. With the teacher's guidance, they analyze and evaluate the impact of different stages with their own complexities in the historical evolution of the region and developing critical positions when studying the course readings as well as develop explanations that allow us to understand the socio-political, economic and cultural evolution of Latin America, emphasizing the stark contrasts that characterize the region.

BA in International Relations	Environmental, Sustainability and Development in Latin American	3	45	The course addresses the critical analysis of the challenges of development and environmental sustainability of the Latin American region aiming to develop proposals and innovative ideas to solve key problems. Students exercise creative thinking to understand the causes and consequences of our current development patterns in LATAM and the challenges they pose in order to discuss proposals for the improvement of environmental, social and economic conditions from the perspective of the sustainability of development.
BA in International Relations	Management of Non- Profit Organizations	4	45	In this course students will develop the skills necessary to manage non-profit organizations and to evaluate their performance at both the national and the regional levels. Students will learn about the different models of ONGs to prepare them to engage with them either in leadership positions or as specialists and consultants, for which they must know in detail the key aspects of their successful operation. This course therefore provides future professionals not only with knowledge of the main features for successfully managing a non-profit organization according to the current challenges of international cooperation for development, but also develops managerial skills relevant to the design, funding procurement and execution of projects within NGOs.
BA in International Relations	International Political Economy	3	45	In the "International Political Economy", students integrate the skills developed in the economic area and creatively applied them analyzing the variety of factors that constitute the international economic scenario in its different dimensions: national, regional and international levels. This course is essential for professional training in international relations, because it allows students to develop analytical skills and research and advice individuals, organizations, businesses and governments with regard to evolution, present situation and prospects of economic policy world, all with the purpose of promoting stability and development of international economic relations.
BA in International Relations	Intercultural Communication and Protocol	3	45	This course develops competencies that enable students to successfully communicate in intercultural environments. Students will study a variety of types of verbal and nonverbal intercultural communication, the relationship between cultural identity and intercultural relations, as well as differences and cultural patterns. In addition, students will learn about the importance of communication within complex organizational environments as well as the value of respect and tolerance for successful performance within culturally diverse environments.

BA in International Relations	Free Trade, Agreements in Latin America and the Caribbean	4	45	In the course students develop the competence to advise decision makers regarding the promotion of free trade in general and especially in the region, taking into account lessons learned in Latin America and the Caribbean regarding Free Trade Agreements and their negotiation. To do this, the student critically analyzes regimes economic integration of Latin America and the Caribbean, research and analyze several cases of regional economic integration, as well as lessons learned on integration for the future improvement of intra and extra-regional trade. This course allows the student to promote global free trade from the comprehensive understanding of the different dynamics of regional integration, thus sustaining based on their knowledge and research proposals for making investment decisions and economic development.
BA in International Relations	Latin American Past, Present and future	3	45	The course enables the student to understand the history and present of Latin America through the analysis of the impact cultural identity in the socio-political evolution of the region. The purpose of the course is to provide students exercise critical thinking when analyzing the relationship between cultural identity in the region and its socio-political development, which allows them to link past events with the present and its future. This course allows the student to a better professional exercise of discipline with broad and comprehensive humanistic foundations, ensuring a stronger social and cultural development of the region contribution.
BA in International Relations	Poverty, Economics and Development in Latin American	4	45	The course enables students to contribute to socio economic development of the region through the analysis and understanding of the complex phenomenon of poverty in Latin America, in order to research and propose data driven policies aimed at developmental socioeconomic goals and promoting sustainable human development in the region.
BA in International Relations	International Economics	3	45	The impact of globalization on global economic regions has led to growth in economic interdependence of nations, this course evaluates the influence and the role of economic policies and international trade and economic agreements generated by developed countries and organizations promoting trade integration in different international economies. In the course "International Economics" students analyze the relationships and the effects that cause decisions and trade agreements in the economic development of nations with a global scope. As the main activity of the course, students evaluate the economic conditions of a region within a simulated global forum. They also participate in a discussion with experts from an economic region of a country that has trade links with Costa Rica.

BA in International Relations	Globalization, environment and human development	3	45	To be an informed and responsible global citizen, students must be able to appreciate the various ways in which societies organize their political, social and economic relations, and the effect that all these different interactions have on cultural, environmental and socioeconomic variables. The course is designed to increase the capabilities of students to act with civic responsibility and global perspective to respond responsibly and effectively to the national, regional and global challenges. Students will gain an international and interdisciplinary perspective of global society and its challenges, improving their skills to critically and analytically address various global challenges associated with environmental geography, population and migration processes, coherence and cultural diversity, as well as the geopolitical framework, social and economic development of each sub-region.
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