

**COURSE OFFERINGS
FALL & SPRING SEMESTERS**

NOTE: The same courses are offered during Fall & Spring semesters. USIL may cancel courses due to low enrolment and unforeseen circumstances. Students should select at least 4 back-up courses in case of cancelation and scheduling conflicts.

SCHOOL	COURSE		CODE
ARCHITECTURE	PLANEAMIENTO Y GESTIÓN URBANA	Urban Planning and Management	143336
	REAL STATE MARKETING	Real Estate Marketing	143214
	URBAN HISTORICAL PROCESSES	Urban Historical Processes	143230
BUSINESS	ADMINISTRACIÓN PARA LOS NEGOCIOS	Business Administration	143440
	GERENCIA DE CAPITAL HUMANO	Human Capital Management	93987
	LIDERAZGO ORGANIZACIONAL	Organizational Leadership	92924
	INTERNATIONAL BUSINESS CAPSTONE	International Business Capstone	99090
	ESTRATEGIAS GERENCIALES	Managerial Strategies	92914
	GESTIÓN DE EMPRESAS	Business Management	92257
	BUSINESS CAPSTONE	Business Capstone	99073
	ENTREPRENEURSHIP	Entrepreneurship	99110
	PROJECT MANAGEMENT	Project Management	101829
	INTERNATIONAL FINANCE	International Finance	144465
	MERCADOS FINANCIEROS	Financial Markets	92925
	ENVIRONMENTAL SCIENCES	Environmental Sciences	99036
	DERECHO INTERNACIONAL	International Law	141210
	INTERNATIONAL HUMAN RESOURCES	International Human Resources	141214
	INTERNATIONAL OPERATIONS	International Operations	92988
	NEGOCIACIÓN Y LIDERAZGO COMERCIAL	Negotiation and Commercial Leadership	92993
	NEGOCIACIÓN Y LIDERAZGO COMERCIAL	Negotiation and Commercial Leadership	141220
	GLOBAL BUSINESS STRATEGY	Global Business Strategy	141211
	GLOBAL MANAGEMENT SKILLS	Global Management Skills	93162
	INTERNATIONAL TRADE I: IMPORTS AND EXPORTS	International Trade I: Imports and Exports	141216
	MARKETING	Marketing	143864
	PLANEAMIENTO Y DIRECCIÓN DE MARKETING	Marketing Planning and Management	92936
	COMUNICACIONES INTEGRADAS DE MARKETING	Integrated Marketing Communications	93762

	E-MARKETING FOR BUSINESS	E-Marketing for Business	138917
	MARKETING CAPSTONE	Marketing Capstone	99092
	MARKETING GLOBAL	Global Marketing	92987
CENTER FOR LANGUAGE STUDIES	ADVANCED LISTENING & SPEAKING	Advanced Listening & Speaking	99542
	ENGLISH COMPOSITION I	English Composition I	99064
	ENGLISH COMPOSITION II	English Composition II	99065
	ENGLISH FOR BUSINESS	English for Business	95827
	ENGLISH FOR ENGINEERING	English for Engineering	98115
	ENGLISH FOR HOSPITALITY AND TOURISM	English for Hospitality and Tourism	95828
	GLOBAL UNDERSTANDING SEMINAR	Global Understanding Seminar	95773
	PUBLIC SPEAKING	Public Speaking	95829
	WRITING FOR BUSINESS	Writing for Business	95830
	WRITING FOR ENGINEERING	Writing for Engineering	103078
	COMMUNICATION	COMUNICACIÓN INTERCULTURAL	Intercultural Communication
COMUNICACIÓN Y GLOBALIZACIÓN		Communication and Globalization	141139
ÉTICA Y COMUNICACIÓN		Ethics and Communication	141140
EDUCATION	ENGLISH COMPOSITION	English Composition	95826
	ENGLISH LANGUAGE PHONETICS	English Language Phonetics	103617
	ENGLISH VOCABULARY	English Vocabulary	103615
	ESL: LEARNER STRATEGIES	ESL: Learner Strategies	103626
	FOUNDATIONS OF GENERAL LINGUISTICS	Foundations of General Linguistics	103614
	LISTENING COMPREHENSION	Listening Comprehension	103625
	PROJECTS IN THE CLASSROOM	Projects in the Classroom	103750
	TEACHING ENGLISH AS SECOND LANGUAGE: METHODS & S. I	Teaching English as a Second Language: Methods & S. I	103619
	TEACHING ENGLISH AS SECOND LANGUAGE: METHODS & S. II	Teaching English as a Second Language: Methods & S. II	103621
ENGINEERING	AGRIBUSINESS	Agribusiness	143681
	FISIOLOGÍA VEGETAL Y AGROTECNOLOGÍA	Plant Physiology and Agrotechnology	143775
	ESTRATEGIA Y PLANIFICACIÓN AMBIENTAL	Environmental Strategy and Planning	144030
	GESTIÓN DE LA INNOVACIÓN Y LA MEJORA CONTINUA	Innovation and Continuous Improvement Management	93733
	LEAN MANAGEMENT	Lean Management	143610
	PACKAGING TECHNOLOGY AND INNOVATION	Packaging Technology and Innovation	143612

	TOTAL QUALITY MANAGEMENT	Total Quality Management	143626
	LOGÍSTICA	Logistics	143550
	LOGÍSTICA INDUSTRIAL (S.CH.M.)	Industrial Logistics (S.C.M.)	93114
	TOTAL QUALITY MANAGEMENT (TQM)	Total Quality Management (TQM)	143590
HEALTH SCIENCES	FOOD TECHNOLOGY	Food Technology	143624
	GENERAL PSYCHOLOGY	General Psychology	99082
HOSPITALITY MANAGEMENT, TOURISM ADMINISTRATION AND GASTRONOMY	ADMINISTRACIÓN DE OPERACIONES EN SERVICIOS	Operations Management in Services	93160
	GESTIÓN DE INGRESOS	Revenue Management	143125
	HOSPITALITY MANAGEMENT CAPSTONE	Hospitality Management Capstone	99085
	MANAGING HOSPITALITY HUMAN RESOURCES	Managing Hospitality Human Resources	143738
	PLANEAMIENTO Y GESTIÓN ESTRATÉGICA EN HOTELERÍA	Strategic Planning and Management in Hospitality	143120
	STRATEGIC HOSPITALITY MARKETING	Strategic Hospitality Marketing	143736
	DESARROLLO DE PRODUCTOS TURÍSTICOS	Tourism Product Development	102950
	GESTIÓN EMPRESARIAL E INTERMEDIACIÓN TURÍSTICA	Business Management and Tourism Intermediation	102948
	GESTIÓN SOSTENIBLE DEL TURISMO	Sustainable Tourism Management	141117
	GESTIÓN Y EVALUACIÓN AMBIENTAL	Environmental Management and Evaluation	102953
	COCINA EUROPEA	European Cuisine	102915
	FUNDAMENTOS Y TÉCNICAS DE PASTELERÍA II	Fundamentals and Techniques of Pastry II	143709
	GESTIÓN CULINARIA	Culinary Management	143373
	TÉCNICAS AVANZADAS DE COCINA	Advanced Cooking Techniques	93182
	COCINA SOSTENIBLE	Sustainable Cuisine	139858
	GASTRODIPLOMACIA Y FOOD MEDIA	Gastrodiplomacy and Food Media	139853
	GASTRONOMÍA FUNCIONAL	Functional Gastronomy	143987
	GASTRONOMÍA LÍQUIDA	Liquid Gastronomy	139856
	TÉCNICAS DE SERVICIO DE ALIMENTOS Y BEBIDAS	Food and Beverage Service Techniques	103168
	TURISMO GASTRONÓMICO SOSTENIBLE	Sustainable Gastronomic Tourism	102932
LAW	BASES LEGALES	Legal Foundations	141209
	LEGAL ENGLISH	Legal English	141198
	WORLD HISTORY	World History	99104
	EVAL. DE PROYECTOS DE COOPERACIÓN INTERNACIONAL	Evaluation of International Cooperation Projects	93022
	THE GLOBAL POWER POLITICS	The Global Power Politics	143470