January Intersession Course in Santiago/Buenos Aires  
MGT 3901: Topics in Management--International Business  
Depart Wednesday, December 26, 2018 –Return Friday, January 11, 2019

1. Highlights
   - Earn three credit hours studying international business management in South America.
   - Compare two of South America’s developing economies and business practices.
   - Ten to twelve in-depth visits to international companies; five visits in Santiago and five in Buenos Aires. Opportunities will be provided in each company to meet with managers and to discuss international business.
   - Receive lectures from Chilean and Argentinian professors on economic and political histories of their countries.
   - Participate in various planned cultural experiences and spontaneous activities to enrich your stay in both cities. Hike/horseback ride in the Andes Mountains at Lodge Andino, and take Tango lessons in Buenos Argentina.
   - Welcome in New Year South American style on the beach in Valparaiso, Chile! Optional travel to Uruguay on a free day in Argentina.

2. General Requirements for Program Eligibility and Participation
   The following general requirements apply so that MU can conduct a quality program for all student participants:
   A. Students must be in good academic and disciplinary standing with MU.
   B. Students will need a valid passport with an expiration date greater than 6 months after return date.
   C. Students will be required to complete the online application process which includes all necessary risk and release forms required by the University.
   D. Each student must meet minimum health insurance requirements set by the University. Therefore, as part of your program fee, you will be enrolled in the University’s GeoBlue Health plan for the duration of the program. You will be expected to visit the GeoBlue website, print your ID card and familiarize yourself with the plan and procedures for health emergencies.
   E. Students will be expected to follow acceptable behavior as outlined in the MU student conduct manual and the MU “Conditions of Participation and Program Acceptance” contract.
   F. Open to all MU students regardless of their major.  
      Grad students must get prior approval from the Graduate Programs Office.

3. Program Details
   A. Program beginning and end
      The program begins with the registration of the student at the arrival city hotel on December 27 and terminates upon his/her check out from the hotel of the departure city hotel on 11 January.

   B. Course overview
      This course is designed for undergraduate students, regardless of major, who want to learn more about international business in a direct, hands-on fashion. Students will enroll in MGMT 3901, a three-hour course in international business with a particular emphasis on South America.

      This course will consist of two components: pre-departure classes that provide the student with lectures on course material and an opportunity to complete some of the travel and administrative requirements associated with the South American travel component of the course; a two-week international travel experience which includes experiential learning exercises, group discussions and presentations, and ten visits to international companies.
Five company visits will be made in Santiago and five in Buenos Aires. These visits are an essential part of the learning experience and allow the students to talk with company managers regarding international business strategies in marketing, finance, and management. These visits will allow the student to see how business concepts and strategies that are discussed in the classroom are applied to real international business problems. The specific companies to be visited have been determined; however, they are subject to change due to company availability. The schedule while abroad will allow free time for sightseeing, and visiting local cultural and historic sites.

C. Location
The program events will be centered in the two capital cities of Santiago, Chile, and Buenos Aires, Argentina. Technical visits to companies will involve short bus trips to locations outside these cities.

D. Lodging and Meals
All lodging will be in four-star hotels and include all breakfasts. Two group dinners will be organized; one in Santiago and one in Buenos Aires. Hotel locations - Santiago: Doubletree Hilton in Santiago; Vina del Mar: Best Western Marina del Rey, Buenos Aires: Pestana Buenos Aires Hotel. (See section 8 for details)

E. Language and Culture: Chile and Argentina are culturally, ethnically and racially diverse, hosting cultures and peoples originating in South America as well as Europe, Africa and Asia. Given a history of colonialism, most Chileans and Argentinians speak Spanish; and societies and states commonly reflect Western traditions.

4. Course Offerings and Prerequisites:
The South America program will be an international business course. All students should be sure to check with their advisors on how this course would satisfy graduation and/or major area requirements.

No prerequisites. This will be an introductory type of course, open to students of all backgrounds of study. Course materials will be provided and all students will be expected to access additional materials through Canvas.

The emphasis will be on understanding various issues in international business with a focus on South America and trading relationships in the global economy. 3 Credit Hours. For undergraduate business students, this course may be used to directly satisfy an elective requirement for BSBA graduation requirements. The course will be graded S/U. Be sure to consult with your advisor on any questions about how this course would satisfy your degree requirements.

Note: This course has been designated by the registrar’s office as a spring course. Educational fees for 3 spring semester credit hours are costs you would normally see on your spring bill. Non-resident students should plan on paying the usual non-resident educational fees. Actual fees for the spring semester are set by the Board of Curators during their April meeting. Be sure to let your academic advisor know if these 3 units will put you over your max for spring.
Pre-departure Class meetings at MU

Prior to the start of the program, pre-departure class sessions will be held, beginning in October. The purpose of these class meetings will be to provide lectures on the principles of international business; review information regarding the companies that will be visited; and orientation to the host country, travel administration, and safety abroad.

This is a non-credit course for which you will be required to register before the first day of the pre-departure class. In order to go on the program. You will not be charged any educational fees for this “course.”

It is expected that students will participate in all pre-departure class sessions. Any exception to this will be managed on a case-by-case basis at the discretion of the Program Director after consultation with the student. If an excused absence is warranted, the student will be required to contact the lead professor and student manager to make arrangements to cover the missed course content.

Course Number: Undergrads – MANGMT 3901
G    r    a    d    s -    BUS_AD 8730
Professor: William Palmieri

Meeting Schedule:
- Tuesdays, Oct 9 through Dec 4, 2018
- 6-8:30pm
- Room: Cornell 030

NOTE: It is a requirement of this program that you attend all of these class sessions to prepare for your program. You must attend all of the classes or you will not be allowed to participate in this program. Possible special circumstances may allow flexibility on this requirement but would have to be approved by the program director prior to missing the class. If you are dropped from the program because of non-attendance you will be subject to the penalties listed in section 11 of this document.

5. Program Schedule: this is a draft (3/21/18) and details may change

<table>
<thead>
<tr>
<th>2017-2018</th>
<th>Date</th>
<th>Day</th>
<th>Location</th>
<th>Tentative Activities</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>26-Dec</td>
<td>Wednesday</td>
<td></td>
<td>Depart for Santiago, Chile / Overnight flight</td>
</tr>
<tr>
<td>2</td>
<td>27-Dec</td>
<td>Thursday</td>
<td>Santiago</td>
<td>Arrival in Santiago by 11:00 am. Bus transport from airport to hotel. Check in at Hotel Doubletree Hilton in Santiago Orientation Welcome coffee/snack Santiago City Cultural Game Dinner on your own</td>
</tr>
<tr>
<td>3</td>
<td>28-Dec</td>
<td>Friday</td>
<td>Santiago</td>
<td>Breakfast at hotel – Morning Check In Company visit Lunch on your own Company visit Dinner on your own</td>
</tr>
<tr>
<td>4</td>
<td>29-Dec</td>
<td>Saturday</td>
<td>Vina del Mar / Santiago</td>
<td>Breakfast at hotel – Morning Check In Travel to Vina del Mar, stopping at Vina Kingston for a company visit Dinner on your own</td>
</tr>
<tr>
<td>5</td>
<td>30-Dec</td>
<td>Sunday</td>
<td>Vina del Mar</td>
<td>Breakfast at Hotel – Morning Check In Company visit Lunch and dinner on own</td>
</tr>
<tr>
<td>6</td>
<td>31-Dec</td>
<td>Monday</td>
<td>Vina del Mar</td>
<td>Breakfast at hotel – Morning Check In Free day</td>
</tr>
</tbody>
</table>

3
<table>
<thead>
<tr>
<th>Date</th>
<th>Valparaiso/Santiago</th>
<th>Santiago</th>
<th>Buenos Aires</th>
</tr>
</thead>
<tbody>
<tr>
<td>7</td>
<td>Tuesday</td>
<td></td>
<td></td>
</tr>
<tr>
<td>8-1</td>
<td>Wednesday</td>
<td></td>
<td></td>
</tr>
<tr>
<td>9-3</td>
<td>Thursday</td>
<td></td>
<td></td>
</tr>
<tr>
<td>10-4</td>
<td>Friday</td>
<td></td>
<td></td>
</tr>
<tr>
<td>11-5</td>
<td>Saturday</td>
<td></td>
<td></td>
</tr>
<tr>
<td>12-6</td>
<td>Sunday</td>
<td></td>
<td></td>
</tr>
<tr>
<td>13-7</td>
<td>Monday</td>
<td></td>
<td></td>
</tr>
<tr>
<td>14-8</td>
<td>Tuesday</td>
<td></td>
<td></td>
</tr>
<tr>
<td>15-9</td>
<td>Wednesday</td>
<td></td>
<td></td>
</tr>
<tr>
<td>16-10</td>
<td>Thursday</td>
<td></td>
<td></td>
</tr>
<tr>
<td>17-11</td>
<td>Friday</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Buenos Aires</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Valparaiso/Santiago**
- Breakfast at hotel – Morning Check In
- Walking tour of Valparaiso
- Lunch on your own
- Transfer to Santiago
- Dinner on your own

**Santiago**
- Breakfast at hotel – Morning Check In
- Guest Lecture on Chilean Political History, Professor Loreto Navarrete
- Lunch on your own
- Company visit
- Dinner on your own

**Buenos Aires**
- Breakfast at hotel – Morning Check In
- Group Transfer to airport for flight to Buenos Aires (flight included in program fee)
- Lunch on own
- Check into Pestana Buenos Aires Hotel
- City tour of Buenos Aires
- Dinner on your own

**Buenos Aires**
- Breakfast at hotel – Morning Check In
- Free Day (students may go to Uruguay on own)
- Lunch and dinner on your own

**Buenos Aires**
- Breakfast at hotel – Morning Check In
- Company visit
- Lunch on your own
- Company visit
- Dinner on your own

**Buenos Aires**
- Breakfast at hotel – Morning Check In
- Company visit
- Lunch on your own
- Company visit
- Dinner on your own

**Buenos Aires**
- Breakfast at hotel – Morning Check In
- Lunch on your own
- Guest lecture on Economic and Financial situation of Argentina by Professor Luis Ignacio Arguero

**Buenos Aires**
- Breakfast at hotel – Morning Check In
- Company Visit -- Visit to Food Bank
- Lunch on your own – free afternoon
- **Group Farewell -- Tango lessons/Dinner Show**

**Buenos Aires**
- Breakfast at hotel – Morning Check In
- Exam
- Group transfer to airport for departure flights

**Buenos Aires**
- Breakfast at hotel – Morning Check In
- Arrive in US
6. **Students Graduation Ceremony**
   Due to the departure date, this issue does not apply to this program.

7. **Weekend Travel**
   Individual travel on weekend days in Buenos Aires is possible for short trips.

8. **Travel to program site from the U.S.**
   *Students are responsible for purchasing their own air travel to and from South America.* The Study Abroad Program and MU will not be responsible for any expenses incurred, (including lodging) due to delays or cancellations of flight arrangement made by the student. *If delayed, the student is also responsible for arranging his/her transportation to the arrival city and transportation to the airport from the departure city hotel.* Students who are concerned about costs that they might incur due to weather delays or flight cancellations are encouraged to buy travel insurance.

Students should plan to arrive at the Santiago, **Chile airport by 11am local time on Dec 27**. Transportation will be provided from the airport to the hotel. *If a student’s arrival in Chile is delayed due to a flight rescheduling or cancellation, students should follow the contingency plan outlined in the trip booklet.*

The flight from Santiago, Chile, to Buenos Aires, Argentina, is included in the program fee.

**Arrival Hotel Information:** (need to arrive at the hotel on the morning of December 27, 2018)

- Hotel Double tree by Hilton, Santiago
  Avenida Vitacura 2727, Las Condes
  Santiago, Chile

  Valparaiso, Chile, Hotel Information: (December 31 – January 2)
  Best Western Marina del Rey
  Ecuador 299, Viña del Mar, Región de Valparaíso, Chile

**Departure Hotel Information:** (will depart on 11 January 2019)

- Pestana Hotel, Buenos Aires
  Carlos Pelligrini 877
  Buenos Aires, Argentina

**The program fee does not include round trip airfare cost from the US to South America.** You must fly on your own or with friends by arranging your own flight itineraries and reservations. The Santiago, Chile (code is SCL) will be your final destination airport and the departure airport will be Buenos Aires, Argentina (code is BUE). During the fall pre-departure class meetings, you will be assisted with information on program staff flight itineraries and how to book flights for traveling together. Failure to provide a paid ticket itinerary by December 1 may result in being dropped from the program.

Travel from Santiago to Buenos Aires is included in the program fee.
9. Estimated Budget
The following budget may be used for planning purposes.

<table>
<thead>
<tr>
<th>Student Planning Budget</th>
<th>Tuition/Fees Paid to MU</th>
<th>Program Fee paid to MU</th>
<th>Personal Expenses</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Airfare to South America will depend on your city of origin</td>
<td></td>
<td></td>
<td>$1660</td>
<td>$1660</td>
</tr>
<tr>
<td>MU Tuition <em>(estimated for 3 credit hours)</em> <strong>based on Undergrad rates.</strong></td>
<td>$846</td>
<td></td>
<td></td>
<td>$846</td>
</tr>
<tr>
<td>Trulaske Business Course Fee</td>
<td>$278</td>
<td></td>
<td></td>
<td>$278</td>
</tr>
<tr>
<td>Technology Fee</td>
<td>$40</td>
<td></td>
<td></td>
<td>$40</td>
</tr>
<tr>
<td>Program fee: <em>(billed to student account)</em> <strong>APPROX.</strong></td>
<td></td>
<td>$3689.00</td>
<td></td>
<td>$3689</td>
</tr>
<tr>
<td>MU International Center study abroad fee</td>
<td></td>
<td></td>
<td>$125</td>
<td></td>
</tr>
<tr>
<td><strong>Estimated Student Cost</strong></td>
<td><strong>1164</strong></td>
<td><strong>$3689.00</strong></td>
<td>$1660</td>
<td><strong>$6638</strong></td>
</tr>
</tbody>
</table>

- The educational fees noted above are only estimates. Non-resident students should plan on paying non-resident educational fees; actual fees for the spring semester are established in April 2019.

Cost
The program will **include the following:**
- All airport transfers.
- Transportation for all company visits.
- Thirteen nights lodging in four-star hotels and include all breakfasts while in Santiago and Buenos Aires.
- Air transportation from Santiago to Buenos Aires.
- Two group dinners: one in Santiago and one in Buenos Aires.
- University of Missouri GeoBlue Insurance coverage for the duration of the program. *(Note: In some cases, you may be required to pay out of pocket to receive services. This coverage allows you to submit claims for reimbursement by GeoBlue for any medical expenses incurred out of the US while on the program.)*

Expenses **NOT included** in the Trulaske College of Business program fee are:
- **Airfare** from your home city to Santiago, Chile and return flight from Buenos Aires to your home.
- All non-program activities will be a personal cost and are not included in the program.
- Independent travel before or after the program.
- Educational fees for this course will be the same as those for a three-hour undergraduate course.
  Resident students pay usual resident fees. Non-resident students will pay the usual non-resident fees. The exact cost of educational fees will be set by the MU Board of Curators during the April meeting prior to the January program.
- Passport renewal or passport application fees.
- MU International Center study abroad administrative fee of $125. This fee covers MU support services for student emergencies during the program period.
- Daily personal expenses such as souvenirs; personal items; going out at night; and city transportation, such as subway, taxi, and bus fares would be extra. Costs may vary depending upon a person’s actual needs and wants.
- Lunches and dinners on a daily basis paid by the student.
- Personal transportation costs in-country to participate in non-program organized activities.
- Additional insurance for trip modification, cancellation, or interruption due to health, safety, or similar concerns.
10. Schedule of Payments:

<table>
<thead>
<tr>
<th>Description</th>
<th>Date</th>
<th>Amount Due</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Fee</td>
<td>Dec 15</td>
<td>$3689</td>
</tr>
<tr>
<td>Educational Fees</td>
<td>Dec 15</td>
<td>$1164</td>
</tr>
<tr>
<td>International Center fee</td>
<td>Dec 15</td>
<td>$125</td>
</tr>
</tbody>
</table>

**Note:** This course has been designated by the registrar’s office as a spring course. Educational fees for 3 spring semester credit hours are costs you would normally see on your spring bill. Non-resident students should plan on paying the usual non-resident educational fees. Actual fees for the spring semester are set by the Board of Curators during their April meeting. **Be sure to let your academic advisor know if these 3 units will put you over your max for spring.**

11. Withdrawal from Program - **Student must contact Student Services Coordinator directly by e-mail documenting any withdrawals from the intended study abroad program.** Withdrawal date will be determined to be the date shown on the e-mail that is sent to the Student Services Coordinator in 213 Cornell Hall stating intent to withdraw.

<table>
<thead>
<tr>
<th>Amount</th>
<th>Withdrawal After</th>
</tr>
</thead>
<tbody>
<tr>
<td>$100 Deposit</td>
<td>After Date of Application – no exceptions.</td>
</tr>
<tr>
<td>$600 will be billed</td>
<td>15 September</td>
</tr>
<tr>
<td>$1,500 will be billed</td>
<td>25 October</td>
</tr>
<tr>
<td>$2,500 will be billed</td>
<td>25 November</td>
</tr>
<tr>
<td>Full Program Fee</td>
<td>1 December</td>
</tr>
</tbody>
</table>

***Depending on the date that you withdraw from the program, the study abroad department may or may not be able to get a refund from the vendor. Your refund will be relative to the costs that can be recovered. If you have not been billed the program fee at the time of your withdrawal – you will be billed for any cancellations fees charged to the program.***

12. Visas and Travel Documents

All students will need a valid US passport or appropriate passport/documentation from their country of citizenship. U.S. citizens do not need a visa for visits to Argentina or Chile of up to 90 days for tourism or business. **If you are not a US Citizen,** please check the country’s web page to determine if you will need to apply for a tourist visa. Copy of passport due to Study Abroad office by Oct 10.


This program does not use a competitive selection process. Students who register after 30 students have submitted their registration forms will be placed on a waiting list and accepted as space permits.

** (Students must start the process on the selected program’s webpage which is reached via TCoBSStudyAbroad.missouri.edu.)

- Go the web page for the program of interest.
- Click on Details and Information link which will take you to that program’s information document.
- Read it thoroughly – failure to do so will not excuse participants from any requirements or penalties. See section 11 of the information document.
- Once you have decided on which program you would like to attend – click on the “start application” link in
When you begin the application – you will show up in the database as “Pending”.

You must hit the “Submit” button to be accepted to the program.

You will then receive an e-mail from the myStudyAbroad database alerting you that you have either been “Accepted” or are on a WAIT LIST. (That email will explain the consequences for not following the instructions given in the email. Read it thoroughly – failure to do so will not excuse participants from any requirements or penalties.)

- If you are on a WAIT LIST – you will be notified when space is available and you have been “Accepted” and placed onto the HOLD LIST.
- If you are “Accepted” - you will be placed on a HOLD LIST. (That email will explain the consequences for not following the instructions given in the email. Read it thoroughly – failure to do so will not excuse participants from any requirements or penalties.)

To move to the ACTIVE ROSTER, go back into your on-line application and change your status from “Accepted” to “Committed”. Be sure you are ready to commit as penalties will begin to apply, subject to Section 11 of the program document.

- As others on the HOLD LIST commit to the program, they will move ahead of you onto the ACTIVE ROSTER.
- All programs have a maximum number of participants who can attend the program, so delays could affect your participation in the program.

Once you have changed your status to “Committed”, you must return to the on-line application and complete the entire application. You will be given a list of sections which are mandatory for completion before the Pre-Departure classes start. Failure to comply could affect your participation in the program.

If, at any point you decide to withdraw from the program – you must notify the Student Services Coordinator via TCoBStudyAbroad@missouri.edu AND return to your on-line app and change your status to “WITHDRAWAL: Declined”. Penalties are determined by the date that you complete these 2 steps.

IMPORTANT: If you are a student with a disability and anticipate requesting accommodations while studying abroad, we encourage you to notify the MU Office of Disability Services as early as possible (http://disabilityservices.missouri.edu ). Early notification is essential to allow us time to ensure that appropriate arrangements and reasonable accommodations can be provided, both by the program and our Study Abroad partner organizations.

14. Student Financial Aid

This Winter Intersession Program course qualifies for student financial aid, because the three hours of courses are MU spring session credits. Before going to the financial aid office in 11 Jesse Hall for complete financial aid details stop by the Trulaske Study Abroad Office for the financial aid worksheet they will ask you for.

15. Scholarships

The International Center website, http://international.missouri.edu/study-outside-the-us/getting-started/financing/mu-scholarships.php has a list of available scholarships for studying abroad.

Disclaimer: The costs and schedules presented in this document are best estimates performed in good faith and do not represent any kind of fixed contract. The nature of dealing with foreign partners makes it difficult to plan exactly how this study abroad program will be finalized.
Program Cancellation Policy for Student Financial Liability

I understand that in some circumstances I may not receive full academic credit for the study abroad program for which I have applied. These circumstances include, but are not limited to:

- Cancellation of the program due to circumstances beyond the control of the University of Missouri;
- A decision by the University, in its sole discretion, that cancellation of the program is appropriate based on health, safety, or similar considerations;
- My inability to participate in or complete the program due to circumstances beyond the control of the University of Missouri;
- My dismissal from the program.

I understand that in any of these circumstances, I will be refunded only those costs that can be recovered by the University of Missouri or the University’s partner program. If I have not been billed the program fee at the time of my withdrawal – I understand that I will be billed for any cancellation fees charged to the program.

The itinerary of this program may be modified by the Trulaske College of Business and/or the University of Missouri due to health, safety, or similar concerns. The withdrawal fees listed above will be apply to students if this occurs. Transportation change fees and expenses will be the responsibility of the students.

To obtain more information visit:

Trulaske College of Business International Programs Web Page:  
http://TCoBStudyAbroad.missouri.edu

Course and Program Information: Gay Albright, 573-882-2403,  
albrightj@missouri.edu

Questions regarding Online Application, Passport and Visa:  
Student Services Coordinator, Cornell 213, 573-884-5312,  
TCoBStudyAbroad@missouri.edu