



**ESCUELA
ADMINISTRACIÓN UC**
PONTIFICIA UNIVERSIDAD CATÓLICA DE CHILE

**GLOBAL NETWORK FOR
ADVANCED MANAGEMENT**



Global Network Week
October 16th-20th, 2017

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| Host | Pontificia Universidad Católica de Chile, School of Business |
| City | Santiago, Chile |
| Topic | Business Models in Latin America |
| Description | One of the most important corporate choices a company must take is the business model to pursue. There are multiple choices available depending of the specific market, industry or technology, just to mention some of the most relevant factors. The concept of business model is increasingly associated with that of competitive advantage and value creation. This course will discuss several business models in the context of Latam companies operating in Latin America, both for profit and non profit |
| Faculty involved | Klaus Schmidt-Hebel, Commercial Engineer PUC de Chile, PhD Economics MIT. Nicolás Cobo, Lawyer PUC de Chile, Máster Trade & International Finance, Universidad de Barcelona, Spain Jorge Tarziján, Commercial Engineer PUC de Chile, MBA Lovain Univ., PhD Kellogg School, Northwestern University Joaquín Poblete, Commercial Engineer PUC de Chile, PhD Kellogg School, Northwestern University Rodrigo Abumohor, Commercial Engineer PUC de Chile, MBA UCLA. Entrepreneur Sebastián Gatica, Commercial Engineer PUC de Chile, PhD © University College London, UK. |
| Company connections | Gnam week will include visits companies and Panels with top executives from local and multinational companies. |
| Spaces offered | 40 |
| Administrative contact | Andres Ibanez, Director Int'l Affairs (aibanez@uc.cl); Monique Delaveau (mdelaveau@uc.cl), International Coordinator |

Please note: details of each Global Network Week are provisional and could be subject to change