

GLOBAL CLASSROOM

COURSES TAUGHT IN ENGLISH



COURSE
CATALOGUE

2° SEMESTER 2021



TRACK COURSES



COURSE
CATALOGUE

**"EXTRADISCIPLINARY COURSES THAT
SEEK TO REINFORCE THE HALLMARK
COMPETENCIES OF UDD:
ENTREPRENEURSHIP AND LEADERSHIP,
PUBLIC RESPONSIBILITY, ETHICS,
AUTONOMY, COMMUNICATION,
EFFICIENCY, ANALYTICAL VISION AND
GLOBAL VISION."**

OPEN FOR:

- ALL UDD STUDENTS
- INTERNATIONAL STUDENTS FROM ALL MAJORS

INSPIRING THROUGH STORYTELLING

Entrepreneurship Track Course

ABOUT THE COURSE

This course will train you in how to be a great speaker with online tools. You will learn and practice the 10 infallible steps to be successful in the art of Storytelling. Imagine being able to generate different chemical reactions in your audience so you can build better rapport. Use your nonverbal language at the highest level. All this adapted to our new reality which is through a lens of a camera.

COURSE CODE

ETRI20191

SCHEDULE

Mon. & Wed.
13:00 - 14:20

CREDITS

10

CELE



OPEN FOR

CCP & SCL



PABLO BORAQUEVICH

Studied Cinema at the University of Buenos Aires, Argentina (UBA), and also Drama at Teatro General San Martín of Buenos Aires, Argentina. He is a Director, Actor and Improv teacher with more than 3000 live shows in Argentina, Brasil, Chile, Peru, France and USA. He is a bilingual scholar with great teaching experience at different private national and international educational settings. He has achieved to complete his professional, academic career attending congresses and actively participating in different workshops concerning Oratory and Stage Presence. He combines speaking techniques with Improv skills in order to train students in the art of performing with sureness.

ENTREPRENEURSHIP IN CREATIVE INDUSTRIES

Entrepreneurship Track Course

ABOUT THE COURSE

This course will help you comprehend the importance of the creative industries in the development of innovation and productive ecosystems, acquiring new industry-specific tools, skills and competencies. We will work jointly with Ryerson University, from Toronto, and you will have the chance to develop a creative entrepreneurship project with classmates from Canada, growing international networks and digital collaboration skills, through a theoretical and practical approach.

COURSE CODE

ETR20214

SCHEDULE

Tuesdays
11:30 - 14:20

CREDITS

10

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PATRICIO SOTO AGUILAR

Award-winning, multimedia content creative, Master in Cultural and Creative Industries from King' College London, United Kingdom, and certified in Intellectual Property from Pontificia Universidad Católica de Chile. Patricio has more than 10 years of experience within the creative industries, creating content for advertising agencies, production companies, worldwide brands like Nestlé and Concha y Toro, cultural centers, performing arts groups, and professionals from Chile, Colombia, Indonesia, Greece, and the UK. He has developed a multidisciplinary international career creating, producing, and directing a wide variety of audiovisual content, exhibiting his work in Latin America, Europe, and Asia and for the third consecutive year, assumed as the first-round juror for the global media marketing awards PROMAX.

THE WORLD OF INNOVATION

Entrepreneurship Track Course

ABOUT THE COURSE

This course seeks to give students the tools to analyze innovation worldwide, as well as to see how they are wired or not for it. We look into self-leadership, self-knowledge and what defines us as well as technology development and innovation cases. Students will train in preparation, plan and take action to confidently thrive in the new world order of innovation regardless of enterprise: company, entrepreneurship, nonprofit, government, etc. The class engages in Introspection specifically in regards with communication, leadership and selfawareness.

COURSE CODE

ETRI20201

SCHEDULE

Tue. & Thu.
13:00 - 14:20

CREDITS

10

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MARCOS MEERSOHN

Marcos is the clear example of a sedulous person. Highly self-motivated and goal oriented. "I have devoted over 20 years to the content of internationalization services for the world's innovative and leading companies. This has developed my capacity for innovation and workforce management, along with years of experience in sales management, key account management and project management giving me a thorough view of these activities."

ARTIFICIAL INTELLIGENCE: A TECHNOLOGY FOR EVERYONE

Science, Technology & Innovation Track Course

ABOUT THE COURSE

Computer and communications technology has advanced at an accelerated pace in the past decades. Many of the press articles you read today are not written by humans, but by machines. and they are perfect. Computers beat the big chess champions in the blink of an eye, Amazon knows with great precision what you want, Siri and Alexa talk back to you as humans and do what you request. The main objectives of this course are to explore applications of AI and its limitations, and discuss a few basic AI techniques such as knowledge representation, problem solving, heuristics, learning, neural networks and genetic algorithms.

COURSE CODE

CTR20193

SCHEDULE

Wed. & Fri.
13:00 - 14:20

CREDITS

10

CELE



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SERGIO MANCINELLI

Electronic Civil Engineer from Universidad de Concepción with MBA (Universidad del Desarrollo), dedicated to technological innovation, in the design, development and implementation of new technologies, to help companies and professionals to deliver more value to their clients. He serves as General Manager at Xenitt, in prospecting new business, contact with clients and designing IoT technology systems.

BLOCKCHAIN TO BITCOIN: BASICS AND BENEFITS

Science, Technology and Innovation Track Course

ABOUT THE COURSE

This course focuses on the foundations, applications, and values today and tomorrow of the low-level technologies of blockchain, the uses beyond that of Crypto-currencies, and the use of Blockchain Smart Contracts across an international landscape. We will explore the concept of money as a medium of exchange for goods and services and how cryptocurrencies such as Bitcoin aim to replace traditional Fiat currencies. This course is unique as it will be co-taught and integrated with students from University of Denver.

COURSE CODE

CTR20211

SCHEDULE

**Tue. & Thu.
13:00 - 14:20**

CREDITS

10

CELE



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VIK MURTY

Vik is currently a marketing consultant, co-founder of group7foods in the United States, and is an award-winning professor at UDD. He has launched products for and served as key spokesperson for a variety of cutting edge consumer technology brands including DIRECTV, Mitsubishi, and Samsung. His obsession for understanding consumer buying behavior led him to join and grow the online shopping tech company Channel Intelligence, which after key product launches was successfully sold to Google. His proven storytelling methodology permeates all of his consulting and classes with uniquely developed applications in brand marketing, new product launch, and effective persuasion.

INTRODUCTION TO ASTRONOMY

Science, Technology and Innovation Track Course

ABOUT THE COURSE

Have you ever wondered how is the Milky Way or how do stars form? In this course, we will answer those questions and many more. We will travel from the smaller objects in the Universe, like asteroids, to the larger structures like galaxy clusters and dark matter distribution. This course is for you if you are interested in astronomy or passionate about it. The human being has always wondered about his place in the Universe, and this course will help you answer that question on your own.

COURSE CODE

TRC174

SCHEDULE

Mon. & Wed.
13:00 - 14:20

CREDITS

10

CELE



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RICARDO RAMÍREZ

Ricardo Ramirez has an MBA in Astrophysics from Universidad de Chile and is currently is involved in a Ph.D. with a focus on Exoplanets. He has worked in research that includes Spectro-Astrometry in detecting new exoplanets, the possible detection of Proxima b transit; Transmission Spectroscopy of LHS 1144 b, and recently, Transmission Spectroscopy of LTT 9779 b. All that research to understand the planet's formation and develop techniques that, possibly in the future, find signatures of life.

He has been teaching in the Universidad de Chile since 2014 that include a course in Astrobiology, and become a professor at Universidad del Desarrollo in 2020.

UNDERSTANDING THE BASICS OF CLIMATE CHANGE SCIENCE

Science, Technology and Innovation Track Course

ABOUT THE COURSE

In this course you will learn about the scientific evidence for Climate Change. We will achieve this through analysis of articles, videos, and group discussions. The aim is to hone your comprehension of scientific principles and apply critical thinking skills to contemporary environmental topics and case studies. We invite you to be part of the current wave of "climate action", bringing new ideas and suggestions to the table, in order to build a more resilient society and achieve the Sustainable Development Goals set by the UN in 2015 for a better world by 2030.

COURSE CODE

TRC460

SCHEDULE

Wednesdays
13:00 - 15:50

CREDITS

10

CELE



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ZOE FLEMING

Zoe has a degree in Environmental Chemistry and a PhD in Atmospheric Chemistry from Edinburgh and Leicester Universities in the UK. She has worked in Oceanography, Atmospheric science and Environmental education. Since she moved to Chile a year ago has been working as a research associate at the Center for Climate and Resilience Research (CR2) at the University of Chile and also helping in the Engineering school at UDD on the development of small sensors for environmental monitoring.

CHILEAN IDENTITY EXPRESSIONS THROUGH POPULAR CULTURE

Humanities Track Course

ABOUT THE COURSE

Cultures are more than a postcard. Peculiar and essential features of “Chilenidad” can be appreciated in a complex and dynamic grid. I invite you to share discussions and contribute within three units; your observations and analytical understanding plus value the of our heritage of customs, traditions, concepts, change and development, crisis and resilience that affect the population. Participate actively in an interdisciplinary dialogue with an integrated approach that in a business oriented globalized world will result a great gain.

COURSE CODE

TRH261

SCHEDULE

Tue. & Thu.
13:00 - 14:20

CREDITS

10

CELE



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ALFONSO CORTÉS

MA in Educational Instructional Leadership at University of Alabama, USA, is also certified from Catholic University of Valparaíso - Chile (UCV) as a Spanish Teacher and Bachelor in Linguistics and Literature. He is a bilingual scholar with a vast diversity, teaching experience at different private national and international educational settings. In his expertise and teaching practice he gives special emphasis in applying methodologies and strategies in order to pursue the students' achievement to meet tomorrow's challenges. In addition, he has published a book on Chinese poetry and translated textbooks regarding Spanish as a Second Language.

YOU CAN'T PULL THE WOOL OVER MY EYES!

Humanities Track Course

ABOUT THE COURSE

My course invites you to look at things from a different point of view, to think critically. You will hear fascinating interviews from artists, football players and politicians who will challenge the way you think about things. You will read about world events and discover bias in information that you maybe thought was impartial. Most importantly, I will challenge you to discover your own biases and assumptions. We will share these ideas in writing and in (hopefully very heated!) debates.

I can imagine that you want to practice your English and you also want to be provoked and challenged intellectually as you do, well, look no further. Here is your class.

COURSE CODE

TRH265

SCHEDULE

Tue. & Fri.
13:00 - 14:20

CREDITS

10

CELE



OPEN FOR

CCP & SCL



SOFÍA FONTANA

Sofia is an English Teacher and Masters in Education, University of Bath. She has taught at UDD for five years and prior to that she taught International Baccalaureate English.

Her teaching career started when she was just 19. Back then she learnt that as much as the teacher can give their students, it is the students who really fill the class with insights, questions, reflections and enjoyment. This has been true when working at Craighouse School (MYP English), teacher training and also this Humanities Track. Member of the Advisory Board and the Self Assessment and Improvement Board for Pedagogía en Educación Básica mención Inglés, she is also the author of the Year 6 school program for the Ministry of Education. In 2018 she was awarded "Profesor de Excelencia" at UDD.

A THOUSAND YEARS OF ART AND SYMBOLISM

Humanities Track Course

ABOUT THE COURSE

The study of the past is normally understood as a sequence of dates, events and notable people, but an alternative and fascinating way to understand cultures and societies of previous centuries is by means of the objects produced. Students in this course will interact in group discussions, analyse images, videos and texts, and prepare oral presentations and infographics so as to understand how Europeans in the Middle Ages thought of the world and themselves and how objects are an expression of the cultures that produced them, even to this day.

COURSE CODE

TRH440

SCHEDULE

Mon. & Wed.
13:00 - 14:20

CREDITS

10

CELE



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JOSÉ MANUEL CERDA

Editor of the portal agemedia.cl, José was a postdoctoral researcher at the National Commission for Scientific and Technological Research of Chile (CONICYT)

Doctorate in Medieval History on the Councils of Henry II of England, University of New South Wales, Australia, with doctoral research internships at the University of Oxford and the University of St Andrews.

Founder and Director of the Center for Medieval Studies of the Gabriela Mistral University (2010-2019) and of the Chilean Journal of Medieval Studies (2012), He was Dean of the Faculty of Humanities (2013-2014) and Academic Vice-Rector of the Gabriela Mistral University (2014-2017).

Design and conduct historical trips with a medieval theme at Universal Tourism Agency.

UNDERSTANDING TERRORISM AND COUNTER TERRORISM

Public Responsibility Track Course

ABOUT THE COURSE

This course helps you understand the problem and background of terrorism in our increasingly global, contemporary world. Our approach is communication-based but we draw upon literature from many disciplines to help explain the key issues in understanding the context behind terrorism, counter-terrorism and communication. Terrorism has unique links to communication and these will be explored in various ways — consideration of acts of terror, recruiting new terrorists, and issues in evaluating effective and ineffective means of fighting terrorism.

COURSE CODE

TRR394

SCHEDULE

Wednesdays
11:30 - 14:20

CREDITS

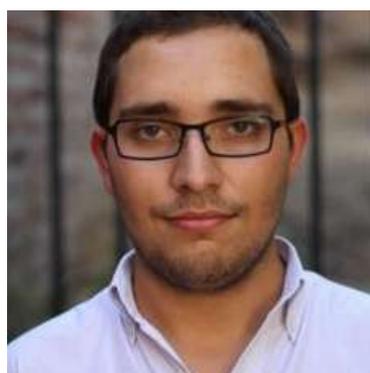
10

CELE



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MATT ERLANDSEN

Matt Erlandsen earned his bachelor's degree in Journalism in 2012 from the School of Communications at Pontificia Universidad Católica of Chile. In 2014, Matthias received a Diploma in Communications and Public Policy from Universidad de Chile. Currently, he is writing his dissertation for the Master's Degree in International Studies at the Institute of International Studies of Universidad de Chile. The primary areas of his research comprehend social media and international relations, diplomacy and paradiplomacy, the UN System and International Organizations. He has also worked for the public and private sector as consultant in PR and digital communications.

BUSINESS CORE COURSES



COURSE
CATALOGUE

**"CORE COURSES ARE INTENDED TO COVER
THOSE CONTENT AREAS DEEMED TO BE
CRITICAL FOR SUCCESSFUL BUSINESS
PRACTICE."**

OPEN FOR:

- **UDD BUSINESS STUDENTS**
- **INTERNATIONAL STUDENTS FROM ALL MAJORS**

MARKETING II

Business Core Course

ABOUT THE COURSE

The purpose of this course is to develop knowledge and skills in the managerial aspects of marketing. The course provides an understanding of marketing as the basis for general management decision-making and as a framework for analyzing business situations. Furthermore, the course seeks to provide an understanding of the activities related to marketing strategy that will enable the students to analyze information and make business decisions. Given the importance of the modern business world it is also essential that the students in the context of marketing work in a group environment to present their work.

COURSE CODE

ECM317 Sec. 5

SCHEDULE

Tuesdays
16:00 - 18:50

CREDITS

10

CELE

NO

OPEN FOR

CCP & SCL



JUAN STAUDT

Juan is an Industrial Engineer from Universidad Adolfo Ibáñez, with a diverse background and experience in multinational and local corporations, as well as his family's business. Graduated in the top 10% from his Master's class in Business Administration at USC Marshall School of Business, USA. His career path had led him through various industries in Marketing and Sales roles.

In 13 years he acquired experience in Fast Moving Consumer Goods, Retail, Consulting, International Trade and Hospitality. Since 2018 is a professor at Universidad del Desarrollo teaching Marketing in both English and Spanish.

ENTREPRENEURSHIP II

Business Core Course

ABOUT THE COURSE

This course focuses on the generation of solid business models. Whether you are thinking of starting your own venture or working for an established company, this module will guide you to understand, define and potentiate all the aspects of a business model, placing innovation at the center. The focus will be in understanding the value proposition, key partners, key activities, key resources, customer relationships, channels, customer segments, cost structure and revenue streams. We will discuss new technology trends, new ways of generating incomes, analyze real world cases, and will understand the ecosystem where startups operate nowadays.

COURSE CODE

ECS329 Sec. 4

SCHEDULE

**Wednesdays
16:00 - 18:50**

CREDITS

10

CELE

NO

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JOSÉ TOMÁS ANDUEZA

José in the last years has worked in corporate innovation, specifically in corporate venturing, helping big companies to invest and work with startups, as well as to start their own spinoffs.

He has broad international experience, he worked more than five years leading the internationalization of a chilean winery in Europe, and has been involved with social innovation, with the development of entrepreneurial ventures within schools in the slums of Nairobi, Kenya.

He is passionate about innovation and entrepreneurship, and holds a Masters in Entrepreneurship and Management from the University of Southampton, United Kingdom, and Business Bachelor degree from Universidad de los Andes, Chile.

MARKETING III

Business Core Course

ABOUT THE COURSE

How do we add value to our Brand, Offer or Company in today's changing environment?

The course focuses on mastering the tools and techniques to understand the consumer in both the product and service market and how they relate to what brands or companies have to offer.

The course also explores the fundamentals of building strong Brands that consumers value and become loyal to, and goes into understanding how to manage the relationship between company/customer through channels of distribution.

Focus is on Product Marketing, exploring how to develop, launch and position both existing and new offers.

COURSE CODE	SCHEDULE	CREDITS	CELE	OPEN FOR
ECM417 Sec. 3	Mondays 14:30 - 17:25	10	NO	CCP & SCL



MAURICIO VIVES

Mauricio Vives holds an MSE in Civil Engineering from Universidad Católica and an MBA from The Wharton School. He has been a professor at Universidad del Desarrollo teaching marketing related courses both at the undergraduate and MBA level since 2008. His 40-year career includes Brand Management at Procter & Gamble's headquarters in Cincinnati, OH and Executive-VP at Grey's Advertising in New York, NY. In Chile, he has been General Manager of both Young&Rubicam Advertising and HAVAS Communications. He was also CEO of Chile's largest food distributor chain. Lately he was CEO of one of Latin America largest metal workshops. At the present, besides teaching he is in the Board of Directors of several manufacturing and service companies.

ELECTIVE COURSES



COURSE
CATALOGUE

"THE ELECTIVE OFFERINGS ARE DESIGNED TO ENABLE STUDENTS TO IDENTIFY AND STRENGTHEN AREAS OF INTEREST TO BETTER PREPARE THEM TO MEET THEIR CAREER OBJECTIVES."

OPEN FOR:

- ALL UDD STUDENTS
- INTERNATIONAL STUDENTS FROM ALL MAJORS

FUTURE SCENARIOS AND SOCIAL CHANGES IN THE EMERGING ECONOMIES

Business Elective Course

ABOUT THE COURSE

This course is an introduction to the field of Futures Thinking and Foresight, using its tools to assess the new risks that threaten social and economic development in the emerging economies. Understanding future and imminent risks (e.g. the impacts of climate change, social and political instability) and developing capacities for anticipation will help tomorrow's leaders to emerge in economies that aim to respond more effectively and less reactively, and thus adapt to unprecedented challenges.

COURSE CODE

DRI357

SCHEDULE

**Tue. & Thu.
08:30 - 09:50**

CREDITS

10

CELE



OPEN FOR

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MARIO REYES

BA and M.Sc. in Sociology and MPA in Development, Technology and Innovation Policy at University College London. More than 10 years of experience in leading and supporting innovation management & development consulting, industry-academy engagement, research and training projects in 13 Latin American countries and The Caribbean. Mario has several years of experience working for Science & Technology and innovation government agencies, university innovation & tech transfer offices, R&D and innovation corporate departments. He's also an experienced workshop facilitator in training programs, adapting and implementing innovation management methodologies for Start-up founders, university students, academics, public servants, and corporate executives.

CREATIVE LEADERSHIP IN CHAOS

Business Elective Course

ABOUT THE COURSE

In times of paradigm shifts, our body and brain tend to save energy in order to keep us alive. The big question is: Do you want to survive or to excel? Through a number of exercises, you will gain the ability to react in a positive way in front of dramatic changes. Improve your leadership skills learning how to support an environment of creativity, and innovation, think outside the lines no matter the context and be the guide for those who can't.

COURSE CODE

DRI355

SCHEDULE

Tue. & Thu.
10:00 - 11:20

CREDITS

10

CELE



OPEN FOR

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PABLO BORAQUEVICH

Studied Cinema at the University of Buenos Aires, Argentina (UBA), and also Drama at Teatro General San Martín of Buenos Aires, Argentina. He is a Director, Actor and Improv teacher with more than 3000 live shows in Argentina, Brasil, Chile, Peru, France and USA. He is a bilingual scholar with great teaching experience at different private national and international educational settings. He has achieved to complete his professional, academic career attending congresses and actively participating in different workshops concerning Oratory and Stage Presence. He combines speaking techniques with Improv skills in order to train students in the art of performing with sureness.

CHANGE MANAGEMENT: SKILLS TO SUCCESSFULLY LEAD ORGANIZATIONS

Business Elective Course

ABOUT THE COURSE

In this course we will analyze and discuss real lifetime cases that provide us different contexts for applying the concepts learned. Thus, an important objective in this course is to help the student to develop a frameworks for thinking in terms of how to approach a change process. As well as to learn to appreciate the tools and techniques available, understand the contexts and in the final analysis learn how to apply creative solutions to complex situations.

COURSE CODE

DRI356

SCHEDULE

Tue. & Thu.
14:30 - 15:50

CREDITS

10

CELE



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MANFRED BRAÜCHLE

Ph.D. Universidad Rey Juan Carlos, Madrid; MBA University of Chicago; BBA University of Notre Dame, Indiana. Manfred Brauchle has an extensive academic and business curriculum. Over 40 years of teaching experience at various institutions worldwide, in which we should highlight Frankfurt School of Finance and Management, Swiss Management Center University (Switzerland), Fachhochschule Wien(Austria) among others. His field of study and professional career nowadays comprise Strategy, Marketing, International Business and Management. He has worked in the private sector in several companies both in consumer and industrial areas in first line management positions.

CREATIVITY AND INNOVATION MANAGEMENT

Business Elective Course

ABOUT THE COURSE

In this course, we will learn new tools to rethink business models in order to match people's real needs, understanding that human centered design is the best chance to succeed in the marketplace. In the age of community and engagement, Innovation requires a holistic outlook, and for that the ability to work in a multidisciplinary and collaborative way has never been more crucial. Key learning: wakening up creativity, human centered design, holistic outlook, teamwork, collective intelligence.

COURSE CODE

RIC152

SCHEDULE

Sec. 1 Tuesdays
14:30 - 17:20

Sec. 2 Thursdays
14:30 - 17:20

CREDITS

10

CELE



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GERARD PRINS

Gerard Prins is a tri-lingual, multi-award winning Advertising Creative Director and Master in Strategy with almost 30 years of educational experience in pre and post-grade at local and international universities. He has also been a guiding professor for close to a 100 post-grade thesis. Author of "Imagine the Impossible", a book oriented at teaching strategic, analytical and creative thinking. Gerard worked for well over 2 decades as a Creative Director at some of the largest international advertising agencies, such as McCann Erickson, Young & Rubicam and direct marketing agency Rapp & Collins, among others, and currently runs a creative-strategic consultancy with clients in Chile, Europe and the US



SPORT MARKETING & MANAGEMENT

Business Elective Course

ABOUT THE COURSE

Presently sports together with entertainment and leisure have become a worldwide business activity. Chile among other worldwide countries are not excluded on this scenario. Various sport economic organizations have the necessity to be managed efficiently by professionals with academic background in sport management, capable to satisfy consumer needs and understand the complex human behaviour of the sport market. This course is an excellent starting point for students attracted to sport management and develop new job opportunities in this industry.

COURSE CODE

RIC155

SCHEDULE

**Wednesdays
10:00 - 12:50**

CREDITS

10

CELE



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HAROLD MAYNE-NICHOLLS

Chilean lawyer who has traveled throughout Chile seeking to promote the practice of sports and physical activity. Nowadays, Harold works at Fundación Ganamos Todos, as a social sports manager, having participated in practicing football, basketball, tennis, volleyball, boxing, among other sports events, and being in charge of several international trips with Chilean local governments. Harold has worked with renowned Chilean companies such as Antofagasta Minerals, Codelco, AquaChile and Colchones Rosen, and with public entities such as the Ministry of Sports and the Embassy of the United States.

RECYCLING AND UPCYCLING

Engineering & Business Elective Course

ABOUT THE COURSE

This course studies different topics and challenges of recycling (plastics, metals, glass and other materials recycling). For this, several cases of innovation in R&U are studied in different industries. At the end of the course, students are expected to know a wide array of recycling and sustainability principles and its current state, allowing a better idea as to which areas need further contribution and innovation. This course is designed to encourage, give tools and challenge students to change the world through Recycling and Upcycling.

COURSE CODE

RIC166

SCHEDULE

**Thursdays
16:00 - 18:50**

CREDITS

10

CELE



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PEDRO BULNES



Pedro is the founder at REMBRE company, a B company, dedicated to recycling and upcycling, based in Santiago de Chile, operating in different regions, offering services and products related to R&U. Before founding REMBRE, Pedro worked in the mining industry, developing consultancy services and did a Master in engineering to recycle antioxidants from the waste of the vinification process. Pedro was recognized as one of the 100 leaders in Chile in 2017. He teaches classes on Challenges in Sustainability at Universidad del Desarrollo. Pedro is passionate about finding solutions to industrial challenges, actually he's constantly visiting different industries looking for an opportunity. Originally from Santiago, Chile, Pedro speaks English, Spanish and Italian.

SPORT PSYCHOLOGY AND HUMAN PERFORMANCE COACHING

Psychology Elective Course

This class is designed to introduce students to the field of high performance sport psychology, its concepts and applications in the sports industry. In addition, the course will cover how human performance coaching goes beyond sports and affects other areas of life. The methodology of this class includes both students and teacher leading lessons. Students will experience the application of psychological and performance coaching techniques and observe on field activities.

ABOUT THE COURSE

COURSE CODE

SELE372

SCHEDULE

Tue. 11:30 - 12:50
Thu. 13:00 - 14:20

CREDITS

10

CELE



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MARÍA PAZ OCAMPO

Coach and Psychologist with a wide and impressive formation. María Paz has developed an important career regarding Sports. She has a Master in Sports Psychology and Sports Management Specialist. Nowadays she's a Talent Development and Performance Director at MindSport Consultores. Works with executives, elite youth and professional athletes, training their mindset to enhance performance.

DIPLOMACY IN THE 21ST CENTURY

Political Science Elective Course

ABOUT THE COURSE

This course provides students with an understanding of the institution of diplomacy: where it comes from, who are its actors, how it functions, and how it is evolving. Students learn how diplomats contribute to the development and execution of foreign policy. While traditional scholars of diplomatic studies equate diplomacy with negotiation per se and we take up some aspects of negotiation and mediation (e.g., cross-cultural communication)

COURSE CODE

DRI358

SCHEDULE

**Mondays
10:00 - 12:50**

CREDITS

10

CELE



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CCP & SCL



MATT ERLANDSEN

Matt Erlandsen earned his bachelor's degree in Journalism in 2012 from the School of Communications at Pontificia Universidad Católica of Chile. In 2014, Matthias received a Diploma in Communications and Public Policy from Universidad de Chile. Currently, he is writing his dissertation for the Master's Degree in International Studies at the Institute of International Studies of Universidad de Chile. The primary areas of his research comprehend social media and international relations, diplomacy and paradiplomacy, the UN System and International Organizations. He has also worked for the public and private sector as consultant in PR and digital communications.

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**COURSE
CATALOGUE**

2° SEMESTER 2021

