

**BUSINESS ADMINISTRATION  
PLAN D  
FOR INCOMING STUDENTS SINCE SUMMER 2017  
PRIMAVERA 2018**

Prerequisites	ID	COURSE	Credits
<b>FIRST SEMESTER</b>			
	ADM-12107	Business Strategy I: Competitive Strategy	6
	MAT-11001	Introduction to Mathematics	9
	ECO-11101	Economics I	7
	EGN-17121	Political & Social Ideas & Institutions I	6
	EGN-17141	Issues in Contemporary Civilization I	6
	LEN-10131	Strategies for Written Communication	6
<b>SECOND SEMESTER</b>			
ADM-12107	ADM-12108	Business Strategy II: Strategic Analysis	6
MAT-11001	MAT-11100	Mathematics I	9
	COM-16301	Algorithms and Computer Tools	7
ECO-11101	ECO-12102	Economics II	7
EGN-17121	EGN-17122	Political & Social Ideas & Institutions II	6
EGN-17141	EGN-17142	Issues in Contemporary Civilization II	6
	CON-10001	Accounting Process	8
<b>THIRD SEMESTER</b>			
ADM-12108 y ECO-12102	ADM-11013	International Management	6
MAT-11100	MAT-11101	Mathematics II	9
MAT-11100 y COM-16301	EST-10101	Statistics I	8
CON-10001	CON-14109	Managerial Accounting	6
ECO-12102 y MAT-11100	ECO-11103	Economics III	6
EGN-17122, EGN-17141 y LEN-10131	EGN-17123	Political & Social Ideas & Institutions III	(A) 6
<b>FOURTH SEMESTER</b>			
ADM-12108	ADM-14401	Human Behavior I: Organizational Behavior	6
ADM-12108 y CON-14109	ADM-11002	Innovation and Business Model Design	6
EST-10101	EST-10102	Statistics II	8
MAT-11100	MAT-11310	Mathematics III	8
ECO-11103	ECO-11104	Economics IV	6
EGN-17123	EGN-17161	Socio-Political History of Mexico	6
<b>FIFTH SEMESTER</b>			
EST-10102, ECO-11103 y CON-14109	ADM-15501	Financial Management I: Corporate Finance	7
EST-10101	ADM-16601	Marketing I: Fundamentals of Marketing	6
MAT-11310, EST-10102	ADM-11101	Business Forecasting	7
ADM-14401	ADM-14402	Human Behavior II: Human Resource Management	6
	DER-10018	Business Law I	6
EGN-17142 y EGN-17161	EGN-17162	Issues of Contemporary Mexican Reality	6
			6

Prerequisites	ID	COURSE	Credits
<b>SIXTH SEMESTER</b>			
ADM-15501 y ADM-11101	ADM-15502	Financial Management II: Investments	7
ADM-14401, ADM-16601, ADM-15501,	ADM-13101	Entrepreneurship I (A)	6
ADM-16601 y ADM-11101	ADM-16602	Marketing II: Marketing Research	7
DER-10018	DER-10019	Business Law II	6
COM-16301 y ADM-15501	COM-16303	Computational Modelling for Business	9
ADM-11101	IIO-14278	Supply Chain Management	8
<b>SEVENTH SEMESTER</b>			
ADM-14401	ADM-14413	Managerial Skills Development	6
DER-10019	DER-10021	Business Law III	8
ADM-12108, ECO-11104 y ADM-11101	ECO-14501	Business Economics	6
ADM-15501 y ADM-14401	IIO-14180	Project Management and Evaluation	6
		Concentration Area Elective	6
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<b>EIGHTH SEMESTER</b>			
ADM-15502	ADM-15503	Financial Management III: Markets and Financial Institutions	6
ADM-16602	ADM-16603	Marketing III: Marketing Management	6
ADM-13101	ADM-11018	Seminar on Management	6
CON-14109 y DER-10021	CON-15125	Fiscal Accounting	6
		Concentration Area Elective	6
		Concentration Area Elective	6

(A) This courses will have an additional writing seminar one hour per week and with value of one credit