



UAM  
COLLEGE

# Academic Catalog

## Academic Catalog and Regulations

**W**elcome to the UAM College family! The UAM College family is looking forward to this academic cycle with unbounded energy and enthusiasm.

UAM College's study plans reflect an approach that leverages our faculty's strengths and a balance of innovative and emerging fields, while responding to real world needs and employment potential. We will continue to refine our academic offer and services, constructing a more significant and powerful ancillary curriculum for our students, further fostering internationalization on our campus.

No doubt, this year will take us a step closer towards where we want to be as students and professionals. We hope the UAM College experience will contribute to human progress, and to our becoming more conscientious responsible beings on this Earth.

## ADMISSIONS TO UAM COLLEGE

**Candidates applying in Nicaragua:** Prospective students should write to the office of UAM College or visit and request an interview. They must bring the following documents to admissions with photocopies:

- National identity card (*Cédula*) for Nicaraguan citizens. Foreign residents present a residency card (*Cédula de Residencia*) and foreign non-residents a passport
- Official transcripts of the last two years of secondary school
- The original High School/GED diploma
- Students must have all documents authenticated by the *Ministerio de Relaciones Exteriores*, and then the *Ministerio de Educación*

The purpose of the interview is to determine the candidate's level of English and his or her knowledge base. Graduation from an English speaking high school or a recent TOEFL score of at least a 70 in IBT (See table under graduation requirements) will be accepted as proof of English fluency.

Those who are accepted for enrollment should go to the admissions office and pay an application fee (*pre-matrícula*) and the registration fee (*Matrícula*). A student's academic year begins in the semester in which they enroll.

**Transfer students:** must request their former university to mail an official transcript\* to:

Universidad Americana  
**UAM College**  
P.O. Box A -139  
Managua, Nicaragua

\*Transcript will only be considered official if sent directly university to university.

Transfer students should have an accumulative Grade Point Average of 2.00 (70 in a 100 point scale) or above. UAM College will transfer a maximum of 70 credits from other institutions. Only grades above a 2.00 GPA are accepted (70%).

Admissions will assign a student number and a PIN (personal identity number) for CLASS. You will not be required to choose a major for enrollment. Students will be registered under

Common Core regardless of the professional field they may choose in the future. Students may choose their majors at any time before the sixth semester given our open study plans.

**Candidates applying from abroad:** ISEP and other foreign exchange students should follow the instructions provided by their exchange organization. All others follow the requirements in the previous section. You may use photocopies, faxes and PDF files in the initial contact with the College. Students who do not have all documents authenticated may be admitted provisionally. Authentication requires the following steps:

1. Original documents (High School transcripts and diploma) must be taken to the Nicaraguan Consulate in your country of residence.
2. Once in Nicaragua, students must have them authenticated by the Ministerio de Relaciones Exteriores, and then the Ministerio de Educación.

When students arrive in Nicaragua, the College's office will help with admissions. If students have any questions, they may e-mail or call 505-2278-3800, ext. 5428 or 5325.

Nicaragua allows visitors from many countries to enter with a valid passport and a tourist visa obtained at the airport; but students should check with the closest Nicaraguan Consulate about the need for a visa for citizens of the student's country. Upon arrival, students need to apply for a residency card (cédula de residencia).

**University credit earned at the secondary level:** UAM College awards credit for Advanced Placement AP scores of three (3) or higher and for International Baccalaureate IB scores of four (4) or higher. The College will also recognize university credit earned before the freshman year (100 level on).

The College is open to offering university Preparatory and Common Core courses to secondary schools through negotiated agreements with the school.

**Placement Tests:** Candidates are required to take entrance exams in English and Mathematics to determine the appropriate level students will enter. Those providing evidence of competency (SAT, AP, IB, or other standardized test scores) may be exempt from taking placement exams in the pertinent areas. Students who are placed in preparatory courses, must satisfactorily complete these courses before entering the regular 100 level courses in those areas of study. These prep courses are pass/fail and require a grade of 80 or above to pass the course.

**Determination of Class status:**

<b>Class</b>	<b>Credits</b>
Freshman	25 or fewer credits
Sophomore	26 to 55 credits
Junior	56 to 85 credits
Senior	86 or more credits

**Class Load:** Students who enrolled for 12 or more credits in a given semester are considered full-time. Those taking less than 12 credits will pay according to total credits enrolled. Students who earn a 90% overall average in a semester may take up to seven courses in their major. Students with an 80% overall average or above may take up to seven courses if one course is part of a minor. Students must pay an extra surcharge per credit whenever their semester credit load exceeds 21 credits.

**SPECIAL ACADEMIC OPTIONS**

**Independent Study (one-on-one classes):** combine 30 hours of classroom attendance with independent studies to fulfill the required hours. These are normally not applicable to courses requiring group activities such as leadership. Students may take up to four independent study classes while completing their undergraduate degree. The minimum grade to pass an Independent Study is an 80. This instructional modality requires a strong commitment from the student and requires independent-learning skills.

**Sufficiency Exams:** can award students with credit for a course if they successfully demonstrate their mastery of the subject by completing a comprehensive examination. These examinations are administered only to students who have either academic or life experiences that clearly prepared them for the exam. Sufficiency exams will not be administered or accepted for courses failed at UAM. They are normally not applicable to 300 or 400 level courses, communication courses, or those requiring group activities such as leadership. Students may receive credit for up to three courses through sufficiency exams while working on their undergraduate degree.

**Restricted Courses**

<b>Independent Study</b>	<b>Sufficiency Exam</b>
Public Speaking/Owning the Stage	Communication courses
Leadership	300 or 400 level courses
Creative Thinking Lab	Courses requiring group activities
Entrepreneurial Projects	
Fieldwork	

**Requirements for a second degree and double major:** Students who wish to earn a second Bachelor’s degree must complete all 300 and 400 level classes required for each degree program. Students are only allowed to pursue two degrees simultaneously with an 80% overall average or above and the approval of the Academic Coordinator.

**Majors, Minors, and Concentrations:** A **Major** is the principal field of study and requires at least 31 credits or more in the specialty above the basic and professional core courses. A **Minor** is a secondary area of specialized study which may be outside of one’s major and requires at least 15 to 21 credits in that area. A **Concentration** is a special emphasis within the major and consists of at least 22 credits. There are specific majors that require a concentration as part of their study plan.

**Courses taught in foreign languages other than English from other faculties & universities:** Students may take up to eight courses in a foreign language other than English either at UAM or other universities. Courses taken at UAM in Spanish must abide by the UAM College methodology; branded competency courses must be taken at UAM College. Additionally, 200-400 level courses must be approved by the Provost.

Branded Competency Courses*
Philosophy
Sociology
Creative Thinking Lab
Information Literacy
Professional Ethics
Leadership
Research Methods



\*These branded transversal competencies are part of all academic programs at UAM College. These courses introduce students to these 21st century skills (See Co-Curriculum)

## COURSE REGISTRATION

**Registration for the regular semester:** Students who are up-to-date with payments may register courses online using CLASS. After registering, payment must be made in no less of 48 hours otherwise registration will be cancelled. The UAM College will assist any student needing help or advice for registration. Schedules are in the College office, website, and CLASS. Once

students are registered, they should carefully safeguard all RECEIPTS AND PROOF OF REGISTRATION.

**Registration of courses for visiting students (non-degree seeking) during the regular semester:** Visiting students enroll as provisional students by first going to the College office to determine what courses and options are available. They next go to

admissions to fill out a form and to obtain a student ID number and then return to the College office for assistance in registering courses.

**Registration of summer and/or interim courses:** Check first with the College office to determine courses availability. Registration is done online for full-time students. Visiting students should refer to the College office to get assistance with the procedure. Students are limited to two courses per session. Students must pay for courses registered at the UAM Campus bank, BANPRO. **For those who wish to drop a course once it opens, money will not be refunded.**

**Late registration:** Returning students registering late (after registration period has passed) will have to pay \$15.00 per class to register. New students (incoming and transfer) are exempt from this rule.

**Adding or dropping regular semester courses:** Students may add or drop courses during the first two weeks of a semester. After this period, the system is closed. A late fee per class applies for additional classes. Classes dropped will not show in the student's academic transcript during this two-week period.

**Withdrawing from regular semester classes:** Students may withdraw from a course during the semester with previous approval from the Academic Coordinator, who will contact the professor to verify if the student is passing or failing the course. Withdraw Passing or Withdraw Failing does not affect the student's overall academic average but stays on the student's academic transcript.

Students may withdraw from a course for up to six weeks after the two-weeks drop/add period.

**Registration of independent study (one-on-one classes):** Request an independent study course at the College office. This request must be approved by the Academic Coordinator who assigns a professor and registers the course; students pay and return to the office to photocopy the receipt. The Academic Coordinator will arrange a meeting with the professor to plan schedules and reserve a meeting room. One-on-one classes must meet on campus. Students can take up to four independent study courses throughout their careers. Any exceptions must be approved by the UAM College Provost.

Students must be present in all one-on-one classes as attendance will be monitored according to academic requirements. If the student cannot go to class on one of these days,

he/she must notify the professor the day before; otherwise the class will not be made-up and it will be counted as an absent. Student should have no more than 3 absences during an independent study course.

If students exceed the three absences, the student will automatically fail the course. If a student withdraws from an independent study course, the professor will report the grade accumulated until the day of the withdrawal. The course must be completed in a minimum of two weeks and a maximum period of time of three months.

**Sufficiency Exams:** Request a sufficiency exam at the College office by submitting proof of: Knowledge of the topic based on work experience and technical courses, academic course experience, or inability to transfer a class due to grades.

Once approved by the UAM College Provost, the Academic Coordinator will register the sufficiency in CLASS. Students will pay at the bank and take the receipt back to the office to be photocopied. The class syllabus is issued to the student and him/her will have one month to take the exam. The exam's grade will be the grade showing in the student's transcript as the course grade. Sufficiency exams are available to degree-seeking students only.

## ACADEMIC STANDARDS

**Accreditation:** Universidad Americana (UAM) is accredited by the National University Counsel (CNU) and the National Council of Evaluation and Accreditation (CNEA), the accrediting institutions officially recognized by the Nicaraguan Government.

**Academic Standard:** UAM College uses the United States of America credit system and its standards of higher education, being English the official language and issuing associate's and bachelor's degrees.

**Evaluations and grade policies:** The lowest passing grade is 70 on a 100 point scale which is the equivalent of a C- in the US system. College grades are reported in numbers. Grades at midterm are accumulative. UAM College uses the overall average system or CRA (*Coeficiente de Rendimiento académico*) as established by UAM. A 70% CRA is required for graduation (This system does not use letter values).

### \*Grades

C- 70-73	B- 80-83	A- 90-93
C 74-77	B 84-87	A 94-97
C+ 78-79	B+ 88-89	A+ 98-100

### \*How to Calculate Your GPA

Value of Letter Grades			Take the value of the grade earned and multiply by the number of credits earned for each course. Add "total value" and divide by "# of credits" earned to get GPA.						
4.0	A+	100	Class	Grade	Value		# of Credits		Total Value
3.7	A-	90	B104	A	4.0	x	3	=	12.00
3.3	B+	80	M111	B-	2.7	x	4	=	10.80
3.0	B								
2.7	B-								
2.3	C+		W131	A-	3.7	x	3	=	11.10
2.0	C	70							
1.7	C-								
1.3	D+		N251	C+	2.3	x	3	=	6.90
1.0	D								
0.7	D-								
0.0	F						1	/	40.48
							3		
			Total GPA					=	3.14

**Final examinations:** Final exam periods will be available early in each semester. Interim and summer courses will have final exams on the last day of class. If a final exam is not a valid method in evaluating a particular course, the professor may use an alternative evaluation with the consent of the Provost. Final exams cannot be taken early except in the case of students who must leave the country for academic reasons without foreseeable return. Students who have a valid reason may be permitted to take a makeup final exam with the permission of the Provost. A make-up fee applies. A grade reduction penalty may be exacted by a professor for a makeup exam as indicated in their syllabus. Students must take these make-up exams no later than two working weeks after the final evaluation period.

**Failing a course:** Students who fail a course must repeat it and those failing a second attempt must petition the Provost for permission to try a third time. Those failing any core or adjunct course more than three times must take the course as Independent Study only. Those failing a 300-400 level course a third time must either change majors or leave UAM College. Special exams for a failed course (Convocatoria or Sufficiency Exams) to be substituted for a failed grade are not permitted for students enrolled in UAM College courses. Students failing courses in other academic units at UAM during the semester or summer sessions will carry the failing grade in their official transcripts.

**Academic Probation:** Students whose semester average is below 70 (a 2.00 point grade average) will be placed on academic probation for the following semester. Students on probation may not take more than four courses and no more than 14 credits during the semester. Transfers and new students, who do not meet enrollment requirements or are placed in preparatory courses but demonstrate other abilities, may be enrolled on probation. Probationary students must achieve a 70 average with no failures to exit probation. Those unable to exit probation in no more than three consecutive semesters will be dropped from UAM College. Students on probation must sign up for regular counseling with the Office of Student Life (*Vida Estudiantil*) or UAM College counseling.

Students on probation may not travel abroad as exchange or visiting students. UAM College will not transfer or accept any credits under this condition.

**Preparatory Courses:** Preparatory classes are specially prepared for students whose skills may be challenged with introductory mathematics and English courses. Placement exams are given to incoming students to determine which students need to ground their skills. These classes prepare and reinforce basic skills in students in order for them to succeed in their freshman year! These courses are pass/fail. Students must achieve an 80% over 100% to pass the course. Students, who do not pass both placement exams, must be enrolled on academic probation.

**UC Transversal Competencies:** Based on World Economic Forum research and their top ten 21st century skills, UAM College introduces five transversal competencies each one addressing the primordial skills of the century:

UC Transversal Competencies
Master the Mind
Master Communication
Master Information & Technology
Master a holistic world view
Master ethical leadership: Create a legacy

UC student must be able to master these skills & apply them through UC co-curriculum.



## Top 10 skills in 2020

1. Complex Problem Solving
2. Critical Thinking
3. Creativity
4. People Management
5. Coordinating with Others
6. Emotional Intelligence
7. Judgment and Decision Making
8. Service Orientation
9. Negotiation
10. Cognitive Flexibility

Source: *Future of Jobs Report*, World Economic Forum 2016

**UAM Co-curriculum:** Students must complete the following co-curricular requirements besides

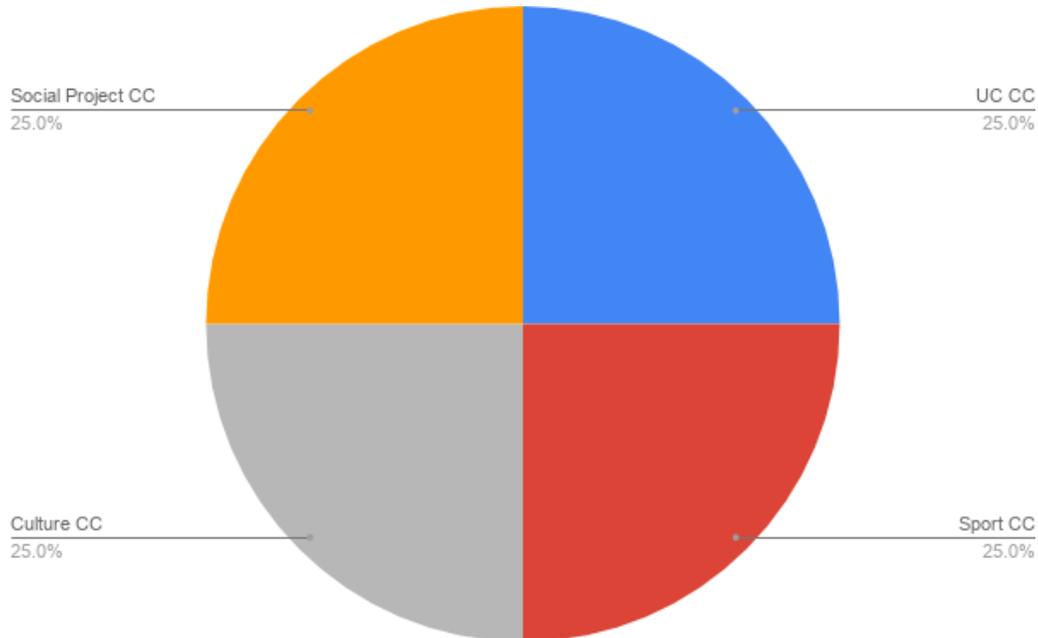
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Managua, Nicaragua.

standard graduation requirements in order to graduate. Co-curricular activities serve as labs for transversal competencies introduced to students through the UC Common Core.



**Honors:** Students who earn a grade average of 90 to 94 are placed on the UAM College Honor Roll. Students who earn a 95 and above are placed on the Provost List of Honor. The baccalaureate degree *summa cum laude* is awarded to students whose credits earned at UAM are at 98 or above. Between 94 and 97.99, the student will be awarded the degree as *magna cum laude*. Those between 90 and 93.99 will graduate *cum laude*. Students earning these honors must have fulfilled all other UAM College requirements.

**UAM College Honors Track (UC Dux)**

Students must conclude the following requirements besides standard graduation requirements. The award for honors track is called: [egregia cum laude](#) and is given additional to the GPA (CRA) awards of *Cum Laude*, *Magna Cum Laude*, and *Summa Cum Laude*.

Requirements for the honors track:

- CRA 90%
- Intermediate level in a third language (Standard test requirement)
- Going beyond the call of duty with UAM College co-curricular credits (See below)
- Community involvement in their semester abroad
- The creation of a personal project (profit or non-profit) and/or leading participation in an organization of social impact and/or winning a national or international competition for excelling in an art, sport, or science, or scholarship program/nomination
- Good ethical standing and conduct

<u>Honors Designation</u>	<u>CRA</u>
Egregia Cum Laude	90 + honors track
Summa Cum Laude	98 - 100
Magna Cum Laude	94 - 97.99
Cum Laude	90 - 93.99

## ACADEMIC PRACTICES AND CONDUCT

Professors of UAM College (UC) have flexibility in setting discipline guidelines for their classes. They are expected to delineate these rules in the syllabus. Students who are disruptive, disrespectful to professors or fellow students may be temporarily suspended from a class pending consultation with the office of the Provost. Generally after counseling, they will be admitted back to class but other options are possible in severe cases.

**Cause for Disciplinary Action:** There are a few guidelines that all students must follow with especial attention to the following:

**Class attendance:** Students are expected to attend classes regularly and on time. Those who miss more than **six** classes in the semester from the first day of class will fail the course. Students who require hospitalization, have jobs that require occasional absences due to business traveling, or experience an extreme emergency i.e. imprisonment, should file the proper documentation with the UC office. In the case of traveling for business, students must report the trip before leaving the country. Failure to do this, the limit of absences **will not be extended**. With documentation, the Provost may allow more than six absences in a particular class but absences must never exceed **ten** in a semester. If students did not miss important quizzes, tests, or assignments the day of their absence, it is not necessary to present an excuse to the office. However, students should keep in mind that the six absence rule is enforced whether absences are excused or not excused. If students fail a class due to absences while passing, they will receive a failing grade of 69. If students are failing the class due to grades and absences, they will receive their average grade at that point.

**Class attendance during summer:** The same rules for absences apply for the summer. However, students may not miss more than **three** class sessions during the summer from the first day of class.

**Class attendance during Independent Study:** The same rules for absences apply for the independent study. If students cannot meet during the established dates, make-up classes must be scheduled ahead of time. If the student is a no show, for three consecutive days without legitimate excuse or communication with the professor or UC office, the same rules will apply.

Students must be aware that some professors will exercise grade reduction in their classes based on absences and regardless of excuse. Students who fail a course due to absences will automatically receive a failing grade of 69.

**Repeated uncooperative or severe disruptive behavior:** Students who are disruptive or uncooperative in a class and unresponsive to corrective measures will be referred to the UC office. Students who exercise extreme disrespect to

professors, fellow students, and university authorities either in person, in writing or on the Internet will be disciplined which could include a recommendation for expulsion.

**Cheating:** Includes any form of dishonesty in exams, class work, and homework to gain higher grades. This includes the use of electronic devices, crib sheets, and any other dishonest means to raise a grade. Any person who aids or helps in the cheating is considered to be an accomplice; the same rules will apply to both students. Professors should give a failing grade on the material or exam and report the incident to the UC office. A second incidence of cheating will automatically result in a failing grade for the course and referral to the UC office for disciplinary action.

**Plagiarism:** Plagiarism is a special form of cheating occurring when a person steals or uses the words and ideas of another as if they were their own. It is considered very serious in academe. Universities have been known to annul degrees years after graduation when plagiarism was verified. There are strict guidelines for quoting or paraphrasing the words or pictures of others. Plagiarism includes copying sources and other students. Cut and paste from the Internet is almost always a form of plagiarism. The same penalties apply for plagiarism as to other forms of cheating.

**Use of alcohol, controlled substances, and/or illegal drugs:** Students who bring alcohol, controlled substances, or illegal drugs, on campus or who attend classes under the influence of either will be subject to disciplinary action which could result in probation and/or expulsion from the UC (See [UAM Reglamento Académico](#)).

**Use of cigarettes:** Students who smoke on campus will be reprehended orally in a first instance. A second instance will result in a written disciplinary note for his/her file and losing their student right to graduate with honors. A third and final instance will be considered serious misconduct and will end with a disciplinary committee hearing. Failure to comply with extinguishing and discarding cigarettes on campus when found smoking may lead to conditional suspension.

**Disciplinary Probation:** Students may be placed on disciplinary probation when the Provost or a disciplinary committee decides that a serious violation of disciplinary rules has taken place. The probation will result in cases of repeated violations or when the first offence has been especially grave. Violations of the drug and alcohol regulation and gross insults to other members of the university community will result in probation even if it is the first time. Students on disciplinary probation must show marked improvement in behavior and attitude to be removed from probation. Students who earn a second disciplinary probation will be recommended for dismissal from the program. Students on probation must sign up for regular counseling with the Office of Student Life (*Vida Estudiantil*) (See [UAM Reglamento Académico](#)).

**Academic responsibilities:** There are a few guidelines that all our academic community must follow with especial attention to the following:

**Speak English in the classroom:** The official language of the UAM College classroom is English. When a class is in session, all communication, verbal and written, must be in English. Students will be asked to leave the class if their use of another language other than English is constantly used. Extreme cases may be referred to the UC office.

**Syllabi:** Students must read and familiarize themselves with each syllabus on the first day of class for every course they register. Syllabi will vary according to professor and the nature of each course.

**Final exams:** Students must take final exams on the scheduled dates and times. Exams will always be held on the 16<sup>th</sup> week of every semester. Students who experience hospitalization, a work related emergency, or an extreme personal emergency should notify and bring proper documentation to the UC office and seek an approval for make-up final evaluation with the Academic Coordinator. A fee will be charged for each evaluation missed. Students must take the make-up evaluation within the following two working weeks.

1. **Conflicting final exam schedule:** Students who are scheduled to take two different exams at the same date or time should visit the Academic Coordinator with ample time to reschedule their exams.
2. **Final exams per day:** Students who are scheduled to take more than two exams per day, should visit the Academic Coordinator to reschedule the third exam with ample time.

## GRADUATION REQUIREMENTS\*

### Administrative

- Five colored photographs passport size
- Photocopies of high school/secondary or GED diploma and transcripts must be in the Office of the Registrar
- Payment of graduation fee
- Financial clearance
- Library clearance

## Academic

- Completion of all courses in the study plan with and accumulated CRA of 70% or above. If the student does not meet the CRA requirement, s/he must take extra course load and achieve the CRA needed to graduate.
- English skills will be determined by a TOEFL exam score of 550 (80 IBT). This exam must be taken 18 months before the estimated graduation date.
- Co-curricular hours must be completed\*
- Experience Abroad or International Certification requirement must be fulfilled\*
- Honor's Track students must have complied with all UC DUX requirements (optional) to earn the *egregia cum laude*: "with outstanding honors".

**\*All of the above must be completed six weeks before the date of graduation.**

### \*\*TOEFL Equivalency Table

There are a number of different language tests with different systems. Even the TOEFL Paper Based Test, TOEFL Computer Based Test (TOEFL CBT), and TOEFL Internet Based Test (TOEFL IBT) all have different scoring schemes.

The table below shows comparisons between various test scores and level systems (like TOEIC, TOEFL and IELTS) and the VEC level system

TOEIC	TOEFL Paper	TOEFL CBT	TOEFL IBT	IELTS	Cambridge Exam	CEFR	VEC Online Score	Approximate VEC Level
0 - 250	0 - 310	0 - 30	0 - 8	0 - 1.0			0 - 34	2
	310-343	33 - 60	9 - 18	1.0 -1.5		A1	35 - 38	3
255-400	347-393	63 - 90	19 - 29	2.0 -2.5		A1	39 - 45	4 - 5
	397-433	93 - 120	30 - 40	3.0 -3.5	KET (IELTS 3.0)	A2	46 - 53	6 - 7
					PET (IELTS 3.5)	B1 (IELTS 3.5)		

405-600	437-473	123 -150	41 - 52	4.0	PET	B1	54 - 57	8
	477-510	153 -180	53 - 64	4.5 -5.0	PET (IELTS 4.5)	B1 (IELTS 4.5)	58 - 65	9 - 10
					FCE (IELTS 5.0)	B2 (IELTS 5.0)		
605-780	513-547	183 -210	65 - 78	5.5 -6.0	FCE	B2	66 - 73	11 - 12
	550-587	213 -240	79 - 95	6.5 -7.0	CAE	C1	74 - 81	13 - 14
785-990	590-677	243 -300	96 - 120	7.5 -9.0	CPE	C2	82 - 100	15
<b>Top Score</b>	<b>Top Score</b>	<b>Top Score</b>	<b>Top Score</b>	<b>Top Score</b>	<b>Top Score</b>	<b>Top Level</b>	<b>Top Score</b>	<b>Top Level</b>
990	677	300	120	9	100	C2	100	15

## REGULATIONS FOR PAYMENTS & FEES

**Tuition payments & payment obligations:** Students may pay the tuition for one or more semesters, make monthly payments, or pay in four installments. Those who pay for entire semesters will receive a discount and they must pay the full sum in either January or July. Those who make monthly payments must do so by the 7<sup>th</sup> of each month and those who pay in four installments must pay in the first fifteen days of January, April, July, and October. Independent Study courses will be paid in full before the independent study begins. Failure to pay on time may result in withholding of grades, inability to take necessary exams, and suspension from classes.

If students owe two months of payments towards the end of the semester, all of their classes may be dropped.

**Insurance & Student ID (carné):** Students are required to purchase the university's accidental life insurance at the beginning of their academic year. Those students who present proof of an insurance policy matching the UAM requirements are exempt from this requirement. At the same time students are required to pay for the student ID card (carné). This ID is to be used for all transactions with the university.

**The academic year and payment of the matriculation fee:** UAM College students entering in the Fall semester will pay 50% of the matriculation fee and full matriculation fee in the

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Costado Noroeste Camino de Oriente.

Managua, Nicaragua.

following Spring semester and thereafter. Students graduating in only one semester, pay 50% of the matriculation fee once they present a letter to the Bursar's Office (*Cartera y Cobro*) signed by the UC office to have this enacted.

**Withdrawing from the university:** Students should first notify the UC office and then go to the Bursar's Office (*Cartera y Cobro*) to verify their pending unpaid debts to the university. Once outstanding debts are paid, that office will notify the Registrar's Office (*Registro Académico*). If these procedures are not followed, the university will continue to charge all tuition and fees due until the end of the academic period.

**Graduation fees and outstanding debt payment:** In order to graduate, all students must pay all outstanding debts to the university including the graduation fee. This fee must be paid at least 45 days before the ceremony of graduation. Students who have outstanding debts will not be able to graduate or receive diplomas or transcripts.

**Books and materials:** Students are responsible for acquiring necessary and mandatory books and materials for their registered classes as dictated by the class syllabus.

**Return of payments:** If the university cancels a course or program, the student will receive a reimbursement. **In Summer or Interim courses, the money will not be returned if the course opens.** If a student withdraws from the university before classes begin in **the regular semester**, he or she will receive a reimbursement less any administrative cost incurred.

**The medium and methods for payment:** Payments may be made in dollars or Córdobas in cash, certified checks, bank transfers, and acceptable credit card payments. Students who make bank transfers should bring the transfer slip to the Bursar's Office (*Cartera y Cobro*). All payments are based on the exchange rate for that day. Payments can be made at the Cashier, in accepted banks, telephone and internet transfers using credit cards, or through automatic credit or debit card charges. There is a late charge for all late payments.

**Fees and payments for exchange ISEP students:** Foreign exchange students (ISEP) are exonerated from the payment of fees, insurance, transcripts, translation of documents, and the cost of sending transcripts to the student's home university. UAM College students in exchange programs abroad will pay all fees and tuition in the established dates as if they were studying at UAM. UAM College students will continue to receive any scholarship they have been awarded. Upon receiving the official transcripts from their foreign universities, students will continue with the same scholarship they had before they went abroad.

**Scholarships:** Students should apply for scholarships at the Admissions Office. They are usually awarded for previous academic achievement and family income and are based on a percentage system.

# Study Plans

## School of Business & School of Science and Humanities

*Universidad Americana - UAM*

PBX: +(505) 2278-3800

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Managua, Nicaragua.

## School of Business

Global Management

Natural Resource Management

Global Finance

Strategic Marketing

### Study Plans

Common Core				
*For all UAM College majors				
Course Code	Course Name	Hours	Credits	Prerequisite
ENG-0111	Academic Writing	64	4	Placement or Preparatory Communication Skills*
ENG-0121	Professional Communications or Equivalent in ENG	64	4	None*
HIST-0121	World Civilization History or Equivalent in HIST	48	3	None
HIST-0222	20-21 <sup>st</sup> Century US/Latin America Relations or Equivalent in HIST	48	3	None
MATH-0111	Pre-calculus or Equivalent in MATH	64	4	Placement or Preparatory Mathematics Skills*
MATH-0121	Calculus or Equivalent in MATH	64	4	MATH-0111
NSCI-0111	Ecology or Equivalent in NSCI	48	3	None

NSCI-0311	Environment & Natural Resources or Equivalent in NSCI	48	3	None
GEO-0111	World Geography or Equivalent in GEO	48	3	None
POLS-0211	Comparative Political Systems or Equivalent in POLS	48	3	None
SOC-0121	Sociology or Equivalent in SSC	48	3	None
IT-0121	Information Literacy	64	4	None
IT-0221	Creative Thinking Lab	48	3	None
LEAD-0411	Leadership	48	3	BUS-0133
IT-0221	Creative Thinking Lab	48	3	None
PHIL-0111	Philosophy	48	3	None
	<b>Total:</b>	<b>800</b>	<b>50</b>	

<b>Adjunct Core</b> *School of Business				
Course Code	Course Name	Hours	Credits	Prerequisite
ACC-0211	Financial Accounting	64	4	None
ACC-0221	Managerial Accounting	64	4	ACC-0211
ECON-0211	Microeconomics	64	4	None
ECON-0221	Macroeconomics	64	4	None
IT-0211	Business Applications & Software	48	3	None
MATH-0211	Statistics	64	4	MATH-0111
MATH-0221	Quantitative Analysis	48	3	MATH-0111

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PHIL-0421	Professional Ethics	48	3	LEAD-0411
SSCI-0221	Research Methods	48	3	MATH-0211
	Total:	512	32	

Business Core Global Management				
Course Code	Course Name	Hours	Credits	Prerequisite
BUS-0133	Introduction to Business	64	4	None
BUS-0330	Entrepreneurial Project	48	3	BUS-0133
BUS-0335	Strategic Planning	48	3	BUS-0133
BUS-0410	Business Law	48	3	BUS-0133
BUS-0412	International Business	48	3	BUS-0133
FIN-0311	Principles of Finance	64	4	ACC-0221
IT-0311	Management Information Systems	48	3	None
MKT-0311	Principles of Marketing	64	4	BUS-0133
MNG-0321	Production & Operation Management	48	3	BUS-0133
	<b>Total:</b>	<b>480</b>	<b>30</b>	

Major Core Global Management				
Course Code	Course Name	Hours	Credits	Prerequisite
BUS-0441	International Trade & Commerce	48	3	NSCI-0311
BUS-0445	International Business Law	48	3	BUS-0133

ECON-0323	International Economics	48	3	ECON-0211 y ECON-0221
ECON-0324	Global Economic Geography	48	3	ECON-0221
FIN-0321	International Finance	48	3	FIN-0311
FWK-0411	Field Work	64	4	None
MKT-0321	International Marketing	48	3	MKT-0311
MNG-0311	Principles of Management	64	4	BUS-0133
MNG-0411	International Management	48	3	MNG-0311
POLS-0411	International Organizations & Treaties	48	3	POLS-0211
	Total:	512	32	

<b>Business Core Natural Resource Management</b>				
Course Code	Course Name	Hours	Credits	Prerequisite
BUS-0133	Introduction to Business	64	4	None
BUS-0313	Organizational Behavior	48	3	BUS-0133
BUS-0330	Entrepreneurial Project	48	3	BUS-0133
BUS-0335	Strategic Planning	48	3	BUS-0133
BUS-0410	Business Law	48	3	BUS-0133
BUS-0412	International Business	48	3	BUS-0133
FIN-0311	Principles of Finance	64	4	ACC-0221
IT-0311	Management Information Systems	48	3	None
MELE-0401	Major Elective	48	3	None

MNG-0321	Production & Operations Management	48	3	BUS-0133
<b>Total:</b>		<b>464</b>	<b>29</b>	

<b>Major Core Natural Resource Management</b>				
<b>Course Code</b>	<b>Course Name</b>	<b>Hours</b>	<b>Credits</b>	<b>Prerequisite</b>
ECON-0324	Global Economic Geography	48	3	ECON-0221
FWK-0411	Field Work	64	4	None
MELE-0401	Major Elective	48	3	None
NRMG-0311	Natural Resource Management	64	4	NSCI-0111*
NRMG-0321	Environmental Science	48	3	NSCI-0311
NRMG-0322	Earth Science	48	3	NSCI-0311
NRMG-0411	Environmental Law	48	3	NSCI-0311
NRMG-0412	Global Environmental Challenges	48	3	NRMG-0321
NRMG-0413	Energy & Sustainability	48	3	NRMG-0311
NRMG-0414	Water Management	48	3	NRMG-0311
NRMG-0421	Forestry Management	48	3	NRMG-0311
POLS-0411	International Organizations & Treaties	48	3	POLS-0211
<b>Total:</b>		<b>608</b>	<b>38</b>	

Business Core Global Finance				
Course Code	Course Name	Hours	Credits	Prerequisite
BUS-0133	Introduction to Business	64	4	None
BUS-0313	Organizational Behavior	48	3	BUS-0133
BUS-0330	Entrepreneurial Project	48	3	BUS-0133
BUS-0335	Strategic Planning	48	3	BUS-0133
BUS-0410	Business Law	48	3	BUS-0133
BUS-0412	International Business	48	3	BUS-0133
FIN-0311	Principles of Finance	64	4	ACC-0221
IT-0311	Management Information Systems	48	3	None
MELE-0401	Major Elective	48	3	None
	<b>Total:</b>	<b>464</b>	<b>29</b>	

Major Core Global Finance				
Course Code	Course Name	Hours	Credits	Prerequisite
FIN-0311	Principles of Finance	64	4	ACC-0221
FIN-0321	Corporate Financial Management	48	3	FIN-0311
FIN-0322	Insurance & Risk Management	48	3	FIN-0311
FIN-0323	International Finance	48	3	FIN-0311
FIN-0411	Investment Analysis	48	3	FIN-0321
FIN-0412	Money & Capital Markets	48	3	FIN-0321

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FIN-0413	Portfolio Management	48	3	FIN-0321
FIN-0421	Real Estate	48	3	FIN-0321
FIN-0422	Advance Financial Analysis	48	3	FIN-0321
FWK-0411	Field Work	64	4	None
MELE-0401	Major Elective	48	3	None
<b>Total:</b>		<b>560</b>	<b>35</b>	

<b>Business Core Strategic Marketing</b>				
<b>Course Code</b>	<b>Course Name</b>	<b>Hours</b>	<b>Credits</b>	<b>Prerequisite</b>
BUS-0133	Introduction to Business	64	4	None
BUS-0313	Organizational Behavior	48	3	BUS-0133
BUS-0318	Budgeting & Marketing your Project	48	3	BUS-0133
BUS-0330	Entrepreneurial Project	48	3	BUS-0133
BUS-0335	Strategic Planning	48	3	BUS-0133
BUS-0410	Business Law	48	3	BUS-0133
BUS-0412	International Business	48	3	BUS-0133
IT-0311	Management Information Systems	48	3	None
MNG-0321	Production & Operation Management	48	3	BUS-0133
<b>Total:</b>		<b>464</b>	<b>29</b>	

Major Core Strategic Marketing				
Course Code	Course Name	Hours	Credits	Prerequisite
FWK-0411	Field Work	64	4	None
MELE-0401	Major Elective	48	3	None
MKT-0311	Principles of Marketing	64	4	BUS-0133
MKT-0321	International Marketing	48	3	MKT-0311
MKT-0322	Marketing Communications	48	3	MKT-0311
MKT-0323	Market Research	48	3	MKT-0311
<b>Total:</b>		<b>320</b>	<b>20</b>	

Concentration in Integrated Marketing				
Course Code	Course Name	Hours	Credits	Prerequisite
MKTIM-0321	CSR & Marketing to Inspire Branded Change	48	3	MKT-0311
MKTIM-0411	Principles & Practices of Marketing Metrics	48	3	MKT-0322
MKTIM-0412	Evolving Marketing Channels	48	3	MKT-0322
MKTIM-0413	Creation and Perception of Value	48	3	MKT-0311
MKTIM-0421	Understanding & Crafting the Customer Journey	48	3	MKTIM-0413
MKTIM-0422	The Future Marketing Frontiers	48	3	MKT-0322
<b>Total:</b>		<b>288</b>	<b>18</b>	

Concentration in Branding and Communications				
Course Code	Course Name	Hours	Credits	Prerequisite
MKTBC-0321	Building Innovative Brands	48	3	MKT-0311
MKTBC-0411	Storytelling & Marketing Plots	48	3	MKTBC-0321
MKTBC-0412	Marketing for Awareness & Engagement	48	3	MKTBC-0321
MKTBC-0413	Social Brands & Marketing to the Digital Consumer	48	3	MKT-0322
MKTBC-0421	Designing Happiness: Emotional Equations to Connect with Customers	48	3	MKTBC-0413
MKTIM-0422	The Future Marketing Frontiers	48	3	MKT-0322
	<b>Total:</b>	<b>288</b>	<b>18</b>	

Minor in Publishing for Business				
Course Code	Course Name	Hours	Credits	Prerequisite
ENG-0222	Writing for Publishing	64	4	
PUB-0401	How to Write a Book	64	4	
ELEC-XXXX	Elective in Publishing	64	4	
ELEC-XXXX	Elective in Publishing	64	4	
	<b>Total:</b>	<b>256</b>	<b>16</b>	

**School of Science and Humanities**  
International Development

**Study Plan**

<b>Adjunct Core International Development</b>				
<b>Course Code</b>	<b>Course Name</b>	<b>Hours</b>	<b>Credits</b>	<b>Prerequisite</b>
ECON-0211	Microeconomics	64	4	None
ECON-0221	Macroeconomics	64	4	None
HIST-0212	World Civilization to 1900	48	3	None
HIST-0221	Contemporary World History	48	3	None
HUM-0211	Greek and Roman Cultures	48	3	None
MATH-0211	Statistics	64	4	MATH-0111
PHIL-0222	Philosophical Anthropology	48	3	None
PHIL-0421	Professional Ethics	48	3	ECON-0311
SSCI-0221	Research Methods	48	3	MATH-0211
	<b>Total:</b>	<b>480</b>	<b>30</b>	

<b>Major Core International Development</b>				
<b>Course Code</b>	<b>Course Name</b>	<b>Hours</b>	<b>Credits</b>	<b>Prerequisite</b>
ECON-0311	Introduction to International Development	48	3	ECON-0211 ECON-0221
ECON-0312	Approaches to Sustainable Development	48	3	ECON-0211 ECON-0221
ECON-0313	Development Economics	48	3	ECON-0211 ECON-0221
ECON-0314	Culture & Development	48	3	None
ECON-0321	Information Technology & International Development	48	3	None
ECON-0322	Trade, Environment & Development	48	3	ECON-0221
ECON-0323	International Economics	48	3	ECON-0211 ECON-0221
ECON-0422	International Development Seminar	48	3	None
ELE-0301	Open Elective	48	3	
ELE-0302	Open Elective	48	3	
ELE-0303	Open Elective	48	3	
FWK-0411	Field Work	64	4	None

POLS-0323	Contemporary Foreign Policy	48	3	None
<b>Total:</b>		<b>640</b>	<b>40</b>	

Concentration in Education				
Course Code	Course Name	Hours	Credits	Prerequisite
EDU-0311	Philosophy of Education	48	3	None
EDU-0312	Teaching Methodologies and Techniques	48	3	None
EDU-0411	Contemporary Issues in Education	48	3	None
EDU-0412	Curriculum Theory and Practice Student	48	3	EDU-0311
EDU-0413	Cross Cultural Awareness	48	3	None
EDU-0414	IT Educational Application	64	4	None
EDU-0421	Classroom Management (or elective)	48	3	None
EDU-0422	Research and Evaluation Methodologies (or elective)	48	3	EDU-0312 EDU-0412
<b>Total:</b>		<b>400</b>	<b>25</b>	

Concentration in Tourism Development				
*Choose 8 courses				
Course Code	Course Name	Hours	Credits	Prerequisite
TOUR-0311	Introduction to Travel & Tourism	48	3	None

TOUR-0321	International Tourism	48	3	TOUR-311
TOUR-0322	Tourism Organization Worldwide	48	3	TOUR-311
TOUR-0411	Tourism Economics	48	3	TOUR-311
TOUR-0412	Tourism Marketing and Promotion	48	3	TOUR-311
TOUR-0413	Tourism Planning and Government	48	3	TOUR-311
TOUR-0414	Tourism Expansion and Development	48	3	TOUR-311
TOUR-0415	Tourism Research Analysis	48	3	TOUR-311
TOUR-0421	Tourism Development in Latin America	48	3	TOUR-311
TOUR-0422	Management of Tourism Services	48	3	TOUR-311
	<b>Total:</b>	<b>480</b>	<b>30</b>	

Concentration in Environmental Issues				
Course Code	Course Name	Hours	Credits	Prerequisite
ECON-0324	Global Economic Geography	48	3	ECON-0221
ELENV-0401	Elective in Environment	48	3	
ELENV-0402	Elective in Environment	48	3	
ELENV-0403	Elective in Environment	48	3	
NRMG-0321	Environmental Science	48	3	NSCI-0311
NRMG-0322	Earth Science	48	3	NSCI-0311

NRMG-0411	Environmental Law	48	3	NSCI-0311
NRMG-0412	Global Environmental Challenges	48	3	NRMG-0321
	<b>Total:</b>	<b>384</b>	<b>24</b>	

# Course Descriptions

## School of Business & School of Science and Humanities

## School of Business

Global Management  
Strategic Marketing  
Global Finance  
Natural Resource Management

## School of Science and Humanities

International Development

### Common Core for all UAM College Majors

#### **ENG-0111: Academic Writing**

**Total Hours: 64 Credits: 4**

Students will develop the ability to skillfully apply formal critical writing and basic research to essay and paper development in this introductory class. The abilities of essay and paper development, use of advance research information sources, and application of different formats and styles will be the central focus in this introductory class. Moreover, detailed examination is placed on topics such as grammar, formal English, Plagiarism, and APA format. Academic honesty and use of information technology is emphasized in this theoretical practical course. Academic writing is a key class and is related to all other classes in the study plan. This class has no prerequisites. However, it cannot be taken simultaneously with Professional Communications.

#### **ENG-0121: Professional Communication**

**Total Hours: 64 Credits: 4**

Students will refine the grammatical, spelling, vocabulary, and stylistic skills necessary for effective writing in the business environment. Moreover, students will be able to complete a professional formal report at many different levels of formality, Power Point construction, and presentation in this introductory course. This theoretical practical class is a comprehensive study of the role of written communication in business and management contexts designed to focus on standard format of writing and presenting information. There is an introduction to proper form including issues such as tone, brevity, manner, style and impact of correspondence. Professional Communication is a key class and is related to all classes in the study plan. This class has no prerequisites. However, it cannot be taken simultaneously with Academic Writing.

#### **ENG-0222: Writing for Publishing**

**Total Hours: 64 Credits: 4**

Students will develop the ability to skillfully write applying creativity and dominion of English composition in this elective class. The abilities of editing and drafting a piece of literature

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worth publishing will be the central focus of the course. Students will be able to examine the process of publishing and making an article, a short story, a book. Academic honesty and use of information technology is emphasized in this hands-on practical course. This writing course is a key class related to all other classes in the study plan. Prerequisite: Academic Writing.

**PUB-0401: How to Write a Book**

**Hours: 64 Credits: 4**

Students will learn the basics about writing a book and discover their own writing approach. They will be able to get that first draft down on paper, learn how to build characters that can carry the story, learn about revision and editing, and learn about different publishing options. This practical course will take your writing skills to a professional level. The course will examine literature and what makes a great book great and the timelessness of unique text that tells and portrays inspiring stories through their narratives. Prerequisite: Academic Writing, Writing for Publishing, or Professional Communications.

**HIST-0121: World Civilization History**

**Total Hours: 48 Credits: 3**

Students will develop the ability to apply historical knowledge as learned lessons when confronting contemporary issues. Similarly, students will learn to ground better understanding of the contemporary world today. This theoretical course aims to provide a universal perspective on the development of civilization up to 1650 and to study the people and values shaping the world. This introductory class is an integral approach to world history. World Civilization History is related to all classes in the study plan. This class has no prerequisites.

**HIST-0222: 20-21st Century US/Latin American Relations**

**Total Hours: 48 Credits: 3**

Students will develop the ability to apply historical knowledge as learned lessons when confronting contemporary issues in US/ Latin American Relations. Similarly, students will learn to ground a better understanding of the contemporary relationship between these two regions of the world. This is a theoretical survey of historical events in the Americas starting with Columbus and following event into the present. Historical events such as slavery, rebellion, international agreements, de-colonization and government formation are addressed. Leadership styles of dictators and elected heads of state are discussed. Also studied are the impact of wars and political conflicts on the Americas and the technological impact speeding up globalization impelled by such events. 20-21st Century US/Latin American Relations is closely related to Contemporary Foreign Policy. This class has no prerequisites.

**MATH-0111: Pre-calculus**

**Total Hours: 64 Credits: 4**

Students will develop the ability to work with algebraic functions, their graphs, and exponential and logarithmic functions in this introductory class. The course is designed around

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mathematical application to business and economic problem-solving through the use of

hypothetical examples. The course begins with a review of the more complex concepts of Algebra. A special stress is placed on linear and quadratic equations. Students receive special reinforcement in inequalities with absolute values. The final unit emphasizes linear programming. Pre-calculus serves as prerequisite for Calculus, Statistics, and Quantitative Analysis. This class has no prerequisites.

**MATH-0121: Calculus**

**Total Hours: 64 Credits: 4**

Students will develop the ability to work with derivatives, relate them to a rate of change, and understand differentiation leading to differentiation of exponential logarithmic functions. They explore limits and continuity, interest applied continuously and continuity applied to inequalities. This course finishes with integration and methods of application of integration. As in Pre-calculus, there is a balance between the theory and practical application as applied in business and economics. Calculus is a key class related to all accounting classes. Prerequisite: Pre-calculus

**MATH-0222: Business Math**

**Total Hours: 64 Credits: 4**

Students will develop the ability to perform basic business transactions in the business world. This practical math laboratory focuses on the understanding of concepts behind mechanical computations in everyday business transactions. This business mathematics course will increase students' math knowledge and skill as it applies to many aspects of business and will help them become more competitive in the business world. Prerequisites: None

**BIO-0221: Biodiversity**

**Hours: 48 Credits: 3**

Students will be able to gain a holistic and multidisciplinary understanding of biodiversity and the importance of its conservation. They will learn to comprehend the nature of evolution, ecology, and organismal biology. This theoretical practical course explores biodiversity and current issues around it, the evolutionary process through which biological diversity originates and is interrelated, the complexity of organisms and the importance of their physical space, and the interactions among organisms and between organisms and their environments. Nicaraguan and regional biodiversity and its challenges will be emphasized. This introductory course has no prerequisites.

**NSCI-0111: Ecology**

**Total Hours: 48 Credit: 3**

Students will develop a deep understanding of biomes, land and aquatic ecosystems, the efficiency of living things, and how these are impacted by the environmental crisis. This class explores environmentalism and ecology as both a theoretical and practical system. Students

examine the relationship of populations, communities, and resources through time and space. Ecological topics affecting environmental economics, legislation, and policy are addressed. Ecology is closely related to Environment and Natural Resources. This introductory class has no prerequisites.

**NSCI-0211: Astronomy**

**Hours: 48 Credits: 3**

Students will be able to envision the vast distances of space and unlock the knowledge of their surroundings by understanding motion, energy, gravity, light, matter, space, and time. They will learn how to use astronomical tools, like telescopes, to measure the universe and obtain a larger perspective and appreciation of the cosmos. Students will develop the skills to read and converse about the universe and understand how this knowledge can have long-lasting effects on the decisions they make in life. This theoretical practical course focuses on the formation of our Solar System and the composition and movements of planets, dwarf planets, asteroids, comets, and exoplanets. The class examines the life cycles of both stars and galaxies and ends with life on Earth and beyond; it gives a broad introduction to astronomy and our place in the universe. This introductory course is a science elective and has no prerequisites.

**NSCI-0311: Environment and Natural Resources**

**Total Hours: 48 Credits: 3**

Students will be able to make sound environmental decisions through building a complete pool of knowledge on a diversity of environmental issues. They will be able to wisely manage scarce resources. This theoretical course explores how natural resources are managed and how to better manage them. These resources include water, air, land (forest and rangelands), and soils. Basic methods of conservation and management alternatives are studied and compared to policy consequences. Major ecological problems facing the planet today and their relationship to globalization trends and patterns of social inequality are critically examined. The global environmental crisis including population growth, energy use, climate change, deforestation, and biodiversity decline are addressed to produce feasible solutions. Environment and Natural Resources is a key class related to Ecology. This class has no prerequisites.

**GEO-0111: World Geography**

**Total Hours: 48 Credits: 3**

Students will develop the ability to distinguish among different cultures, locate all nations and major cities in the world, locate major human-made and natural landmarks in the world, and have thorough knowledge of natural and human resource distribution in the globe in this introductory class. This theoretical practical class studies the world map emphasizing political, natural divisions, and landmarks. Each country is studied using a holistic anthropological approach that integrates knowledge on regional and national resources, history and culture, politics and international relations, and contemporary issues each nation faces. World Geography is related to all other classes in the study plan, especially history classes. This class

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has no prerequisites.

**POLS-0211: Comparative Political Systems**

**Total Hours: 48 Credits: 3**

Students will be able to understand the different types and styles of government around the world today. They will also be able to objectively critique the different characteristics of each and understand contemporary developments around the world. This theoretic course aims to provide a basic introduction to concepts and substance of political systems. Students compare between ideology, political structure, and political behavior. The class peruses the articulation of political interests groups, group decision-making, and regime types. Comparative Political Systems serves as prerequisite for: Political Economy, History of Political Thought, History of Modern Political Thought, Law among Nations, Social and Political Philosophy, International Political Economy, International Organizations & Treaties, and Government in the Economy. This class has no prerequisites.

**PSY-0121: Introduction to Psychology**

**Total Hours: 48 Credits: 3**

Students will develop the ability to evaluate diverse psychological perspectives from which psychologists try to understand human behavior: biological, clinical, cognitive, developmental, personality, social, and abnormal. This introductory course surveys the major sub disciplines of psychology focusing on behavior and mental processes. This theoretical class examines topics such as the brain and neuroscience, behavioral genetics, cognitive and social development, perception, learning, memory, decision-making, language, consciousness, emotions, motivation, psychological disorders, social identity, interpersonal interactions and group and cultural processes. Students are introduced to major contemporary problems in the field through research and discuss possible solutions. Psychology is related to all classes in the study plan. This class has no prerequisite

**SOC-0121: Sociology**

**Total Hours: 48 Credits: 3**

Students will develop the ability to understand the sociological perspective; the cultural context of social life; socialization and gender; and, social groups and social structures with a particular emphasis on power relationships in this introductory course. They will also apply research skills to the social context. This theoretical class examines topics such as deviance and social control, social inequality, social institutions and social change. Students are introduced to major contemporary social problems and discuss possible solutions. Sociology is related to all classes in the study plan. This class has no prerequisite.

**THR-0111: Owning the Stage**

**Total Hours: 64 Credits: 4**

Students will develop the ability to understand the fundamental techniques and skills required

in producing a live theatrical production. This course will introduce students to basic voice and speech techniques used to best express themselves in a convincing, yet healthy way. Students will explore awareness of their surroundings through movement and become more conscious

of their space and how they use it. Improvisational exercises will instill confidence on stage both physically and intellectually. “Beats and Objectives” technique will be taught and applied to Monologue study and characterization. Students will conclude the course with a final production of monologues and scenes to be presented at UAM and open to the public. This course has no prerequisites.

### **IT-0121: Information Literacy**

**Total Hours: 64 Credits: 4**

Students will be able to familiarize themselves with different sources of information in the contemporary world and widen and deepen their knowledge of contemporary issues. They will practice key basic skills in the areas of research, and public speaking in this introductory class. This practical course concentrates on developing skills needed to be information literate. It first familiarizes students with contemporary sources of information and research techniques. Moreover, the class introduces students to basic usage of national and international newspapers, magazines, professional journals, and other information sources. Contemporary topics of interests will be addressed and discussed in class. Basic skills such as reading and writing, critical thinking, information application, and debate will be reinforced. This class has no prerequisites.

### **IT-0221: Creative Thinking Lab**

**Total Hours: 48 Credits: 3**

Students will be able to develop and unleash creativity as applied to their professional fields and lives. This practical course concentrates on knowledge application for problem-solving and innovation. The development of lateral thinking will be the focus of class activities. The course introduces APPS application, professional tools, case studies, and mental exercises where critical thinking is enhanced. This class has no prerequisites.

### **LEAD-0411: Leadership**

**Total Hours: 48 Credits: 3**

Students will develop the ability to understand the theoretical grounds for leadership. This course studies the theory and practice of leadership in business organizations. Practical skills necessary for leadership are examined. Comparison of leaders and leadership strategies inspired in historical and present contexts are discussed. The art of growing leaders within the organization and identifying leadership potential are central to the class. Students attempt to answer questions relative to different leadership styles between North and Central America. The psychology behind effective leaders is also addressed. Leadership is a general class related to all courses in the study plan. Prerequisite: Introduction to Business

**PHIL-0111: Philosophy****Total Hours: 48 Credits: 3**

Students will develop the ability to critically-creatively think and apply their thinking to problem-solving in this introductory class. The course is design to open up the mind, introduce new concepts, and use the Socratic Method in meeting unanswerable questions. This

theoretical practical course studies the essential themes of philosophical inquiry with an emphasis on the key thinkers from the ancient and modern periods. Topics include: rationalist and empiricist views of reality and knowledge; theories of truth, absolutism vs. relativism; God, faith and reason, the problem of evil; selfhood, person and identity; consciousness and mind/body issue; freedom and determinism; ethics and morality; politics, justice and individual vs. group rights; art and aesthetics. Philosophy is a key class and is related to all other classes in the study plan. This class has no prerequisites.

**Preparatory Courses**

Preparatory classes are specially prepared for students whose skills may be challenged with introductory mathematics and English courses. Placements exams are given to all freshmen to determine which students need to ground their skills. These classes prepare and reinforce basic skills in students in order for them to succeed in their freshman year! These courses are pass/fail. Students must achieve an 80% over 100% in order to pass the class.

**PRE-095: Preparatory Math****Total Hours: 64 Credits: 4**

Students will develop the ability to perform basic mathematical operations used in the Pre-calculus class. This practical math laboratory is focused on in-class exercises needed to master college math. Basic algebra, geometry, and trigonometry are examined in detail. This class is a prerequisite to Pre-calculus depending on the placement exam. Prerequisites: None.

**PRE-096: Preparatory Communications Skills****Total Hours: 64 Credits: 4**

Students will develop the ability to write following proper grammatical forms. This practical writing laboratory is focused on in-class writing. Sentence structures, paragraph construction, essay construction and styles, transitional words, and punctuation are examined in detail. This class is a prerequisite to Academic Writing and Professional Communications depending on the placement exam. Prerequisites: None

***\*Beginning in August 2013, preparatory courses are pass/fail***

## Adjunct and Business Core School of Business

### **ACC-0211: Financial Accounting**

**Total Hours: 64 Credits: 4**

Students will develop the ability to understand and do analysis of operations and standing

financial statements. This theoretical practical survey studies the accounting cycle starting with the compilation and recording of financial data through the presentation of financial statements. Cash management, financial decisions, internal controls, fraud prevention, and capital accumulation are also studied. The course is designed for the non-accountant as an introductory course for future managers. Financial Accounting is especially related to financial courses. This class serves as prerequisite for Managerial Accounting. This class has no prerequisites.

### **ACC-0221: Managerial Accounting**

**Total Hours: 64 Credits: 4**

Using case studies, textbook and Internet resources students will be able to ground managerial decision-making based on financial accounting principles and the use of accounting principles. Students will be able to prepare a “Master Budget” toward the end of this theoretical practical course. Basic flows of goods through manufacturing and how they are described by accounting systems are presented. Students study job order cost accounting using perpetual inventory measurement and the cost of products produced in small and large amounts. Managerial Accounting serves as prerequisite for Principles of Finance. Prerequisite: Financial Accounting

### **BUS-0133: Introduction to Business**

**Total Hours: 64 Credits: 4**

Students will be able to get a taste of the different areas of expertise in the business field. They will earn a basic understanding of Management, Finance, and Strategic Marketing within a cross-cultural global context. This theoretical course concentrates on developing basic knowledge of business in all of its functions. It also helps in developing transversal competencies in the curriculum. This class has no prerequisites.

### **BUS-0313: Organizational Behavior**

**Total Hours: 48 Credits: 3**

Using case studies and other types of real life examples, students will learn the dynamic of people and organizations and apply this knowledge through simulation modeling. This practical course explores motivation and reward systems; leadership and empowerment; and how all these impact individuals and organizations. Students are led to an understanding of group behavior, team building, and how to manage change. Special attention is given to emerging aspects of organizational behavior in Central America and the developed world with

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attention to cross cultural dynamics. Organizational Behavior serves as prerequisite for International Management, International Organizations & Treaties, International Business Law, and Field Work in Global Business. Prerequisite: Introduction to Business.

### **BUS-0330 Entrepreneurial Projects**

**Total Hours: 48 Credits: 3**

This practical class will make students explore factors such as government regulations, potential competition, and cost of implementation in order to develop an innovative initiative

for a new business and complete a full business plan to materialize it. The best plans in the class will compete in the university's yearly "Emprendedores Fair". If a particular project wins at the university level, it will compete internationally. This class is closely related to all business courses, especially Principles of Management. Prerequisite: Introduction to Business

### **BUS-0335 Strategic Planning**

**Total Hours: 48 Credits: 3**

Through research, case studies, and computer simulating models, students will learn to apply strategic planning. This theoretical practical class examines tasks and processes of strategic planning as well as implementation and formulation of strategic policies. Cases including international businesses located in Central America are explored. Strategic Planning is closely related to management courses. Prerequisite: Introduction to Business

### **BUS-0410: Business Law**

**Total Hours: 48 Credits: 3**

Students will develop the ability understand the principles of business by applying theory through role playing and case law studies. Students will analyze comparative and international legal institutions. This is an introductory class to the legal system and judicial process as they impact on the business community. The course explores contracts, torts, and the agency problem. Detail examination is placed on how laws reflect on marketing decisions and include trademark law, franchise law and antitrust law. Business Law is related to most business courses. Prerequisite: Introduction to Business

### **BUS-0412: International Business**

**Total Hours: 48 Credits: 3**

Students will be able to develop a complete understanding of contemporary international Business and will be ready to apply this knowledge. This theoretical class focuses on understanding global competition and the multinational firm. It examines the specific challenges of managing in multiple countries and markets. The course introduces the economics of trade, differing government policies and international strategies. International Business is related to Macroeconomics and International Economics. Prerequisite: Introduction to Business

**ECON-0211: Microeconomics****Total Hours: 64 Credits: 4**

Students will develop the ability to understand the forces of Supply and Demand; the impact of government taxing and spending policies on the firm; and the interplay of government and the private sector relative to spillover costs and benefits. Students will skillfully manage concepts of international trade as it relates to small and large entities and the impact of globalization. This theoretical practical course introduces the microeconomics of product and markets exploring price elasticity, consumer behavior and utility maximization. This leads into long and short run production costs; and compare and contrasts the price and output determinations of pure competition; monopolistic competition; and, monopoly and oligopoly in both product and resource markets. The course extensively utilizes the Internet and conducts research using local resources. Microeconomics is a key class and is a prerequisite for: International Economics, Comparative Economic Systems, Political Economy, and Contemporary Economic Challenges. This class has no prerequisites.

**ECON-0221 Macroeconomics****Total Hours: 64 Credits: 4**

Students will develop the ability to understand graphing, scarcity, supply and demand, circular flow, and production possibilities frontiers preceding the macro analysis. Through a simulated model and the Internet, students will compare different economies and study trade, comparative advantage and the balance of payments. The United States is a primary, and Nicaragua is a secondary focus as this theoretical practical course proceeds into national accounting, aggregate expenditures and aggregate demand and supply. The ramifications of fiscal and monetary policies and consumption and investment with comparisons to Classical, Keynesian, and supply side ideas are explored. Within monetary policy, the role of the Federal Reserve, central banks, and the banking system in the expansion/contraction of the money supply is analyzed. Macroeconomics serves as a prerequisite for International Economics; Comparative Economic Systems; Contemporary Economic Challenges; Trade, Environment & Development; and Political Economy. This class has no prerequisites.

**FWK-0411 Field Work****Total Hours: 64 Credits: 4**

Students will work as interns in their major field of expertise in an assigned or chosen company or agency under the direction of the students' immediate supervisors at their workplace for at least 350 hours in this practical course. Students will also attend weekly one hour seminars and provide a written analysis of the experience before a final grade is assigned. A UAM College professor will act as a tutor and coordinator for the experience, conduct the seminar, and evaluate the student's experience. Field Work courses serve as evaluation of students' theoretical and practical knowledge acquisition during their academic career. Therefore this class is related to all business classes. This class has no prerequisite.

**IT-0211: Business Applications and Software***Universidad Americana - UAM*

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**Total Hours: 48 Credits: 3**

Students will be able to practice key basic skills in the areas of software and applications in this introductory class. This practical course concentrates on developing symbiotic skills in the professional field. It first familiarizes students with the Microsoft Office software and introduces these functions as applied to the professional environment. Special emphasis is made in Excel and the newest apps in the market. This class has no prerequisites.

**IT-0311: Management Information Systems****Total Hours: 48 Credits: 3**

Students will learn theory and applications of computer based information systems in organizations. This theoretical practical class integrates the technical and human aspects of information systems. Organizations as systems, managerial decision making processes, and distributing processing systems are defined as they relate to end users. Special emphasis is made on current information technology in use in the contemporary world. Management Information Systems is related to most business courses. This class has no prerequisite.

**MATH-0211: Statistics****Total Hours: 64 Credits: 4**

Students will develop the ability to apply statistics in business and economics. This is an introductory course in the fundamental of modern statistical methods. Topics include descriptive statistics, probability, random sampling, and test of hypothesis, estimation, simple linear regression, and correlation. Statistics is a theoretical practical class which serves as prerequisite for Research Methods. Prerequisite: Pre-calculus

**MATH-0221: Quantitative Analysis****Total Hours: 48 Credits: 3**

Students will widely used graphical and computer methods to do risk analysis and simulations in this practical course. Students will resolve realistic business and economic problems by participating in simulation modeling and developing solutions. The class explores fundamentals of decision theory including game theory, forecasting and inventory control models. Students study various models of linear and nonlinear programming and transportation models, integer programming and branch and bound models. They also examine project management, queuing theory, and Markov Analysis. Quantitative analysis is closely related to most courses in the business study plan. Prerequisite: Pre-calculus

**MNG-0321: Production & Operations Management****Total Hours: 48 Credits: 3**

Students will be able to apply the management process in order to produce goods and services. This theoretical class makes a comparative analysis of newer manufacturing trends such as just-in-time, flexible manufacturing, total quality, and those related to Internet and computer technology. The course explains various quantitative methods in the analysis of production systems. Comparisons between production management in the US and Central America are examined. Production and Operations Management is closely related to

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management and marketing course. Prerequisite: Introduction to Business

**PHIL-0421: Professional Ethics**

**Total Hours: 48 Credits: 3**

Students will learn to apply different ethical theories as they apply to professional life and professional decision-making as they explore their own ethical stand on delicate contemporary issues. This theoretical practical course addresses how to make moral decisions and the ethical treatment of employees, clients, and competitors through case studies. Codes of ethics and their use and misuse are discussed. The course studies such issues as safety, whistle blowing, and moral dilemmas. Professional ethics is a key course closely related to all study plan classes. Prerequisite (depends on Major): Principles of Management, Principles of Finance, Principles of Marketing or Natural Resource Management

**SSCI-0221: Research Methods**

**Total Hours: 48 Credits: 3**

Students will be able to perform both qualitative and quantitative research, use the Statistical Package of Social Studies (SPSS) as a statistical analytical tool and other research methods. This course studies research techniques of the social sciences. Students integrate research techniques and statistical skills into a quality research. Research Methods is closely related to Market Research. Prerequisite: Statistics

## **Adjunct Core**

### **School of Science & Humanities**

**ECON-0211: Microeconomics**

**Total Hours: 64 Credits: 4**

Students will develop the ability to understand the forces of Supply and Demand; the impact of government taxing and spending policies on the firm; and the interplay of government and the private sector relative to spillover costs and benefits. Students will skillfully manage concepts of international trade as it relates to small and large entities and the impact of globalization. This theoretical practical course introduces the microeconomics of product and markets exploring price elasticity, consumer behavior and utility maximization. This leads into long and short run production costs; and compare and contrasts the price and output determinations of pure competition; monopolistic competition; and, monopoly and oligopoly in both product and resource markets. The course extensively utilizes the Internet and conducts research using local resources. Microeconomics is a key class and is a prerequisite for: International Economics, Comparative Economic Systems, Political Economy, and Contemporary Economic Challenges. This class has no prerequisites.

**ECON-0221 Macroeconomics**

**Total Hours: 64 Credits: 4**

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Students will develop the ability to understand graphing, scarcity, supply and demand, circular flow, and production possibilities frontiers preceding the macro analysis. Through a simulated model and the Internet, students will compare different economies and study trade, comparative advantage and the balance of payments. The United States is a primary, and Nicaragua is a secondary focus as this theoretical practical course proceeds into national accounting, aggregate expenditures and aggregate demand and supply. The ramifications of fiscal and monetary policies and consumption and investment with comparisons to Classical, Keynesian, and supply side ideas are explored. Within monetary policy, the role of the Federal Reserve, central banks, and the banking system in the expansion/contraction of the money supply is analyzed. Macroeconomics serves as a prerequisite for International Economics; Comparative Economic Systems; Contemporary Economic Challenges; Trade, Environment & Development; and Political Economy. This class has no prerequisites.

### **HIST-0212: World Civilization to 1900**

**Total Hours: 48 Credits: 3**

Students will develop the ability to apply historical knowledge as learned lessons when confronting contemporary issues. Similarly, students will learn to ground better understanding of the contemporary world today. This theoretical course aims to provide a universal perspective on the development of civilization from 1600 to 1900 and to study the people and values which shaped the world. This class is an integral approach to world history. World Civilization to 1900 is related to all classes in the study plan, especially World Civilization History and Contemporary World History. This class has no prerequisites.

### **HIST-0221:Contemporary World History**

**Total Hours: 48 Credits: 3**

Students will develop the ability to apply historical knowledge as learned lessons when confronting contemporary issues. Similarly, students will learn to ground better understanding of the contemporary world today. This theoretical course aims to provide a universal perspective on the development of contemporary civilization and to study the people and values which shape the world today. This class is an integral approach to world history. Contemporary World History is related to all classes in the study plan, especially World Civilization History and World Civilization to 1900. This class has no prerequisites.

### **HUM-0211: Greek & Roman Cultures**

**Total Hours: 48 Credits: 3**

Students will develop the ability to understand and do analysis of Greek and Roman cultures and how they have contributed to human history and the contemporary world. This theoretical class studies the literature, culture, history, art, and daily life of the ancient Greeks and Romans. From the Greek Minoan period to the rule of Alexander the Great and from the Roman legendary beginnings in 753 B.C. to the 5th Century A.D., a survey of their contributions is examined. Coursework includes ancient readings, appreciation of art and music, and their education system. Greek & Roman Cultures is related to all courses. This class has no prerequisites.

**MATH-0211: Statistics****Total Hours: 64 Credits: 4**

Students will develop the ability to apply statistics in business and economics. This is an introductory course in the fundamental of modern statistical methods. Topics include descriptive statistics, probability, random sampling, and test of hypothesis, estimation, simple linear regression, and correlation. Statistics is a theoretical practical class which serves as prerequisite for Research Methods. Prerequisite: Pre-calculus

**PHIL-0222: Philosophical Anthropology****Total Hours: 48 Credits: 3**

Students will develop the ability to think critically and gain an understanding of the nature of human beings and diverse philosophies on human nature. This theoretical class familiarizes students with the essence of being human in all aspects, from the moral and ethical entity to the destructive agent. A multidisciplinary hue serves as basis for case studies; however, a philosophical approach to anthropology is used for closer examination of the topic. Philosophical Anthropology is closely related to classes such as Philosophy, Professional Ethics, Sociology, and most social and behavioral sciences. This class has no prerequisites.

**PHIL-0421: Professional Ethics****Total Hours: 48 Credits: 3**

Students will learn to apply different ethical theories as they apply to professional life and professional decision-making as they explore their own ethical stand on delicate contemporary issues. This theoretical practical course addresses how to make moral decisions and the ethical treatment of employees, clients, and competitors through case studies. Codes of ethics and their use and misuse are discussed. The course studies such issues as safety, whistle blowing, and moral dilemmas. Professional ethics is a key course closely related to all study plan classes. Prerequisite: International Development

**SSCI-0221: Research Methods****Total Hours: 48 Credits: 3**

Students will be able to perform both qualitative and quantitative research, use the Statistical Package of Social Studies (SPSS) as a statistical analytical tool and other research methods. This course studies research techniques of the social sciences. Students integrate research techniques and statistical skills into a quality research. Research Methods is closely related to Market Research. Prerequisite: Statistics

## Global Management Major

### **BUS-0441: International Trade and Commerce**

**Total Hours: 48 Credits: 3**

Students will develop the ability to understand and apply the theory and practice of international trade. This theoretical course first develops the classical and modern theories of determination of patterns of commodity trade between nations. The second part of the course examines trade policy and the role of institutions in managing world trade. Foreign Direct Investment, market imperfections, different entry modes such as import-export, countertrade, licensing, franchise, Greenfield investments, strategic alliances, and joint ventures are emphasized. International Trade & Development is related to global business, economics, and international development classes. Prerequisite: Environment and Natural Resource

### **BUS-0445: International Business Law**

**Total Hours: 48 Credits: 3**

Students will learn and analyze the legal environment and problems facing international business and multinational corporations. Topics include international regulatory institutions and the framework of international trade and investment law. Also covered are antitrust law, the regulation of technical transfers, securities law, intellectual property and contracts, and jurisdiction issues. Analyses of corporate strategies in a rapidly developing and changing world environment are perused. Discussions of forecasting, planning, and contingency strategies are addressed. International Business Law is related to all business courses, especially the International Business class. Prerequisite: Introduction to Business

### **ECON-0323: International Economics**

**Total Hours: 48 Credits: 3**

Students will develop the ability to better use analytic tools through theory implementation; references will be made on experiences among industrial and developing economies. This theoretical course studies individualism vs. collectivism, political systems, mercantilism, absolute advantage, comparative advantage, Heckscher-Olin, Product Life Cycle, New Trade Theory, National Competitive Advantage, Porter's Diamond and political economy of international trade in depth. Macroeconomic policy and performance of open economies under alternative exchange rate regimes are peruse. Basic topics studied include arbitrage relationships; static and inter-temporal current account determination; the effectiveness of fiscal and monetary policies under fixed and flexible exchange rate regimes; models of exchange rate dynamics; and, issues of exchange regime choice. Additional topics may include analyses of stabilization and growth and balance-of-payments crises. International Economics is closely related to all economics, political economy, and international development classes. Prerequisites: Microeconomics, Macroeconomics

### **ECON-0324: Global Economic Geography**

**Total Hours: 48 Credits: 3**

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Students will develop a complete understanding of current economic issues and trends such as outsourcing, globalization, technology, foreign policy, and environmental issues. This theoretical course peruses topics such as the nation-state and economic development versus underdevelopment, globalization, global labor markets, geographic concentrations of economic activities, and global economic integration i.e. the geography of international investment. It emphasizes global resources (natural and human) and their contemporary and future use. An analysis of contemporary microeconomics and macroeconomics issues will be a focal point. Global Economic Geography is closely related to history, economics, and environmental science classes. Prerequisite: Macroeconomics

**FIN-0321: International Finance**

**Total Hours: 48 Credits: 3**

See Course Description above

**MKT-0321: International Marketing**

**Total Hours: 48 Credits: 3**

See Course Description above

**MNG-0311: Principles of Management**

**Total Hours: 64 Credits: 4**

Students will develop the ability to plan, organize, staff, and lead a business. This theoretical practical course provides students with a fundamental knowledge base of Administrative Science. It surveys differing management theories and provides a functional framework. This introductory class includes contemporary topics such as globalization, ethics/social responsibility, organizational culture, quality/best practices, strategic planning, and decision-making styles. Principles of Management is a key class and serves as requirement for International Management. Prerequisite: Introduction to Business.

**MNG-0411: International Management**

**Total Hours: 48 Credits: 3**

Students will be able to compare and contrast legal and ethical standards related to multicultural management. They will gain an understanding of the external cultural environment and its impact on the firm. This theoretical course deals primarily with the managerial practices and functions that characterize successful international corporations. It covers issues of organizational structure, planning and budgeting systems, management development and human resources, ethics, cross-cultural issues, the applicability and adaptation of culture-bound policies, communications, and the management of multicultural teams. Emphasis is placed on the processes by which multinational organizations are managed, including conflict management, multi-country integration mechanisms, and negotiation strategies. Although the main focus is on managing in multinational settings, the course explores issues of cultural and ethnic minorities, male and female management and employee styles, expatriate-national issues, and religious issues. This key class is related to International Business and all global business and management classes. Prerequisite:

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## Principles of Management

### **POLS-0421: International Organizations & Treaties**

**Total Hours: 48 Credits: 3**

Students will develop the ability to understand the categorization of international organizations and global business treaties, and their emergence and rising impact of businesses in the everyday life of states. The class makes special emphasis on global business policy such as NAFTA, CAFTA, etc. The origin, structure, and function of organizations such as the United Nations, OEA, World Bank, International Monetary Fund, and BID are addressed. International Organizations and Treaties is related to global management, political economy, and international development classes. Prerequisite: Comparative Political Systems.

## Natural Resource Management Major

### **ECON-0324: Global Economic Geography**

**Total Hours: 48 Credits: 3**

See Course Description above

### **NRMG-0311: Natural Resource Management**

**Total Hours: 64 Credits: 4**

Students will learn basic biological, chemical, and physical aspects of natural resources in order to manage them better according to the principles of management but without disregarding sustainability and social responsibility. This theoretical class focuses on management skills as applied to natural resource management. The course examines the challenges of productivity within the limits of sustainability and care for the environment. Prerequisite: Ecology

### **NRMG-0321: Environmental Science**

**Total Hours: 48 Credits: 3**

Students will develop a deep understanding of the forces shaping the Earth's surface. Students will learn to critically analyze scientific hypotheses and the data on which they are founded. This elemental course introduces the natural, physical, chemical, biological and geological processes that shape conditions at the Earth's surface, ocean, and climate, their interrelationships, and the modification and impact of these processes by and in human activity. The class will focus on severe storms, regional climate, the ozone layer, air pollution, ocean currents and productivity, El Niño, the history of Earth's climate, global warming, and energy and water resources. This class is closely related to all Resource Management courses. Prerequisite: Environment and Natural Resources

### **NRMG-0322: Earth Science**

**Total Hours: 48 Credits: 3**

Students will earn an understanding of the unifying framework of the earth sciences. This introductory class provides a broad overview of the interplay in the forces of nature shaping our planet today. The course focuses on planetary evolution and its connection with geology and climate, plate tectonics, oceans, and the atmosphere. The dynamic processes operating on Earth and how these processes have been recorded and have varied over the geologic history will be explored. Problems with particular relevance to humans, such as energy and mineral resources, water resources, climate and global change will be discussed. This class is closely related to all Resource Management courses. Prerequisite: Environment and Natural Resources

**NRMG-0411: Environmental Law**

**Total Hours: 48 Credits: 3**

Students will learn and develop a deep understanding of the politics, policies, and laws associated with attempts to manage environmental quality and natural resources. This advance class will focus on the interplay of democracy, liberty, power, property, equality, causation, and risk. The course will explore air quality, water quality and quantity, pesticides and toxic substances, land use, agriculture and food, parks and protected areas, and energy and the contemporary legislation that refers to them. This class is closely related to all Resource Management courses. Prerequisite: Environment and Natural Resources

**NRMG-0412: Global Environmental Challenges**

**Total Hours: 48 Credits: 3**

Students will develop the ability to deeply understand contemporary environmental challenges and how they affect our human society. They will be able to take a holistic approach to problem analysis using historical and scientific grounds. Finally, they will create possible solutions to these problems of environmental changes. This advance class examines in detailed the challenges arising from changes in the atmosphere and oceans, the Greenhouse gases and global warming, the effects of human activities and the political and economic consequences. This class is closely related to all Resource Management courses. Prerequisite: Environmental Science

**NRMG-0413: Energy and Sustainability**

**Total Hours: 48 Credits: 3**

Students will acquire a deeply understanding of the existing sources of energy today. They will learn to analyze the pros and cons of different energy sources. Finally, they will understand the dynamics among the stakeholders in the energy market. This advance class focuses on the decision-making processes leading to the use of specific energy sources in developed versus underdeveloped countries, with special attention given to USA, Germany, and Latin America. A detail review of energy sources in use today (hydrocarbons; nuclear) and potential alternatives (wind; solar) will support deep analysis. New policies on energy will be explored. This class is closely related to all Resource Management courses. Prerequisite: Natural Resource Management

**NRMG-0414: Water Management****Total Hours: 48 Credits: 3**

Students will learn about the forces behind the formation of water, atmospheric processes and the hydrologic cycle, groundwater flow, and overall natural dimensions. Students will explore ways to better manage and preserve water on Earth. This advanced course provides a foundation in both qualitative and quantitative analyses of water management and conservation. Water pollution and fresh water scarcity are main focuses in the class. This class is closely related to all Resource Management courses. Prerequisite: Natural Resource Management

**NRMG-0421: Forestry Management****Total Hours: 48 Credits: 3**

Students will learn about the forestry and challenges facing forests today. They will learn to analyze the effects associated with a drastic reduction of our forest on the planet. Students will explore ways to better manage and preserve forests today. This advance course provides a foundation in both qualitative and quantitative analyses of forests management and conservation. Forest reduction and misuse are main focuses in the class. This class is closely related to all Resource Management courses. Prerequisite: Natural Resource Management

**POLS-0421: International Organizations and Treaties - See above****Total Hours: 48 Credits: 3 See above**

## Outsourcing Management Concentration

**OSM-0311: Principles of Outsourcing****Total Hours: 48 Credits: 3**

Students will develop a complete understanding of the outsourcing business and its impact on the contemporary world of business. Students will learn the development of this trend in a global labor market and the transcendental changes it brings to world economies and international and national business practices. The theoretical class is designed to give students an integrated vision of outsourcing management. The course analyzes the emerging challenges of outsourcing and the future of outsourcing. This class serves as prerequisite to all outsourcing management courses. Prerequisite: None

**OSM-0321: Outsourcing Strategies****Total Hours: 48 Credits: 3**

Students will learn to lead and implement successful outsourcing-offshoring strategies and solutions. This theoretical course focuses on companies' strategies for outsourcing offshore or developing a globalization strategy integrating outsourcing-offshoring and managing human capital globally. This class is closely related to all outsourcing management courses. Prerequisite: None

**OSM-0322: Outsourcing Legal Environment****Total Hours: 48 Credits: 3**

Students will review the national, regional, and international legal framework for the outsourcing industry. This theoretical class analyzes the legal environment of Nicaragua labor laws applicable to outsourcing and contact centers, labor sue and union management through scenario based training. The class also peruses regional and international laws affecting outsourcing. This class is closely related to all Outsourcing Management courses. Prerequisite: Principles of Outsourcing

**OSM-0411: Contact Center Management****Total Hours: 48 Credits: 3**

Students will learn to identify the role of the contact center in a global company strategy. Students will develop the ability to identify business opportunities and focus on attracting new customers, improving customer loyalty, churning reduction, and increasing revenue per customer. This theoretical course includes discussions and analysis of: Inbound, outbound, internal, and external designations, and best contact center practices. The class is designed to give students an integrated vision of contact center management. This class is closely related to all outsourcing management courses. Prerequisite: Principles of Outsourcing

**OSM-0412: Contact Center Technology****Total Hours: 48 Credits: 3**

Students will learn to practically use the support equipment needed in contact centers in order to implement a service strategy. Students will review available technologies and trends. This practical course is designed to give students an understanding of network environment, components of a call center (PBX, ACD, IVR) and information security. This class is closely related to all outsourcing management courses. Prerequisite: Principles of Outsourcing

**OSM-0413: Quality Assurance Systems****Total Hours: 48 Credits: 3**

Students will be able to identify the quality systems standards available in the contact center industry to drive high performance. They will also learn to use monitoring systems and effective coaching systems. This theoretical/practical course will concentrate on global best practices designed to slash costs, improve efficiency, boost client satisfaction and build the bottom line. This class is closely related to all Outsourcing Management courses. Prerequisite: Principles of Outsourcing

**OSM-0414: Operations and Planning****Total Hours: 48 Credits: 3**

Students will be able to understand overall contact center operations and the role workforce management plays in running a typical call center. This theoretical course will allow students to follow step by step processes of forecasting workload, call center staffing alternatives, calculating staff requirements, creating staff schedules, tracking daily performance and gathering and analyzing data. This class is closely related to all Outsourcing Management

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courses. Prerequisite: Principles of Outsourcing

### **OSM-0421: Recruiting and Training**

**Total Hours: 48 Credits: 3**

Students will review the marketing strategies a contact center needs in order to reach the perfect target and built a pipeline. This theoretical class will also cover the learning and development cycles in contact centers. This course is specifically designed to help students review the call center recruiting process, from the pre-screening to the hiring. This class is closely related to all Outsourcing Management courses. Prerequisite: Principles of Outsourcing

### **OSM-0422: Contact Center Financing**

**Total Hours: 48 Credits: 3**

Students will develop a complete understanding of relevant financial activities in a contact centers. They will be able to identify drivers that contribute to maximizing the call center profitability. This practical/theoretical course will allow students to analyze how terms like Gross Margin, Gross Margin Percentage and Revenue are calculated in a BPO. The course will emphasize how to increase profitability by applying strategies to maximize revenue and reduce cost. This class is closely related to all Outsourcing Management courses. Prerequisite: Principles of Outsourcing

### **OSM-0423: Contact Center Organization**

**Total Hours: 48 Credits: 3**

Students will be able to understand operations management through managing performance drivers (internal and client metrics), establishing targets for performance and managing teams (supervisors and agents). This practical/theoretical course will allow students to gain a comprehensive knowledge of contact center structure, how management influences functions and how to use indicators. This class is closely related to all Outsourcing Management courses. Prerequisite: Principles of Outsourcing

## **Global Finance Major**

### **FIN-0311: Principles of Finance**

**Total Hours: 64 Credits: 4**

Students will know and apply techniques and theories of using, managing, and financing assets, including both current and fixed assets. Moreover, they will build an understanding of the financial structures of firms and learn the necessary analytical techniques regarding financing the firm. This theoretical practical class explains the use of capital markets in funding firms. The course orientates students to current technological trends in business finance and makes a comparative analysis between the United States and Central America. Principles of Finance serves as prerequisite for Corporate Financial Management, International Finance, Portfolio Management. Prerequisite: Managerial Accounting

**FIN-0321: Corporate Financial Management****Total Hours: 48 Credits: 3**

Students will develop the ability to compare between the United States, Central America and other areas in the field of analysis of the need for funds for the acquisition of assets and alternative sources of internal and external funding. This theoretical class explores the nature of the corporation from the financial point of view, including the legal and tax environment in which modern corporations function. Corporate Financial Management serves as prerequisite for Investment Analysis, Money & Capital Markets, Insurance & Risk Management, Real Estate, and Advance Financial Analysis. Prerequisite: Principles of Finance

**FIN-0323: International Finance****Total Hours: 48 Credits: 3**

Students come face to face with problems of financially managing international companies. This includes risks related to currency exchange. Managing working capital and capital budgeting in multinational firms and how one arranges financing are course concerns. Relating to different systems of accounting and control are covered. International Finance is related to finance and global management courses. Prerequisite: Principles of Finance

**FIN-0322: Insurance and Risk Management****Total Hours: 48 Credits: 3**

Students will develop the ability to understand risk theory for individuals and businesses. They will be able to compare and contrast the situation in the US and Central America when dealing with risk. This theoretical practical class examines the creation, reduction, and evaluation of risks. Students learn the extent to which insurance can play a role in risk reduction with a survey of insurance theory and practices as it relates to individuals and firms. Insurance and Risk Management is closely related to all finance courses, especially Investment Analysis and Portfolio Management Prerequisite: Principles of Finance

**FIN-0411: Investment Analysis****Total Hours: 48 Credits: 3**

Students will learn security valuation methods for selection of individual issues and will be introduced to portfolio theory. This theoretical practical class presents the principles and techniques used by investors in selecting securities with an emphasis on the stock and bond markets but with attention to alternative investments. Investment Analysis is related to finance courses, especially Portfolio Management. Prerequisite: Corporate Financial Management

**FIN-0412: Money and Capital Markets****Total Hours: 48 Credits: 3**

Students develop the ability to understand money, interest rate theory, capital market securities, interest rate futures, options and swaps. This is a study of the financial institutions and markets including the Federal Reserve and central banks. This theoretical course explores money and capital markets in an international context. Money and Capital Markets

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is closely related to all finance courses. Prerequisite: Corporate Financial Management

### **FIN-0413: Portfolio Management**

**Total Hours: 48 Credits: 3**

Students will develop the ability to construct, evaluate and manage portfolios. This theoretical practical class emphasizes advanced valuation theory and security analysis. The course explores special problems related to investment in Central America and the promises and pitfalls of international portfolio construction. Portfolio Management is closely related to finance courses, especially Investment Analysis. Prerequisite: Corporate Financial Management

### **FIN-0421: Real Estate**

**Total Hours: 48 Credits: 3**

Students will develop the ability to analyze the methods of determining land use and city and urban development. Students will understand the realtor's role in development controversies as well as the day to day practices of realtors. This theoretical practical class will compare and contrast the structure, regulation growth, financing and future of the real estate industry in the US and Nicaragua. Real Estate is related to financial investment classes. Prerequisite: Corporate Financial Management

### **FIN-0422: Advanced Financial Analysis**

**Total Hours: 48 Credits: 3**

Students will learn the techniques and planning strategies in every aspect of financial decision making. They will be able to make comparisons in financial management problems between the developed world and areas less developed. This theoretical practical course is an advanced study of financial planning, acquisition of funding, asset management strategy. Advance Financial Analysis is closely related to financial investment classes. Prerequisite: Corporate Financial Management

## **Strategic Marketing Major**

### **BUS-0318: Budgeting & Marketing your Project**

**Total Hours: 48 Credits: 3**

Students will be able to develop a budget for marketing initiatives, strategies, and campaigns. They will also be able to make competitive presentations to sell their marketing ideas and budgets. In this practical course, students will work on four projects during the semester. Each project will seek to solve a marketing need from a client. Students will apply their knowledge to make marketing proposals and finance these proposals using budgeting strategies and financial principles. Prerequisite: Introduction to Business

### **MKT-0222: Introduction to Digital Marketing**

**Hours: 48 Credits: 3**

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Students will develop the ability of leveraging different online tools to achieve their business and marketing goals. Students will learn the basics of marketing analytics, which will allow them to better filter, interpret and process information, to make managerial decisions. The introductory digital marketing course will be focused on business applications of the most popular social media and online marketing platforms, providing students with real hands-on applications to complement the theoretical aspect of the class. This theoretical practical course has no prerequisites.

### **MKT-0311: Principles of Marketing**

**Total Hours: 64 Credits: 4**

Students will be able to identify and select markets and understand buying behavior, market segments, targeting, and practical work with research in this theoretical class. Students review pricing theory and strategies. Afterward, they are taught to relate this to distribution and promotion of products and services. Students also, will integrate ideas from the US with global and Central American problems, compare and contrast several local international businesses as they discuss strategic marketing planning with attention to the information and the economy. Principles of Marketing serves as prerequisite for all other marketing classes. Prerequisite: Introduction to Business

### **MKT-0321: International Marketing**

**Total Hours: 48 Credits: 3**

Students will learn how to design and develop strategies for global markets. Students will be able to analyze multi-national players as well as explore possibilities for internationalization of national and regional firms. This theoretical class examines the global marketing environment and develops skills in global market analysis. International Marketing is closely related to all marketing and global business courses. Prerequisite: Principles of Marketing

### **MKT-0322: Marketing Communications**

**Total Hours: 48 Credits: 3**

Students will develop strategies for promotion through different media making special emphasis on the Internet as a tool of inbound marketing through discussion and simulations. They will learn practical applications of strategies in both the US and Central American markets. This theoretical practical class examines the nature and scope of advertising; social and economic aspects; the role of research; creative strategy; media planning and selection; and, coordination with other marketing efforts. Prerequisite: Principles of Marketing

### **MKT-0323: Market Research**

**Total Hours: 48 Credits: 3**

Students will learn to write and interpret research reports and apply lessons learned to local, regional, and US markets. This theoretical practical class is an examination of market information systems, research technology, and value of information, research designs and implementation. It includes questionnaire design, measurement and scaling techniques,

multivariate analysis, data interpretation, and computer applications. Market Research serves as base-knowledge for areas such as marketing management, retail marketing, services marketing, and marketing for non-profit organizations. Prerequisite: Principles of Marketing

\*All Strategic Marketing Students must choose a concentration

## Integrated Marketing Concentration

### **MKTIM-0321: CSR & Marketing to Inspire Branded Change**

**Total Hours: 48 Credits: 3**

Students will examine how organizations focus on philanthropy and donations to drive their Corporate Social Responsibility programs. Students will learn alternatives to touting a business's praises through marketing messages. In recent years, companies have begun to create innovative social programs that dramatically help the communities in which they do business – and also contribute to their bottom line. This theoretical course emphasizes the value in creating strategic partnerships with social organizations and how this practice is becoming increasingly important to consumers in their purchase decision process. Prerequisite: Principles of Marketing

### **MKTIM-0411: Principles and Practices of Marketing Metrics**

**Total Hours: 48 Credits: 3**

Students will learn to measure their marketing strategies avoiding vanity metrics like counting how many people view advertisements. Students will learn to use the strategic marketing metrics to analyze how effective marketing strategies are contributing to an organization's ROI. This theoretical practical course examines how metrics help achieve business goals. The tactics to do so are different for analog and digital media, but both are important to follow marketing strategies that work for consumers and for any business. Prerequisite: Marketing Communications

### **MKTIM-0412: Evolving Marketing Channels**

**Total Hours: 48 Credits: 3**

Students will learn how to understand new marketing channels as these channels have changed drastically in the last few decades. Students will learn to decide which channels and which strategies are best suited for the organization of the future in a new digital world. This theoretical practical class allows students to examine the connectivity with distributors across the globe and even skip distributors all together. Marketing channels are evolving at a fast speed and students must gain the ability to make sound decisions concerning marketing channels. Prerequisite: Marketing Communications

### **MKTIM-0413: Creation & Perception of Value**

**Total Hours: 48 Credits: 3**

Students will learn how to create communication strategies and take the consumer through the following steps: exposure to the message, grabbing their attention, and motivating them

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to take action. Students will learn to deal with more savvy consumers, analyzing the most effective ways of taking them through these three steps, or communicating the value that the product or service will create in their lives. While companies are accustomed to focusing on sales and capturing value, students must learn in the digital world that differentiation happens when an organization focuses on creating more value than it captures. This is a theoretical class. Prerequisite: Principles of Marketing

### **MKTIM-0421: Understanding and Crafting the Customer Journey**

**Total Hours: 48 Credits: 3**

Students will learn the psychology behind buyer decisions driving our businesses. Designing marketing campaigns that tap into this customer psychology will not only help organizations reach their goals, but it will also help customers feel engaged in meaning and value. This theoretical course allows students to examine how to tap into the human desire to grow through marketing strategies, all in attempts to create organizational success and enthusiastic brand loyalists. Students will learn how to turn brands into gateways to achieve different consumer goals. Prerequisite: Creation & Perception of Value

### **MKTBC-0422:The Future Marketing Frontiers**

**Total Hours: 48 Credits: 3**

Students will learn and stay up-to-date on current and upcoming best practices in the industry, which is key to being prepared for what is around the corner. This theoretical course examines the ever-changing marketing industry, including the tendencies and technologies that emerge as time goes on. Prerequisite: Marketing Communications

## **Branding and Communications Concentration**

### **MKTBC-0321: Building Innovative Brands**

**Total Hours: 48 Credits: 3**

Students will learn about branding and marketing innovations. This practical/theoretical class allows students to examine new advertising media to real-time interactions with consumers (via social media). These examinations will provide them the tools to create brands that are on the cutting edge of change and their respective industries using contemporary tools and channels. Prerequisite: Principles of Marketing

### **MKTBC-0411: Storytelling & Marketing Plots**

**Total Hours: 48 Credits: 3**

Students will learn how to weave storylines and plots into their products and services in order to create brand loyalists and increase conversions. This theoretical practical class allows students to examine how to get a consumer to act upon desired call-to-action, implying careful skill. The course emphasizes how to lead the consumer along a storyline based around how that specific action improves their life and how they benefit from that value via purchase. This course examines the complication of this concept in the digital age when consumers

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themselves become both part of the story and storytellers as well. Prerequisite: Building Innovative Brands

**MKTBC-0412: Marketing for Awareness & Engagement**

**Total Hours: 48 Credits: 3**

Students will discover ways to stand out in the realm of marketing clutter. Examining increased access to technology, students will explore the art of fighting for the consumer's attention and how do they keep it. This theoretical course allows students to concentrate on taking customers through a process of first purchase, recurring purchase, and long-term relationship. Prerequisite: Building Innovative Brands

**MKTBC-0413: Social Brands & Marketing to the Digital Consumer**

**Total Hours: 48 Credits: 3**

Students will examine the realm of social media in the face of multi-faceted branding and communications. Students will analyze different social media and learn to choose and execute the one that is most apt for their business goals. Digital consumers expect more from brands than ever before; in this theoretical course students will explore the needs of the digital consumer in terms of brand activity, response times, and value creation. Prerequisite: Marketing Communications

**MKTBC-0421: Designing Happiness: Emotional Equations to Connect with Customers**

**Total Hours: 48 Credits: 3**

Students will examine both psychological and physical reasons behind consumer purchase decisions. Students will explore the needs and the science behind how customers make their decisions. This theoretical course will examine how to manage consumer expectations and how to meet the needs that consumers are not yet aware of in their search for happiness. Prerequisite: Social Brands & Marketing to the Digital Consumer

**MKTBC-0422: The Future Marketing Frontiers**

**Total Hours: 48 Credits: 3**

See Course Description above

## **International Development Major**

**ECON-0311: Introduction to International Development**

**Total Hours: 48 Credits: 3**

Students will be able to develop a complete understanding of contemporary international issues and will be ready to apply new knowledge to creative problem-solving. This theoretic practical class focuses on understanding global synergy of development and introduces students to sustainable human development (SHD), an emerging discipline that uses a holistic, multidisciplinary approach to face the challenges of development today. Interaction among economic, environmental, political, & social process is examined. Students study the

theory, methods, and goals of development in a global context through case studies. Thus, they are able to create a comprehension of successful developmental strategies through the use of indicators and comparative analysis. This key class serves as basis for all international development courses. Prerequisite: Microeconomics, Macroeconomics

### **ECON-0312: Approaches to Sustainable Development**

**Total Hours: 48 Credits: 3**

Students will be able to develop a complete understanding of the reasons why development programs often fail, analyze possible solutions, and develop new proposals. This theoretic practical class focuses on analyzing successful planning and implementation strategies that have facilitated positive and sustainable change. International and domestic case studies are examined. Students design their own development program proposal towards the end of the course. This class serves as basis for all international development courses. Prerequisite: Microeconomics, Macroeconomics

### **ECON-0313: Development Economics**

**Total Hours: 48 Credits: 3**

Students will be able to develop a complete understanding of contemporary challenges facing economic growth generation in developing nations. This theoretical class focuses on an analysis of the problems of generating economic growth in less developed countries. Alternative strategies for promoting economic growth are examined. The impact of the industrialized Western World on the economic development of underdeveloped regions is a focal topic. Topics such as poverty and wealth, nature of economic growth, roles of the state, etc. are studied as well. This key class serves as basis for all international development courses. Prerequisite: Microeconomics, Macroeconomics

### **ECON-0314: Culture & Development**

**Total Hours: 48 Credits: 3**

Students will be able to develop a complete understanding of the power of cultural values and attitudes promoting or resisting progress. They will be able to analyze the traditional explanations like imperialism, dependency, and racism, to explain disparity in the 21st Century. This theoretical class focuses on examining cultural values as determinants for well being among countries and ethnic groups. The course focuses on how culture affects the achievement of progress in economic development and political democratization. Some controversial debates on what determines the success of societies and how a culture may be saved from itself are addressed. This class serves as basis for all international development courses. This class has no prerequisites.

### **ECON-0321: Information Technology & International Development**

**Total Hours: 48 Credits: 3**

Students will be able to analyze and develop a complete understanding of cases where technology has been key to either furthering or hindering development. They will be able to wisely apply new knowledge to develop new solutions to contemporary challenges. This

theoretic practical class focuses on examining aspects of the potential impacts of new information and communication technologies (ICT) on international development. A macro perspective, focused on various technologies and their application in both developed and developing worlds, is presented. Special attention is placed on technology use in the fields of education, government, health, business, and information literacy. This key class serves as basis for all international development courses. This class has no prerequisites.

### **ECON-0322 Trade, Environment, & Development**

**Total Hours: 48 Credits: 3**

Students will be able to develop an understanding of the linkages between trade, environment, and development policies. Students will examine and gain comprehension on the more important efforts to link these policies together, including NAFTA, the World's Trade Organization "Development Round", and a group of bilateral regional agreements involving the USA, Canada, Chile, and Central America, etc. This theoretical class focuses on recent international trade policy and its new responsibility toward environmental protection and development promotion in less developed regions of the world. This key class serves as basis for all international development courses. Prerequisite: Macroeconomics

### **ECON-0323: International Economics**

**Total Hours: 48 Credits: 3**

Students will develop the ability to better use analytic tools through theory implementation; references will be made on experiences among industrial and developing economies. This theoretical course studies individualism vs. collectivism, political systems, mercantilism, absolute advantage, comparative advantage, Heckscher-Olin, Product Life Cycle, New Trade Theory, National Competitive Advantage, Porter's Diamond and political economy of International trade in depth. Macroeconomic policy and performance of open economies under alternative exchange rate regimes are peruse. Basic topics studied include arbitrage relationships; static and inter-temporal current account determination; the effectiveness of fiscal and monetary policies under fixed and flexible exchange rate regimes; models of exchange rate dynamics; and, issues of exchange regime choice. Additional topics may include analyses of stabilization and growth and balance-of-payments crises. International Economics is closely related to all economics, political economy, and international development classes. Prerequisites: Microeconomics, Macroeconomics

### **ECON-0422 International Development Seminar**

**Total Hours: 48 Credits: 3**

Students will develop the ability to understand the role of leadership in managing social, political, and financial influences upon policy. This theoretical and multidisciplinary course examines the complex challenges inherent in managing non-profit and governmental organizations in developing countries. The course focuses on negotiating constraints in policy development and implementation drawing from experiences in Latin America and the USA and others. This is a survey course closely related to all international development classes.

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This class has no prerequisite.

**ELE-0301 Open Elective**

**Total Hours: 48 Credits: 3**

**ELE-0302 Open Elective**

**Total Hours: 48 Credits: 3**

**ELE-0303 Open Elective**

**Total Hours: 48 Credits: 3**

**FWK-0411:Field Work**

**Total Hours: 64 Credits: 4**

Students will work as interns in their major field of expertise in an assigned or chosen company or agency under the direction of the students' immediate supervisors at their workplace for at least 350 hours in this practical course. Students will also attend weekly one hour seminars and provide a written analysis of the experience before a final grade is assigned. A UAM College professor will act as a tutor and coordinator for the experience, conduct the seminar, and evaluate the student's experience. Field Work courses serve as evaluation of students' theoretical and practical knowledge acquisition during their academic career. Therefore this class is related to all business classes. This class has no prerequisite.

**MELE-0401 Major Elective**

**Total Hours: 48 Credits: 3**

**POLS- 0323: Contemporary Foreign Policy**

**Total Hours: 48 Credits: 3**

Students will be able to develop an understanding of the challenges face by foreign policy in our contemporary global society. This theoretical class serves as a survey on recent foreign policy affecting development all around the world. Emphasis is made on US, European, and Asian foreign policy; however, other regions of the world are examined as well. This key class serves as basis for all international development courses. This class has no prerequisites.

## **Environmental Issues Concentration**

**NRMG-0321: Environmental Science**

**Total Hours: 48 Credits: 3**

Students will develop a deep understanding of the forces shaping the Earth's surface. Students will learn to critically analyze scientific hypotheses and the data on which they are founded. This elemental course introduces the natural, physical, chemical, biological and geological processes that shape conditions at the Earth's surface, ocean, and climate, their interrelationships, and the modification and impact of these processes by and in human activity. The class will focus on severe storms, regional climate, the ozone layer, air pollution,

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ocean currents and productivity, El Niño, the history of Earth's climate, global warming, and energy and water resources. This class is closely related to all Resource Management courses. Prerequisite: Environment and Natural Resources

**NRMG-0322: Earth Science**

**Total Hours: 48 Credits: 3**

Students will earn an understanding of the unifying framework of the earth sciences. This introductory class provides a broad overview of the interplay in the forces of nature shaping our planet today. The course focuses on planetary evolution and its connection with geology and climate, plate tectonics, oceans, and the atmosphere. The dynamic processes operating on Earth and how these processes have been recorded and have varied over the geologic history will be explored. Problems with particular relevance to humans, such as energy and mineral resources, water resources, climate and global change will be discussed. This class is closely related to all Resource Management courses. Prerequisite: Environment and Natural Resources

**ECON-0324: Global Economic Geography**

**Total Hours: 48 Credits: 3**

Students will develop a complete understanding of current economic issues and trends such as outsourcing, globalization, technology, foreign policy, and environmental issues. This theoretical course peruses topics such as the nation-state and economic development versus underdevelopment, globalization, global labor markets, geographic concentrations of economic activities, and global economic integration i.e. the geography of international investment. It emphasizes global resources (natural and human) and their contemporary and future use. An analysis of contemporary microeconomics and macroeconomics issues will be a focal point. Global Economic Geography is closely related to history, economics, and environmental science classes. Prerequisite: Macroeconomics

**NRMG-0411: Environmental Law**

**Total Hours: 48 Credits: 3**

Students will learn and develop a deep understanding of the politics, policies, and laws associated with attempts to manage environmental quality and natural resources. This advance class will focus on the interplay of democracy, liberty, power, property, equality, causation, and risk. The course will explore air quality, water quality and quantity, pesticides and toxic substances, land use, agriculture and food, parks and protected areas, and energy and the contemporary legislation that refers to them. This class is closely related to all Resource Management courses. Prerequisite: Environment and Natural Resources

**NRMG-0412: Global Environmental Challenges**

**Total Hours: 48 Credits: 3**

Students will develop the ability to deeply understand contemporary environmental challenges and how they affect our human society. They will be able to take a holistic approach to problem analysis using historical and scientific grounds. Finally, they will create possible solutions to these problems of environmental changes. This advance class examines in

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detailed the challenges arising from changes in the atmosphere and oceans, the Greenhouse gases and global warming, the effects of human activities and the political and economic consequences. This class is closely related to all Resource Management courses. Prerequisite: Environmental Science

## Possible Electives

### **NRMG-0311: Natural Resource Management**

**Total Hours: 64 Credits: 4**

Students will learn basic biological, chemical, and physical aspects of natural resources in order to manage them better according to the principles of management but without disregarding sustainability and social responsibility. This theoretical class focuses on management skills as applied to natural resource management. The course examines the challenges of productivity within the limits of sustainability and care for the environment. Prerequisite: Ecology

### **NRMG-0313: Energy and Sustainability**

**Total Hours: 48 Credits: 3**

Students will acquire a deeply understanding of the existing sources of energy today. They will learn to analyze the pros and cons of different energy sources. Finally, they will understand the dynamics among the stakeholders in the energy market. This advance class focuses on the decision-making processes leading to the use of specific energy sources in developed versus underdeveloped countries, with special attention given to USA, Germany, and Latin America. A detail review of energy sources in use today (hydrocarbons; nuclear) and potential alternatives (wind; solar) will support deep analysis. New policies on energy will be explored. This class is closely related to all Resource Management courses. Prerequisite: Natural Resource Management

### **NRMG-0314: Water Management**

**Total Hours: 48 Credits: 3**

Students will learn about the forces behind the formation of water, atmospheric processes and the hydrologic cycle, groundwater flow, and overall natural dimensions. Students will explore ways to better manage and preserve water on Earth. This advance course provides a foundation in both qualitative and quantitative analyses of water management and conservation. Water pollution and fresh water scarcity are main focuses in the class. This class is closely related to all Resource Management courses. Prerequisite: Natural Resource Management

### **NRMG-0411: Forestry Management**

**Total Hours: 48 Credits: 3**

Students will learn about the forestry and challenges facing forests today. They will learn to analyze the effects associated with a drastic reduction of our forest on the planet. Students will explore ways to better manage and preserve forests today. This advance course provides a foundation in both qualitative and quantitative analyses of forests management and

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conservation. Forest reduction and misuse are main focuses in the class. This class is closely related to all Resource Management courses. Prerequisite: Natural Resource Management

### **POLS-0411: International Organizations and Treaties**

**Total Hours: 48 Credits: 3**

Students will develop the ability to understand the categorization of International organizations and global business treaties, and their emergence and rising impact of businesses in the everyday life of states. The class makes special emphasis on global business policy such as NAFTA, CAFTA, etc. The origin, structure, and function of organizations such as the United Nations, OEA, World Bank, International Monetary Fund, and BID are addressed. International Organizations and Treaties is related to global business, political economy, and international development classes. Prerequisite: Comparative Political Systems

## **Tourism Development Concentration**

### **TOUR-0311: Introduction to Travel & Tourism**

**Total Hours: 48 Credits: 3**

Students will be able to understand and apply the definition of tourism; the role of the WTO and the organization of the tourism sector, the social aspects of tourism (motives for traveling push and pull factors, and so on). This theoretical course explores in an introductory manner: the hospitality sector, the benefits and negatives of tourism, its economic role, channels of distribution, marketing and promotion, the supply and demand, policy, planning, research, and statistics. This class is a prerequisite for most tourism development courses. Prerequisite: None

### **TOUR-0321: International Tourism**

**Total Hours: 48 Credits: 3**

Students will be able to analyze the benefits to be gained, both economically and socially, from developing a tourism product in both the developed and developing countries. This theoretical course explores how to use tourism as a mean of fuelling economic growth, enhancing management policy research, and expanding employment potential. The course leads students into the analysis of the transportation, the hospitality, and the entertainment and recreation sectors development. This class is associated with other courses focusing on international tourism issues. Prerequisite: Introduction to Travel and Tourism

### **TOUR-0322: Tourism Organization Worldwide**

**Total Hours: 48 Credits: 3**

Students will be able to deeply understand how tourism is organized worldwide at international, regional, and domestic level. This theoretical class describes the role of the bilateral and multilateral development and financial institutions, role of business, investment, management of alliances, and policy formulation involved in developing the tourism sector. This course is related to tourism development in Latin American. Prerequisite: Introduction to Travel and Tourism

**TOUR-0411: Tourism Economics****Total Hours: 48 Credits: 3**

Students will comprehend the place of tourism development within the economic context – micro and macroeconomics, international trade, the balance of payments of the national accounts. This theoretical class analyzes supply and demand and the role of elasticity values: price, income, exchange rates and so on, and the use of tourism, rather than manufacturing, as the development tool. This course is related to most tourism courses. Prerequisite: Introduction to Travel and Tourism

**TOUR-0412: Tourism Marketing and Promotion****Total Hours: 48 Credits: 3**

Students will be able to learn how to make and understand a marketing budget for the tourism industry that balances the international customer orientation and the national communities. This theoretical and practical class focuses on the definition, role, and activities in tourism marketing and promotion. The creation of brochures, commercialization, FAM trips, advertising, publicity, pricing, marketing research, and elasticity analysis in support of policy decisions will be addressed. This course is related to management of tourism services. Prerequisite: Introduction to Travel and Tourism

**TOUR-0413 Tourism Planning and Government****Total Hours: 48 Credits: 3**

Students will be able to understand the dynamics of the government's role and the management of policy analysis, planning, and research in tourism. This theoretical class analyzes government and private sector roles and partnerships, international organizations' roles, and general statistics and data analysis – trends, growth rates, etc. This course is related to research analysis and tourism economics. Prerequisite: Introduction to Travel and Tourism

**TOUR-0414: Tourism Expansion and Development****Total Hours: 48 Credits: 3**

Students will learn to analyze tourism expansion worldwide, regional – Africa, Americas, Europe, Asia & the Pacific, the Middle East. This theoretical class focuses on the development of short and long-haul travel and cruise ship travel. The class emphasizes the role of the WTO, the role of tourism worldwide as related to economics, social, environment, and the long-run survival of the tourism sector. This course is related to research analysis, tourism economics, tourism planning and governing, and international tourism. Prerequisite: Introduction to Travel and Tourism

**TOUR-0415: Tourism Research Analysis****Total Hours: 48 Credits: 3**

Students will learn about the importance of research and research methods, analysis of primary and secondary data, and trend and growth analysis. This theoretical class will focus on: tourist arrivals (study of market segmentation), tourist receipts (study of its role within

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the economy), average length of stay or nights spent, and tourism development strategies. This course is related to all other tourism courses. Prerequisite: Research Methods

**TOUR-0421: Tourism Development in Latin America**

**Total Hours: 48 Credits: 3**

Students will learn about tourism expansion, development, management, policy, and research in Latin America relative to the rest of the world. This theoretical and practical class will include the study of special study cases, among others, Mexico, Jamaica, Aruba, Costa Rica, and Peru and how to apply successful practices to different regions. This course is related to all other development courses. Prerequisite: Introduction to Travel and Tourism

**TOUR-0422: Management of Tourism Services**

**Total Hours: 48 Credits: 3**

Students will be able to understand the expansion, development, research, and management of the accommodation, transportation, food and beverages, recreation and entertainment, retail shopping, and gambling fields within the sector of tourism. This theoretical class will focus on the dynamic and diverse services offered by the tourism sector. This course is related to all other management courses. Prerequisite: Introduction to Travel and Tourism

**\*Choose 8 courses**

## Education Concentration

**EDU-0311: Philosophy of Education**

**Total Hours: 48 Credits: 3**

Students will construct a sound philosophical based on education. They will compare and analyzed the transformation of education through philosophical trends and time. This theoretical course will focus on the purpose behind the education and the role of state, church, and the individual on this intent. Philosophy of Education is a key class and is related to all other classes in the study plan. This class has no prerequisites.

**EDU-0312: Teaching Methodologies and Techniques**

**Total Hours: 48 Credits: 3**

Students will learn different learning processes and how to implement diverse teaching methodologies and techniques in the classroom. This theoretical practical class will help students understand the effects methods, techniques, evaluation methodologies, etc. have on the learning process. This class is related to all other classes in the study plan. This class has no prerequisites.

**EDU-0411: Contemporary Issues in Education**

**Total Hours: 48 Credits: 3**

Students will analyze current events and trends in education and study the impact these are having in contemporary education. This theoretical practical course introduces students to

main topics in discussion in the world of education today such as multiculturalism, multi-language, especial education, technology use, gender, multidisciplinary approaches, emerging fields, online education, etc. Contemporary topics of interests will be addressed and discussed in class. This class is related to all other classes in the study plan. This class has no prerequisites.

**EDU-0412: Curriculum Theory and Practice Student**

**Total Hours: 48 Credits: 3**

Students will discuss and analyze curriculum theories and the different ways schools implement curriculum. This theoretical class will allow students to understand the interaction between curriculum and institutional climate, curriculum versus practice (hidden curriculum), and the need for congruency. Prerequisite: Philosophy of Education

**EDU-0413: Cross Cultural Awareness**

**Total Hours: 48 Credits: 3**

Students will analyze and debate on basic anthropological concepts on learning and culture. Students will discuss the impact of multiculturalism, multi-language, globalization, gender, sexual diversity, and technology in the contemporary classroom. This class is related to all classes in the study plan. This class has no prerequisites.

**EDU-0414: IT Educational Application**

**Total Hours: 64 Credits: 4**

Students will learn to use technology in the classroom to land transversal competencies and chosen curricula. This practical class will focus on different projects students must work individually and in teams. This class will require a practical lab. This class is related to all classes in the study plan. This class has no prerequisites.

**EDU-0421: Classroom Management (or elective)**

**Total Hours: 48 Credits: 3**

Student will learn how to better make use of time in face-to-face and online environments. This theoretical practical class will focus on both the face-to-face and online classroom. Prerequisite: Teaching Methodologies and Techniques, Curriculum Theory and Practice Student

**EDU-0422: Research and Evaluation Methodologies (or elective)**

**Total Hours: 48 Credits: 3**

Students will learn how to introduce students to the world of research and how to evaluate this task. This theoretical practical class will develop the teaching learning ability to do sound research in the classroom and use effective evaluation methods for this. Prerequisite: Teaching Methodologies and Techniques, Curriculum Theory and Practice Student.

## Minors in Arts & Sciences

International Development- *See above course description*

*Only for School of Business Students*

Introduction to International Development Information Technology & International Development Culture & Development Approaches to Sustainable Development Development Economics Trade, Environment, & Development

## Economics

### ECON-0323: International Economics

**Total Hours: 48 Credits: 3**

See Course Description Above

### ECON-0324: Global Economic Geography

**Total Hours: 48 Credits: 3**

See Course Description Above

## Possible Electives

### BUS-0447: Development of Economic Thought

**Total Hours: 48 Credits: 3**

Students will develop the ability to understanding the development of economic thought and apply acquired knowledge to the studies of economics. This theoretical course takes a historical survey of the primary philosophical and analytical issues in the development of economic theory. Primary emphasis is given to the following schools of thought: the mercantilists, the physiocrats, the classicists, the Marxists, and the marginalists. Development of Economic Thought is closely related to all economic classes. This class has no prerequisites.

### BUS-0448: Government in the Economy

**Total Hours: 48 Credits: 3**

Students develop the ability to analyze and comprehend the role of government in the economy with specific applications to the continental American region. Sources of market failures such as public goods, externalities, and non-competitive practices are discussed. Other topics include theories of public choice, and anti-trust legislation, regulation, the pricing of public sector output, and cost-benefit analysis. Government in the Economy is related to all economic, political economy, international development, and global business courses. This class has no prerequisite.

### BUS-0449: Comparative Economic Systems

*Universidad Americana - UAM*

PBX: +(505) 2278-3800

Costado Noroeste Camino de Oriente.

Managua, Nicaragua.

**Total Hours: 48 Credits: 3**

Students will develop the ability to analyze, understand, and evaluate the different economic systems around the world today. Systems are examined based on results. A holistic approach is adopted in evaluating these systems including political science, sociology, and less mainstream parts of economics. Emphasis is placed on those systems found in the western world. This class is closely related to economic, political economy, global management, and international development classes. Prerequisites: Microeconomics, Macroeconomics

**BUS-0450: Contemporary Economic Challenges****Total Hours: 48 Credits: 3**

Students will develop the ability to analyze and comprehend international economic issues. A holistic approach to these events includes Political Science, Sociology, and less mainstream parts of economics. Among specific issues treated: protectionism, multinational firms, debt crisis, international macroeconomic policy coordination, and European integration. Latest instances of economic challenges are addressed. This class is closely related to economic, political economy, global management, and international development classes. Prerequisites: Microeconomics, Macroeconomics