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USIL UNIVERSIDAD
SAN IGNACIO
DE LOYOLA

Bilingual Course Catalog 2011

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UNIVERSIDAD
SAN IGNACIO
DE LOYOLA

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Academic Vocabulary

<u>Spanish</u>	<u>English</u>
Bloque	Section
Sigla Curso	Course Abbreviation
Asistencia	Attendance
Créditos	Credit Hours
Pre-requisitos	Prerequisites
C1	Campus 1
C2	Campus 2

Grading System

The grading system at USIL is on a scale from 0 to 20. A passing grade is achieved with a score of at least 11 over 20.

Course Code Description

To register for a certain course, you will have to know the course code (section code) that corresponds to the class that you would like to take. In most cases, the code for courses taught in English are designated with "Inglés". For example, for the Business Administration course, the Course Code is **FC-INGLES01ADM**. However, there are some courses that don't include "Inglés" in the description.

International Office Information

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Office: Campus 1, Building B, 1st Floor

Prerequisite Information

In addition to the specific prerequisites that each course has listed, all courses include a prerequisite of English IV (Intermediate Level). The only exceptions to this rule are the following courses: (1) electives offered by Bilingual Programs (e.g. Advanced Communication Skills), where the prerequisite is English VI and (2) all courses in the Center for American Education.

Bilingual Course Descriptions

1.) School of Administrative Sciences

Department:

Business Administration

Director: José Augusto González Elías
Coordinators: Cecilia Brenneisen
 Priska Galarreta
Office: Campus 1, Building D, 2nd Floor

Course Name: Accounting I
Course Prerequisites: Introduction to Business
Course Credits: 4

A theoretical and practical course that introduces the fundamental Accounting concepts, relating them to a management point of view. The course covers the basic financial statements: the Balance Sheet and the Profit & Loss Statement, as well as the basic criteria for their presentation. Furthermore, it offers a major understanding of the fundamental objectives of Accounting, oriented to showing it as a decisive tool for decision making.

Course Name: Business Administration
Course Prerequisites: None
Course Credits: 4

This is a theoretical and practical course for students in their first semester. It is designed to foster an entrepreneurial attitude and provide management tools for students to accomplish an entrepreneurial initiative in the future. The content of this course includes topics such as the Management Process, how a business operates, how it is organized, who manages it and its relation to the environment. Moreover, emphasis is put on the Business Plan as a key tool to evaluate business ideas and/or opportunities.

Course Name: General Management
Course Prerequisites: Business Administration
Course Credits: 3

This is a theoretical and practical course for students in their second or third semester. It examines the core functions of management in the modern business enterprise. Students will gain tools with which they will be able to analyze and evaluate businesses and their environments. This course explores the building blocks of

decision making and organizational strategies which influence the management process, taking into account key issues such as business ethics, communication, and corporate culture.

Course Name: Management
Course Prerequisites: General Management & Organizational Behavior
Course Credits: 4

This is a theoretical and practical course which seeks to develop students' ability to make decisions within the distinct functional areas of a business, taking into consideration both external and internal environmental factors. The course is based on the use of strategic management tools in order to resolve a variety of scenarios which may present themselves within the market context.

Course Name: Organizational Behavior
Course Prerequisites: General Management, General Psychology
Course Credits: 3

This is an analytical and practical course that examines individual and group behavior in organizations so that students will have a positive impact on individual, group, and organizational efficiency. The course utilizes practical techniques in order to facilitate an understanding of human dynamics and interactions, providing solid grounding in issues such as learning, values and attitudes, emotions, communication, conflict and negotiation and the role that they play in organizational culture and organizational change.

Department:

Economics

Director: Kurt Burneo
Coordinator: Fernando Larios
Office: Campus 1, Building D, 2nd Floor

Course Name: General Economics
Course Prerequisites: Inglés IV
Course Credits: 4

This course aims to give students the fundamentals of economic theory as a basis for understanding everyday economic issues arising from households' decisions,

markets' equilibriums, and macroeconomic policies. By the end of the course, you should know the following:

- Gain insight into the economist's way of thinking
- Understand today's concerns on economic issues
- Learn to use the core tool of supply and demand
- Understand the fundamentals of economic growth
- Learn the fundamentals of economic policy (fiscal and monetary policies)

Course Name: Microeconomics for Business
Course Prerequisites: General Economics,
Course Credits: 3

The course aims to provide students with the fundamentals of the behavior of economic agents (consumers and firms) in order to understand the functioning of markets in real world business environments. The following topics comprise the basic structure of the course:

- Consumer's Choice: individual and market demand
- Firm's Choice: firm and market supply
- Competitive and non-competitive markets: supply and demand
- Extensions on market failures: game theory and information economics

Course Name: Macroeconomics and Business
Course Prerequisites: General Economics, Microeconomics for Business
Course Credits: 3

This is a theoretical course complemented with case studies, aimed at developing concepts and tools in order to analyze the effect of macroeconomic policies and how international events impact on decisions taken by different firms.

Department:
International Business

Director: Josilú Carbonel Falcón
Coordinator: Renzo Leturia Gurreonero
Office: Campus 1, Building D, 2nd Floor

Course Name: International Business
Course Prerequisites: None
Course Credits: 4

This is a theoretical and practical course for students in their first semester. The objective is to provide students with insight into the International Business field, while learning about the various concepts of commercial transactions between two or more countries, and

understanding the difference between a local and an international operation. The course should also improve the students' ability to understand the various factors that must be considered in order to launch an international operation and increase the students' capability to comprehend the nature of International Business at a micro and macro level.

Course Name: International Trade I: Import & Export
Course Prerequisites: International Business
Course Credits: 4

This is a theoretical and practical course for students in their first semester. The objective is to allow the student to understand and recognize the different production, commercial, cultural and social factors and to comprehend how they interact in a dynamic globalized world. The student will learn to identify the different commercial barriers at an international level and to understand the significance of a free market economy in order to analyze different related themes and to make sound investment decisions in foreign markets. The student will also learn about the need to follow the formalities of commerce, which are regulated by international institutions, in order to use them advantageously in the creation and administration of international businesses. The course discusses the current situation of international businesses and closely related agents, as well as the different regulations that entrepreneurs must follow to guarantee the success of their businesses.

Department:

Law

Director: Lilian Rocca Carbajal
Coordinator: Ana Alfaro
Office: Campus 1, Building D, 2nd Floor

Course Name: Introduction to Law
Course Prerequisites: None
Course Credits: 3

The purpose of this course is to analyze and evaluate the organizations and institutions of the Peruvian legal system, describing the fundamental institutions of Constitutional Law, Civil Law, Criminal Law and Litigation Law, as well giving an overview of other relevant areas of Law, such as Corporate Law, Contractual Law, Competition Law, IP Law, among others. Likewise, it aims at explaining the importance of the aforementioned legal institutions in which the student will relate in his/her professional career in the different economic activities and legal national and international contexts.

Course Name: Legal English
Course Prerequisites: None
Course Credits: 2

Focused essentially on commercial law matters, the course deals with a wide variety of topics and issues ranging from contractual law to corporate law, including but not limited to the origin of commercial relations, sale of real estate and goods, negotiable instruments and debtor-creditor relationships, company formation and management in all the legally allowed forms of association, mechanics of Intellectual Property protection and enforcement, and Competition Law. Finally, since the need to master legal jargon both in English and in Spanish is undeniable, the course will provide students with basic translation skills and structures, thus enabling them to use the material presented bilingually with certainty as to the precise Spanish term for a specific word presented in English.

Department:

Marketing

Director: Pablo Lesevic Roberto
Coordinators: Jaime Briceño Morales
Miguel Loo Rodriguez
Office: Campus 1, Building D, 2nd Floor

Course Name: Business Marketing
(Marketing Industrial)
Course Prerequisites: Marketing II
Course Credits: 3

This course is designed to address the formative needs of the students in subjects related to Business Marketing. For a proper understanding of the concepts developed in the sessions, students must have basic knowledge of Marketing. The main interest of the course is to stimulate the interest of the students in the business market by providing them with a clear y applicable comprehension of this arena. They should become eager to understand the factors that shape the decision-making of successful marketing managers. Also, the course stresses the importance that all marketing activities should be controlled and measured in relation to the expected results.

Course Name: International Marketing
Course Prerequisites: Marketing I, Marketing II
Course Credits: 3

What was known in the past century as "International Marketing" has evolved in the 21st century into "Global Marketing", which is the process of planning and executing transactions and building relationships across and beyond

national borders, in order to perform exchanges that satisfy organizational and individual objectives with an eye to value creation. Exporting is not the only way to gain access to a foreign market. Once a company has decided to sell in a foreign market, it has a choice of models of entry that also include Joint Venturing (licensing, contract manufacturing, management contracting, and joint ownership) and Direct Investment.

Course Name: Marketing I
Course Prerequisites: None
Course Credits: 3

The course aims to generate the students' interest in the theory and practice of Marketing as a key factor in business success. In this course the student will be introduced into the science and art of exploring, creating, and delivering value to satisfy the needs of a target market within the ethical and social responsibility functions found in the domestic and global environment.

Course Name: Marketing II
Course Prerequisites: Marketing I
Course Credits: 3

This course integrates concepts from Economics, Behavioral Science, and Quantitative Analysis to allow the student to understand Marketing as a system within its social and economic context. In this course, marketing management practices, organization, and decision processes are analyzed.

Course Name: Marketing Management - 8th
semester (Dirección de
Marketing)
Course Prerequisites: Finanzas, Gerencia,
Marketing II, Inglés de la
Especialidad II
Course Credits: 3

The purpose of this course is to teach students in the use of tools related to their future marketing management professional careers, in order to achieve the marketing goals of an organization. The intention of this course is to have the students blend knowledge with creativity and determination, and develop each student's competency to prepare him/her for what is often required of a marketing manager: making decisions with limited information.

Course Name: Services Management
(Marketing de Servicios)
Course Prerequisites: Marketing II
Course Credits: 3

This course provides students with both practical and theoretical concepts that are handled within the new approach to Services Marketing. It also provides an overview of the importance Marketing has within a service company, setting strategies and managing quality of service to end customers. During the course, students will learn to understand and manage marketing services concepts, which are clearly distinct from the traditional approach used (for businesses) in the consumer goods sector. They will learn how to manage strategic concepts should be able to articulate these with the marketing mix and in the service sector. Finally, as in any business management course, students will be able to use tools for measuring quality of service, as a basis for continuous improvement and for ensuring subsequent customer loyalty.

Course Name: Strategy Marketing Planning
Course Prerequisites: Marketing Management
Course Credits: 3

Any company that intends to grow and develop over a long period of time must have a strategic plan. Strategic plans are like placing road signs where there are no roads. This tells us two very clear differences between a strategic plan and a marketing plan. The first one tells us how we are going to face major challenges, spanning from growth to crisis of our core business, maintaining the essence of who we are as a company. The second is how to lay the next kilometer of pavement to make that road. Finding a balance between the cost of that kilometer and the contour of the terrain (the shape of the market) and the distant objective we want to reach is going to be your job. Anyone can write a marketing plan for a year. Only those who can see the larger picture can steer a company through the years without losing course. Those people need to learn how to align every unit inside a company towards a distant goal that not everyone will understand or see. It will be the job of a bold and strong marketing leader to see those plans through.

2.) **School of Engineering, Architecture and Urban Planning**

Department:
Agro-Industrial Engineering &
Agribusiness

Director: Renato Brescia Lugon
Coordinator: Moisés Viacava
Office: Campus 1, Building B, 2nd Floor

Course Name: Agro-industrial Processing I
Course Prerequisites: Ingeniería agroindustrial III,
Materias primas agroindustriales, Microbiología
agroindustrial
Course Credits: 4

This is a theoretical and practical course that consists of the study of the technologies that are used in the processing of agroindustrial products. An emphasis is placed on the use of cold, heat, drying and chemical compounds (acidification and reduction of water activity with sugar or salt) in the preservation of these products.

Department:
Architecture and Urban Planning

Director: Miguel Romero
Coordinator: Guillermo Fernández
Office: Campus 1, Building B, 2nd Floor

Course Name: Architectural Processes
Course Prerequisites: Town Planning (Urbanism)
Course Credits: 3

The course introduces the student to the evolution of architecture and urbanism through time. This evolution is understood as a process that is composed of complex factors such as society, economy, technology, politics and the environment. The student will develop knowledge in the history of architecture and urbanism; understand the challenges of each historical period and build a theoretical background that will act as a fundamental basis for undertaking architectural design. The course is divided into three main sections: a brief introduction, origins and development, modernization, growth, and globalization

and a look at the future. Finally, a reflection is made about the Peruvian built constriction environment, within the context of a global panorama and the role of the architect and town planner to create friendly and sustainable places. Students can register for this course in the fifth semester.

Course Name: Town Planning (Urbanism)
Course Prerequisites: Planeamiento y Gestión Urbana
Course Credits: 3

The course offers to introduce the student to the discipline of urbanism; it gives a broad overview of the structure and process of contemporary urbanism practice in the world and in Peru. The student will develop knowledge in major urban issues, getting involved in both the theoretical debates and practical challenges that urban designers are likely to encounter within different substantive subfields of urbanism practice; and in the discussion of problem solving techniques and strategies used by practicing urban designers and planners working in different contexts. Some key conceptual aspects of the course are the basis of urbanism, the structure and functions of the city, public spaces and place identity, urban density, sustainable urbanism, urban design tendencies and the cities of the future and the case of Peruvian cities, specifically Lima. Students can register for this course in the fourth semester.

Department:

Industrial and Commercial Engineering

Director: Antonio Tacchino
Coordinator: Vladimir Barahona
Office: Campus 1, Building B, 2nd Floor

Course Name: Industrial Technology
Course Prerequisites: Unit Operations
Course Credits: 4

This course provides the students with key concepts of chemical process technology and current manufacturing methods of basic chemicals and other industrial products. Understanding of process steps, operating variables and representation of block and process flow diagrams is emphasized.

Course Name: Total Quality Management
Course Prerequisites: Industrial Technology
Course Credits: 3

In this course the student will learn the modern concept of quality as an integrated effort designed to continuously

improve quality at every level within the organization. Fundamental quality tools like Statistical Process Control (SPC), Failure Mode and Effect Analysis (FMEA), Quality Function Deployment (QFD) and others are also reviewed.

3.) School of Hospitality, Tourism and Gastronomy

Department:

Gastronomy and Culinary Arts

Director: Marizoila Fontana Roos
Coordinator: Marizoila Fontana Roos
Office: Campus 1, Building E, 1st Floor

Course Name: Bartending
Course Prerequisites: Food & Beverage Service
Course Credits: 3

This course covers the practical and theoretical aspects behind the bar. This basic bar workshop will teach students step by step the fascinating world of cocktail making. Students will be able to identify and apply all the elements and materials used to run a bar efficiently and to dominate the basic skills of cocktail making and new tendencies of creativity to introduce new cocktails.

Course Name: Food & Beverage Operations
Course Prerequisites: None
Course Credits: 3

This course is an introduction to the management of food and beverage services which is divided into 2 areas: the theoretical part and the laboratory part. The course will allow the student to have a better understanding and application of the control process, the menu analysis and planning, as well as sales and human resources in the food and beverage industry. The student will be able to identify and understand the management and operations of dining from a customer service point of view; and to analyze with the intent of giving the necessary tools for an efficient decision taking.

Course Name: Food Science
Course Prerequisites: None
Course Credits: 4

This course is for students in their first semester. It is designed to introduce food science concepts to students so that they can identify the molecular components of foods, and describe the relationship between these components and food processing. The student will be able to recognize the characteristics of production processes, handling and storage of food. The content of this course includes topics such as new technologies and current legislation.

Course Name: Introduction to
Gastronomy
Course Prerequisites: None
Course Credits: 3

This course represents the first approach that the students receive regarding gastronomy as a complex and rich concept. In this regard, the students will be provided with specific cognitive tools (topics concerning food, geography, social and cultural aspects within each country) complementing this information with historic and gastronomic facts. Hence, the students will be able to identify, understand and discuss the major aspects of an evolving human need. The course will include the following topics:

- Food History
- Main worldwide gastronomic actors
- Industrialization of food and the Hygiene factor
- Gastronomic heritage and culture

Course Name: Menu Marketing &
Management
Course Prerequisites: N/A
Course Credits: 3

The menu marketing and management course is an independent study program that occupies an important role within the restaurant and foodservice industry. It falls under the theoretical and methodological classes that are offered in USIL. Students will be able to develop their understanding of menu marketing and management. Furthermore, students will apply the concepts covered on real situations and will be able to relate these to the food and beverage industry. The course will cover topics such as menu item selection, understanding customer food preferences, menu layout and design, menu pricing, and menu analysis for different topics.

Course Name: Quality in Food Production
Course Prerequisites: 120 credits
Course Credits: 3

The quality in food production course is an independent study program (100% e-learning) that occupies an

important role within the restaurant and foodservice industry. It falls under the theoretical and methodological classes that are offered in USIL. Students will be able to develop their understanding of quality issues in food production. Furthermore, students will apply the concepts covered in real situations and will be able to relate these to the food and beverage industry. The course will cover topics such as

- Standard food production procedures
- Product quality
- Receiving and storing to maintain product quality
- Building a quality system among other topics.

Department:

Hospitality Management

Director: Giannina Robinson Díaz
Coordinators: Claudia Rodriguez
Sandra Zubieta
Office: Campus 1, Building E, 1st Floor

Course Name: Introduction to Hospitality
Management
Course Prerequisites: None
Course Credits: 2

This course provides students a basic understanding of the hospitality industry, continually reviewing the industry's development and growth nationally and internationally. The content of this course will emphasize the organizational structure of the various establishments, focusing on the opportunities and industry trends as a basis for planning and organization of hotel and related businesses that strive to exceed customer expectations.

Course Name: Rooms Division Management
Course Prerequisites: Intro to Hospitality
Management
Course Credits: 2

This is a theoretical and practical course for students in their first semester. It is designed to foster an entrepreneurial attitude and provide management tools for students to accomplish an entrepreneurial initiative in the future. The content of this course includes topics such as the Management Process, how a business operates, how it is organized, who manages it and its relation to the environment. Moreover, emphasis is put on the Business Plan as a key tool to evaluate business ideas and opportunities.

Course Name: Rooms Division Management II
Course Prerequisites: Rooms Division Management I
Course Credits: 2

This is a course of theoretical and practical nature whose purpose is to offer the student the knowledge and abilities to manage the front office department, making use of the leader system in the management of accommodation facilities: OPERA simulating real situations necessary for optimal management of the front office department, applying internationally standardized processes and making efficient use of resources and tools that lead to the satisfaction of guests and customers. (3rd semester)

Course Name: Sales Management
Course Prerequisites: Marketing II
Course Credits: 4

This course provides the student with a concept of the main responsibilities of a Sales Manager. It will also provide a general vision of the Sales Manager's role inside a Hospitality organization: the management of the sales department, the sales planning, budgeting as well as the managing of sales staff.

Course Name: Service Quality Management
Course Prerequisites: At least 150 credits
Course Credits: 3

This is a theoretical and practical course, for students in their ninth semesters. This course is about all the quality subjects: quality systems, service of quality and all the other tools and practices that a professional needs to implement good Quality Strategies and Services in the Hospitality Industry.

Course Name: Spa & Health Services Management
Course Prerequisites: At least 150 credits
Course Credits: 4

This course emphasizes the development, management, and marketing of free standing spas, spas in hotels and resorts, and spa restaurants. Day spas, resort spas, and destination spas are studied in depth. The feasibility of success for new spas and the marketing research necessary to establish new spas are discussed. The design of menus, mental and physical fitness programs, stress management, spa medical treatments, complementary medical treatments, and other spa programs are all considered. Required personnel, safety, legal, and ethical issues regarding spas are an important part of the course.

Course Name: Strategic Hospitality Marketing
Course Prerequisites: Marketing II
Course Credits: 3

This course is designed to allow students to apply his/her previous course work to the essential activities of strategic formulation and implementation. A Marketing Plan will be elaborated, which will lead them to make decisions for companies within the hospitality industry; taking into account the needs of such companies.

Department:
 Tourism Management

Director: Ana Cecilia Rivas
Coordinator: Michele Barton
Office: Campus 1, Building E, 1st Floor

Course Name: Fundamentals of Tourism
Course Prerequisites: None
Course Credits: 2

This is a theoretical and practical course for students in their first semester. The objective of this course is to teach students to identify the potential development of the tourism, hospitality and gastronomy industry, based on knowledge related to the conceptual framework of tourism activity from its beginning to the present day. Also, it is designed to teach students the operation of the tourism system and its relationship with the hospitality field and tourism products, with emphasis on the complementary supply.

Course Name: Strategic Management for Tourism
Course Prerequisites: Management (8th cycle)
Course Credits: 2

This is a theoretical and practical course for students in their eighth semesters. This course covers the tourism market and the enterprises that are part of it. In this context, the course reviews vision and mission statements; the performance and understanding of external and internal audits; the establishment of long-term objectives; the generation, evaluation, selection and implementation of strategies in relation with management issues in areas such as marketing, finance, accounting, R & D; and lastly, measurement and evaluation of a company's performance.

Course Name: Tourism Marketing Management
Course Prerequisites: Investigación de Mercados
Course Credits: 3

This course will provide a strategic vision of the Tourism Sector, from the Marketing Director's perspective. Students will be able to apply the main marketing tools and concepts to the Tourism Sector Dynamics. Special emphasis will be given to the analysis of the Peruvian Tourism Sector as well as the main international tourism markets.

Course Name: Tourism Product Development
Course Prerequisites: Tourism Planning (Planificación Turística)
Course Credits: 3

This course provides students with theoretical and practical knowledge of the travel and tourism products and services, according to the market government's aims. The student will learn marketing strategies, work process and marketing plans of the successful cases to solve the main problem of tourist destinations: lack of tourism products.

Course Name: Travel Agencies
Course Prerequisites: None
Course Credits: 3

Theoretical-practical course that allows the student to develop applicable labor competences in tourist organizations, in accordance with the demands of the changing surroundings, contributing to the capitalization of the country's natural resources moral principles and a sense of social responsibility.

human visual communications. The understanding and constant re-examination of this material will constitute a fundamental part of the future development of the students' careers. It will enable students to develop an analytical outlook on the process of graphic generation, clearly defining the different stages of the visual communication process.

Course Name: History of Peruvian Art I
Course Prerequisites: None
Course Credits: 2

This is a theoretical course for students in their second semester. It is designed to foster the student to develop a comprehensive and analytical knowledge of art history. The course will explore the universal art historical references from the Middle Ages to the XIX century. The objective is to distinguish and understand the main characteristics of the relevant representations of each period relating and comparing the contributions of world art to the present artistic depictions.

Course Name: History of Peruvian Art II
Course Prerequisites: History of Peruvian Art I
Course Credits: 2

This course is for students in their fifth semester. It is designed to train the student to critically analyze the history of Peruvian art. The objective is to distinguish the constants, various techniques, esthetics that differentiate the diverse historical moments establishing general guidelines for its analysis and valuation (or evaluation). The content of this course includes topics from the beginning of republican life to the XXI century.

4.) School of Humanities

Department:
 Art and Graphic Design

Director: Rita Vidal
Coordinator: Rafael Vivanco
Office: Campus 1, Building B, 1st Floor

Course Name: History of Graphic Design
Course Prerequisites: 70 Credits
Course Credits: 3

This course is for students in their sixth semester. It is designed to analyze the concepts and technologies of

Course Name: Photographic Composition
Course Prerequisites: Research & Design
Course Credits: 3

This is theoretical/practical course of the 5th cycle/semester intended to enhance the students understanding and praxis of composition in photography and the potential of its use towards communicating an idea or feeling.

Department:

Communication Science

Director: Fernando Otero
Coordinator: Ricardo Ramos
Office: Campus 1, Building B, 1st Floor

Course Name: Political Science
Course Prerequisites: English IV
Course Credits: 3

The purpose of this course is to introduce students to the discipline of political science; students will explore political issues at all levels: individual, group, national and international, and examine the basic forms of government and their corresponding political ideologies. Additionally, students will study the role of the media, both on a national and international level, and the manner in which these entities impact the politics of a country, or group of countries. Lastly, the course will address foreign policy, and look at ways in which countries interact with one another.

Course Name: Psychology & Communication
Course Prerequisites: Teoría de La Comunicación
Course Credits: 3

Theoretical course based on social psychology, with the main emphasis on social communication manifestations. The course is oriented mainly toward the analysis of media, critical observation of media contents, and the different approaches that messages have, with a particular focus on the public as individuals and groups.

Department:

Psychology

Director: Carmen Blázquez Quintana
Coordinator: Carmen Blázquez Quintana
Office: Campus 1, Building B, 1st Floor

Course Name: Psychology
Course Prerequisites: None
Course Credits: 3

This course involves theoretical and practical issues through ad-hoc topics and labs, offering functional and useful perspectives on Psychology. This course explores the following key concepts: history of Psychology, theories of individual behavior, human development processes, group behavior and mental disorders, highlighting the

importance of psychology in both personal and professional development within a humanistic scientific framework.

5.) Other Curricular Programs**Department:**

Bilingual Program

Director: Carol Reyes
Coordinator: Brian Meagher
Office: Campus 1, Building D, 2nd Floor

Course Name: Advanced Communication Skills
Course Prerequisites: English VI
Course Credits: 2

The aim of this course is to polish and further develop the student's upper-intermediate oral and written skills in English, in order to be able to communicate more naturally and effectively.

Course Name: English Composition
Course Prerequisites: English VI
Course Credits: 2

This course aims to equip students with the basic skills of composing quality college-level essays. Students will be made aware that writing is both a process of discovery and skill. The course will focus on the following aims: (1) Explore and learn to use such compositional strategies as writing a coherent sentence, compound sentence using transitions, pre-writing skills, identifying and formulating the thesis statement, sourcing and citing supporting evidence, revising, editing and proofreading; (2) become familiar with a variety of essays based on such rhetorical patterns as process analysis, description, illustration, comparison/contrast and argumentation/persuasion; (3) become more critical thinkers and more analytical readers, in order to be able to evaluate possible research sources; (4) learn basic research techniques which will be applied to a short research paper due at the end of the semester; and (5) practice ethical behavior at all times, always using one's own words in all writing assignments and avoiding plagiarism in all its forms.

Course Name: Public Speaking
Course Prerequisites: English VI
Course Credits: 2

An introductory Public Speaking course stresses the organization and presentation of the extemporaneous speech in a variety of settings. The goal of this course is to incorporate typical speaking assignments into situations students might face in their personal and professional lives. It involves the study of the basic steps in preparing and delivering any speech. Tasks and discussion questions reinforce the information through application and practice. The concepts learned are utilized to complete the three major speaking assignments. These assignments represent the three most common types of speeches: narrative, expository and persuasive.

Course Name: Writing for Business
Course Prerequisites: English VI
Course Credits: 2

This course aims to equip students with the necessary tools for succeeding at writing while doing business negotiations. The course will focus on the following aims: (1) learn to use such negotiation strategies as writing a coherent e-mail, composing an appealing business letter, showing attractive power point presentations; (2) become familiar with a variety of readings based on case study situations and be ready to convince an audience and foster debate using persuasion; (3) become more critical thinkers and more analytical readers; (4) learn negotiating techniques applicable to their future careers; (5) practice ethical behavior at all times.

Department:
 General Studies

Director: Jose Martinez Eyzaguirre

Coordinators: Luis Enrique Eyzaguirre (Math)
 Enrique Espinoza (Humanities)
 Camilo Fernandez (Languages)
 Jorge Villavicencio (Human Development)

Office: Campus 2, 1st Floor

Course Name: Contemporary History of Peru
Course Prerequisites: None
Course Credits: 3

This course provides a historical overview of Peruvian culture, politics and economy, and introduces students to the study of Peruvian social movements, processes, and

structures in the 20th century. Students will look at a broad range of topics, long-term problems and current realities drawn from contemporary Peruvian history.

Course Name: Human Development
Course Prerequisites: None
Course Credits: 4

Human development is a course for students in their first semester. This course, combining theoretical and participation approaches, is aimed at promoting the development of general competencies, mainly the ones related to human development: fostering student's self-knowledge, creating spaces for reflection and interaction with themselves and their social surroundings. Also, there is a specific focus on promoting personal strategies and ways of processing information that will be useful in the student's future career. Issues such as the origin and essence of humans, self-knowledge, life-plan, proactivity, team work and moral responsibility will be studied.

Course Name: Introduction to the Social Sciences
Course Prerequisites: None
Course Credits: 3

This is an introductory course to the social sciences. It is designed to provide basic theoretical tools to examine the interaction between individuals and society. It introduces some key concepts to social sciences aiming at the promotion of deliberative and critical thinking of different aspects of society.

Course Name: Investigation Methods
Course Prerequisites: None
Course Credits: 4

This is a practical and theoretical course that develops the methods for scientific research. Throughout the course students learn theoretical concepts related to scientific research; its principles and methods, developing abilities and strategies to apply procedures, statistics, techniques and instruments for data collection in a research project that they will submit and present at the end of the course. Class sessions include concepts such as science, research and methods, research planning, theoretical framework, hypothesis and variables, operationalization of variables and survey questionnaires in the framework of scientific research.

Course Name: National Reality & Globalization
Course Prerequisites: None
Course Credits: 4

National Reality and Globalization is a practical course which will introduce the students in their first semester to the social, economic, geographic and cultural characteristics of Peru. Special emphasis should be put on the potential of our country's overall development and its relationship with the major trends emerging in the world of the XXI century. The course aims for students to investigate, find and analyze information on the country and to critically interpret the impact of the phenomenon of globalization on the ecology, economy, social and cultural network in a mega diverse, multilingual and multicultural environment such as Peru.

Course Name: Professional Ethics
Course Prerequisites: None
Course Credits: 4

This course aims to take the student through a comprehensive analysis of the major ethical issues in a globalized world. We presuppose an analytic philosophical methodology, utilizing the traditional tools of secular ethics in that tradition. The course will consider moral issues from both a theoretical standpoint (systematic and principle-based), and through case studies; thus we will try to be as sensitive as possible to the issues presented by the students, yet our analysis will recognize the importance and relevance of the ethical theories within the teleological, deontological and virtue ethics traditions. Students will develop skills in critical thinking, ethical and philosophical analysis, and verbal expression. They will be better able to recognize ethical issues arising in a variety of professional and social contexts and better able to recognize value conflict and potential ways of resolving such conflicts in a multicultural environment such as Peru.

Course Name: Western Civilization
Course Prerequisites: None
Course Credits: 3

This course is a historical survey of Western history from its roots in the ancient Near East to the beginning of the Middle Ages. Topics include the first civilizations in Mesopotamia and Egypt, the legacy of classical Greek, the Roman world, and the expansion of Christianity in the Middle Ages. Upon satisfactory completion of this course, students should be able to describe the general development of Western Civilization, and the roots that shaped its dominant intellectual, socio-economic and political trends.

Department:
 Language Department

Director: Samantha Lanaway
Coordinators: Emma Martinez (Global Understanding Seminar)
 Rebeka Cumpa (Others Languages)
Office: Campus 1, Building D, 2nd Floor

Course Name: Global Understanding Seminar
Course Prerequisites: English 4 and 150 credits
Course Credits: 2

This is a course for students in their 7th semester or higher. This course offers a very unique opportunity for USIL students to learn about other cultures in a face-to-face environment without having to leave the classroom. This class is designed to make the most of interactive technologies to give USIL students the opportunity to communicate with students in different countries live. This way, students at each participating university can learn about a number of different cultures while simultaneously helping to teach about their own. The cultural exchange is based both on written communications between pairs of students (via 'chatting' and combined assignments) as well as through "web-streamed" face-to-face dialogue.

Course Name: Chinese
Course Prerequisites: None
Course Credits: 3

This course will introduce the student to the Chinese language by using the four language skills: reading, writing, speaking, and listening at a basic level. The student will also be introduced to the historic and cultural aspects of China.

Course Name: French
Course Prerequisites: None
Course Credits: 3

This course will introduce the student to the French language by using the four language skills: reading, writing, speaking, and listening at a basic level. The student will also be introduced to the historic and cultural aspects of France.

Course Name: German
Course Prerequisites: None
Course Credits: 3

This course will introduce the student to the German language by using the four language skills: reading, writing, speaking, and listening at a basic level. The student will also be introduced to the historic and cultural aspects of Germany.

Course Name: Italian
Course Prerequisites: None
Course Credits: 3

This course will introduce the student to the Italian language by using the four language skills: reading, writing, speaking, and listening at a basic level. The student will also be introduced to the historic and cultural aspects of Italy.

Course Name: Japanese
Course Prerequisites: None
Course Credits: 3

This course will introduce the student to the Japanese language by using the four language skills: reading, writing, speaking, and listening at a basic level. The student will also be introduced to the historic and cultural aspects of Japan.

Course Name: Portuguese
Course Prerequisites: None
Course Credits: 3

This course will introduce the student to the Portuguese language by using the four language skills: reading, writing, speaking, and listening at a basic level. The student will also be introduced to the historic and cultural aspects of Portugal.

Course Name: Basic Spanish (Español Elemental)
Course Prerequisites: None
Course Credits: 3

This course is for the beginner level Spanish speaker. It uses the four language aspects: reading, writing, listening, and speaking – for the student to familiarize himself/herself with the basics of the Spanish language as well as historical and cultural aspects of Latin America and Spain.

Course Name: Intermediate Spanish (Español Intermedio)
Course Prerequisites: Español Elemental
Course Credits: 3

This course is for the lower intermediate level Spanish speaker. It uses the four language aspects: reading, writing, listening, and speaking – for the student to familiarize himself/herself with the basics of the Spanish language as well as historical and cultural aspects of Latin America and Spain.

Course Name: Advanced Spanish (Español Avanzado)
Course Prerequisites: Español Intermedio
Course Credits: 3

This course is for the intermediate to advanced level Spanish speaker. It uses the four language aspects: reading, writing, listening, and speaking – for the student to familiarize himself/herself with the basics of the Spanish language as well as historical and cultural aspects of Latin America and Spain.

6.) The Center for American Education

Course Name: American Literature after 1900
Course Prerequisites: None
Course Credits: 3

American Literature Since 1900 is a survey course designed to explore writers and works that represent the literature produced during the twentieth century in the United States. An emphasis will be placed on the relevance of the socio-cultural and historical context of the writers and on the role of the writer as a social critic.

Course Name: Biology
Course Prerequisites: None
Course Credits: 3

This course is designed to give students an understanding of biological principles, while focusing on the nature and activities of living organisms and their relationship to our environment and human well-being.

Course Name: Calculus for Business
Course Prerequisites: College Algebra
Course Credits: 3

This is a general education course which includes the college-level skills of calculus including functions, graphs, limits, differentiation, integration, average and instantaneous rates of change, and other applications.

Course Name: College Algebra
Course Prerequisites: None
Course Credits: 3

This is a college algebra course containing topics such as solving, graphing, and applying linear and quadratic equations and inequalities; exponential and logarithmic properties; linear, quadratic, rational and absolute value functions; function operations, compositions and inverses; and systems of equations and inequalities, all with applications throughout the course.

Course Name: Computer & Internet Literacy
Course Prerequisites: None
Course Credits: 3

This course aims at developing the basic computer skills necessary for further education and the job market later. It is a hands-on course in basic computer usage involving group work and project-based instruction. The first part of the course will look at the different types of computers and how they process information before moving on to how to evaluate models available in the market and the operating systems they employ. In the second part of the course, we will move on to have a look at Windows and the key production applications (word processing, spreadsheets and presentation graphics program systems) offered in the Microsoft Office Suite. In the final part of the course we will have a look at the resources available in an online world: communication and information tools (networks, e-mail, telephony and the internet).

Course Name: Information Systems in Organizations
Course Prerequisites: None
Course Credits: 3

The course allows the student to understand the important role of information technology (IT) in the XXI century. Students will learn to search for, read and analyze the Global Information Technology Report as a world benchmarking reporting tool in order to understand the importance of IT in relation to world competitiveness and sustainability.

Course Name: English Composition I
Course Prerequisites: None
Course Credits: 3

This course aims to equip students with the basic skills of composing quality college-level essays. Students will be made aware that writing is both a process of discovery and skill. The course will focus on the following aims: (1)

Explore and learn to use such compositional strategies as pre-writing skills, identifying and formulating the thesis statement, sourcing and citing supporting evidence, revising, editing and proofreading; (2) become familiar with a variety of essays based on such rhetorical patterns as process analysis, description, illustration, comparison / contrast and argumentation / persuasion; (3) become more critical thinkers and more analytical readers, in order to be able to evaluate possible research sources; (4) learn basic research techniques which will be applied to a short research paper due at the end of the semester; and (5) practice ethical behavior at all times, always using one's own words in all writing assignments and avoiding plagiarism in all its forms.

Course Name: English Composition II
Course Prerequisites: English Composition I
Course Credits: 3

The ability to write well, read critically and conduct meaningful research is essential to academic success. This course aims to further develop the basic skill of college-level composition, building upon the foundations of writing, reading and research taught in Composition 1. Composition 2 focuses on essay writing, literature and the research paper. A variety of rhetorical patterns of essays will be covered: description, narration, illustration, division-classification, process analysis, comparison-contrast, cause-effect, definition and argumentation-persuasion. The literature unit will introduce the main elements of three literary genres: fiction, drama and poetry. Finally students will produce a complete research paper following the MLA guidelines. Throughout this course, students will develop their ability to think critically and independently, express themselves clearly and effectively both in writing and in speech, and work independently and ethically.

Course Name: International Economics
Course Prerequisites: None
Course Credits: 3

This course focuses on understanding international trade in both its theoretical roots and its practical applications. The course provides non-economic students with main concepts and tools pertaining international demand and supply, short run and long run analyses, governmental impacts, inflation and unemployment related to globalisation and more. Analysis is mainly done graphically but students should be ready to do minimal algebra and to be able to construct coherent arguments using economic tools.

Course Name: Introduction to Business
Course Prerequisites: None
Course Credits: 3

This survey course presents the foundational business theories, concepts, practices, and terminology used in the study and the operations of business entities. Included in the course are topics such as: types of business ownership, organizational structures and functions, management and leadership functions, factors of production, marketing role, financing concepts, accounting principles, business law, professional and ethical standards, and the relationship between government and business.

Course Name: Introduction to Ethics
Course Prerequisites: None
Course Credits: 3

The course of Ethics aims to take the student through a comprehensive analysis of the mayor ethical issues in a globalized world. We presuppose an analytic philosophical methodology, utilizing the traditional tools of secular ethics in that tradition. The course will consider moral issues from both a theoretical standpoint (systematic and principle-based), and through case studies; thus we will try to be as sensitive as possible to the issues presented by the students, yet our analyses will recognize the importance and relevance of the ethical theories within the teleological, deontological and virtue ethics traditions.

Course Name: Introduction to Management
Course Prerequisites: Introduction to Business
Course Credits: 3

This course covers fundamental management principles and concepts, including best practices. Emphasis is placed on the management functions of planning, organizing, staffing, directing and controlling. Principles of scientific management, motivation, and economic analysis are studied relative to their use in business decisions. Current publications, case study, and teamwork on simulated Board of Directors will provide a "hands on" application of concepts.

Course Name: Introduction to Public Speaking
Course Prerequisites: None
Course Credits: 3

This course is designed to provide students with the fundamentals of speech communication including speaking and listening. The course will take an academic

approach to speech communication. It will examine the basic elements of research, construction and delivery of original public presentation. By understanding what components go into a good speech an individual will look more confident in his/her presentation. The ability to speak clearly, eloquently and effectively has been recognized as the hallmark of an educated person since the beginning of recorded history.

Course Name: Macroeconomics
Course Prerequisites: Introduction to Business
Course Credits: 3

This course aims to give students basic economic problems and concepts of macroeconomic principles. It includes the role of government in various economic systems, aggregate measures of economic performance, fiscal and monetary policies, and the impact of both the public debt and international trade. It is a writing credit course.

Course Name: Managerial Accounting
Course Prerequisites: Principles of Accounting II
Course Credits: 3

This course provides an introductory study of the fundamental principles of recording, summarizing and reporting the financial activities of proprietorships. Advisement note: Students achieving less than a grade of C may experience academic difficulty in ACG 2011, Principles of Accounting II. A grade of less than C is not transferrable to upper division.

Course Name: Microeconomics
Course Prerequisites: None
Course Credits: 3

This introductory course focuses on the fundamentals of economic agents' behavior and markets: it explores the choices, decisions and interactions of households, firms and government in a world of limited resources. The course aims to give students the principles (theory and practice) required to understand the basic functioning of markets and management of real-life microeconomic problems.

Course Name: Principles of Accounting I
Course Prerequisites: None
Course Credits: 3

This course provides an introductory study of the fundamental principles of recording, summarizing and reporting the financial activities of proprietorships. Advisement note: Students achieving less than a grade of C may experience academic difficulty in ACG 2011,

Principles of Accounting II. A grade of less than C is not transferrable to upper division.

Course Name: Principles of Accounting II
Course Prerequisites: Principles of Accounting I
Course Credits: 3

As the second course of the series, this course concludes the study of financial accounting. Topics covered include plant assets, current liabilities, payroll, corporations, partnerships and cash flow statements. Advisement note: Students achieving less than a grade of C may experience academic difficulty in ACG 2011, Principles of Accounting II. A grade of less than C is not transferrable to upper division.

Course Name: Statistics
Course Prerequisites: MAT 1033
Course Credits: 3

This is an introductory course to basic topics in Statistics, including the fundamental ideas in statistical inference. The following topics are collecting, grouping and presenting data; measures of central tendency, measures of position, and variation; probability; probability distributions; density distributions; estimation of parameters; hypotheses testing; simple linear regression. Also there is the use of computer software.

Course Name: Western Civilizations
Course Prerequisites: None
Course Credits: 3

This course is a historical survey of Western history from its roots in the ancient Near East to the beginning of the Middle Ages. Topics include the first civilizations in Mesopotamia and Egypt, the legacy of classical Greek, the Roman world, and the expansion. This is an introductory course to basic topics in Statistics, including the fundamental ideas in statistical inference. The following topics are collecting, grouping and presenting data; measures of central tendency, measures of position, and variation; probability; probability distributions; density distributions; estimation of parameters; hypotheses testing; simple linear regression. Also there is the use of computer software.
