1F0124 Financial Systems (name in Spanish: Sistemas Financieros), 4 credits

Lecturers: Dolores De Goytisolo || Vicente León

Financial Systems provides an overview of the various financial markets, their history, participants, regulation, and products, in order to understand the relevance of local and global financial markets and how they complement each other. This subject also covers financial institutions such as commercial banks, mutual funds, investment banks and hedge funds, their interaction, and role in the development of financial markets. The purpose is to cultivate an interest in current and historical events related to the local and global financial markets.

Notes to incoming exchange students:

1. This subject is completely delivered and evaluated in English.
2. UP students often take this subject after they have accumulated about 50 academic credits out of 200, in their third or fourth semester out of 10. The subject is introductory; no previous knowledge of Finance is required, only an intermediate understanding of financial statements and basic accounting.

1F0230 Negociación Financiera, 4 créditos

Docente: Roberto Bonifaz

Una buena negociación va más allá de tener éxito en el mercado. Las habilidades desarrolladas por un buen negociador son cruciales para resolver conflictos de todo tipo: lograr que grupos díscolos trabajen juntos, poder vender una empresa, financiar su primer emprendimiento, y lograr que otras personas acepten su punto de vista en formas que mejoren las relaciones en lugar de forzarlas. En este curso se abordan todas las fases de una negociación mediante ejemplos de una amplia gama de problemas. Los estudiantes aprenderán cómo negociar eficazmente en situaciones competitivas y de colaboración, siempre siendo “duro con el problema y suave con la persona”, clave para lograr un resultado beneficioso para las partes. Los ejemplos de negociaciones que se discutirán en clase se centrarán en los distintos elementos que se negocian cuando: (a) una empresa en funcionamiento se vende y (b) se financia un nuevo emprendimiento

La asignatura es impartida por el Dr. Roberto Bonifaz, Profesor Titular y Director de la Maestría en Dirección Financiera de la Escuela de Negocios de la Universidad Adolfo Ibáñez en Chile.

Notas para estudiantes de intercambio:

1. El curso será impartido y evaluado en español.
2. Los estudiantes de la UP que se registran en este curso normalmente ya han acumulado aproximadamente 140 (de 200) créditos académicos. Más aún, este curso tiene como requisito un curso introductorio de Gerencia de 70 horas (56 clases teóricas y 28 clases prácticas). Se recomienda, además, que los estudiantes hayan aprobado algún curso intermedio de Finanzas.

1F0237 Big Trades Shaping Global Finance, 4 credits

Lecturer: César Crousillat

Using case studies, the subject centers in crucial transactions leading to the 2008 Global Financial Crisis: the multibillion-dollar Banker's Trust bets in the 1980s and the Procter & Gamble scandal that followed; Soros' billion-dollar bet against the British pound in 1992; the large losses in derivatives from bets against the Mexican peso when Zedillo assumed the presidency in 1994; how an unknown broker single-handedly brought down Barings, the bank of the Queen of England; the domino effect resulting from the five Asian tigers crises and the bankruptcy of Russia in 1997; the renowned case of Long Term Capital Management that failed with its nano-arbitrage strategy; the collapse of the Argentine peso and how international banks exploited the Argentine pension funds; the case of management corruption and collapse of Enron; and the examination of derivative products that caused the boom and fall of the real estate bubble in 2007 and the collapse of Lehman Brothers Bank in September 2008. These cases will be studied from the point of view of arbitrage opportunities created between the free market rules, on one side, and governments' monetary and fiscal policies, on the other, with a narrative drawn from the lecturer's own experience as an investment bank trader and credit rating analyst at Moody's Investor Services.

Notes to incoming exchange students:

1. This subject is completely delivered and evaluated in English.
2. UP students taking this subject are required to have accumulated 120 academic credits (out of 200). Moreover, UP students must have passed **at least** two compulsory subjects in Finance: a basic one of 42 hours of lectures and 28 hours of classes (Financial Analysis or Foundations of Finance), and an intermediate one of 56 hours of lectures and 28 hours of classes (Corporate Finance I or Financial Economics).

1F0200 Seminar: Alternative Investments, 2 credits

Lecturer: Elizabeth Tantaleán

This seminar provides a theoretical and practical look into the world of alternative investments, a trending topic due to the search of alpha in the current low interest rate environment. The information provided will help the students to build a deep understanding of alternative investments markets, so they will be able assess and manage this unique type of investment in a portfolio context. Although alternative investments form a continuously evolving asset class, we will focus on hedge funds, private equity/venture capital, real estate and commodities funds.

Note to incoming exchange students:

3. This seminar is completely delivered and evaluated in English.
4. UP students taking this subject are required to have accumulated 120 academic credits (out of 200). Moreover, UP students must have passed **at least** two compulsory subjects in Finance: a basic one of 42 hours of lectures and 28 hours of classes (Financial Analysis or Foundations of Finance), and an intermediate one of 56 hours of lectures and 28 hours of classes (Corporate Finance I or Financial Economics).

1F0168 Seminar: Enterpreneurial Finance, 2 credits

Lecturer: Fanny Díaz

The objective of the seminar is to provide understanding of the main financial alternatives that new ventures have and of the most important tools and concepts of entrepreneurial financial management. We use several case studies to illustrate these tools and concepts, to evaluate potential investment opportunities, and to discuss issues that may arise when entrepreneurs are looking to raise capital.

Note to incoming exchange students:

1. This seminar is completely delivered and evaluated in English.
2. UP students taking this subject are required to have accumulated 120 academic credits (out of 200). Moreover, UP students must have passed **at least** two compulsory subjects in Finance: a basic one of 42 hours of lectures and 28 hours of classes (Financial Analysis or Foundations of Finance), and an intermediate one of 56 hours of lectures and 28 hours of classes (Corporate Finance I or Financial Economics). Also, familiarity with basic concepts of innovation/entrepreneurship is not compulsory, but recommended.

1F0227 Seminar: M&A Case Studies, 2 credits

Lecturer: Michelle Labarthe

The aim of this seminar is to expose the students to real practices and situations of the Corporate Finance world. Learning will include basic concepts on the sale "pitch", how to structure an M&A transaction, a typical process and key negotiation terms for closing a successful deal. Students will simulate the sale or acquisition of a company and the different steps required for the execution of a transaction: valuation, marketing, non-binding offers, due diligence, final offers and negotiation of agreements. Upon completion of the seminar students will be able to understand the M&A rationale for buyers and sellers, apply different valuation methods learnt to determine the intrinsic and deal value of a company, analyze potential buyers and competitive landscape and have a detailed view of a typical process and key negotiation terms.

Note to incoming exchange students:

1. This seminar is completely delivered and evaluated in English.
2. UP students taking this subject are required to have accumulated 120 academic credits (out of 200). Moreover, UP students must have passed **at least** two compulsory subjects in Finance: a basic one of 42 hours of lectures and 28 hours of classes (Financial Analysis or Foundations of Finance), and an intermediate one of 56 hours of lectures and 28 hours of classes (Corporate Finance I or Financial Economics).

1F0241 Seminar: Project Finance, 2 credits

Lecturer: Federico Lau

Project Finance studies the funding schemes of projects where the debt and equity are repaid from the cash flows generated by the assets that are built within the project. It is often related to the financing of long-term infrastructure, large industrial projects or public services. The seminar provides students with an overview of Project Finance, including a general understanding of the financial structures, the description of the stakeholders, and the identification of risks and mitigants involved. The seminar is delivered mainly from the perspective of the lender in a large project transaction, using a number of case studies. The students will also learn about the project cycle, the legal documentation customary in project finance and about risk considerations in the infrastructure and energy sectors.

Mr. Lau (MBA; Columbia Business School) works at the CIFI (Corporacion Interamericana para el Financiamiento de Infraestructura), the leading financial institution focused on the development of infrastructure and energy projects in Latin America. He has more than 18 years of professional experience working in Project Finance, in Latin America and Europe.

Note to incoming exchange students:

1. This seminar is completely delivered and evaluated in English.
2. UP students taking this subject are required to have accumulated 120 academic credits (out of 200). Moreover, UP students must have passed **at least** two compulsory subjects in Finance: a basic one of 42 hours of lectures and 28 hours of classes (Financial Analysis or Foundations of Finance), and an intermediate one of 56 hours of lectures and 28 hours of classes (Corporate Finance I or Financial Economics).

For further information: https://www.youtube.com/watch?v=Wjw-uDuWDvI

1F0239 Seminar: Structured Financial Products, 2 credits

Lecturer: César Crousillat

The seminar will expose students to the wide variety of structured financial products developed over the past 30 years. It begins with a brief account of major events in Finance over the last 1000 years; starting with cross-country commodity and foreign exchange arbitrage in the XI Century Baltic Sea, the Di Medici contribution to banking in Firenze and the first stock market in Amsterdam, to the post WWII Bretton Woods agreements (1944) and the sophisticated structured products of the last two decades, with emphasis on the role played by structured products in the demise of Lehman Brothers in 2008. The seminar will examine the close relation between advancements in computing and communications, financial theory and deregulation, which has made possible to create the complex products that helped form a unique global financial market. In the end, structured products transformed the banking system, becoming the depositors of most financial asset types; from mortgages, loans and bonds, to credit cards, student loans and home equity loans. The story-line is drawn from the lecturer's own experience as an investment bank trader and credit rating analyst at Moody's Investor Services.

Note to incoming exchange students:

1. This seminar is completely delivered and evaluated in English.
2. UP students taking this subject are required to have accumulated 120 academic credits (out of 200). Furthermore, UP students must have passed **at least** two compulsory subjects in Finance: a basic one of 42 hours of lectures and 28 hours of classes (Financial Analysis or Foundations of Finance), and an intermediate one of 56 hours of lectures and 28 hours of classes (Corporate Finance I or Financial Economics).

1F0272 Seminar: Dark Finance, 2 credits

Lecturer: Rubén Montenegro

The seminar aims at challenging the students' conceptions of financial and corporate misconduct, through intense debate regarding the parameters of the elusive gray areas of morality, ethics and legality, and through the careful review of emblematic cases, ranging from the inappropriate to the criminal, where the enabling factors were typically a combination of a lack of suitable controls and human greed. The cases are recent and related to several markets including global fixed income, derivatives, US Corporations and Start-Ups, and will be analyzed from several perspectives including the market environment, corporate governance, the regulatory framework, risk management, economic substance, ethics and the psychological profile of characters. By immersing themselves in some of the dark corners of the market and corporate practices, students will develop a deeper and stronger grasp of the weaknesses within certain markets, the priorities of the various players and other negative conditions of the modern financial world. In this way, the students will learn how to detect and, foremost and above all, how to avoid them.

Note to incoming exchange students:

1. This seminar is completely delivered and evaluated in English.
2. UP students taking this subject are required to have accumulated 120 academic credits (out of 200). Moreover, UP students must have passed **at least** two compulsory subjects in Finance: a basic one of 42 hours of lectures and 28 hours of classes (Financial Analysis or Foundations of Finance), and an intermediate one of 56 hours of lectures and 28 hours of classes (Corporate Finance I or Financial Economics).

For further information: https://www.youtube.com/watch?v=-WQwdDlP0Jw