| SCHOOL ADDRESS | **Asian Institute of Management**  
123 Paseo de Roxas Street, Makati City  
1260 Philippines |
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>WEB ADDRESS</td>
<td><a href="http://www.aim.edu">www.aim.edu</a></td>
</tr>
</tbody>
</table>
| CONTACT PERSON | **Katrina Afable**  
Program Associate  
International Student Exchange Program  
W.SyCip Graduate School of Business  
Email: [kafable@aim.edu](mailto:kafable@aim.edu)  
**Daniele Coronacion**  
School Manager  
W.SyCip Graduate School of Business  
Email: [dcoronacion@aim.edu](mailto:dcoronacion@aim.edu) |
| TELEPHONE AND FAX | Telephone: + 632 892-4011  
Fax: + 632 813-4466 |
<p>| AREAS OF STUDY | Marketing, Finance, Operations, Entrepreneurship, Accounting, Economics, and Information Technology |</p>
<table>
<thead>
<tr>
<th>COURSES</th>
<th>Exchange students can take elective courses offered by the W. SyCip Graduate School of Business and the Stephen Zuellig Graduate School of Development Management.</th>
</tr>
</thead>
</table>
| QUALIFICATIONS FOR EXCHANGE (INBOUND) | - Students must be in their senior year of the school’s MBA program.  
- Students must have two years of relevant work experience.  
- Students must be proficient in English. Students who are not native speakers of English must have an English language proficiency score between 80-120 (TOEFL). |
| VISA IMMIGRATION | International students who are accepted for study in AIM are required to secure a 47(a)(2) Special Non-Immigrant single entry visa. It is a visa similarly granted to expatriate businessmen, among others.  
Requirements vary from country to country. Please check with the Philippine Embassy/Consulate nearest you for the requirements of the single-entry visa. |
**APPROXIMATE COST OF PROGRAM**: The approximate cost of the exchange program (travel not included) is as follows:

<table>
<thead>
<tr>
<th>ESTIMATED EXPENSES</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Academic &amp; Learning Material Fees</strong></td>
<td>$280</td>
</tr>
<tr>
<td><strong>Living Allowance</strong></td>
<td></td>
</tr>
<tr>
<td>Housing (US$ 660/month x 3 months)</td>
<td>$1,980</td>
</tr>
<tr>
<td>Meals – high estimate (US$ 550/month x 3 months)</td>
<td>$1,650</td>
</tr>
<tr>
<td>Personal and incidental allowances (US$ 150/month X 3 months)</td>
<td>$450</td>
</tr>
<tr>
<td><strong>Visa Extension Fee</strong></td>
<td></td>
</tr>
<tr>
<td>(Please coordinate with the Office of the Registrar for complete details)</td>
<td>$135</td>
</tr>
<tr>
<td><strong>TOTAL (APPROXIMATE) EXCHANGE COST</strong></td>
<td>US$ 4,495</td>
</tr>
<tr>
<td>NOMINATION PROCESS</td>
<td>Student Exchange Coordinator from partner school must send their nomination to Katrina Afable at <a href="mailto:kafable@aim.edu">kafable@aim.edu</a>. The email must include the student’s name, email address and a copy of the student’s resume.</td>
</tr>
<tr>
<td>--------------------</td>
<td>--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------</td>
</tr>
<tr>
<td><strong>Summer Term</strong></td>
<td><strong>Deadline: April 15, 2020</strong></td>
</tr>
<tr>
<td><strong>Spring Term</strong> (Tentative)</td>
<td><strong>Deadline: November 20, 2020</strong></td>
</tr>
</tbody>
</table>

| APPLICATION REQUIREMENTS | - Completed two-page application with student’s signature  
- Completed ID sheet  
- 2X2 picture in .jpg format (white background, full-face and facing front)  
- Clear copy of the student’s passport information page  
- A recent copy of the student’s school transcript, in English  
- Verification of English proficiency |
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Summer Term</strong></td>
<td><strong>Deadline: April 24, 2020</strong></td>
</tr>
<tr>
<td><strong>Spring Term</strong> (Tentative)</td>
<td><strong>Deadline: November 30, 2020</strong></td>
</tr>
</tbody>
</table>

| ACADEMIC CALENDAR | **Summer Term**  
July 06 – September 05, 2020  
**Spring Term** (Tentative)  
April 12, 2021 – June 19, 2021 |
|-------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

<table>
<thead>
<tr>
<th><strong>LANGUAGE OF INSTRUCTION</strong></th>
<th><strong>English</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>COURSE LOAD &amp; CREDITS</strong></td>
<td>Exchange students are required to take a minimum of 5 courses and maximum of 10-units of elective courses. Classes run for 10-weeks and each subject course are held for 80 minutes per session.</td>
</tr>
</tbody>
</table>
| **LEARNING METHODOLOGY**   | **Class Format:** AIM uses the case method, which means students are expected to participate actively in live, extemporaneous discussion. For most courses, class participation accounts for more than 50% of the total grade. Students may also be asked to perform field research by hands-on field projects. Students may be sent to corporate internships. Management games and simulations are also used. The AIM culture emphasizes analysis of facts, exploration of alternative courses of action, and simulates real-life managerial decision-making experiences.  
**Attendance:** Attendance is mandatory. The Institute requires regular daily attendance and active participation in class discussions. Failure to attend at least 80% of the sessions in any course (whether the absences are excused or unexcused) automatically results in a failing grade for the course. |
# 2019 ELECTIVE COURSE LIST

Subject to Change. Updated list will be emailed to students after the nomination period.

## ECONOMICS

<table>
<thead>
<tr>
<th>#</th>
<th>COURSE</th>
<th>CODE</th>
<th>UNIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Global Network Week</td>
<td>GNW</td>
<td>2</td>
</tr>
<tr>
<td>2</td>
<td>Regional Integration in Asia</td>
<td>RIA</td>
<td>1</td>
</tr>
<tr>
<td>3</td>
<td>Introduction to Behavioral Economics</td>
<td>IBE</td>
<td>1</td>
</tr>
</tbody>
</table>

## FINANCE

<table>
<thead>
<tr>
<th>#</th>
<th>COURSE</th>
<th>CODE</th>
<th>UNIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Financial Innovation</td>
<td>FIMAS</td>
<td>1</td>
</tr>
<tr>
<td>2</td>
<td>Entrepreneurial Finance Valuation</td>
<td>EFV</td>
<td>1</td>
</tr>
<tr>
<td>3</td>
<td>Financial Risk Management</td>
<td>FRM</td>
<td>1</td>
</tr>
<tr>
<td>4</td>
<td>Fixed Income Market Analysis and Strategies</td>
<td>FIMAS</td>
<td>1</td>
</tr>
<tr>
<td>5</td>
<td>Investment Banking</td>
<td>IB</td>
<td>1</td>
</tr>
<tr>
<td>6</td>
<td>Mergers and Acquisitions</td>
<td>M&amp;A</td>
<td>1</td>
</tr>
<tr>
<td>7</td>
<td>Private Equity</td>
<td>PE</td>
<td>1</td>
</tr>
<tr>
<td>8</td>
<td>Project Finance</td>
<td>ProjFin</td>
<td>1</td>
</tr>
<tr>
<td>9</td>
<td>International Financial Cooperation</td>
<td>IFC</td>
<td>2</td>
</tr>
</tbody>
</table>

## MARKETING

<table>
<thead>
<tr>
<th>#</th>
<th>COURSE</th>
<th>CODE</th>
<th>UNIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Digital Marketing</td>
<td>DigM</td>
<td>2</td>
</tr>
<tr>
<td>2</td>
<td>Marketing and Finance Creating Synergy</td>
<td>MFCS</td>
<td>2</td>
</tr>
<tr>
<td>3</td>
<td>Product and Service Marketing</td>
<td>PSM</td>
<td>1</td>
</tr>
<tr>
<td>4</td>
<td>Customer Relationship Management</td>
<td>CRM</td>
<td>2</td>
</tr>
<tr>
<td>5</td>
<td>Sales Management</td>
<td>SalesM</td>
<td>1</td>
</tr>
</tbody>
</table>

## LEADERSHIP

<table>
<thead>
<tr>
<th>#</th>
<th>COURSE</th>
<th>CODE</th>
<th>UNIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Coaching for Leaders</td>
<td>CL</td>
<td>1</td>
</tr>
<tr>
<td>2</td>
<td>EQ and Leading with Emotional Courage</td>
<td>ELEC</td>
<td>1</td>
</tr>
<tr>
<td>3</td>
<td>Leadership and Personal Branding: Elevate you Influence and Be Seen, Be Heard, Be Sought</td>
<td>LPB</td>
<td>1</td>
</tr>
</tbody>
</table>

## HR

<table>
<thead>
<tr>
<th>#</th>
<th>COURSE</th>
<th>CODE</th>
<th>UNIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Employee Engagement</td>
<td>EE</td>
<td>1</td>
</tr>
<tr>
<td>2</td>
<td>Employer Branding</td>
<td>EB</td>
<td>1</td>
</tr>
<tr>
<td>3</td>
<td>Organizational Leadership and Change Management</td>
<td>OLCM</td>
<td>1</td>
</tr>
</tbody>
</table>
2019 ELECTIVE COURSE LIST
Subject to change. Updated list will be emailed to students after the nomination period.

<table>
<thead>
<tr>
<th>OPERATIONS</th>
<th>CODE</th>
<th>UNIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>#</td>
<td>COURSE</td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>Global Study Tour <em>(Destination: USA)</em></td>
<td>GST: USA</td>
</tr>
<tr>
<td>2</td>
<td>Global Study Tour <em>(Destination: Japan)</em></td>
<td>GST: JAPAN</td>
</tr>
<tr>
<td>3</td>
<td>Sustainable Operations</td>
<td>SO</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>STRATEGY</th>
<th>CODE</th>
<th>UNIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>#</td>
<td>COURSE</td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>Sources and Uses of Power</td>
<td>SUPR</td>
</tr>
<tr>
<td>2</td>
<td>Strategy Innovations</td>
<td>SI</td>
</tr>
<tr>
<td>3</td>
<td>Collaborative Governance</td>
<td>CG</td>
</tr>
<tr>
<td>4</td>
<td>Enterprise-Wide Risk Management</td>
<td>ERM</td>
</tr>
<tr>
<td>5</td>
<td>Microfinance and Development</td>
<td>MD</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>MANAGEMENT</th>
<th>CODE</th>
<th>UNIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>#</td>
<td>COURSE</td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>Sustainable Tourism</td>
<td>ST</td>
</tr>
<tr>
<td>2</td>
<td>Disaster Risk and Crisis Management</td>
<td>DRCM</td>
</tr>
<tr>
<td>3</td>
<td>Navigating and Managing the Regulatory Environment</td>
<td>NRE</td>
</tr>
<tr>
<td>4</td>
<td>Self-Knowledge, Inspiration, Leadership and Life Planning</td>
<td>SKILL</td>
</tr>
<tr>
<td>5</td>
<td>Introduction to International Business</td>
<td>IntBus</td>
</tr>
</tbody>
</table>