Continental Florida University

CATALOG
SEPTEMBER 2025-2026
Vol 4.0

www.continentaluniversity.us

5201 Blue Lagoon Drive

8th Floor & 9th Floor

Miami, Florida 33126

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About this Document

To navigate this Academic 2026-2026 Catalog (from now on, the Catalog), refer to the Table of Contents and the bookmarks provided. The Table of Contents provides a hyperlinked listing of resources in the order in which they appear in this document. It contains program descriptions and requirements for graduate degrees and undergraduate degrees.

Catalog Disclaimer

Regardless of anything contained in this Catalog, Continental Florida University (CFU), reserves the right to pull out, drop, reschedule, or alter any course, program of study, certificate or any prerequisites regarding the prior, as well as to change or adjust its educational costs and charges.

It is the obligation of every student enrolled at CFU to find out current data that relates to their program of choice, especially regarding the degree prerequisites, through regular reference to this Catalog and its addendum, and by meeting with the respective advisor and/or the proper office.

Please enter www.continentaluniversity.us to access an electronic copy of this Catalog.

Notice of Non-discrimination

CFU does not discriminate on the basis of race, nationality, ethnic origin, color, gender, or any other individual attribute, nor for political, religious, or social belief

Section I: Continental Florida University

Our Approach

Continental Florida University Corp. is a for profit institution of higher education located in Florida that operates in online modality. It is a professional oriented institution with offerings mainly in Engineering and Business, with online Bachelor and Master Degree programs. CFU offers its academic programs only in Spanish.

Ownership and Corporate Structure

CFU, a d/b/a of Continental Florida University Corp. is a for-profit corporation incorporated in Florida in 2021 to operate as an online university offering educational degree opportunities in areas related to Business, Engineering, Marketing, Health Management, Education and Psychology utilizing an affordable and flexible methodology.

The University's Board of Directors and the senior management team bring over one hundred years of combined experience working in different areas of higher education and are currently delivering education to 80,000 students in-person, hybrid and online.

Our Mission and Goals

We provide quality, accessible, and stimulating online education that enables our students to reach their full potential to lead and serve, developing the tools and skills they need to improve their economic opportunities and thereby contribute to the betterment of their families and communities.

To fulfill its mission, CFU pursues the following:

- **Promote access to higher education for Spanish-speaking populations**
  Expand access to quality higher education by ensuring sustained growth in student enrollment and improving retention rates through flexible, affordable, and student-centered models.
- **Develop an extraordinary digital academic experience**
  Enhance the student experience throughout their entire life cycle by increasing their satisfaction level and strengthening academic, emotional, and professional support from enrollment to graduation.
- **Develop a value proposition focused on our strategic pillars**
  Consolidate a high-value academic offering by developing and strengthening our faculty, incorporating emerging technologies, immersive experiences, and relevant content accessible to students that drive employability, continuous learning, and future skills development.

- **Consolidate a culture of impactful research**
  Implement the institutional research plan and foster a research culture focused on solving relevant problems that have an impact on the community and professional environment.
- **Accelerate innovation and entrepreneurship with impact**
  Enhance the professional and entrepreneurial profile of students by promoting their active participation in the institutional ecosystem for the development of innovative projects with impact.
- **Strengthen institutional sustainability to ensure the quality and continuity of educational services**
  Develop new business lines leveraging our academic and technological capabilities, such as continuous education programs, corporate solutions, and entry into new markets.

Our Vision

To be a ubiquitous, flexible, and inclusive university focused on developing meaningful and stimulating learning experiences, thereby enhancing the potential and opportunities of our students and their communities.

Our Education Delivery System

CFU delivers its educational content through a 100% online system. This delivery system is asynchronous and available 24/7/365. CFU uses Open LMS as its Learning Management System platform, which is a dynamic web application built with its own automated scaling and provisioning technologies, and its architecture is a cloud-native, multi-tenant, open-ended system designed to scale to tens of millions of users.

Courses offered in Spanish

CFU offers courses ONLY in Spanish.

Licensing Statement

CFU is Licensed by the Commission for Independent Education, Florida Department of Education. Additional information regarding this institution may be obtained by contacting the Commission at 325 West Gaines Street, Suite 1414, Tallahassee, FL 32399-0400, toll-free telephone number (888) 224-6684.

Section II: Governance and Facilities

Governance

Continental Florida University (CFU), a d/b/a of Continental Florida University Corp. is a for- profit corporation incorporated in Florida in 2021. Furthermore, our decision- making process is conducted through a Board of Directors. Management of school operations is delegated to an Executive Director and the team of executives.

Board of Directors

A three-member Board of Directors governs the University. The board members are distinguished professionals who represent different career paths and background experiences and hold professional experience in leading educational institutions.

Mr. Fernando Barrios Ipenza

President of the Board

Mr. Gonzalo Galdos Jiménez

Director

Edwin Basso

Secretary

Administration

The following list details the University's Full-Time administrators

Carolina Barrios Verand

Executive Director

Julien Noel

Academic Director

Diana Zapata Fernandez

Director of Admissions

Alexandra Castro Garcia

Marketing Director

Melissa Huayanca Acleto

Head of Student Experience and Services

Pedro Barrera Cuellar

Administrator and Finance Coordinator

Physical Facilities

CFU is currently operating at Regus Business Offices located at Waterford Business Park, 5201 Blue Lagoon Drive, 8th Floor, Miami, Florida 33126. This business center is operated by Regus and in addition to office space, it includes reception services, telephone answering, conference rooms, a lounge and a common area with printers and copiers. The University is authorized to use over 1,000 sq. ft. within the business center.

CFU occupies suite 893 within the Regus Business Center since November 2021. Additional space will be added as needed and there are additional offices that can be used on a per day basis to accommodate temporary visitors. Furthermore, Regus offers offices of varied sizes within the same location and can accommodate the institution's growth needs as they develop.

In addition to a fully staffed reception desk and common areas, the Regus service includes utilities, internet, janitorial and security. The offices are located within easy access to public transportation, parking and within walking distance of restaurants, shops, the post office, and banks.

Adequacy of the facilities

The current offices are not intended to be used to hold classes. Once operations start and growth requires additional space, CFU intends to relocate within 2 to 4 miles from its current location to a suitable site located closer to downtown Miami.

This area of Miami has a large population of Latin American immigrants and many businesses that cater to this community. There are ethnic stores and bodegas, package remittance services, money remittance services, Latin American bank agencies, as well as legal and accounting offices that also cater to this community.

CFU is a 100% online school and there will be no need for classrooms or other student related facilities. Space will be needed for administrative staff, admissions staff and support areas for students and faculty.

All servers and computer equipment necessary to support the distance learning operation will be initially managed by Open LMS from Learning Technologies Group on cloud servers operated by Amazon Web Services. The CRM software is HubSpot, which operates on servers managed by the university and hosted on Cloud.

Campus Address and Contact Information

Continental Florida University

Waterford Business Park

5201 Blue Lagoon Drive

8th Floor & 9th Floor

Miami, FL 33126

Telephone Number:

(786) 220-2888

Section III: Admissions

Undergraduate Admissions Process

To be admitted to Continental Florida University (CFU), it is necessary to submit an application for admission and apply for the corresponding evaluation. According to previous academic experience, you can choose the following modalities:

a. High School Graduates

b. Transfer from Other Higher Education Institution

Admission requirements

All applicants must meet the following requirements:

a. Submit an application for admission

b. Submit a copy of identity document issued by a government entity

c. Submit a copy of high school graduation diploma or equivalent

Transfer from Other Higher Education Institution

Applicants who have studied at another institution of higher education and wish to transfer previously earned credits may request to transfer a maximum of 50% of the program's required credits. Only credits with an earned grade equivalent to C or better may be considered for transfer.

Acceptance of transfer credits is at CFU's total discretion. To be eligible for consideration, students must submit the following documents:

a. Transcripts detailing the courses taken, and grades obtained

b. If these documents are issued in a language other than English, then a translation into English must be submitted as well.

Placement Evaluation Test (PET) and Developmental Courses

To establish the conditions for admission and guide personalized learning routes, all applicants must take the CFU Competence Tests, which have been designed to assess the level of competence of each entrant in the areas of mathematics, Spanish and English. Based on the results or the documents presented that support competence, the student will potentially take Development Courses with a value of 0 credits, but with a cost equivalent to a course of 3 credits that must be added in the calculation of the tuition fee.

Rules for Assessing Competencies in Mathematics

For Business Administration, Marketing, and Psychology undergraduate programs, if the applicant scores below 65% in the mathematics section, he/she must take the MAT 100 Pre-College Mathematics development course prior to being able to take a college level math course.

For the Industrial Engineering, Construction Management, Data Science, and Computer Science undergraduate programs, if the applicant achieves a grade below 75% in the mathematics section, he/she must take the course developmental MAT 100 Pre-College Mathematics prior to being able to take any college-level math course.

Rules for Evaluating Competencies in Spanish

For all undergraduate programs, if the applicant completed his/her secondary studies in a 100% program in Spanish (new students) and/or began post-secondary studies in Spanish (transfer students), he/she may take humanities or social sciences courses directly w/o taking any exam.

Otherwise, if the secondary and/or university studies were in a language other than Spanish, the applicant must take the Competence Test and if he/she gets a grade below 65% in the Spanish section, he/she must take the SPA 100 Pre-College Spanish Communications developmental course prior to being able to take a humanities or social sciences course at the university level.

Rules for Evaluating Competencies in English

The following rules apply to the PET English section for all undergraduate programs:

- Applicants with grades lower than 15% must complete the development course ENG 070 Remedial English.
- Applicants with grades lower than 30% must complete the development course ENG 080 English as a Second Language Level I.
- Applicants with grades lower than 45% must complete the development course ENG 090 English as a Second Language Level II.
- Applicants with grades lower than 60% must complete the development course ENG 100 English as a Second Language Level III.
- Applicants with grades equal to or greater than 60% can enroll in the university-level English 101 course.

All assessments will be proctored, and applicants must use a computer equipped with a webcam, speakers, and a microphone.

Completion of the respective developmental courses prepares students for the study requirements, allowing them to take courses at the university level in the chosen program. The applicant will receive the grade and the feedback, as well as the orientation of the learning routes in the university services induction workshops, resources and online course methodology. PET grades are final.

PET Waiver

Applicants may request not to take the PET by presenting exam grades for any of the three sections.

Mathematics Section:

SAT Math score of 520 or higher is equivalent to a 75% PET Math score.

SAT Math from 450 - 519 is equivalent to a grade of 65% of the PET Math score.

Spanish Section:

Results of third-party exams to be evaluated by the Academic Director.

English section:

SAT EBRW of 520 or higher, TOEFL of 79 or higher, and/or IELTS of 6.5 or higher are equivalent to a score of 60% on the English PET.

SAT EBRW of 450 - 519, TOEFL of 60 - 78, and/or IELTS of 6.0 to 6.4 are equivalent to a score of 45% on the English PET.

TOEFL of 35 - 59, and/or IELTS of 5.0 to 6.0 are equivalent to a score of 30% in the English PET.

TOEFL of 34 or less, and/or IELTS of 5.0 or less are equivalent to a score of 15% on the English PET.

Graduate Admissions Process

To be admitted to CFU´s graduate programs, it is necessary to submit an application for admission and the corresponding documentation.

Entry requirements

All applicants must meet the following requirements:

a. Submit an application for admission.

b. Submit a copy of an identity document issued by a government entity.

c. Submit a copy of the Bachelor's degree diploma, or its equivalent, issued by a duly recognized and authorized institution of higher education, or provide official certification from the appropriate government or regulatory authority verifying the credential.

d. A psycho-technical test and digital competency test to evaluate a candidate's abilities, personality, and potential for the program.

Transfer from Other Higher Education Institution

Applicants who have studied at another institution of higher education and wish to transfer previously earned credits may request to transfer a maximum of 50% of the program's required credits. Only credits with an earned grade equivalent to B or better may be considered for transfer.

Acceptance of transfer credits is at the University's total discretion. To be eligible for consideration, students must submit the following documents:

a. Transcripts detailing the courses taken, and grades obtained

b. If these documents are issued in a language other than English, then a translation into English must be submitted as well.

Preparatory Courses

Applicants to both the Master of Science in Cybersecurity and Master of Science in Data Science programs who do not have a degree in science or engineering must take the CSC 500 Programming Techniques preparatory course or provide documents that support competence or approve a Placement Evaluation Test.

Applicants with a degree in science or engineering who feel they need additional computing skills to start the graduate program are strongly encouraged to enroll on the CSC 500 course. Based on the results or the documents presented that support competence, the student will potentially take the CSC 500 course with a value of 0 credits, but with a cost equivalent to a course of 3 credits that must be added in the calculation of the tuition fee.

Document Authentication and Academic Integrity

The CFU Admissions Office will verify the authenticity of the required documentation.

If CFU detects that any of the documentation presented has been adulterated or falsified, the admission process will be annulled and it will be grounds for terminating the contractual relationship, with no certificate of studies or degree issued.

In exceptional cases where the applicant is unable to submit the required documentation at the time of enrollment, they must submit a commitment letter, in the form of a sworn statement, affirming their obligation to provide all required documents before completing 12 academic credits.

Credit Transfer

Incoming Students

Students who have studied at another institution of higher education and wish to transfer credits may request to transfer a maximum of 50% of the program's required credits. Only credits with an earned grade equivalent to C or better at the undergraduate level and equivalent to B or better at the graduate level may be considered for transfer. Acceptance of transfer credits is at CFU's total discretion. To be eligible for consideration, students must submit the following documents:

a. Transcripts detailing the courses taken, and grades obtained

b. Syllabus corresponding to each course for which transfer is requested.

c. If these documents are issued in a language other than English, then a translation into English must be submitted as well.

Outgoing Students

Students who intend to continue their studies at other institutions after graduation, or who withdraw from CFU, should be aware that other institutions have full discretion to decide which credits they will accept for transfer. The student will be responsible for confirming the acceptability of the credits by the institution to which he/she wishes to transfer. CFU is not accredited by an agency recognized by the US Department of Education and could directly affect the transferability of credits to other institutions. It is the decision of the receiving institution to accept credits from CFU.

Internal Transfer

The student who wishes to change programs within CFU must notify their intention, in writing, to the Student Services Department email student.experience@continentaluniversity.us An evaluation of the student's academic performance will be done to determine how many of the credit hours are compatible with the new program and apply to transfer. Tuition and program duration will be adjusted according to the changes. The student will receive a written notification of the credits accepted, the adjustment of payment fees and duration of the program. The student must also sign a new Enrollment Agreement and/or Addenda, which will reflect these changes.

Participation in Inductions and Surveys

Prior to the start of classes, the student must activate their institutional email, participate in the scheduled induction sessions that include the virtual classroom, the virtual library, and other platforms and procedures that are part of student life.

In the same way, and in search of the Continuous Improvement of our university, the student should respond to the satisfaction surveys provided by CFU answering as sincerely as possible.

Section IV: Degree Requirements

Associate's Degree Requirements

Continental Florida University (CFU) will confer the Associate's degree when the following conditions have been met.

1. Satisfactory completion of major requirements in a chosen degree program, including additional requirements set by the college offering the degree. The student's degree program will appear on the baccalaureate diploma.
2. A minimum grade point average (GPA) of 2.0 on all coursework taken is required for a degree. In addition, the overall GPA on all college-level work attempted (high school dual enrollment, transfer, and coursework) is used as part of the determination of degrees of distinction.
3. Successful completion of a minimum of 60 unduplicated semester credit hours.

Bachelor's Degree Requirements

CFU will confer the Bachelor's degree when the following conditions have been met.

1. Satisfactory completion of major requirements in a chosen degree program, including additional requirements set by the college offering the degree. The student's degree program will appear on the baccalaureate diploma.
2. A minimum grade point average (GPA) of 2.0 on all coursework taken is required for a degree. In addition, the overall GPA on all college-level work attempted (high school dual enrollment, transfer, and coursework) is used as part of the determination of degrees of distinction.
3. Successful completion of a minimum of one 120 unduplicated semester hours (123 for Industrial Engineering).

Master's Degree Requirements

CFU will confer the Master's degree when the following conditions have been met.

1. Satisfactory completion of major requirements in a chosen degree program, including additional requirements set by the college offering the degree. The student's degree program will appear on the master's diploma.

2. A minimum grade point average (GPA) of 3.0 on all coursework taken is required for a degree. Grades earned on transfer credit and coursework earned at CFU will be used to determine the final GPA.

3. Programs leading to a master's degree will normally require 32 to 42 credit hours of course work depending on the program. Master's programs normally include courses at the 500 and 600 levels.

Definition of a Unit of Credit

Semester vs. Eight-week Academic period

CFU measures its programs in the equivalent of "semester credit hours". Typically, a "semester" lasts 16-weeks and credits are awarded at a rate of one credit hour for every 16 hours of formal instruction such as lectures, independent study, and online study. In the 16-week academic period, each unit of credit requires 32 hours of additional homework or independent research.

At CFU, courses are taught in eight-week academic periods, which delivers the same instruction in half the time and thus requires an adjustment to the workload of a traditional 16-week academic period. Each unit of credit at CFU requires 2 hours of formal education per week to achieve the same 16 hours of formal instruction in the traditional 16-week semester. Additionally, homework or independent study hours increased to 4 per week to achieve the same 32 hours in a traditional 16-week semester.

As such, the expected amount of work for a 3-credit hour course requires a weekly workload of 6 hours of formal instruction and 12 additional hours of homework. Students typically enroll in two 3-credit courses per eight-week academic period (referred from now on as term) and thus are expected to carry a weekly workload of 12 hours of formal instruction and 24 hours of homework.

Every "Semester" is composed of two terms: Term A and Term B.

Grading System

The following table identifies CFU´s scale overall Grade Point Average (GPA).

Grade	Points per credit hour	100 point Grade System
A	4.00	93-100
A-	3.67	90-92
B+	3.33	87-89
B	3.00	83-86
B-	2.67	80-82
C+	2.33	77-79
C	2.00	70-76
D	1.00	65-69
F	0.00	0-64

Audit Courses - AU

Students may also audit courses; in which case an AU grade is recorded on the respective record. To register for an audit course, students must obtain the faculty member's permission. This option is not subject to change.

Failing Grades

An F grade is an earned grade. This means that the student attempted the course and did not meet academic standards set forth by the faculty to successfully complete the course.

Incomplete Grade

An incomplete grade "IN" is a temporary grade given at the discretion of the faculty member for work not completed because of serious interruption not caused by the student's own negligence (e.g. illness, necessary absence, or other reasons beyond the student control). An incomplete must be made up as quickly as possible as but no later than two consecutive semesters after the initial taking of the course or it will automatically default to an "F" grade. There is no extension of the two-semester deadline.

The student must not register again for the course to make up the IN grade. Students who have incomplete grades on their records must remove the incomplete by the end of the fourth week of the term in which they plan to graduate. Failure to do so will result in a cancellation of graduation.

Withdrawal Grade

A Withdrawal or grade of "W" is given when a student drops a course after the add/drop date at the end of the first week of the term, irrespective of whether the student attended the course or not; and before the last day of the sixth week of the term.

Satisfactory Academic Progress

Students are expected to meet specific standards of Satisfactory Academic Progress (SAP) while working toward a degree at CFU. Students will be evaluated for academic progress at the end of each term. The SAP policy measures three factors:

1. Qualitative Measure (Cumulative GPA):
   a. Undergraduate students must maintain a cumulative GPA of 2.0 ("C" average) or higher for all credit hours attempted.
   b. Graduate students must maintain a cumulative GPA of 3.0 ("B" average) or higher for all credit hours attempted.
   c. The grade of "W" has no effect on the student's cumulative GPA in either undergraduate or graduate programs.

2. Quantitative Measure (Credit Hour Progression): Students must complete at least two thirds (67%) of the credit hours attempted in each two consecutive eight-week academic periods to remain compliant with SAP Policy. Credit hour progression will be based on a cumulative total ratio of attempted hours to earned hours. For example, a student who enrolls for 12 credit hours in two consecutive terms is required to successfully complete a minimum of 8 credit hours (12 x 67% = 8) in those consecutive terms.
3. Maximum Timeframe to Complete a Degree: Students are allowed a maximum timeframe equal to 150% of the length of the program. For example, if the student is pursuing a program that requires 120 credits for graduation, he/she would reach the maximum timeframe at 180 credits attempted. The student will be withdrawn from the university once. It is determined that he/she exceeded the allowable maximum timeframe. Transferred credits for accepted coursework will be counted in the maximum timeframe. The student can repeat a course, but the credits will also be applied toward the maximum timeframe.

Repeat Coursework

CFU allows a student to repeat a poor or failed course once and permits only the last grade to count in the GPA. A poor or failed course is one in which a student receives a “D” or “F”, respectively.

The policy does not remove the previous grade from the student’s record but eliminates the effect of that grade on the cumulative GPA by removing it from the computation. The repeated course will be included in the attempted credit hours when calculating maximum timeframe to complete the course.

To take the repeated course for a second opportunity (third time overall), the student must obtain the Academic Director’s approval and there is a fee associated with this review.

Categories of Academic Progress

SAP Warning: A student will be placed on SAP Warning at the end of a term for which the SAP standards outlined above have not been met. This status is only available for students making SAP in the prior academic term. A SAP Warning can be issued for a maximum of two consecutive terms. If during the SAP Warning period, the student meets SAP, the student will be removed from SAP Warning.

SAP Probation: A student will be placed on SAP Probation for not meeting the standards outlined above for a third consecutive term. A student may appeal this designation. The student appeal must include the reasons for which the student failed to meet SAP and an argument stating what has changed that will allow the student to make SAP at the next evaluation. If the appeal is approved, the student will be allowed to remain on SAP Warning until the completion of the respective term and the student will be placed on an academic plan designed by the course instructor which must be followed. If after one term, the student is meeting SAP, the student will be removed from SAP Probation.

Academic Suspension: A student on SAP Probation who fails to obtain a minimum GPA of 2.0 on the most recently completed term, and whose cumulative GPA is below 2.0, will be suspended for not meeting the academic standards outlined above. Suspension may result in dismissal from CFU.

SAP Terminology: the following terms are used:

- "Attempted" means all credit hours for which a student is enrolled and has remained enrolled after the add/drop date.
- "Successful Completion" of a course is defined as a passing grade (A, B, C or D). Grades of "W" (withdrawn) and "F" (failing) are not considered successful completion. A grade of "I" (incomplete) is not considered a successful completion until the course has been completed and the new grade has been officially received and recorded.
- Transfer credits are counted toward the student's current program as both attempted and completed credit hours to calculate the maximum timeframe to complete a program.
- CFU provides developmental (undergraduate level) and preparatory (graduate level) courses. These courses will not be considered for SAP or GPA calculations.

Course Numbering System

CFU uses a course numbering system of six alphanumeric characters. The first three are letters that identify the academic area of the course and the last three characters are numbers that identify the specific course and represent the academic level of the course. Please refer to the following table:

Course Number	Academic Level
Bachelor	
100 to 199	First year of the program (BS, BA)
200 to 299	Second year of the program (BS, BA)
300 to 399	Third year of the program (BS, BA)
400 to 499	Fourth year of the program (BS, BA)
Masters	
500 to 699	Master program (MS, MA, MBA, MEd)

Progressive Certification

As part of CFU commitment to student success and gradual inception into and/or improvement through the workforce, CFU offers its students Progressive Certifications that highlights certain competences that the student is acquiring while completing our programs.

The progressive certifications are acquired by requesting by e-mail to student.experience@continentaluniversity.us and are free-of-charge. These certifications are not considered part of the graduation process, nor do they fulfill any of the extracurricular requirements for graduation.

Mandatory and Elective Courses

CFU academic programs include mandatory courses, as well as elective courses that are listed as options within the academic program. Depending on the program and the student´s interests and goals, the student may take such courses or may decide to take up to six non-program-specific credits, with the respective Academic Director approval. For undergraduate programs, some of the electives may be taken from graduate programs, with the Academic Director approval.

If necessary, students can take CFU courses from other programs that can be validated with other CFU courses (similar syllabus or overall content or intent), with the Academic Director approval, and such conditions are reflected in the student´s academic transcripts.

Section V: Educational Program and Curricula - Undergraduate

General Education Courses

CFU students must take General Education Courses (GEC) that ensure their personal development and lay the foundations for their professional development. CFU has divided the general courses into 5 large areas and 10 sections. Some academic programs have the courses already assigned and others allow the student to choose among the several options in this list.

Area I: Communication

Section 1 (GEC-1): College-level composition

ENG 101	English Composition 1	3 credits
ENG 102	English Composition 2	3 credits

Section 2 (GEC-2): Advanced English Professional Communication

ENG 303	Professional Communication for Business & Executives	3 credits
ENG 313	Professional Communication for Psychologists & Educators	3 credits
ENG 323	Professional Communication for Engineers	3 credits

Area II: Humanities

Section 3 (GEC-3): History

HUM 111	Introduction to Humanities	3 credits
HIS 101	US History to 1877	3 credits
HIS 201	US History since 1877	3 credits

Section 4 (GEC-4): Culture

ANT 101	Introduction to anthropology and appreciation of diversity	3 credits
PHI 101	Introduction to Philosophy	3 credits

Area III: Mathematics, Statistics and Computing

Section 5 (GEC-5): Mathematics

MAT 101	Basic Mathematics	3 credits
MAT 111	Calculus	3 credits
MAT 121	Analytic Geometry	3 credits
MAT 123	Calculus for Engineers I	3 credits
MAT 134	Calculus for Engineers II	3 credits

Section 6 (GEC-6): Computer Sciences and Statistics

CAB 101	Computer Applications for Business	3 credits
STA 201	Probability and Descriptive Statistics	3 credits
STA 212	Inferential Statistics	3 credits

Area IV: Social Sciences

Section 7 (GEC-7): Social

ANT 101	Introduction to anthropology and appreciation of diversity	3 credits
PSY 111	General Psychology	3 credits
SYG 111	Sociology, global citizenship and social responsibility	3 credits
POL 201	American Government	3 credits
HIS 201	US History since 1877	3 credits
PSY 203	Sociocultural basis of behavior	3 credits
PSY 213	Biological basis of behavior	3 credits
PSY 211	Organizational psychology	3 credits

Section 8 (GEC-8): Economics

ACC 201	Managerial Accounting	3 credits
ACC 301	Financial Accounting	3 credits
ECO 101	Economics Fundamentals	3 credits
ECO 201	Macroeconomics	3 credits
ECO 301	Microeconomics	3 credits

Área V: Natural Sciences

Section 9 (GEC-9): Basic Sciences

CHE 101	General Chemistry	3 credits
CHE 102	General Chemistry Laboratory	1 credit
PHY 204	Physics I with Laboratory	4 credits
BIO 201	General Biology	3 credits

Section 10 (GEC-10): Earth and Environment

EVR 201	Introduction to Environmental Sciences	3 credits
GEO 201	General Geology	3 credits

Business

Credential Issued: Associate in Arts (A.A.)

Program Length: 60 Semester Hours

Program Objective

The Associate in Arts (A.A.) in Business program educates and prepares competitive, innovative, and sustainability-oriented students for careers in the business world, with an emphasis on all aspects of business management.

The main competencies the graduate will acquire are:

- Knowledge of fundamental principles of business administration, economics and marketing.
- An effective communicator and negotiator.
- A team player, leader and innovator within his/her team.

The A.A. in Business graduate will be able to participate in a wide range of industries, from small businesses to large corporations, supervising business projects, and directly connecting with various functional areas of the industry.

Program Description

The 100% virtual A.A. in Business program will provide our students with a variety of courses and experiences that will transform their basic knowledge in such a way that will allow them to transition towards more responsibilities within the industry as well as gearing towards a four-year degree program. Progressively, they will focus on acquiring specific competencies in business management, economics, marketing, negotiation, and organizational leadership.

At the end of the program, the student can choose between a Business Concentration, a Marketing Concentration or can choose to take free courses that interest him/her.

All courses are taught 100% in Spanish.

This program requires 60 credit hours of instruction delivered in academic semesters. While the academic program is successfully completed, the student shall comply with at least two extracurricular requirements to be chosen from the list below:

- Participation in at least one out-of-curriculum certification program provided by or accepted by CFU.
- Active participation in at least one of the student clubs, organizations, research initiatives or other spaces approved and/or organized by CFU and/or CFU Faculty.
- Participation in at least one in-person regional meeting organized by CFU.

- Support CFU activities for at least 12 hours during the program duration, certified by CFU administrative officials and/or faculty.

Once the 60 credit hours are successfully approved, and the extracurricular activity (in order to be considered they must be started and completed simultaneously with the program development) are certified in the student record, the student shall receive the academic degree of Associate in Arts in Business.

Program Breakdown

Course Number	Course Title	Credit Hours
	GENERAL EDUCATION COURSES **36 Credit Hours**	
ENG 101	(GEC-1): English Composition I	3
	(GEC-3 or GEC-4): Humanities / History or Culture Elective	3
	(GEC-7): Social Sciences / Social Elective	3
MAT 101	(GEC-5): Basic Mathematics	3
ENG 102	(GEC-1): English Composition II	3
MAT 111	(GEC-5): Calculus	3
	(GEC-8): Economics Elective (ECO 101 / ECO 201)	3
STA 201	(GEC-6): Probability and descriptive statistics	3
HIS 201	(GEC-7): US History since 1877	3
STA 212	(GEC-6): Inferential Statistics	3
	(GEC-7 or GEC-8): Social / Economics Elective (PSY 211 / ACC 201)	
	(GEC-9 or GEC-10): Natural Science Elective	3
	BUSINESS MANDATORY COURSES **15 Credit Hours**	
CUF 101 CUF 201	Choose one course: Leadership and Teamwork Innovation	3
CUF 111 CAB 101	Choose one course: Organizational Digitization Computer Applications for Business	3
CUF 202	Negotiation	3
ADM 101	Introduction to Business Administration	3
MKT 201	Marketing Fundamentals	3
	ELECTIVE COURSES **9 Credits Hours (can be any CFU course from other programs, or if desired, can follow the Concentration Courses here described)**	
	BUSINESS ADMINISTRATION CONCENTRATION COURSES **9 Credit Hours**	

Course Number	Course Title	Credit Hours
STR 203	Detection of strategic opportunities	3
STR 213	Business operating cycle	3
ADM 202	Operational and logistics management	3
	MARKETING CONCENTRATION COURSES **9 Credit Hours**	
MKT 211	Customer Behavior	3
MKT 215	Branding	3
MKT 245	Market research	3
	TOTAL	**60**

Engineering

Credential Issued: Associate in Science (A.S.)

Program Length: 60 Semester Hours

Program Objective

The Associate in Science (A.S.) in Engineering program educates and prepares competitive, innovative, and sustainability-oriented students for careers in engineering and applied sciences.

The main competencies the graduate will acquire are:

- Knowledge of fundamental sciences as well as general education courses.
- An effective communicator, team player, leader, innovator and negotiator within his/her team.
- Fundamental knowledge in engineering design and sustainability

The A.S. in Engineering graduate will be able to participate in a wide range of industries (i.e. manufacturing, construction, computer sciences, data sciences), and directly connecting with various functional areas of the industry.

Program Description

The 100% virtual A.S. in Engineering program will provide our students with a variety of courses and experiences that will transform their basic knowledge in such a way that will allow them to transition towards more responsibilities within the industry as well as gearing towards a four-year degree program. Progressively, they will focus on acquiring specific competencies in engineering design, sustainability, and general applied sciences.

All courses are taught 100% in Spanish.

This program requires 60 credit hours of instruction delivered in academic semesters. While the academic program is successfully completed, the student shall comply with at least two extracurricular requirements to be chosen from the list below:

- Participation in at least one out-of-curriculum certification program provided by or accepted by CFU.
- Active participation in at least one of the student clubs, organizations, research initiatives or other spaces approved and/or organized by CFU and/or CFU Faculty.
- Participation in at least one in-person regional meeting organized by CFU.
- Support CFU activities for at least 12 hours during the program duration, certified by CFU administrative officials and/or faculty.

Once the 60 credit hours are successfully approved, and the extracurricular activity (started and completed simultaneously with the program development) is certified in the student record, the student shall receive the academic degree of Associate in Arts in Business.

Program Breakdown

Course Number	Course Title	Credit Hours
	GENERAL EDUCATION COURSES **16 Credit Hours**	
ENG 101	(GEC-1): English Composition I	3
	(GEC-3 or GEC-4): Humanities / History or Culture Elective	3
	(GEC-7): Social Sciences / Social Elective	3
MAT 121	(GEC-5): Analytic Geometry	3
CHE 101	(GEC-9): General Chemistry	3
CHE 102	(GEC-9): General Chemistry Laboratory	1
	ENGINEERING MANDATORY COURSES **44 Credit Hours**	
ENG 102	English Composition II	3
MAT 123	Calculus for Engineers I	3
CAD 113	Graphics for Engineers	3
CUF 101 CUF 201	Choose one course: Leadership and Teamwork Innovation	3
MAT 134	Calculus for Engineers II	3
STA 201	(GEC-6): Probability and descriptive statistics	3
HIS 201	(GEC-7): US History since 1877	3
EGC 201	Fundamentals of Engineering Design	3
STA 212	(GEC-6): Inferential Statistics	3
MAT 245	Calculus for Engineers III	3
EGC 251	Sustainability Fundamentals	3
CUF 202	Negotiation	3
PHY 214	Physics II with Laboratory	4
PHY 204	Physics I with Laboratory	4
	TOTAL	**60**

Business Administration

Credential Issued: Bachelor of Science (B.Sc.)

Program Length: 120 Semester Hours

Program Objective

Graduates of the B.Sc. in Business Administration program will be able to apply business strategies in changing and complex environments to manage and develop businesses using innovation, process and continuous improvement methodologies. They also generate value and positive impact on stakeholders by applying business agility and decision-making based on business intelligence.

Program Description

The B.Sc. in Business Administration is a 100% online program. The graduates of the B.Sc. in Business Administration will have developed competencies and skills to:

- Design and manage sustainable business processes through continuous improvement in global environments to build value.
- Manage the business decision-making process, developing the ability to select and apply quantitative and computational methods that establish scenarios that minimize environmental risks.
- Formulate and manage strategies in the business operating cycle in changing and complex environments, aligned to the objectives through management indicators that improve performance.
- Manage the business development process, acquiring the ability to identify and apply various innovation methodologies that generate value.
- Develop and apply business agility with the ability to adapt to dynamic and complex environments that generate a positive impact on stakeholders.

To achieve these competencies and skills, the students will learn key elements in the field, such as HR management, logistical and operational resource management, as well as the financial management of institutions and processes for evaluating strategies. The topics seen in the program will allow the graduates to apply business strategies in changing and complex environments to manage and develop businesses using innovation methodologies, processes and continuous improvement, generate value and positive impact on stakeholders by applying business agility and decision making. decisions based on business intelligence.

All courses are taught 100% in Spanish.

This program requires 120 credit hours of instruction delivered in academic semesters. While the academic program is successfully completed, the student shall comply with at least two extracurricular requirements to be chosen from the list below:

- Participation in at least one out-of-curriculum certification program provided by or accepted by CFU.
- Active participation in at least one of the student clubs, organizations, research initiatives or other spaces approved and/or organized by CFU and/or CFU Faculty.
- Participation in at least one in-person regional meeting organized by CFU.
- Support CFU activities for at least 12 hours during the program duration, certified by CFU administrative officials and/or faculty.

Once the 120 credit hours are successfully approved, and the two extracurricular activities (in order to be considered they must be started and completed simultaneously with the program development) are certified in the student record, the student shall receive the academic degree of Bachelor of Science in Business Administration.

Program Breakdown

Course Number	Course Title	Credit Hours
	GENERAL EDUCATION COURSES 30 Credit Hours	
ENG 101	(GEC-1): English Composition I	3
ENG 102	(GEC-1): English Composition II	3
MAT 101	(GEC-5): Basic Mathematics	3
MAT 111	(GEC-5): Calculus	3
STA 201	(GEC-6): Probability and descriptive statistics	3
STA 212	(GEC-6): Inferential Statistics	3
HUM 111	(GEC-3): Introduction to Humanities	3
EVR 201	(GEC-10): Introduction to Environmental Science	3
ANT 101	(GEC-7): Introduction to anthropology and appreciation of diversity	3
HIS 201	(GEC-7): US History since 1877	3
	BUSINESS ADMINISTRATION MANDATORY COURSES 81 Credit Hours	
CUF 101	Leadership and Teamwork	3
ECO 101	Economics Fundamentals	3
ADM 101	Introduction to Business Administration	3
CAB 101	Computer Applications for Business	3
CUF 202	Negotiation	3
STR 203	Detection of strategic opportunities	3
STR 213	Business operating cycle	3
ADM 202	Operational and logistics management	3
ECO 201	Macroeconomics	3
ACC 201	Managerial Accounting	3

Course Number	Course Title	Credit Hours
ENG 303	Professional English for Business	3
MKT 201	Marketing Fundamentals	3
ADM 302	Human resources management	3
ECO 301	Microeconomics	3
BDM 304	Generation of business models	3
BSI 303	Agile methodologies	3
ACC 301	Financial Accounting	3
ADM 303	Management Ethics	3
BDS 304	Principles and strategies for continuous improvement	3
ECO 304	Circular Economy	3
FIN 403	Corporate Finance	3
MAT 404	Quantitative and computational methods	3
BDS 402	Innovation and Value Proposition Design	3
MKT 301	Marketing Management	3
STR 424	Strategy evaluation and KPI	3
ADM 401	International Business Legal Management	3
ADM 494	Business Administration Capstone Project	3
	ELECTIVE COURSES (choose from list and/or up to six non-career elective credits) 9 Credit Hours	
ADM 225	Business Management	3
PEM 405	Management indicators	3
BSI 415	Creation of shared value	3
STR 452 STR 552	Sales Management	2
MKT 451 MKT 551	User Experience	2
ADM 451 ADM 551	Project Evaluation	2
MKT 666	Digital Business Model	3
MKT 676	Product Management	3
MKT 454 MKT 554	Performance Marketing & Growth Hacking	3
MKT 455 MKT 555	IA Powered Marketing	3
MKT 453 MKT 553	Go-to-Market Strategies	3
FIN 451 FIN 551	International Finance	3
FIN 452 FIN 552	Mergers and Acquisitions	3
FIN 453 FIN 553	Machine Learning and IA for Finance	3

Marketing

Credential Issued: Bachelor of Arts (B.A.)

Program Length: 120 Semester Hours

Program Objective

The Marketing program trains professionals with leadership competencies in the Marketing areas and projects based on the design of strategies that allow accelerated business growth using business analytics tools and digital platforms. Graduates will be able to design innovative marketing strategies to find solutions to different market needs, and to develop market research projects to solve marketing problems in enterprises.

This professional will be able to analyze and develop the marketing diagnosis within the framework of segmentation and value proposition and formulate the marketing plan based on control metrics. Graduates will design content and growth strategies within the framework of a plan and make those strategies adaptable to the business using digital tools and innovation methodologies, in order to attract and retain the target audience.

The Marketing professional's field of action will be qualified to perform as an expert in Marketing in private companies of all economic sectors, assuming roles of product manager, brand manager, key account manager, marketing consultant, product owner, trade marketing specialist, sales representative, experience manager and growth hacker, among others.

Program Description

The program trains professionals capable of analyzing and developing the marketing diagnosis within the framework of segmentation and value proposition, using those ingredients to formulate the marketing plan based on control metrics. Graduates of this program will be able to design content and growth strategies within the framework of a plan designed and adaptable to the business using digital tools and innovation methodologies, to attract and retain the target audience.

The graduate of this CFU program will have developed professional skills having seen topics such as Market Intelligence, Marketing Plan, Marketing Metrics, Growth Hacking Marketing, Content Marketing and Social Media.

All courses are taught 100% in Spanish.

This program requires 120 credit hours of instruction delivered in academic semesters. While the academic program is successfully completed, the student shall comply with at least two extracurricular requirements to be chosen from the list below:

- Participation in at least one out-of-curriculum certification program provided by or accepted by CFU.
- Active participation in at least one of the student clubs, organizations, research initiatives or other spaces approved and/or organized by CFU and/or CFU Faculty.
- Participation in at least one in-person regional meeting organized by CFU.
- Support CFU activities for at least 12 hours during the program duration, certified by CFU administrative officials and/or faculty.

Once the 120 credit hours are successfully approved, and the two extracurricular activities (in order to be considered they must be started and completed simultaneously with the program development) are certified in the student record, the student shall receive the academic degree of Bachelor of Arts in Marketing.

Program Breakdown

Course Number	Course Title	Credit Hours
	GENERAL EDUCATION COURSES **45 Credit Hours**	
ENG 101	(GEC-1): English Composition I	3
ENG 102	(GEC-1): English Composition II	3
ENG 303	(GEC-2): Professional English for Business	3
MAT 101	(GEC-5): Basic Mathematics	3
MAT 111	(GEC-5): Calculus	3
STA 201	(GEC-6): Probability and descriptive statistics	3
STA 212	(GEC-6): Inferential Statistics	3
HUM 111	(GEC-3): Introduction to Humanities	3
EVR 201	(GEC-10): Introduction to Environmental Science	3
ANT 101	(GEC-4): Introduction to anthropology and appreciation of diversity	3
SYG 111	(GEC-7): Sociology, glocal citizenship and social responsibility	3
PSY 111	(GEC-7): General Psychology	3
HIS 201	(GEC-3): US History since 1877	3
PSY 211	(GEC-7): Organizational psychology	3
ECO 201	(GEC-8): Macroeconomics	3
	MARKETING MANDATORY COURSES **69 Credit Hours**	
CUF 201	Innovation	3
CUF 202	Negotiation	3
MKT 201	Marketing Fundamentals	3

Course Number	Course Title	Credit Hours
MKT 211	Customer Behavior	3
MKT 215	Branding	3
MKT 245	Market research	3
DGT 315	Digital competitive environment	3
MKT 321	Price Management	3
DGT 324	Digital platforms	3
MKT 301	Marketing Management	3
MKT 304	Marketing simulation	3
ADM 302	Human Resources Management	3
MKT 353	Marketing Metrics	3
MKT 334	Inbound Marketing	3
MKT 374	Content Design	3
MKT 404	Digital marketing analytics	3
MKT 424	Trade marketing	3
MKT 485	Social Media Hacking	3
MKT 414	Marketing Consulting	3
MKT 425	Marketing plan	3
MKT 445	Branded content	3
STR 424	Strategy Evaluation and KPI	3
MKT 494	Marketing Capstone Project	3
	ELECTIVE COURSES (choose from list and/or up to six non- career elective credits) 6 Credit Hours	
CAB 101	Computer Applications for Business	3
ADM 225	Business Management	3
STR 451 STR 551	Sales Laboratory	2
MKT 451 MKT 551	User Experience	2
MKT 453 MKT 553	Go-to-Market Strategies	2
MKT 666	Digital Business Model	3
MKT 676	Product Management	3
MKT 454 MKT 554	Performance Marketing & Growth Hacking	3
MKT 455 MKT 555	IA Powered Marketing	3
	TOTAL	**120**

Psychology

Credential Issued: Bachelor of Arts (B.A.)

Program Length: 120 Semester Hours

Program Objective

The Psychology program offers professional training with a scientific perspective to understand human behavior based on its sociocultural, biological, and individual conditioning factors. Likewise, students will complete the General Education section of the program to develop important competencies and forge a broad cultural base that enables them to propose solutions once inserted in work environments of social, community, health and school situations.

The program includes a concentration of courses to develop skills for the practice of health, school, marriage, and family counseling. In the same way, program participants will learn about work in the social and community spheres. Similarly, these studies prepare students to contribute significantly to the conduct of quantitative and qualitative scientific studies in the field of psychology (and the social sciences). Graduates should be able to work in social services, educational institutions, government programs and in organizations in the health field.

Program Description

The B.A. in Psychology program considers the promotion of dispositions for self-learning thanks to a didactic approach aligned with problem-based learning, solving cases, expositions, preparing projects and preparing written works. To achieve the competencies proposed in this program, a formative evaluative approach will be developed that will lead teachers to offer their students timely feedback on each of their achievements or products.

Also, the adequate selection of specialized readings, the design of meaningful activities and the elaboration of guides that allow promoting self-management of learning. Already at the level of specialized courses, the modeling of professional repertoires is added to the aforementioned, which involves interpersonal bonding with people immersed in various institutional, community and social settings.

To achieve the specialized competencies of this program requires its students to successfully pass - during the first years - through a pertinent selection of general courses (General Education Program) aimed at developing communicative and quantum competencies. At the same time, it is intended to emphasize the understanding of social studies, the phenomenon of leadership and the humanities.

This program follows the specific competences of the B.A. in Psychology:

- Competency in Psychological Research.
- Competency in Psychological Assessment and Diagnosis.
- Competency in Psychological Intervention.

- Competency in Ethics and Social Responsibility.
- Competency in Communication and Interpersonal Relations.
- Generic/Support Competency.

All courses are taught 100% in Spanish.

This program requires 120 credit hours of instruction delivered in academic semesters.While the academic program is successfully completed, the student shall comply with at least two extracurricular requirements to be chosen from the list below:

- Participation in at least one out-of-curriculum certification program provided by or accepted by CFU.
- Active participation in at least one of the student clubs, organizations, research initiatives or other spaces approved and/or organized by CFU and/or CFU Faculty.
- Participation in at least one in-person regional meeting organized by CFU.
- Support CFU activities for at least 12 hours during the program duration, certified by CFU administrative officials and/or faculty.

Once the 120 credit hours are successfully approved, and the two extracurricular activities (in order to be considered they must be started and completed simultaneously with the program development) are certified in the student record, the student shall receive the academic degree of Bachelor of Arts in Psychology.

Program Breakdown

Course Number	Course Title	Credit Hours
	General Education Courses - 45 Credit hours	
ENG 101	English Composition I	3
HUM 111	Introduction to Humanities	3
MAT 101	Basic mathematics	3
PSY 201	Personal Psychological Development	3
ENG 102	English Composition II	3
HIS 201	US History since 1877	3
PSY 111	General Psychology	3
ENG 313	Professional English for Psychology and Education	3
BIO 201	General Biology	3
STA 201	Probability and descriptive statistics	3
EVR 201	Introduction to Environmental Science	3
CUF 101	Leadership and Teamwork	3
CUF 201	Innovation	3

Course Number	Course Title	Credit Hours
STA 212	Inferential Statistics	3
ANT 101	Introduction to anthropology and appreciation of diversity	3
	Psychology - 75 Credit hours	
PSY 203	Sociocultural basis of behavior	3
PSY 213	Biological bases of behavior	3
PSY 324	History of Psychology	3
PSY 410	Learning Psychology	3
PSY 303	Ethics for Psychologists	3
PSY 244	Psychology of personality	3
PSY 411	Positive Psychology	3
PSY 304	Cognitive Psychology	3
PSY 313	Developmental Psychology	3
PSY 344	Psychological Interview	3
PSY 355	Psychological Tests and Measurements	3
PSY 446	Psychological research methods and statistics	3
PSY 334	Psychophatology	3
PSY 485	Social and Community Psychology	3
PSY 461	Cross-Cultural Psychology	3
PSY 364	School Psychology	3
PSY 425	Clinical Psychology	3
PSY 211	Organizational psychology	3
PSY 363	Introduction to Counseling psychology	3
PSY 415	School Counseling	3
PSY 456	Health counseling	3
PSY 405	Couples and Family Counseling	3
PSY 476	Behavior Analysis	3
PSY 486	Social programs design, development and evaluation	3
PSY 494	Psychology Capstone Project	3
	TOTAL	**120**

Computer Science

Credential Issued: Bachelor of Science (B.Sc.)

Program Length: 120 Semester Hours

Program Objective

This program trains professionals with mastery of technologies to offer solutions to the business environment with ethical values and responsibility. This program graduates will be able to design a computer system for establishments using computer programming by developing and analyzing algorithms, evaluating the performance of computer programs. Graduates will be able to implement adequate tools to provide integrated solutions that allow efficient management of information with quality, high performance, and operational efficiency.

Graduates of this program will ensure information security and data integrity by applying security concepts and safeguards to guarantee the reliability, availability and integrity of critical and sensitive information that is managed in organizations according to the demands of the individual, social and business environment.

Program Description

The B.Sc. of the Computer Science program develops the professional capacity of teamwork through technology projects of different size and complexity, in projects of optimization or innovation of processes, demonstrating the ability to work effectively, maintaining good relationships, interpersonal and ethical values. Constantly updating their knowledge in new technologies, models, techniques, and tools through international certifications.

Graduates of this program will have all the technological and scientific knowledge to work in various fields of the market such as service companies, government companies, education, health, and technology companies, occupying various positions in business or the public sector, and according to market demands, contribute with solutions tailored to the company.

All courses are taught 100% in Spanish.

This program requires 120 credit hours of instruction delivered in academic semesters. While the academic program is successfully completed, the student shall comply with at least two extracurricular requirements to be chosen from the list below:

- Participation in at least one out-of-curriculum certification program provided by or accepted by CFU.
- Active participation in at least one of the student clubs, organizations, research initiatives or other spaces approved and/or organized by CFU and/or CFU Faculty.
- Participation in at least one in-person regional meeting organized by CFU.
- Support CFU activities for at least 12 hours during the program duration, certified by CFU administrative officials and/or faculty

Once the 120 credit hours are successfully approved, and the two extracurricular activities (in order to be considered they must be started and completed simultaneously with the program development) are certified in the student record, the student shall receive the academic degree of Bachelor of Science in Computer Science.

Program Breakdown

Course Number	Course Title	Credit Hours
	GENERAL EDUCATION COURSES **30 Credit Hours**	
ENG 101	(GEC-1): English Composition I	3
ENG 102	(GEC-1): English Composition II	3
MAT 123	(GEC-5): Calculus for Engineers I	3
MAT 134	(GEC-5): Calculus for Engineers II	3
STA 201	(GEC-6): Probability and descriptive statistics	3
STA 212	(GEC-6): Inferential Statistics	3
HUM 111	(GEC-3): Introduction to Humanities	3
MAT 121	(GEC-5): Analytic Geometry	3
ANT 101	(GEC-7): Introduction to anthropology and appreciation of diversity	3
HIS 201	(GEC-7): US History since 1877	3
	COMPUTER SCIENCES COURSES **90 Credit Hours**	
CUF 101	Leadership and teamwork	3
PRO 103	Introduction to Computer Science	3
MAT 103	Discrete Mathematics	3
PHY 204	Physics I with Laboratory	4
CUF 201	Innovation	3
CUF 202	Negotiation	3
MAT 245	Calculus for Engineers III	3
ALG 203	Design and Analysis of Algorithms	3

Course Number	Course Title	Credit Hours
DAT 203	Data Structures and Algorithms	3
PRO 303	Programming	3
ENG 323	Professional English for Engineering	3
EGC 303 ADM 225	Choose one course: Engineering Project Management Business Management	3
CSC 303	Computer Organization and Assembly Language Programming	3
SWE 303	Software Engineering	3
CSC 313	Digital Design	3
CSC 324	Embedded Microprocessor Systems	3
DSC 303	Database Management	3
DSC 323	Big Data Analytics in Business	3
PRO 324	Programming Languages	3
PRO 403	Object-Oriented Programming	3
AIL 403	Artificial Intelligence	3
DSC 404	Machine Learning I	3
FIN 324	Economic Engineering	3
PHY 204	Physics II with Laboratory	4
CSC 445	Operating Systems	3
CSC 455	Computer Networks	3
MAT 305	Matrix and Lineal Algebra	4
SEC 413	Information Assurance and Security	3
CSC 494	Computer Science Capstone Project	3
	TOTAL	**120**

Data Science

Credential Issued: Bachelor of Science (B.Sc.)

Program Length: 120 Semester Hours

Program Objective

The program trains professionals with the ability to analyze data for intelligent and informed decision-making, with ethical values and professional responsibility that can provide solutions to various real, technological, social and/or business problems.

Graduates of this program will have technological and scientific knowledge for the critical analysis of data in various areas or fields in service, government, education, health, and technology enterprises, occupying various positions or functions and providing solutions tailored to their firms.

Program Description

The program contemplates a multidisciplinary vision in the field of science, where the student develops the capacities of data collection, data management, preparation and analysis of data, and development of data models. Graduates will use these tools to extract knowledge and ideas which provide solutions to real problems for assertive decision-making in the business and social environment, using techniques and theories of modern engineering sciences, resources, and tools, while respecting ethical principles and professional responsibility.

All courses are taught 100% in Spanish.

This program requires 120 credit hours of instruction delivered in academic semesters.While the academic program is successfully completed, the student shall comply with at least two extracurricular requirements to be chosen from the list below:

- Participation in at least one out-of-curriculum certification program provided by or accepted by CFU.
- Active participation in at least one of the student clubs, organizations, research initiatives or other spaces approved and/or organized by CFU and/or CFU Faculty.
- Participation in at least one in-person regional meeting organized by CFU.
- Support CFU activities for at least 12 hours during the program duration, certified by CFU administrative officials and/or faculty.

Once the 120 credit hours are successfully approved, and the two extracurricular activities (in order to be considered they must be started and completed simultaneously with the program development) are certified in the student record, the student shall receive the academic degree of Bachelor of Science in Data Science.

Program Breakdown

Course Number	Course Title	Credit Hours
	GENERAL EDUCATION COURSES **30 Credit Hours**	
ENG 101	(GEC-1): English Composition I	3
ENG 102	(GEC-1): English Composition II	3
MAT 123	(GEC-5): Calculus for Engineers I	3
MAT 134	(GEC-5): Calculus for Engineers II	3
STA 201	(GEC-6): Probability and descriptive statistics	3
	(GEC-9 or GEC-10) Natural Science Elective	3
HUM 111	(GEC-3): Introduction to Humanities	3
MAT 121	(GEC-5): Analytic Geometry	3
ANT 101	(GEC-7): Introduction to anthropology and appreciation of diversity	3
HIS 201	(GEC-7): US History since 1877	3
	DATA SCIENCE MANDATORY COURSES **84 Credit Hours**	
CUF 101 CUF 201	Choose one course: Leadership and Teamwork Innovation	3
MAT 103	Discrete Mathematics	3
PRO 101	Introduction to Programming	3
DSC 102	Introduction to Data Science	3
PHY 204	Physics I with Laboratory	4
DSC 201	Database Fundamentals	3
CUF 202	Negotiation	3
MAT 245 MAT 323	Choose one course: Calculus for Engineers III Differential Equations	3
DSC 203	Business Data Mining	3
PHY 214	Physics II with Laboratory	4
ENG 323	Professional English for Engineering	3
MAT 305	Matrix and Lineal Algebra	4
DSC 301	Business Data Warehouses and Dimensional Modeling	3
PRO 303	Programming	3
EGC 303 ADM 225	Choose one course: Engineering Project Management Business Management	3
DSC 303	Database Management	3
PRO 323	All about Data: Design, Query, and Visualization	3
STA 314	Statistical Modeling and Inference for Data Science	3
DSC 323	Big Data Analytics in Business	3

Course Number	Course Title	Credit Hours
SDS 303	Systems, Dynamics and Sustainability	3
PRO 403	Object-Oriented Programming 333	3
PRO 404	Exploring Data in R and Python 344	3
AIL 403	Artificial Intelligence	3
SEC 403	Information and Computer System Security	3
DSC 404	Machine Learning I	3
DSC 405	Problem Solving and Actionable Analytics	3
DSC 494	Data Science Capstone Project	3
	ELECTIVE COURSES (choose from list and/or up to six non-career elective credits) **6 Credit Hours**	
SWE 424	Software Project, process and Quality Management	3
DGO 404	Data Governance	3
DSC 415	Machine Learning II	3
	TOTAL	**120**

Industrial Engineering

Credential Issued: Bachelor of Science (B.Sc.)

Program Length: 123 Semester Hours

Program Objective

The program aims to develop the following skills in students:

- Identify, formulate, and solve complex engineering problems by applying engineering, science, and mathematical principles.
- Apply engineering design to produce solutions that meet specific needs considering the health and safety of personnel.
- Effectively communicate projects, reports, or jobs to a wide audience.
- Recognize ethical and professional responsibilities in engineering situations and make judgments considering the impacts on society, the economy, and the environment.
- Work effectively as a member and leader of a work team.

During the academic program, the student develops skills to face complex situations to be solved within multidisciplinary teams that generate innovative solutions. Upon graduation, the student will be able to perform in various areas such as logistics, security, production, quality, administration, finance, projects, or systems.

Program Description

The B.Sc. in Industrial Engineering program is interdisciplinary in nature and focuses its field of action on the analysis, synthesis, design, creation, and optimal management of systems for the transformation of goods and services. These systems, to achieve the desired results must use resources available in human, technical, material, financial and information areas in an adequate manner. In this sense, the Industrial Engineer applies the basic and social sciences, the methods and tools of Engineering and transformation techniques, in the creation of new enterprises and in the search for viable solutions to the problems of any organization.

All courses are taught 100% in Spanish.

This program requires 123 credit hours of instruction delivered in academic semesters. While the academic program is successfully completed, the student shall comply with at least two extracurricular requirements to be chosen from the list below:

- Participation in at least one out-of-curriculum certification program provided by or accepted by CFU.
- Active participation in at least one of the student clubs, organizations, research initiatives or other spaces approved and/or organized by CFU and/or CFU Faculty.
- Participation in at least one in-person regional meeting organized by CFU.
- Support CFU activities for at least 12 hours during the program duration, certified by CFU administrative officials and/or faculty.

Once the 123 credit hours are successfully approved, and the two extracurricular activities (in order to be considered they must be started and completed simultaneously with the program development) are certified in the student record, the student shall receive the academic degree of Bachelor of Science in Industrial Engineering.

Program Breakdown

Course Number	Course Title	Credit Hours
	GENERAL EDUCATION COURSES **30 Credit Hours**	
ENG 101	(GEC-1): English Composition I	3
ENG 102	(GEC-1): English Composition II	3
MAT 123	(GEC-5): Calculus for Engineers I	3
MAT 134	(GEC-5): Calculus for Engineers II	3
STA 201	(GEC-6): Probability and descriptive statistics	3
STA 212	(GEC-6): Inferential Statistics	3
HUM 111	(GEC-3): Introduction to Humanities	3
MAT 121	(GEC-5): Analytic Geometry	3
ANT 101	(GEC-7): Introduction to anthropology and appreciation of diversity	3
HIS 201	(GEC-7): US History since 1877	3
	INDUSTRIAL ENGINEERING MANDATORY COURSES **84 Credit Hours**	
CUF 101	Leadership and Teamwork	3
IEN 101	Introduction to Industrial Engineering	3
CAD 113	Graphics for Engineers	3
PHY 204	Physics I with Laboratory	4
CUF 201	Innovation	3
CUF 202	Negotiation	3

Course Number	Course Title	Credit Hours
MAT 245	Calculus for Engineers III	3
CHE 101	General Chemistry	3
CHE 102	General Chemistry Laboratory	1
PRD 213	Production fundamentals	3
PHY 214	Physics II with Laboratory	4
ENG 323	Professional English for Engineering	3
EGC 303 ADM 225	Choose one course: Engineering Project Management Business Management	3
FIN 324	Economic engineering	3
IEN 311	Operations Research I	3
IEN 314	Planning of facilities and work design	3
IEN 316	Digital Manufacturing	3
IEN 321	Operations Research II	3
IEN 326	Decision support systems	3
IEN 346	Quality Engineering	3
PRD 304	Production and inventory control	3
IEN 426	Systems Engineering	3
AIL 403	Artificial Intelligence	3
CSC 435	Systems Simulation	3
MAT 323	Differential Equations	3
IEN 446	Service Engineering	3
PRO 303	Programming	3
IEN 494	Industrial Engineering Capstone Project	3
	INDUSTRIAL ENGINEERING ELECTIVE COURSES **9 Credit Hours**	
IEN 414	Ergonomics and Human Factors engineering	3
IEN 424	Supply chain system	3
IEN 455	Industrial safety engineering	3
IEN 315	Manufacturing Process and Material Engineering I	3
IEN 425	Manufacturing Process and Material Engineering II	3
IEN 325	Lean production systems	3
IEN 445	Lean Six Sigma	3
IEN 345	Quality Management	3
	TOTAL	**123**

Construction Management

Credential Issued: Bachelor of Science (B.Sc.)

Program Length: 120 Semester Hours

Program Objective

The Construction Management (CM) program educates and prepares work-ready, competitive, innovative, and sustainability-oriented students for careers in the construction industry with an emphasis in all aspects of construction project management.

The main competencies the graduate will acquire are:

- Knowledge of Civil and Construction Engineering Standards and issues
- Capable of making sound management decisions
- Capable of preparing, implementing, and evaluating CM projects, with innovative and sustainable-oriented alternatives for the client and the project success.
- Able communicator and negotiator.
- Team player, member, and organizer.

The CM graduate will be able to participate in all types of construction projects, from the development to the execution, and supervising aspects of the construction project, in direct connection with the architects, civil and other discipline engineers involved in the project.

Program Description

The 100% virtual CM program will provide our students with a variety of courses and experiences that will convert their secondary-level knowledge, first, into university-level general competencies, and then progressively will focus their knowledge into the program's specific competencies of civil engineering, construction engineering and construction management.

At the end of the program, the students will be able to develop a capstone project that will allow them to demonstrate their acquired knowledge during their years at CFU.

The areas that will be offered during the four-year program of study are:

- General Education courses
- Construction drafting and surveying
- Construction materials (concrete, steel, wood, masonry, asphalt)
- Construction structures and Building Information Modeling
- Construction estimating, scheduling, planning and control.
- Management-related topics, Law and Ethics

All courses are taught 100% in Spanish.

This program requires 120 credit hours of instruction delivered in academic semesters. While the academic program is successfully completed, the student shall comply with at least two extracurricular requirements to be chosen from the list below:

- Participation in at least one out-of-curriculum certification program provided by or accepted by CFU.
- Active participation in at least one of the student clubs, organizations, research initiatives or other spaces approved and/or organized by CFU and/or CFU Faculty.
- Participation in at least one in-person regional meeting organized by CFU.
- Support CFU activities for at least 12 hours during the program duration, certified by CFU administrative officials and/or faculty.

Once the 120 credit hours are successfully approved, and the two extracurricular activities (in order to be considered they must be started and completed simultaneously with the program development) are certified in the student record, the student shall receive the academic degree of Bachelor of Science in Construction Management.

Program Breakdown

Course Number	Course Title	Credit Hours
	GENERAL EDUCATION COURSES **30 Credit Hours**	
ENG 101	(GEC-1): English Composition I	3
ENG 102	(GEC-1): English Composition II	3
MAT 123	(GEC-5): Calculus for Engineers I	3
MAT 134	(GEC-5): Calculus for Engineers II	3
STA 201	(GEC-6): Probability and descriptive statistics	3
STA 212	(GEC-6): Inferential Statistics	3
HUM 111	(GEC-3): Introduction to Humanities	3
MAT 121	(GEC-5): Analytic Geometry	3
ANT 101	(GEC-7): Introduction to anthropology and appreciation of diversity	3
HIS 201	(GEC-7): US History since 1877	3
	CONSTRUCTION MANAGEMENT MANDATORY COURSES **81 Credit Hours**	
CUF 101	Leadership and Teamwork	3
CMT 102	Introduction to Construction Management	3
CAD 113	Graphics for Engineers	3
PHY 204	Physics I with Laboratory	4
CUF 201	Innovation	3
CUF 202	Negotiation	3

Course Number	Course Title	Credit Hours
CMT 213	Construction Surveying and Processes	3
CMT 223	Soils and Foundations in Construction	3
MTR 201	Sustainable Infrastructure, Materials and Methods	3
PRO 303	Programming	3
ENG 323	Professional English for Engineering	3
EGC 303 ADM 225	Choose one course: Engineering Project Management Business Management	3
IEN 346	Quality Engineering	3
PHY 214	Physics II with Laboratory	4
CMT 323	Construction Estimating I	3
CMT 324	Construction Estimating II	3
CMT 333	Construction Contracts	3
CHE 101	General Chemistry	3
CHE 102	General Chemistry Laboratory	1
MTR 314	Concrete and Steel Structures	3
CMT 405	PreConstruction and Temporary Systems	3
CMT 406	Construction Safety, Health and Environment	3
CMT 416	Construction Scheduling	3
CMT 417	Construction Planning and Control	3
CMT 436	BIM for Construction Management	3
CMT 446	Legal Aspects in Construction Management	3
CMT 494	Construction Management Capstone Project	3
	ELECTIVE COURSES (choose from list and/or up to six non-career elective credits) **9 Credit Hours**	
BDS 416	Decision making	3
PEM 405	Management Indicators	3
MTR 427	Transportation Construction Projects	3
IEN 345	Quality Management	3
	TOTAL	**120**

Section VI: Educational Program and Curricula - Graduate

Business Administration

Credential Issued: Master of Business Administration (MBA)

Program Length: 41 Semester Hours

Program Objective

The MBA program provides for the integrated development of a diverse student population through leadership, systemic thinking, global/local awareness, and digital citizenship allowing graduates to have an international vision of the management and administration in organizations.

The first objective is to meet in a balanced and coherent way the expectations of the various interest groups that make up its business/institutional environment and the second objective is to identify and permanently develop competitive advantages to ensure the sustainability of the enterprise. These objectives can only be achieved with a clear and innovative strategic vision of the operational and business model, knowledge of resource management and adequacy in execution. In this context, talent and team management becomes a vital element. Therefore, it is essential that managers develop skills that allow them to exercise a conscious leadership role with solid, coordinated, and complementary teamwork. The program promotes the balance between deepening functional knowledge and maintaining a holistic vision of the entire enterprise system.

What distinguishes the graduates of this program is their knowledge and holistic vision in the fields of management, environment, data analysis, leadership and their ability to make decisions based on information.

Program Description

The MBA program prepares students for executive leadership positions in organizations, with an environment analysis, a focus on strategic and financial management in the administration of organizations, innovation and entrepreneurship, development and digital transformation and quality management in organizations. This program is structured around the following specific competencies: Financial Resource Management and Behavioral Economics, Operations and Process Management, Strategic Marketing and Sales Management, and Strategic and Organizational Management. The student of this master's degree develops a reflective and critical approach in a context of digital transformation and with a solid knowledge to solve problems and offer solutions with experience, creativity and ethics.

All courses are taught 100% in Spanish.

This program requires 41 credit hours of instruction delivered in academic semesters. While the academic program is successfully completed, the student shall comply with at least two extracurricular requirements to be chosen from the list below:

- Participation in at least one out-of-curriculum certification program provided by or accepted by CFU.
- Active participation in at least one of the student clubs, organizations, research initiatives or other spaces approved and/or organized by CFU and/or CFU Faculty.
- Participation in at least one in-person regional meeting organized by CFU.
- Support CFU activities for at least 12 hours during the program duration, certified by CFU administrative officials and/or faculty.

Once the 41 credit hours are successfully approved, and the one extracurricular activities (in order to be considered they must be started and completed simultaneously with the program development) are certified in the student record, the student shall receive the academic degree of Master of Science in Business Administration.

Program Breakdown

Course Number	Course Title	Credit Hours
	MANDATORY COURSES **37 Credit Hours**	
DGT 501	Organizational digitalization	3
DSC 502	Intelligence and data analysis	2
ADM 501	Organizational, culture and learning management	2
ADM 512	Innovation and Intellectual Capital Management	3
HUM 501	Leadership and Change Management	3
HUM 512	Decision making	2
FIN 503	Financial Accounting	2
FIN 515	Corporate finance	2
ADM 523	Organizational design	2
MKT 624	Strategic Marketing Management	3
ADM 533	Strategic direction	2
GDP 605	Process management	2
ADM 603	Management and crisis management	2
LOG 605	Operation management	2
MKT 614	Customer experience management	2
ADM 686	Business Administration Real World Applications	3
	ELECTIVE COURSES **4 credit hours**	
HUM 522	Innovate Behavior	3
LOG 615	Supply chain management	2

MKT 604	Data-driven marketing management	2
STR 552	Sales Management	2
MKT 551	User Experience	2
ADM 551	Project Evaluation	2
MKT 553	Go-to-Market Strategies	2
ADM 654	Business Cases	3
MKT454 / MKT554	Performance Marketing & Growth Hacking	3
MKT455 / MKT555	IA Powered Marketing	3
MKT 666	Digital Business Model	3
MKT 676	Product Management	3
FIN451 / FIN551	International Finance	3
FIN452 / FIN552	Mergers and Acquisitions	3
FIN453/ FIN553	Machine Learning and IA for Finance	3
	TOTAL	**41**

Educational Management

Credential Issued: Master of Education (M.Ed.)

Program Length: 40 Semester Hours

Program Objective

Graduates of the Master of Education in Educational Management will be able to carry out positions of leadership, management, direction and/or decision-making in the educational field (public and/or private sector). They will be able to carry out consultancy and specialized advisory activities for the design and evaluation of innovative educational projects with a global, diversified perspective and in accordance with good educational practices, policies, and international standards.

Likewise, graduates of this program will be able to execute action plans, monitoring and technical assistance for the analysis of information, as well as manage the education and training of actors linked to education.

Program Description

This program has an interdisciplinary approach, which provides the student with the specialized knowledge to lead, manage, coordinate, and assume the current challenges of the educational environment, as well as the organization and operation at its various levels (basic, intermediate and/or higher) and in its different modalities (face-to-face, virtual and/or hybrid).

The graduate of this master's program develops a reflective and critical approach to teaching and learning in a context of digital transformation, as well as a technical and practical stance on the improvement of quality products and services in education.

Graduates will become outstanding professionals, differentiated and with a solid knowledge to solve problems and offer solutions with expertise, creativity, and ethics. Graduates will become highly valued specialists in the market with the potential to propose new concepts and present innovative projects that have a positive impact on education.

All courses are taught 100% in Spanish.

This program requires 40 credit hours of instruction, delivered in academic semesters. While the academic program is successfully completed, the student shall comply with at least one extracurricular requirement, to be chosen from the list below:

- Participation in at least one out-of-curriculum certification program provided by or accepted by CFU.
- Active participation in at least one of the student clubs, organizations, research

initiatives or other spaces approved and/or organized by CFU and/or CFU Faculty.

- Participation in at least one in-person regional meeting organized by CFU.
- Support CFU activities for at least 12 hours during the program duration, certified by CFU administrative officials and/or faculty.

Once the 40 credit hours are successfully approved, and the one extracurricular activities (in order to be considered they must be started and completed simultaneously with the program development) are certified in the student record, the student shall receive the academic degree of Master of Education in Educational Management.

Program Breakdown

Course Number	Course Title	Credit Hours
DSC 502	Analysis and Data Intelligence	2
ADM 501	Organizational, Cultural and Learning Management	2
ADM 512 HUM 522	Choose one course: Innovation and Intellectual Capital Management Innovative Behavior	3
HUM 512	Decision making	2
HUM 501	Leadership and Change Management	3
HUM 533	Psycho-Pedagogical Foundations for Education	2
HUM 604	Diversity and Inclusion	2
HUM 614	Educational Policies	2
QME 615	Didactic Teaching Approaches	2
QME 625	Curriculum and Learning Designs	2
QME 636	Administration for Education	2
QME 644	Strategic Planning in Education	3
DGE 606	Technologies Applied to Education	2
QME 654	Educational Project Management	2
QME 666	Quality Accreditation	3
QME 646	Strategic Communication and Principles of Marketing	2
QME 676	Final Project I	2
QME 686	Final Project II	2
	TOTAL	**40**

Health Services Administration

Credential Issued: Master of Health Services Administration (MHSA)

Program Length: 33 Semester Hours

Program Objective

The Master of Health Services Administration provides the integrated development of a diverse student population through leadership, systemic thinking, global/local awareness and digital citizenship that allow the professional to have an international vision of the management and administration in health services.

What distinguishes the graduates of this program is their knowledge and holistic vision in the fields of management, health care environment, analysis evaluation of services, quality leadership health and their ability to make decisions based on information.

Program Description

The Master of Health Services Administration program prepares students for executive leadership positions in healthcare organizations, based on a critical analysis of the healthcare environment with a focus on strategic and financial management in healthcare services administration, innovation and entrepreneurship in healthcare, development, and digital transformation. Importance is given to the management of clinical and support services and quality assurance.

All courses are taught 100% in Spanish.

This program requires 33 credit hours of instruction, delivered in academic semesters. While the academic program is successfully completed, the student shall comply with at least one extracurricular requirement, to be chosen from the list below:

- Participation in at least one out-of-curriculum certification program provided by or accepted by CFU.
- Active participation in at least one of the student clubs, organizations, research initiatives or other spaces approved and/or organized by CFU and/or CFU Faculty.
- Participation in at least one in-person regional meeting organized by CFU.
- Support CFU activities for at least 12 hours during the program duration, certified by CFU administrative officials and/or faculty.

Once the 33 credit hours are successfully approved, and the one extracurricular activities (in order to be considered they must be started and completed simultaneously with the program development) are certified in the student record, the student shall receive the academic degree of Master of Science in Health Services Administration.

Program Breakdown

Course Number	Course Title	Credit Hours
DGT 501	Organizational digitalization	3
DSC 502	Intelligence and data analysis	2
ADM 501	Organizational, culture and learning management	2
ADM 512 HUM 522	Choose one course: Innovation and Intellectual Capital Management Innovative Behavior	3
HUM 501	Leadership and Change Management	3
CSE 504	Environmental Health Analysis	2
HSA 504	Strategic management in the administration of health services	2
HSA 516	Financing and budget management in health	2
HSI 504	Innovation in health services	2
HSI 516	Entrepreneurship in health	2
GTH 606	Digital Health (e-health)	2
GEH 606	Clinical management and administration of health services	2
GEH 616	Management and operation of support services	2
HSA 607	Quality management in health services	2
HSA 686	Health Services Administration Real World Applications	2
	TOTAL	**33**

Data Science

Credential Issued: Master of Science (M.Sc.)

Program Length: 38 Semester Hours

Program Objective

The M.Sc. in Data Science faces the challenge from a wide range of professional communities who need to master knowledge, information and data understanding. Graduates will access, process and manage data in order to make intelligent decisions in any kind of environment, under uncertainty and complexity many times beyond human capacity. The program develops the ability to use algorithms to analyze, model and predict outcomes including human activities, facilitating decision making for individuals and organizations through the development of practical skills applicable to real life challenges.

Upon completion of the program, participants will be able to contribute to the design, implementation, monitoring, coordination of teams, innovation and improvement of data, information, knowledge, and intelligent systems in organizations with suitable conceptual foundations to support decisions improving the performance of real systems.

Program Description

This program is designed to build the skills to apply data knowledge to any profession, covering all phases of analysis on all sort of sources for data, and all scales of data. The program also develops the tools to use data processing towards making intelligent decisions, including data communication and visualization, utilizing human and automatic data processing.

Reinforces the foundations of algebra and statistics. Develops practical skills using up- to-date technology accessible to most professionals . Explores the foundations of artificial intelligence in order to apply machine learning. Includes workshops for specific applications such as natural language processing and images, and other applications for real life problems.

All courses are taught 100% in Spanish.

This program requires 38 credit hours of instruction delivered in academic semesters. While the academic program is successfully completed, the student shall comply with at least two extracurricular requirements to be chosen from the list below:

- Participation in at least one out-of-curriculum certification program provided by or accepted by CFU.
- Active participation in at least one of the student clubs, organizations, research initiatives or other spaces approved and/or organized by CFU and/or CFU Faculty.
- Participation in at least one in-person regional meeting organized by CFU.
- Support CFU activities for at least 12 hours during the program duration, certified by CFU

administrative officials and/or faculty.

Once the 38 credit hours are successfully approved, and the one extracurricular activities (in order to be considered they must be started and completed simultaneously with the program development) are certified in the student record, the student shall receive the academic degree of Master of Science in Data Science.

Program Breakdown

Course Number	Course Title	Credit Hours
HUM 501	Leadership and Change Management	3
ADM 512 HUM 522	Choose one course: Innovation and Intellectual Capital Management Innovative Behavior	3
CSC 504	Data, Information and Knowledge Ecosystem	3
CSC 516	Algebra for Data Science	3
CSC 524	Data Analysis	3
CSC 533	Data visualization	2
ADM 503	Tools for innovation	2
CSC 555	Statistics for Data Science	3
CSC 607	Introduction to artificial intelligence	3
CSC 617	Machine Learning	3
HUM 603	Ethics and social engineering	2
CSC 628	Advanced topics in AI	3
CSC 636	Natural language processing and applications	2
CSC 686	Data Science Real World Applications	3
	TOTAL	**38**

Cybersecurity

Credential Issued: Master of Science (M.Sc.)

Program Length: 42 Semester Hours

Program Objective

The program seeks to educate professionals experienced in computing infrastructure and systems or linked specializations to understand and apply cyber-attack investigation methods and techniques to a specific computer system. Graduates will be able to conceive, design, implement and maintain a global cyber defense system for a defined technical environment, be knowledgeable of applicable technical regulations related to cybersecurity and their implications for the design, operation and protection of computer systems. Graduates will also be able to maintain systems and understand the state of cyber threats, at a global level in general and in certain regions.

Program Description

The M.Sc. in Cybersecurity is presented in 4 sequential sections:

1. Introducing participants for the minimal computer and information systems, the topics of cyber-defense, cyber-attack and cyber-threats are covered, linking them to information and communication systems.
2. Courses cover the concepts of security and its planning, implementation and management, bringing all knowledge about norms and standards related to this field.
3. Concepts about risk management comprise the third main axis of the program, both to detect and implement responses.
4. The usage of artificial intelligence and innovative knowledge for solutions complete the fourth section.

Participants should finish the program with an application workshop.

All courses are taught 100% in Spanish.

This program requires 42 credit hours of instruction delivered in academic semesters. While the academic program is successfully completed, the student shall comply with at least two extracurricular requirements to be chosen from the list below:

- Participation in at least one out-of-curriculum certification program provided by or accepted by CFU.
- Active participation in at least one of the student clubs, organizations, research initiatives or other spaces approved and/or organized by CFU and/or CFU Faculty.
- Participation in at least one in-person regional meeting organized by CFU.

- Support CFU activities for at least 12 hours during the program duration, certified by CFU administrative officials and/or faculty.

Once the 42 credit hours are successfully approved, and the one extracurricular activities (in order to be considered they must be started and completed simultaneously with the program development) are certified in the student record, the student shall receive the academic degree of Master of Science in Cibersecurity.

Program Breakdown

Course Number	Course Title	Credit Hours
HUM 501	Leadership and Change Management	3
ADM 512 HUM 522	Choose one course: Innovation and Intellectual Capital Management Innovative Behavior	3
CYB 506	Cyber-defense and Cyber-attack and Cyber-threats	3
CYB 515	Safe communication and information system	3
MAT 506	Cryptography	2
CYB 526	Cybersecurity in Cloud and Containers	2
CSC 545	Security and risk management	2
CYB 537	Secure systems: architectures, software and cyber-intelligence	3
CYB 546	Persistent and Advanced Threats	2
CYB 605	Security in massive data	2
CYB 615	Forensic informatics	2
CYB 626	Security in IoT	2
CYB 633	Regulations in the Field of Information Security	3
CYB 645	Cybersecurity Program Design and Management	2
CSC 656	Artificial intelligence for cybersecurity and cyber-intelligence	3
CYB 655	Darknets	2
CYB 686	Final project	3
	TOTAL	**42**

Digital Marketing

Credential Issued: Master of Arts (M.A.)

Program Length: 32 semester hours

Program Objective

The Master's in Digital Marketing will provide today's professional with the knowledge and application of the different platforms, resources, and tools that the digital business environment presents and requires.

Graduates will be able to analyze the traces left by the current digital consumer through their interaction with the digital ecosystem and use this information to develop strategies through social networks, web pages, mobile phones and others that allow capturing their attention and interest and direct them to particular products and services.

In addition, graduates will be able to create new forms of commercialization using the digital channels that are increasingly used by 21st century buyers.

Program Description

This program is designed to develop the skills of any professional regarding the understanding of the new digital consumer, the interpretation of data analytics, the development of online and display advertising campaigns, branding and digital positioning, as well as the design of a digital marketing plan that seeks to achieve the commercial objectives of the organization.

The program will impart the best ways to create a digital business model for a new product or service. It should be noted that this knowledge will allow the professional to make the best decisions regarding the management and handling of the digital ecosystem of an enterprise.

All courses are taught 100% in Spanish.

This program requires 32 credit hours of instruction delivered in academic semesters. While the academic program is successfully completed, the student shall comply with at least two extracurricular requirements to be chosen from the list below:

- Participation in at least one out-of-curriculum certification program provided by or accepted by CFU.
- Active participation in at least one of the student clubs, organizations, research initiatives or other spaces approved and/or organized by CFU and/or CFU Faculty.
- Participation in at least one in-person regional meeting organized by CFU.
- Support CFU activities for at least 12 hours during the program duration, certified by CFU administrative officials and/or faculty.

Once the 32 credit hours are successfully approved, and the one extracurricular activities (in order to be considered they must be started and completed simultaneously with the program development) are certified in the student record, the student shall receive the academic degree of Master of Arts in Digital Marketing.

Program Breakdown

Course Number	Course Title	Credit Hours
	MANDATORY COURSES **26 Credit Hours**	
MKT 503	Introduction to Digital Marketing	2
DSC 502	Intelligence and data analysis	2
MKT 524	Branding and Digital Positioning	2
MKT 566	Marketing Metrics	2
ADM 512	Innovation and Intellectual Capital Management	3
MKT 534	Social Media Marketing	2
MKT 545	Digital Advertising and Display	2
MKT 555	Inbound Marketing	2
MKT 656	Digital Strategic Planning	3
MKT 616	Design Thinking for Digital Business Model	2
MKT 615	Digital Customer Management and Analytics	2
MKT 626	E-Commerce and E-Mobile Platform	2
MKT 686	Digital Marketing Real World Applications	3
	ELECTIVE COURSES **6 credit hours**	
DGT 501	Organizational Digitalization	3
HUM 522	Innovate Behavior	3
MKT 513	Digital Advertising Management and Copywriting	2
MKT 666	Digital Business Model	3
MKT 676	Product Management	3
STR 551	Sales Laboratory	2
MKT 451 / MKT 551	User Experience	2
MKT 453 / MKT 553	Go-to-Market Strategies	2
MKT454 / MKT554	Performance Marketing & Growth Hacking	3
MKT455 / MKT555	IA Powered Marketing	3
	TOTAL	**32**

Section VII: Undergraduate Course Descriptions

Course #	Course Title	Credit
ACC 201	**Managerial Accounting**	**3**
A study of the accountant's role in assisting management in the planning and controlling of business activities. Prerequisite: None		
ACC 301	**Financial Accounting**	**3**
Study of basic accounting principles including the recording and reporting of financial activity. The preparation and interpretation of financial statements. Prerequisite: ACC 201 Managerial Accounting		
ADM 101	**Introduction to Business Administration**	**3**
This course introduces the fundamental principles of Business Administration and examines the factors that lead towards successful administration of a business, the leadership skills and behaviors necessary for achieving organizational goals and objectives. The course will cover both the traditional and current thinking relating to management concepts and theories, plus the knowledge of the fundamentals of organizing, influencing, communication, motivation and human resource management. Prerequisite: None		
ADM 202	**Operational and Logistics Management**	**3**
The course studies the flow of information and resources of company processes from the supply to distribution. Enterprise Resource Planning (ERP), Sales and Operations Planning, Capacity Planning and Utilization, Production Activity Control, Just in Time, Distribution Requirements Planning, Supply Chain Logistics Management supply, Inventory control methods of order points and Strategy and design of the MPC system. Prerequisite: STR 213 Business Operating Cycle		
ADM 225	**Business Management**	**3**
Identify and use administrative principles, costs, marketing techniques and various tools to optimize resources that allow business management to be carried out. This course will enable the design of business plans in different economic sectors, appropriately applying tools for strategic use to optimize resources. Prerequisite: 45 credits		

Course #	Course Title	Credit
ADM 302	**Human Resources Management**	**3**
The course studies the human resources management process of companies that include management procedures and management indicators. Includes contents such as: human resources environment, acquisition and preparation of human resources, evaluation and development of human resources, compensation of human resources and human resources management. Prerequisite: 15 credits		
ADM 303	**Management Ethics**	**3**
Contributions made in mathematics and computing. Intellectual property rights, including copyrights and patents. Issues associated with privacy. Methods and tools of analysis (ethical frameworks). Identification & evaluation of ethical options and knowledge of professional and ethical responsibilities, including those defined in the ACM / IEEE Code of Professional Ethics. Prerequisite: STR 213 Business operating cycle		
ADM 401	**Business Legal Management**	**3**
It combines core principles of business administration with international legal frameworks, preparing students to navigate the complexities of global commerce. It equips students with skills in cross-border trade regulations, international contracts, and dispute resolution, fostering a comprehensive understanding of legal and ethical business practices worldwide. Prerequisite: STR 213 Business operating cycle		
ADM 451 / ADM 551	**Project Evaluation**	**3**
The Project Evaluation course aims to provide modern tools that allow you to handle the basic concepts and methodology to evaluate investment decisions and value businesses in competitive environments. Project evaluation includes topics such as: strategic valuation of a project, relevant costs and benefits, construction of free cash flows, net present value, cost of capital, incorporation of sensitivity analysis, valuation of flexibility and its application to practical cases. Prerequisite: 105 credits (ADM 451) 12 credits (ADM 551)		
ADM 494	**Business Administration Capstone Project**	**3**
The Business Administration Capstone Project is a culminating course where students apply theoretical knowledge to real-world business challenges. Through independent research, analysis, and strategic planning, students develop comprehensive solutions for actual business scenarios. The project enhances critical thinking, problem-solving, and professional skills, preparing students for successful careers in the business world Prerequisite: STR 424 Strategy evaluation and KPI		

Course #	Course Title	Credit
AIL 403	**Artificial Intelligence**	**3**
The focus of the course is the study of modern approaches to artificial intelligence. Includes: problem solving which deals with general problem solving, techniques behind DeepBlue and AlphaGo, modeling and reasoning deals with the representation of knowledge and reasoning on the basis of knowledge, modeling and probabilistic reasoning deals with uncertain modeling and reasoning. Prerequisite: DSC 323 Big Data Analytics in Business or 75 credits		
ALG 203	**Design and Analysis of Algorithms**	**3**
Studies functionality of an algorithm for their design and programming. Focuses on various algorithmic techniques: divide and you will conquer, dynamic programming, greedy algorithms and the mathematical basis necessary to analyze the properties of these techniques and the algorithms based on them such as recurrence relations and graph theory. Prerequisite: DAT 203 Data Structures and Algorithms		
ANT 101	**Introduction To Anthropology and Appreciation of Diversity**	**3**
The course focuses on the understanding of cultural diversity and way of life. It will allow students to conduct their professional lives valuing diversity, tolerance and respect for the environment. Prerequisite: None		
BDM 304	**Generation of Business Models**	**3**
This course studies opportunities to launch innovative businesses through various tools and innovation methodologies. Includes: canvas, identification of patterns (desegregation de models, open business models); design (ideation, visual thought, prototyping, storytelling and scenarios); strategy and process for designing a business model. Prerequisite: STR 213 Business operating cycle		
BDS 304	**Principles and Strategies for Continuous Improvement**	**3**
Concepts and techniques for the development and execution of the strategy. Tracing the direction of a company, valuation of resources, capabilities and competitiveness of a company. Strengthening the competitive position of a company. Ethics and corporate social responsibility, environmental sustainability and strategy, management of internal operations. Prerequisite: STR 213 Business Operating Cycle		
BDS 402	**Innovation and Value Proposition Design**	**3**
The course of Innovation and Value Proposition Design provides the students the frameworks and skills to identify market opportunities and create impactful solutions. The course focuses on developing innovative products, services, and business models through strategic thinking, design methodologies, and customer insights. Graduates will be prepared to drive growth and transformation in dynamic business environments.		

Course #	Course Title	Credit
Prerequisite: BSI 303 Agile methodologies		
BIO 201	**General Biology**	**3**
Introductory biology course which covers basic biological concepts, concentrating on selected principles that help explain molecular biology, evolution, genetics, growth and disease. It is designed to stimulate interest in the variety of life that exists on our planet, help students recognize the factors that provide order in this variety, and involve students in the processes of inquiry, observation and analysis of biological organization in order to give them a foundation for intelligently interpreting and evaluating biological topics. Prerequisite: None		
BSI 303	**Agile Methodologies**	**3**
Agile Methodologies introduces the development and application of business agility to adapt to dynamic and complex business environments. Includes: What is Agile? The Agile Manifesto and an introduction and overview of agile methods: Scrum, Kanban and Lean. Prerequisite: 45 credits		
BSI 415	**Creation of Shared Value**	**3**
The course studies an introduction to the creation of shared and sustainable value. Clean technology, vision of sustainability at the base of the pyramid, reformulation of products and services, and redefinition of the value chain. Implementation of the value co-creation business model. Prerequisite: ECO 304 Circular Economy		
CAB 101	**Computer Applications for Business**	**3**
Students will study computer terminology, hardware, and software related to the business environment. The focus of this course is on business productivity software applications and professional behavior in computing, including word processing (as needed), spreadsheets, databases, presentation graphics, and business-oriented utilization of the Internet. Prerequisite: None		
CAD 113	**Graphics for Engineers**	**3**
This course will focus on understanding 2D and 3D plans, the basic tools to start any construction and manufacturing process. Prerequisite: None		
CHE 101	**General Chemistry**	**3**
A detailed study of inorganic chemistry is presented with emphasis on atomic and molecular structure, chemical reactions and bonding, equilibrium, and the laws and principles of chemistry in terms of modern theory. Prerequisite: None		

Course #	Course Title	Credit
CHE 102	**General Chemistry Laboratory**	**1**
Laboratory portion of General Chemistry. Introduction to lab techniques; study of properties of elements and compounds; synthesis and analysis of natural and commercial materials. Prerequisite: None		
CMT 102	**Introduction To Construction Management**	**3**
This introductory course allows the student to understand the characteristics of the construction industry; types of construction companies, people involved in a project, their responsibilities and interrelationships; contracts, ethical conduct; project evolution; interpreting working drawings; construction bonds; contract documents, and other relevant aspects of the profession. It is the cornerstone for the entire career providing the student with the basic skills of understanding of the needed interaction between civil and construction engineering and project management. Prerequisite: None		
CMT 213	**Construction Surveying and Processes**	**3**
This course provides the basics of surveying including distance measurement, corrections, leveling, measurement of angles and directions, traverse adjustment, volumes, cross section and area computations, and error theory. Additionally, the student will be exposed to GPS and Geomatics and the building concepts of construction Processes for buildings and infrastructure including surveying, excavation, foundations, concrete and steel structures, utilities and finishings. Prerequisite: CAD 113 Graphics for Engineers		
CMT 223	**Soils and Foundations in Construction**	**3**
Introduction to soil types found on construction projects; properties and classification of soil, embankment control, dewatering, excavation supports, foundations, piers, and pilings are some of the topics covered in this course. The student will be able to describe soil types found on construction projects; properties and classification of soil and also evaluate and analyze different foundation conditions such as embankment control, dewatering, excavation supports, foundations, piers, and pilings. Prerequisite: MTR 201 Sustainable Infrastructure, Materials and Methods		
CMT 323	**Construction Estimating I**	**3**
This course will allow you to determine required quantities of construction materials; quantify of various types of foundation systems, structural systems and building envelope systems; as well as to use excerpts of contract documents from a variety of different building projects and materials and to improve his/her plan reading and interpretation skills. Prerequisite: MTR 201 Sustainable Infrastructure, Materials and Methods		

Course #	Course Title	Credit
CMT 324	**Construction Estimating II**	**3**
This course focuses on quantification and pricing of direct field costs and general condition costs from construction documents; the preparation of complete lump sum bid package ready for project execution; utilization of complete set of contract documents; and plan reading. Prerequisite: CMT 323 Construction Estimating I		
CMT 333	**Construction Contracts**	**3**
Cornerstone course that focuses on types of construction contracts, contractual relationship between general contractor and owner, contractual relationship between general contractor and subcontractors, legal issues in construction administration, insurance, and provides concepts in value engineering. Prerequisite: CMT 323 Construction Estimating I		
CMT 405	**Preconstruction and Temporary Systems**	**3**
This course focuses on managing preconstruction services including Building Information Modeling (BIM), competitive bidding strategies, bid analysis, document management, site work, quantity takeoff, and cost estimation. Introduction to temporary systems, including scaffolding and similar structures. Prerequisite: CMT 324 Construction Estimating II		
CMT 406	**Construction Safety, Health and Environment**	**3**
Examines the application of OSHA 29CFR 1926 for the construction industry along with applicable state and federal construction safety laws pertaining to construction, altercations, or repair work at a construction site. After completion of this course, the student will be able to examine the application of OSHA 29CFR 1926 for the construction industry along with applicable state and federal construction safety laws pertaining to construction, altercations, or repair work at a construction site. Prerequisite: CMT 324 Construction Estimating II		
CMT 416	**Construction Scheduling**	**3**
An introduction to construction project management scheduling covering concepts of project selection and scheduling, utilizing the estimate to predict the schedule, scheduling subcontracting, cost controls and project documentation. Prerequisite: CMT 324 Construction Estimating II		
CMT 417	**Construction Planning and Control**	**3**
This course focuses on construction productivity, planning, & scheduling of operations, flow charts, linear programming, critical path method (CPM), program evaluation review techniques (PERT), and precedence networks. Strong emphasis is placed on proposing alternatives and making engineering- based decisions. Prerequisite: CMT 416 Construction Scheduling		

Course #	Course Title	Credit
CMT 436	**BIM for Construction Management**	**3**
This course introduces the techniques used in development and management of Building Information Models. It provides emphasis on constructability and management. The course provides the student with the necessary tools to manage and control the construction project, as well as making models and predictions based on the proposed plans, specifications and contracts. Strong emphasis on constructability and management is developed in this class Prerequisite: CMT 324 Construction Estimating II		
CMT 446	**Legal Aspects in Construction Management**	**3**
This course provides necessary knowledge to the student about basic contract and tort issues and their application in the construction industry. It will also cover the delineation of the various types of contracts and remedies available to parties involved in a construction project, as well as other additional related topics. Prerequisite: CMT 333 Construction Contracts		
CMT 494	**Construction Management Capstone Project**	**3**
This course utilizes information from all previous courses to give an understanding of the construction management profession culminating in a semester project and presentation. A response to an RFP announcement or bid will be prepared for each team project as the demonstration of the working capabilities acquired throughout the program of study. The project will involve a wealth of design experience based on the knowledge and skills acquired in previous courses and will incorporate realistic engineering standards and constraints that include economic; environmental; sustainability; manufacturability; ethical; Health and security; Social; and political. Prerequisite: CMT 333 Construction Contracts		
CSC 303	**Computer Organization and Assembly Language Programming**	**3**
The course studies the fundamentals of computer operation, instruction set architecture, assembly language programming, computer organization, pipelining, integer arithmetic, strings and matrices, memory hierarchy, storage, and I / O. Prerequisite: DAT 203 Data Structures and Algorithms		
CSC 313	**Digital Design**	**3**
Studies the fundamental principles and applications of digital systems. Introduction representation systems and codes, Boolean algebra, logic gates, combinational circuits, sequential circuits, registers and counters, MSI circuits, arithmetic circuits, memory devices. Prerequisite: PHY 204 Physics I with Laboratory		

Course #	Course Title	Credit
CSC 324	**Embedded Microprocessor Systems**	**3**
The course studies concepts in programming and analysis at the level of integrated microprocessor systems. Includes: review of instruction set and assembly language programming, instruction execution cycle and timing. Introduction of embedded microprocessor systems and development environment, memory devices, SRAM, DRAM, flash memory and SDRAM controller, Interrupts and DMA, timers and counters, serial communication, Parallel I / O interface and signal link protocol, keyboards, LCD, VGA interfaces, transducers and sensors, touch panel, converters, buses, access arbitration, schedules, and protocols. Prerequisite: CSC 303 Computer Organization and Assembly Language Programming		
CSC 435	**Systems Simulation**	**3**
The course studies techniques for the Development of discrete simulation models, capable of imitating the behavior of a real system, based on the interaction of probabilistic events and that allows to analyze the behavior of the System from the changes of state. Prerequisite: IEN 321 Operation Research II		
CSC 445	**Operating Systems**	**3**
The student will be able to implement working configurations of the operating system considering aspects of efficiency, effectiveness, and licensing. Operating Systems course covers important OS topics: OS structure, processes, threads, scheduling, timing, main memory, virtual memory, file systems, mass storage, and I / O systems. Prerequisite: CSC 324 Embedded Microprocessor Systems		
CSC 455	**Computer Networks**	**3**
The course studies basic concepts of networks, LAN, WAN and Internet and the network as a platform. Setting up a network operating system, network protocols and communications, OSI model, TCP / IP model, physical layer protocols, data link layer protocols, media access control, network layer protocols, routing, routers, router configuration, network security, basic network performance are some of the topics covered. Prerequisite: CSC 445 Operating Systems		
CSC 494	**Computer Science Capstone Project**	**3**
This course focuses on applying the principles, techniques, methodologies and tools of software engineering, in order to identify problems and develop solutions for complex technological projects in organizations. Prerequisite: 100 credits		
CUF 101	**Leadership and Teamwork**	**3**
This course develops capabilities that enhance the abilities of individuals or groups, as well as inspiring in others the path to follow in order to achieve the objectives. Prerequisite: None		

Course #	Course Title	Credit
CUF 111	**Organizational Digitization**	**3**
The course describes and generates skills for the knowledge and use of digital platforms, helping to introduce participants to information in the digitized world. Prerequisite: None.		
CUF 201	**Innovation**	**3**
The course develops the competencies of Personal Development and Leadership, and Critical Thinking and Problem Solving with an Entrepreneurial Mindset, which are the requirements of the 21st century professional. Prerequisite: None.		
CUF 202	**Negotiation**	**3**
This course aims to develop the ability to negotiate with different types of people in order to reach profitable agreements for both parties. The negotiation process, the human factor in negotiation, negotiator's tools, and different ways of negotiating are studied. Prerequisite: None		
DAT 203	**Data Structures and Algorithms**	**3**
Studies data representation, static data structure: one-dimensional arrangement (vector) and one-dimensional arrangement (matrix) and dynamic data structure: pointers to memory addresses, lists, stacks, queues, tree, and binary tree. Graphs and hash tables, relational data model. At the end of the course, the student will be able to identify the appropriate data structures to implement computer programs, according to the problem raised. Prerequisite: PRO 103 Introduction to Computer Sciences		
DGO 404	**Data Governance**	**3**
Data Governance deals with managing the different levels of data quality. Includes: Managing the data, establishing the life cycle of data, deciphering the time of interest of the information, enunciating data policies accordingly and compliance with the law. Prerequisite: SEC 403 Information and Computer System Security		
DGT 315	**Digital Competitive Environment**	**3**
Analyze a company's information, the industry and market research studies in order to make marketing decisions, research and development, brand portfolio and marketing plans. Prerequisite: MKT 201 Marketing Fundamentals		

Course #	Course Title	Credit
DGT 324	**Digital Platforms**	**3**
This course focuses on designing, integrating and developing digital communication plans, as well as managing and evaluating products and services related to the digital content of various companies. It provides the knowledge, skills and attitudes necessary to organize, manage and direct the development of communication 2.0 projects and management of digital content and brand presence. Prerequisite: MKT 334 Inbound Marketing		
DSC 102	**Introduction To Data Science**	**3**
The course comprises a multidisciplinary field that mixes knowledge for the understanding of large volumes of data and different structures. Data Science, Data, Data capture and storage and Data preparation are some of the topics included. Prerequisite: PRO 101 Introduction to Programming		
DSC 201	**Database Fundamentals**	**3**
This course provides the student with general and comprehensive knowledge of fundamental database concepts and principles. Covers basic aspects focused on design, implementation and management of DB Prerequisite: DSC 102 Introduction to Data Science		
DSC 203	**Business Data Mining**	**3**
The course studies how to create predictive analytics (e.g., SEMMA, KDD), draws on decision tree methods, machine learning, and logistic regression. Studies lift factors, ROC curves, practical use of mining software and develops business case studies. Prerequisite: DSC 201 Database Fundamentals		
DSC 301	**Business Data Warehouses and Dimensional Modeling**	**3**
The course studies SQL, stored procedures and data warehousing architectures; definition, design and analysis of data storage requirements; overview of the steps in building information-based business models and role of data warehousing in data mining and analysis. Prerequisite: DSC 203 Business Data Mining		
DSC 303	**Database Management**	**3**
It focuses on the development and management of commercial databases and data warehousing systems. Topics include capturing business requirements using data modeling, SQL, data security, analytical and operational data warehouses, and data integrity. Prerequisite: DSC 301 Business Data Warehouses and Dimensional Modeling		
DSC 323	**Big Data Analytics in Business**	**3**
Big Data Analytics in Business focuses on technological tools for business analysis. Content includes machine learning, data mining and text applications for big data, Hadoop, cloud-based solutions, fundamentals of big data programming, social media and big data, NoSQL, GIS, business case studies. Prerequisite: DSC 301 Business Data Warehouses and Dimensional Modeling MAT 305 Matrix and Lineal Algebra		

Course #	Course Title	Credit
DSC 404	**Machine Learning I**	**3**
The course offers a comprehensive description of the main machine learning techniques. The basics of advanced machine learning methods as well as their theoretical background. Learning Theory Topics (Bias / Variance Tradeoffs; VC Theory). Supervised learning of parametric / non-parametric methods, Bayesian models, support vector machines, neural networks) and unsupervised learning (dimensionality reduction, kernel tricks, grouping) and reinforcement learning. Prerequisite: AIL 403 Artificial Intelligence		
DSC 405	**Problem Solving and Actionable Analytics**	**3**
Decision making in a systematic way. Brainstorming and iteration exercises, as well as the use of more traditional analytical tools (such as spreadsheets and visualization software). Modeling techniques, and the constructs, data for decision making, communication of results and cases. Prerequisite: PRO 404 Exploring Data in R and Python		
DSC 415	**Machine Learning II**	**3**
This subject develops provides the mathematical and deep learning foundations with applications for the classification, processing, restoration, compression and generation of media. At the end of the course, the student will be able to extract analysis and predictive patterns from non-numerical data, taking advantage of tools and techniques to analyze unstructured data. Prerequisite: DSC 403 Machine Learning I		
DSC 494	**Data Science Capstone Project**	**3**
Knowledge of data science techniques and applications, how to evaluate articles using data, identifying sources of biases and misinterpretations, and communicating effectively about data science in written and oral form using technical and non-technical language. Prerequisite: 105 credits		
ECO 101	**Economics Fundamentals**	**3**
Provides a foundational understanding of economic principles. It covers key concepts such as supply and demand, market structures, fiscal and monetary policies, and economic growth. This course equips students with analytical skills essential for interpreting economic data and making informed decisions in business, finance, and policy contexts. Prerequisite: None		

Course #	Course Title	Credit
ECO 201	**Macroeconomics**	**3**
The course introduces students to basic economic terminology, definitions and measurements of macroeconomic data, simple macroeconomic models, fiscal and monetary policy, and international macroeconomic linkages. Prerequisite: ECO 101 Economics Fundamentals or 15 credits		
ECO 301	**Microeconomics**	**3**
Introduction to the theory of price determination. How an economy decides what to produce, how to produce, and how to distribute goods and services. Prerequisite: ECO 201 Macroeconomics		
ECO 304	**Circular Economy**	**3**
The course studies the impacts of business activities and processes in different stakeholders. Contents include conceptual analysis of circular economy in sustainability, strategic and operative aspects of circular economy, methodologies in the circular economy and business cases. Prerequisite: ECO 301 Microeconomics		
EGC 201	**Fundamentals of Engineering Design**	**3**
Student teams formulate and complete space/earth/ocean exploration-based design projects with weekly milestones. Introduces core engineering themes, principles, and modes of thinking. Specialized learning modules enable teams to focus on the knowledge required to complete their projects, such as design process, visualization and communication. Includes exercises in written and oral communication and team building. Prerequisite: MAT 123 Calculus for Engineers I		
EGC 251	**Sustainability Fundamentals**	**3**
The course covers important key concepts about sustainability. The student is able to understand the key sustainability challenges and opportunities for an engineer, as well as is able to identify a range of solutions to effectively address these challenges. The student identifies how to contribute to improved sustainability performance within a company and the society. Prerequisite: EGC 201 Fundamentals of Engineering Design		
EGC 303	**Engineering Project Management**	**3**
Lifecycle processes to select and manage large-scale projects to ensure successful completion. Content includes project phases, milestone definition, work breakdown structure, group decision-making and teamwork, organizational structure, human resource management, technological and economic feasibility, configuration management, budget control, allocation and scheduling of means. Use of modern tools to plan and control project performance. Prerequisite: 45 credits		

Course #	Course Title	Credit
ENG 070	**Remedial English**	**0**
The course provides the students with the basics English skills and vocabulary to participate in functional language in real world communications. Prerequisite: None		
ENG 080	**English as a Second Language Level I**	**0**
The course provides the students with listening and reading skills plus basic grammar knowledge that will set the basis for beginning writing skills. Prerequisite: ENG 070 Remedial English or respective test grade		
ENG 090	**English as a Second Language Level II**	**0**
The course allows the students to develop his/her English skills, emphasizing in producing beginners' texts and intermediate-level conversations. Prerequisite: ENG 080 English as a Second Language Level I or respective test grade		
ENG 100	**English as a Second Language Level III**	**0**
This course covers and reinforces the intermediate to advance-level skills in reading, listening, writing and speaking. Prerequisite: ENG 090 English as a Second Language Level II or respective test grade		
ENG 101	**English Composition I**	**3**
The course develops the introductory level of the general competency of Effective Communication through the criteria of: Comprehension of Written Texts, Production of Written Texts, Production of Oral Discourse, and Comprehension of Oral Discourse, Respectful Listening and Interaction. Oral and written communication skills are developed, as well as active listening skills for effective communication. Prerequisite: ENG 100 English as a Second Language Level III or respective test grade		
ENG 102	**English Composition II**	**3**
This course develops the general competencies of Effective Communication and Digital Competence through comprehension and production of written texts, oral speeches, respectful listening and interaction and digital literacy. Prerequisite: ENG 101 English Composition I		
ENG 303	**Professional English for Business**	**3**
The purpose of the course is for the student to master English terminology in various professional fields, with emphasis on topics related to communication, entrepreneurship, leadership, innovation, development, among others. Prerequisite: ENG 101 English Composition I		

Course #	Course Title	Credit
ENG 313	**Professional English for Psychology and Education**	**3**
The purpose of the course is the mastery of terminology in various professional fields, with emphasis on topics related to communication, entrepreneurship, leadership, innovation, development, among others. Prerequisite: ENG 101 English Composition I		
ENG 323	**Professional English for Engineering**	**3**
The purpose of this course is to develop the student's ability to communicate orally and in writing in the English language in their professional environment. The course contains: Importance of engineering, figures and shapes, materials and tools, types of energy, simple machines, numbers, quantities and units of measurement. Prerequisite: ENG 101 English Composition I		
EVR 201	**Introduction to Environmental Science**	**3**
This course is an exploration into the science that directly affects us all on a daily basis, and that will likely increase in its significance to us with time. You will be introduced to the scientific study of our environment, as well as the technological, social, political and economic challenges required for the understanding and critical examination of related issues. Prerequisite: None		
FIN 324	**Economic Engineering**	**3**
The course studies the value of money over time. Content includes equivalence factors, nominal interest rate, credit operations, inflation. Basic accounting concepts. Weighted cost of capital. Depreciation. Project evaluation and Project sensitivity analysis. The course requires the presentation of a feasibility report for an investment Project. Prerequisite: 60 credits		
FIN 403	**Corporate Finance**	**3**
The course studies instruments and tools for financial analysis and their application that integrate investment, risk, indebtedness and profitability of business assets. Includes: Evaluation of the financial health of the company, planning of future financial performance, financing operations and evaluation of investment opportunities. Prerequisite: ACC 301 Financial Accounting		
GEO 201	**General Geology**	**3**
The study of the earth and the modification of its surface by internal and external processes. Includes examination of the Earth’s interior, magnetism, minerals, rocks, landforms, structure, plate tectonics, geological processes, and resources. Global Positioning System (GPS) fieldwork techniques introduced. Prerequisite: None		

Course #	Course Title	Credit
HIS 101	**US History to 1877**	**3**
American History to 1877 provides students an opportunity to explore the social, economic, cultural, political, military, and legal history of the first contacts between native Americans, Europeans, and Africans, the founding and development of the North American colonies, the American Revolution, the constitutional establishment of the United States, and its development through the period of the Civil War and Reconstruction. Prerequisite: None		
HIS 201	**US History since 1877**	**3**
The course will survey the social, political, and cultural history of the United States from Reconstruction to the present. The object of studying history is to learn about the past, but also to develop skills in analysis, critical thinking, interpretation of evidence, and expository writing. Prerequisite: None		
HUM 111	**Introduction to Humanities**	**3**
An introduction to the humanities through a review of some of the major developments in human culture. The goal is to analyze how societies express their ideas through art, literature, music, religion, and philosophy and to consider some of the underlying assumptions about the way societies are formed and run. Focus is on developing the conceptual tools to understand cultural phenomena critically. Prerequisite: None		
IEN 101	**Introduction To Industrial Engineering**	**3**
The course studies themes of the career, sharing with Industrial Engineers who work in different types of organizations, conducting virtual technical visits to companies and using learning by doing as a learning strategy. Contents include history and evolution, production systems of goods and services, tools optimization, management systems and application software. Prerequisite: None		
IEN 311	**Operations Research I**	**3**
This course introduces students to the fundamental problems and the essential mathematical modelling theory and techniques needed to make more effective decisions and build more productive systems. As well as surveying general techniques, the subject will focus on a number of illustrative case studies Prerequisite: MAT 245 Calculus for Engineers III		

Course #	Course Title	Credit
IEN 314	**Planning of Facilities and Work Design**	**3**
The course studies the design of an industrial location. Market study, viability of the product, designs required for the product and for the processes. The standards, the characteristics of the machines, the social environment and the environment, among others. Techniques for initial sketch of an industrial location using Sketchup. Prerequisite: PRD 213 Production Fundamentals		
IEN 315	**Manufacturing Process and Material Engineering I**	**3**
Theories and applications of materials forming and removal processes in manufacturing, including product properties, process capabilities, processing equipment design, and economics. A systems approach to all aspects of manufacturing process engineering. Prerequisite: PHY 204 Physics I with Laboratory		
IEN 316	**Digital Manufacturing**	**3**
The course aims to understand and differentiate the techniques used in digital manufacturing compared to traditional manufacturing, in addition to reflecting and discussing current and future challenges and opportunities related to the use of digital manufacturing in industrial manufacturing. Upon completion of the course, the student will be able to evaluate digital manufacturing processes in engineering topics. Prerequisite: PRD 213 Production Fundamentals		
IEN 321	**Operations Research II**	**3**
Continue developing the topics covered in the previous course. Prerequisite: Operations Research I		
IEN 325	**Lean Production Systems**	**3**
The course studies the elimination of waste, and are those tasks that involve overproduction, long waiting times or product defects. The course requires the student to develop and present a productive lean system. Prerequisite: PRD 304 Production and inventory control; IEN 314 Planning of Facilities and Work Design		
IEN 326	**Decision Support Systems**	**3**
The course aims to give an introduction and overview of Decision Support Systems (DSSs), which encompass a variety of concepts and theories about decisions, biases, data, systems, and governance of decision-making. Decision-making stands as a central activity for individuals, teams, and organizations. Prerequisite: STA 212 Inferential Statistics		
IEN 345	**Quality Management**	**3**
The course studies the Identification and application of the key processes of an organization, with a quality approach. It develops quality and productivity, current quality management models, basic quality management tools and models of excellence in management. The course requires the student to present a report of comparative analysis of quality models. Prerequisite: PRD 213 Production Fundamentals		

Course #	Course Title	Credit
IEN 346	**Quality Engineering**	**3**
This course teaches Quality Engineering concepts and tools. You'll learn essential information about quality systems, auditing, product and process control and design, quality methods and tools, applied statistics, SPC, and Design of Experiments. Prerequisite: STA 212 Inferential Statistics		
IEN 414	**Ergonomics and Human Factors Engineering**	**3**
The course studies how to use ergonomic evaluation tools to improve the design or redesign of work for the prevention of dis ergonomic risks in the work processes and to increase productivity through cost reduction. Evaluation of perception of ergonomics as a factor of business competitiveness in a workstation. Prerequisite: IEN 314 Planning of Facilities and Work Design		
IEN 424	**Supply Chain System**	**3**
The course studies the relationship with suppliers to the effective management of transport, through inventory control and supply and demand planning. All with an emphasis on good management practices and improvements in operational capacity. Prerequisite: PRD 304 Production and Inventory Control		
IEN 425	**Manufacturing Process and Material Engineering II**	**3**
Continue developing the topics covered in the previous course. Prerequisite: IEN 315 Manufacturing Process and Material Engineering I		
IEN 426	**Systems Engineering**	**3**
The course aims to cover the fundamental principles of engineering systems and their applications for the development of complex industrial engineering systems, based on three thematic axes: 1) systems engineering as a way of thinking, 2) systems engineering as a set of technical practices and 3) systems engineering as a methodological process. At the end of the course the student will be able to define a problem from the perspective of systems engineering, conveying the core value of requirements analysis activities and understanding why, when and how this task can and should be used, as well as being able to design, plan, implement and control complex social systems. Prerequisite: PRD 213 Production Fundamentals		

Course #	Course Title	Credit
IEN 445	**Lean Six Sigma**	**3**
The course studies methodologies such as Lean, Lean thinking and the principles and tools it uses. Content includes: DMAIC methodology applied in Lean Six Sigma projects. This methodology is divided into four modules, in which the phases of: definition, measurement, analysis / improvement and control are developed. Prerequisite: IEN 325 Lean Production Systems		
IEN 446	**Service Engineering**	**3**
The course aims to use systems thinking for the analysis of service systems in order to plan, analyze, measure and improve them. The course starts from a general, historical and holistic perspective of service science and service engineering going through different types of services. The course will cover from simple to complex services, going on to study current trends in both service engineering and industrial engineering that are related to services. Upon completion of the course, the student will be able to plan, analyze, measure, and improve complex systems that offer services to different types of users using tools from industrial engineering and service science. Prerequisite: IEN 326 Decision Support Systems		
IEN 455	**Industrial Safety Engineering**	**3**
The course studies the effects of efficiency and effectiveness on profitability. Includes the use of safety and prevention techniques, risk management, management of chemical, physical and biological contaminants. Evaluate occupational health and safety management systems. Prerequisite: IEN 314 Planning of Facilities and Work Design		
IEN 494	**Industrial Engineering Capstone Project**	**3**
This course studies the consulting cycle to evaluate an organizations' processes, develop solutions, implement the chosen solution and follow up on said solution. The course requires the student to present a real industrial engineering project. Prerequisite: 105 credits		
MAT 100	**Pre-College Mathematics**	**0**
This course allows the student to review and strengthen arithmetic, algebra, geometric, basic trigonometric, and logic skills that are necessary to continue with upper-level math courses. Prerequisite: None		
MAT 101	**Basic Mathematics**	**3**
Its purpose is to develop the ability to identify, formulate and solve mathematical problems. Equations, applications of equations and inequalities, functions and graphs, lines, parabolas and systems of equations, exponential and logarithmic functions are some of the topics included. Prerequisite: MAT 100 or respective test grade		
MAT 103	**Discrete Mathematics**	**3**
The course studies the foundations of propositional logic and quantification logic. Includes: set theory, mathematical induction, fundamental counting principles, graphic schema theory, trees and finite state machines.		

Course #	Course Title	Credit
Prerequisite: MAT 100 or respective test grade		
MAT 111	**Calculus**	**3**
Acquire basic mathematical skills, which lay the foundation for further studies in business. Prerequisite: MAT 101 Basic Mathematics		
MAT 121	**Analytic Geometry**	**3**
Vectors, lines in two dimensions, circles, conics, transformation of coordinates, polar coordinates, parametric equations, and the solid analytic geometry of vectors, lines, planes, cylinders, spherical and cylindrical coordinates. Prerequisites: MAT 100 Pre-College Mathematics or PET		
MAT 123	**Calculus for Engineers I**	**3**
The course Calculus for Engineers I studies functions, polynomial and rational functions, exponential and logarithmic functions, trigonometric functions and analytical trigonometry. Exercises and problems related to functions and analytical trigonometry. Prerequisite: MAT 121 Analytic Geometry		
MAT 134	**Calculus for Engineers II**	**3**
All standard methods of integration techniques are covered. Includes understanding of integration methods, calculus applications, elements of analytical geometry, improper integrals, and series, to include the Taylor series. Taylor series and Taylor polynomials are discussed. Parametric and polar curves are entered, and calculation methods are applied to them. Prerequisite: MAT 123 Calculus for Engineers I		
MAT 245	**Calculus for Engineers III**	**3**
Indefinite and definite integral, applications of the definite integral, multiple integrals, ordinary and linear differential equations, Laplace transform and linear partial differential equations. Prerequisite: MAT 134 Calculus for Engineers II		
MAT 305	**Matrix and Lineal Algebra**	**4**
Matrices, determinants, vector spaces in Rn, linear independence, basis, solutions of systems, range of linear transformations, eigenvectors, Jordan canonical form, matrix functions, quadratic forms. Prerequisites: MAT 134 Calculus for Engineers II		
MAT 323	**Differential Equations**	**3**
The course is an introduction to basic concepts, theory, methods, and applications of ordinary differential equations. The course emphasizes the standard techniques of solving ordinary differential equations including but not limited to performing series solution(s) and using Laplace transform. Prerequisite: MAT 134 Calculus for Engineers II		

Course #	Course Title	Credit
MAT 404	**Quantitative and Computational Methods**	**3**
Identification and formulation of business management process models using computational tools and means. Contents include: Probability distributions, Decision analysis, Utility and game theory, Time series analysis and forecasting, Introduction to linear programming, Linear programming: Sensitivity analysis and interpretation of the solution, Programming applications Linear in Marketing, Finance and Operations Management, Network and Distribution Models, Integer Linear Prog., Adv. Optimization Applications, Project Scheduling: pert / cpm, Inventory Models, Waiting Line Models, Simulation and Markov Processes, R language and Python language. Prerequisite: STA 212 Inferential Statistics		
MKT 201	**Marketing Fundamentals**	**3**
This course is comprehensive introduction to the core principles and practices of marketing. Students will explore key concepts such as consumer behavior, market segmentation, branding, and the marketing mix. Through practical case studies and projects, they will learn the basics to develop effective marketing strategies for various business environments. Prerequisite: 15 credits		
MKT 211	**Customer Behavior**	**3**
The course in Customer Behavior provides fundamental tools to analyze the psychological, social, and cultural factors that influence consumer decisions. Students will learn relevance of understand buying patterns, motivations, and develop strategies for effective customer engagement. The course provides insights into how businesses can tailor their marketing efforts to meet the needs and preferences of diverse consumer groups. Prerequisite: MKT 201 Marketing Fundamentals		
MKT 215	**Branding**	**3**
The Branding course provides students with a comprehensive understanding of brand development, management, and strategy. Through a blend of theoretical knowledge and practical applications, students learn how to create and maintain strong, recognizable brands that resonate with target audiences. The course covers essential topics such as brand attributes, brand values, marketing communication, and digital branding. Prerequisite: Marketing Fundamentals		
MKT 245	**Market Research**	**3**
The subject's relevance lies in applying market research to propose solutions to brands based on data analysis. It focuses on the nature and characteristics of market research, data collection, data analysis as well as preparing the market research report. Prerequisite: Marketing Fundamentals		

Course #	Course Title	Credit
MKT 301	**Marketing Management**	**3**
This course prepares graduates to develop and implement effective marketing strategies across diverse industries, focusing on integrated marketing strategies, brand management, and business analytics. The curriculum blends theoretical concepts with practical applications to foster critical thinking and innovation in the marketing field. Prerequisite: Marketing Fundamentals		
MKT 304	**Marketing Simulation**	**3**
Analyze the information of the company, the industry and market research studies in order to make decisions related to the marketing mix, commercial team, research and development, brand portfolio and marketing plans. Use marketing simulators to produce feedback of management results. Prerequisite: 45 credits		
MKT 321	**Price Management**	**3**
The course covers conceptual and analytical issues in buyer price sensitivity, examines approaches how firms can improve performance through realizing higher prices, examines approaches that enable firms to build their performance through lower prices and finally the course allows the student to set prices for new products. Prerequisite: 45 credits		
MKT 334	**Inbound Marketing**	**3**
Design and implement an Inbound Marketing plan aimed at defined profiles of digital consumers, including strategies and tools to attract, connect, accompany in their purchase process and retain potential customers and users through non- invasive attraction strategies, actions and tools and with proven successful results. Prerequisite: 45 credits		
MKT 353	**Marketing Metrics**	**3**
Discover high-value metrics for all phases of marketing. Analyze marketing metrics, make comparisons between periods, as well as competitors and the sector to determine the level of a brand or company and make recommendations. Prerequisite: DGT 315 Digital Competitive Environment		
MKT 374	**Content Design**	**3**
This course focuses on designing a strategic content plan for digital media in an effective and coherent way with the needs of the target audience, the marketing objectives of the company and the analysis of the positioning of the competition. Students will learn to conceptualize, design, and adapt the content of their personal brand, business, or personal project in social networks, understanding the importance of each network, its characteristics, basic regulations, always looking for how to connect with the public, with a clear focus focused on users, but without neglecting the business vision. Prerequisite: 45 credits		

Course #	Course Title	Credit
MKT 404	**Digital Marketing Analytics**	**3**
The subject's relevance lies in visualizing, collecting, analyzing and applying marketing data analytics tools. It develops content such as: Analysis of modern analysts and analysts according to their historical context, relationships between the consumer and the brand, the science of analytics and the art of analytics and storytelling with data. Prerequisite: 75 credits		
MKT 414	**Marketing Consulting**	**3**
This course will enable students to understand the problems of business customers, make a diagnosis of the initial situation and propose a solution based on market research. Prerequisite: 75 credits		
MKT 424	**Trade Marketing**	**3**
Affords a comprehensive approach to Mktg Mngt and how to implement strategies at the point of sale - with trade marketing tactics and basic retail knowledge (traditional and modern). Prerequisite: 75 credits		
MKT 425	**Marketing Plan**	**3**
Design a marketing plan for a brand based on the analysis of the company, its competitors, the market as well as the application of online and offline strategies. Prerequisite: 75 credits		
MKT 445	**Branded Content**	**3**
The course focuses on the development of a brand and its promotion strategy. It provides knowledge and techniques necessary to generate a brand and brand content for profit. It develops content such as: Branding, digital content, blogging, WordPress & applied copywriting. Prerequisite: 75 credits		
MKT 451 / MKT 551	**User Experience**	**2**
The course will show what UX is and what is not, debunking some myths and common beliefs, and then the student will walk through the entire User Experience process from strategy and requirements to information architecture and visual design. Through practical labs and exercises, you will be documenting your entire UX design process and showcasing your work for your portfolio. Prerequisite: 105 credits (MKT 451) MKT 503 Introduction to Digital Marketing (MKT 551)		

Course #	Course Title	Credit
MKT 453 / MKT 553	**Go-to-Market Strategies**	**2**
The course covers how businesses bring a new product or service to market. Designed to mitigate the risk inherent in the introduction of a new product, a typical GTM strategy includes target market profiles, a marketing plan, and a concrete sales and distribution strategy. Prerequisite: 105 credits		
MKT 485	**Social Media Hacking**	**3**
The course develops content such as: Lean marketing, Growth hacking, SEO hacks. Design strategies integrating growth hacking into the social media strategy, lean marketing or SEO hacks. Prerequisite: 75 credits		
MKT 494	**Marketing Capstone Project**	**3**
The Marketing Capstone Project is a culminating course where students apply theoretical knowledge to real-world business challenges. Through independent research, analysis, and strategic planning, students develop comprehensive solutions for actual business scenarios. The project enhances critical thinking, problem-solving, and professional skills, preparing students for successful careers in the business world. Prerequisite: 105 credits		
MTR 201	**Sustainable Infrastructure, Materials and Methods**	**3**
An understanding of materials, methods and sequences of the construction process, as well as sustainability considerations in infrastructure are covered in this course. Prerequisite: CMT 102 Introduction to Construction Management		
MTR 314	**Concrete and Steel Structures**	**3**
Introduction to concrete and steel structures, including its planning, comparison, programming, design considerations, construction, maintenance and repair are covered in this course. The student will be able to describe, evaluate and analyze projects either built with concrete and/or steel, including its planning, comparison, programming, design considerations, construction, maintenance and repair. Prerequisite: MTR 201 Sustainable Infrastructure, Materials and Methods		
MTR 427	**Transportation Construction Projects**	**3**
The course provides proficiency in transportation construction projects, from planning to delivery, including bidding, subcontracting, safety and quality. Prerequisite: MTR 201 Sustainable Infrastructure, Materials and Methods		

Course #	Course Title	Credit
PEM 405	**Management Indicators**	**3**
Formulation and management strategies in the business operating cycle in changing and complex environments, aligned to the objectives through management indicators that improve performance. Prerequisite: BDS 304 Principles and strategies for continuous improvement		
PHI 101	**Introduction to Philosophy**	**3**
This course is a general introduction to philosophical questions, methods, discussion, reading, and writing. Some examples of questions addressed are: What evidence is there for or against the existence of God? How can we be sure that there is an external world? Is the mind distinct from the brain? What is the self? Do we have free will? What makes an action morally right or wrong? What distribution of social goods is demanded by justice? Throughout the course, there will be a heavy emphasis on learning to discuss and write about philosophical issues, so class discussion will be an important component. Prerequisite: None		
PHY 204	**Physics I with Laboratory**	**4**
Fundamental laws of physics focusing on mechanics. Topics to be covered in the course include kinematics and dynamics of linear motion and rotations, conservation laws (energy, momentum, and angular momentum), universal gravitation, and various applications of mechanics. Prerequisite: MAT 123 Calculus for Engineers I		
PHY 214	**Physics II with Laboratory**	**4**
The course also covers the subject of electricity and magnetism from Coulomb's law electrostatics through electrodynamics, as contained in Ampere and Faraday's laws. Prerequisite: Physics I with Laboratory		
POL 201	**American Government**	**3**
This course explores the structure and interplay of the various institutions and sub-institutions of the American federal government, providing a cursory introduction to the ideas and institutions that shape politics in contemporary America. The class will focus on three thematic areas: the Constitution: reach, scope, and interpretation, Modern American institutions, and the political behavior of a presumably engaged citizenry. Prerequisite: None		
PRD 213	**Production Fundamentals**	**3**
Fundamentals of production. It addresses the antecedents and importance of the production function, its interrelation with other functional areas, the relationship with the external environment and the criteria for classifying production systems. Prerequisite: MAT 123 Calculus for Engineers I		

Course #	Course Title	Credit
PRD 304	**Production and Inventory Control**	**3**
The course introduces basic concepts of production and inventory control, techniques to improve management of production in a company without neglecting inventories, such as: productivity measurement, short- and medium-term demand forecast, aggregate production planning, detailed production scheduling and inventory planning. Prerequisite: PRD 213 Production Fundamentals		
PRO 101	**Introduction to Programming**	**3**
This course provides students with basic programming knowledge. It offers high-level fundamental concepts. The objective is for the learning to focus on developing programs and/or programming logic to solve simple problems (flows, functions, algorithms, programming techniques, data structures, search and sorting algorithms) Prerequisite: None		
PRO 103	**Introduction To Computer Science**	**3**
Introduces the engineering design process; work in engineering teams; know the profession of the engineer; engineering models, communication skills, oral and written techniques. Prerequisite: None.		
PRO 303	**Programming**	**3**
This course is designed for students who already have basic programming knowledge and are looking to deepen their understanding of advanced techniques. Focused on developing more complex programs, it covers advanced data structures (linked lists, trees, graphs), optimization techniques, recursion, file handling, and database management. The objective is for students to develop the skills to implement efficient solutions to more complex problems, using good practices in object-oriented programming and software design principles Prerequisite: MAT 123 Calculus for Engineers I		
PRO 323	**All about Data: Design, Query, and Visualization**	**3**
Introduction to the approaches and tools for making effective use of business data, focusing on machine learning techniques to discern meaningful and useful patterns in the data. Studies data modeling and design, uses spreadsheets, relational databases and queries, visualization, and XML. Prerequisite: 45 credits		
PRO 324	**Programming Languages**	**3**
Characteristics of the different programming paradigms. Develop an introductory understanding of an applicative (Schema) and declarative programming language. Develop an understanding of procedural and object- oriented programming languages (C / C ++). Prerequisite: ALG 203 Design and Analysis of Algorithms		

Course #	Course Title	Credit
PRO 403	**Object-Oriented Programming**	**3**
Problem solving through the use of an object-oriented programming language. Introduction to data structures, problems related to software development, concepts of data structure organization, language constructions, algorithm problems, social and ethical problems of computing. Prerequisite: PRO 324 Programming Languages (Computer Science) PRO 303 Programming (Data Science)		
PRO 404	**Exploring Data In R and Python**	**3**
The course focuses on exploring the types of data commonly found in modern data science, such as text data, spatial data, and time series data. It uses various statistical techniques to obtain information about the structure of the data, including graphical display, linear regression, trees, and clustering. Prerequisite: DSC 301 Business Data Warehouses and Dimensional Modeling		
PSY 101	**Personal Psychological Development**	**3**
This course provides tools with a humanistic approach for critical reflection, self-discovery and understanding of human development. It considers the deployment of the potentialities and dispositions necessary to achieve adequate, consistent and healthy behavior during the course of their university studies and life in general. The general contents of the course are: self-esteem, emotional skills, psychological well-being and quality of life, professional skills. Prerequisite: None		
PSY 111	**General Psychology**	**3**
This course socializes students with psychology as a science and profession, establishing links between psychology and the different studies within the University. Prerequisite: None		
PSY 203	**Sociocultural Bases of Behavior**	**3**
This course deals with the anatomy, physiology, and chemistry of the brain and how these are linked to psychological processes in human behavior. Prerequisite: PSY 111 General Psychology		
PSY 211	**Organizational Psychology**	**3**
This course deals with the study of psychological principles, theories, techniques and methods applied in the work environment, as well as the most common problems, decision making, productivity, work environment, in order to provide the necessary tools for understanding and guiding the work from different professional perspectives. Prerequisite: PSY 111 General Psychology		

Course #	Course Title	Credit
PSY 213	**Biological Bases of Behavior**	**3**
This course deals with the anatomy, physiology, and chemistry of the brain and how these are linked to psychological processes in human behavior. Prerequisite: None		
PSY 244	**Psychology of Personality**	**3**
This course will provide a transcendental understanding of human personality and attention to the biological, social, cultural, and individual conditions that shape it. Prerequisite: PSY 213 Biological Bases of Behavior, PSY 203 Sociocultural Bases of Behavior		
PSY 303	**Ethics for Psychologists**	**3**
This course aims to provide a space for critical reflection on the ethical and legal aspects and implications in the practice of the profession of psychology from an international perspective. Prerequisite: 45 credits		
PSY 304	**Cognitive Psychology**	**3**
This course focuses on the study and analysis of cognitive processes and their relationship with human behavior. Prerequisite: PSY 203 Sociocultural Bases of Behavior		
PSY 313	**Developmental Psychology**	**3**
This course deals with the different theories and positions supported by scientific evidence on human development from birth to adulthood, with an emphasis on childhood and adolescence. It also studies the forms and methods of research in this disciplinary area of psychology. Prerequisite: PSY 203 Sociocultural Bases of Behavior		
PSY 324	**History of Psychology**	**3**
This course deals in an illustrative way with the history of psychology from ancient Greece to its consolidation in the twentieth century. It also includes a study of the different currents or schools of psychology with their main representatives. Prerequisite: None		
PSY 334	**Psychopathology**	**3**
This course focuses on the study of the main classifications of psychopathology, as well as the different conceptual approaches to its understanding, etiology and corresponding treatment. Prerequisite: PSY 244 Psychology of Personality		

Course #	Course Title	Credit
PSY 344	**Psychological Interview**	**3**
This course enables you to gather relevant information for the psychological diagnosis and evaluation through interviews. It also prepares students to write preliminary psychological reports. Prerequisite: PSY 213 Biological Bases of Behavior; PSY 203 Sociocultural Bases of Behavior		
PSY 355	**Psychological Tests and Measurements**	**3**
The relevance of the course lies in providing a complete understanding of measurement and psychometrics in the field of scientific psychology. It will also be oriented to the basic handling of a series of psychological tests and the construction of psychological tests for research and professional practice purposes. Prerequisite: STA 212 Inferential statistics		
PSY 363	**Introduction To Counseling Psychology**	**3**
This course aims to provide the elements that facilitate the understanding of what is psychological counseling and its differences with psychotherapy. It also socializes students with its objectives, theoretical approaches and main techniques. Prerequisite: PSY 244 Psychology of Personality		
PSY 364	**School Psychology**	**3**
This course will enable a thorough understanding of school psychology as a field of specialization of psychology interested in the personal and academic development of students. It also considers the analysis of school situations where educational agents such as teachers, the family and the community as a whole participate. Prerequisite: PSY 203 Sociocultural bases of behavior		
PSY 405	**Couples and Family Counseling**	**3**
This course studies the role that marital (or couple) and family problems play in the development of children and adults. It tries to offer guidelines to evaluate the functionality or dysfunctionality in family relationships. It also offers intervention guidelines, via counseling, for the restoration of healthy relationships in families. Prerequisite: PSY 363 Introduction to Counseling Psychology		
PSY 410	**Learning Psychology**	**3**
This course covers the field of science that encompasses theories about how psychology relates to the ways people learn. Scientists have created many theories about learning based on different disciplines, including behaviorism, neuroscience, social cognition and social constructivism. Prerequisite: PSY 213 Biological bases of behavior		

Course #	Course Title	Credit
PSY 411	**Positive Psychology**	**3**
This course covers the scientific study of human strengths, life fulfillment, and optimal functioning. Topics include well-being, happiness, optimism, resilience, positive relationships, life meaning, gratitude, and positive development across the lifespan Prerequisite: PSY 213 Biological bases of behavior		
PSY 415	**School Counseling**	**3**
This course offers the conceptual and intervention tools to offer personal and academic support to students of different ages so that they can develop optimally through the training processes. Prerequisite: PSY 364 School Psychology		
PSY 425	**Clinical Psychology**	**3**
This course aims to provide students with an understanding of clinical psychology as a field of action of psychology. for this, a review of the different perspectives, concepts and roles of the psychologist in this field is made. Prerequisite: PSY 334 Psychopathology		
PSY 446	**Psychological Research Methods and Statistics**	**3**
This course introduces research methodology, data analysis and interpretation in the context of experimental and non-experimental situations in the field of psychology. Prerequisite: PSY 355 Psychological Tests and Measurements		
PSY 456	**Health Counseling**	**3**
This course presents the evaluation tools and intervention approaches commonly used in the Ministry of Health, as well as current trends and emerging problems in the field of Psychological Health. Prerequisite: PSY 425 Clinical Psychology		
PSY 461	**Cross-Cultural Psychology**	**3**
The course is aimed to develop students' competencies and interest in culture and psychology field. After fulfilling the course, students will know basic approaches of modern cross-cultural psychology and their implementation in different areas of their everyday activity in multicultural settings. During the course students get acquainted with what cross-cultural psychology is, how it differs from other related spheres of psychology and how it can be applied to scientific and real-life situations. Students will learn how to measure and map different cultures and understand culture's impact on cognition, personality and communication. Students will study the factors and outcomes of successful acculturation and intercultural relations. Students will also train to create convincing presentations, write a theoretical review and work with some practical exercises. Prerequisite: PSY 334 Psychopathology		

Course #	Course Title	Credit
PSY 476	**Behavior Analysis**	**3**
This course reviews the understanding of behavior in the light of learning processes and social interaction. It focuses on the evaluation of different behaviors in the educational, social and health fields. Prerequisite: PSY 244 Psychology of Personality; PSY 334 Psychopathology		
PSY 485	**Social and Community Psychology**	**3**
This course focuses on human behavior from a social perspective and a service-learning approach for community action and research. Prerequisite: PSY 203 Sociocultural Bases of Behavior		
PSY 486	**Social Programs Design, Development and Evaluation**	**3**
This course aims to provide tools in order to understand and develop social programs in all their stages. Emphasis will be placed on understanding the logics that are present in the institutions, government agencies and int´l cooperation agencies from which these programs are developed. Prerequisite: PSY 485 Social and Community Psychology		
PSY 494	**Psychology Capstone Project**	**3**
Demonstrate the acquisition of one or, preferably, several of the competencies acquired throughout the program. To this end, an academic project associated with psychology and, specifically, aligned with some of the subjects taught can be carried out. Prerequisite: 105 credits		
SDS 303	**Systems, Dynamics and Sustainability**	**3**
The course introduces the evaluation and construction of mathematical models used in the social and life sciences. It includes the basic steps to develop a model, analyze it, and test it with real data. Covers the first steps involved in using formal mathematical techniques, including developing equation-based relationships, plotting graphs, linear regression, and solving equations using computer software. Prerequisite: PRO 323 All About Data: Design, Query, and Visualization		
SEC 403	**Information and Computer System Security**	**3**
Introduces information technology (IT) security aspects and how technology can be vulnerable to unwanted intrusions. Project-based introduction to information technology privacy, ethics, legal, social and professional responsibilities. Information security and guarantee principles and their implications for access. Tools and methods to identify intrusions, best security practices. Secure communications and applications. Prerequisite: SDS 303 Systems, Dynamics and Sustainability		

Course #	Course Title	Credit
SEC 413	**Information Assurance and Security**	**3**
This course studies information assurance (AI) problems and solutions to these problems, particularly information security on computers and networks. This course will focus on AI technology, as well as the policy, management, legal and ethical aspects of AI. Prerequisite: DAT 203 Data Structures and Algorithms		
SPA 100	**Pre-College Spanish Communications**	**0**
The course provides a wide review of Spanish verbal skills including synonyms, antonyms, analogies, completing sentences, reading comprehension and text analysis, and other similar competences that are necessary to take the respective upper-level classes in Spanish. Prerequisite: None		
STA 201	**Probability and Descriptive Statistics**	**3**
This course develops the ability to analyze data and interpret information using the methods and techniques of descriptive statistics and probability theory related to their profession. Prerequisite: MAT 101 Basic mathematics or MAT 123 Calculus for Engineers I		
STA 212	**Inferential Statistics**	**3**
The purpose of this course is to apply methods and techniques of inferential statistics and forecasting in order to provide relevant and accurate information for decision making. It affords the ability to research, design and apply strategies to solve problems based on data analysis and interpretation of information. Prerequisite: STA 201 Probability and Descriptive Statistics		
STA 314	**Statistical Modeling and Inference for Data Science**	**3**
The courses studies estimates and margins of error to use them in making predictions by providing an estimate of the precision of your forecast. The general contents that the subject develops are probability and statistics, statistical inference, practical cases on probability and statistics, hypothesis testing and practical cases. Inference and modeling applied to develop statistical approaches through applications. Prerequisite: STA 201 Probability and Descriptive Statistics		
STR 203	**Detection of Strategic Opportunities**	**3**
The course studies the identification and comparison of business strategies applied in successful cases. Defining and analyzing business problems through multiple diagnoses. Develops content such as: What is strategy and why is it important, evaluation of the external environment of a company, evaluation of the resources, capacities and competitiveness of a company, strengthening of the competitive position of a company, strategies to compete in international markets and the creation of an organization capable of executing a good strategy. Prerequisite: 15 credits		

Course #	Course Title	Credit
STR 213	**Business Operating Cycle**	**3**
The course studies business processes, business decisions, business Strategies, business management and development and business agility. formulating and managing strategies in the business operating cycle in changing and complex environments, aligned to the objectives through management indicators that improve performance. Prerequisite: 15 credits		
STR 424	**Strategy Evaluation and KPI**	**3**
This course provides students with essential tools for assessing organizational strategies and performance. It covers methods for setting, measuring, and analyzing Key Performance Indicators (KPIs) to ensure alignment with strategic goals. Students learn to evaluate effectiveness and make data-driven decisions to optimize business outcomes. Prerequisite: STR 203 Detection of strategic opportunities.		
STR 451 / STR 551	**Sales Laboratory**	**2**
The Sales Laboratory course provides hands-on training in sales techniques, customer relationship management, and data-driven sales strategies. Students will engage in real-world simulations, case studies, and role-playing exercises to develop practical skills in negotiation, lead generation, and closing deals. This course equips future sales professionals with the knowledge and experience needed to excel in dynamic sales environments. Prerequisite: 105 credits (STR 451) 15 credits (STR 551)		
STR 452 / STR 552	**Sales Management**	**2**
Sales Management equips students with updated frameworks in sales strategies, customer relationship management, and market analysis. This program combines theoretical knowledge with practical experiences, preparing graduates for dynamic careers in various industries. Through a blend of coursework and hands-on projects, students develop effective communication and negotiation skills crucial for success in sales environments. Prerequisite: 105 credits (STR 451) 15 credits (STR 551)		
SWE 303	**Software Engineering**	**3**
Software life cycle models, project management, software development methods, software tools for team software engineering and quality assurance. Life cycle phases: Requirements capture, design, etc. Prerequisite: DSC 303 Database Management		

Course #	Course Title	Credit
SWE 424	**Software Project, Process and Quality Management**	**3**
This course studies project management, risk management, configuration management, quality management, and simulated project management experiences. Prerequisite: SWE 303 Software Engineering		
EGC 201	**Fundamentals of Engineering Design**	**3**
Student teams formulate and complete space/earth/ocean exploration-based design projects with weekly milestones. Introduces core engineering themes, principles, and modes of thinking. Specialized learning modules enable teams to focus on the knowledge required to complete their projects, such as design process, visualization and communication. Includes exercises in written and oral communication and team building. Prerequisite: MAT 123 Calculus for Engineers I		
EGC 251	**Sustainability Fundamentals**	**3**
The course covers important key concepts about sustainability. The student is able to understand the key sustainability challenges and opportunities for an engineer, as well as is able to identify a range of solutions to effectively address these challenges. The student identifies how to contribute to improved sustainability performance within a company and the society. Prerequisite: EGC 201 Fundamentals of Engineering Design		
SYG 111	**Sociology, Glocal Citizenship and Social Responsibility**	**3**
Understand global and local environments in order to respect and value diversity. This course will enable a socially responsible professional ethic, fundamental for the exercise of a Glocal Citizenship. Knowledge of the environment also allows students to enhance their skills for collaborative work and the management of multidisciplinary networks, for the promotion of their personal development and leadership skills. Prerequisite: None.		

Section VIII: Graduate Course Descriptions

Course #	Course Title	Credit
ADM 501	**Organizational, cultural and learning management**	**2**
The course studies individual behavior in the workplace, career development, work teams, strategic and transformational leadership, leadership and power, organizational culture, change and behavior, the development of the capacity for observation, diagnosis and analysis for effective action in the management of processes related to behavior in organizations. Prerequisite: None.		
ADM 503	**Tools for innovation**	**2**
This course studies how to assemble teams. How to implement a solution from end to end. Digital transformation process. Innovation process. Project management. Uncertainty management. Complexity management. Prerequisite: None.		
ADM 512	**Innovation and Intellectual Capital Management**	**3**
This course studies the Design and Creative Thinking methodologies, creative thinking, creation process, innovation techniques, customer-oriented innovation, co-creation, and co-collaboration leadership will be developed. Techniques to model innovative businesses at a disruptive and incremental level and design new products and services from the perspective of users and focused on their needs. Foundations and mechanisms and instruments for the management of intangibles, intellectual capital, information systems, the impact of ICT in organizations, Integrated Business Management Systems, Competitive intelligence, processes, and sub-processes inherent to the knowledge management. Prerequisite: None.		
ADM 523	**Organizational Design**	**2**
Fundamentals and practical methodologies to generate value by promoting an orderly and synergistic structure of the various organic units that make up the company so that it can operate efficiently. Some topics are developed that conceive the organization as a strategic system, such as the requirements, characteristics and key factors of organizational design, modern trends in organizational design, organizational climate, value creation, theories of contingency design, innovation and change, administrative reorganization, and organizational culture. Prerequisite: None.		

Course #	Course Title	Credit
ADM 533	**Strategic Direction**	**2**
Formulation of the vision and mission of a company, internal analysis, external analysis, industry analysis, strategic objectives, strategy design, selection of strategies, implementation of the strategy and control of the strategy. Apply the stages for the formulation and implementation of business strategies. Prerequisite: None.		
ADM 551	**Project Evaluation**	**2**
The Project Evaluation course aims to provide modern tools that allow you to handle the basic concepts and methodology to evaluate investment decisions and value businesses in competitive environments. Project evaluation includes topics such as: strategic valuation of a project, relevant costs and benefits, construction of free cash flows, net present value, cost of capital, incorporation of sensitivity analysis, valuation of flexibility and its application to practical cases. Prerequisite: 12 credits.		
ADM 603	**Management and Crisis Management**	**2**
Crisis management and management to formulate a crisis prevention and management plan that leads to the management of organizational instability in the context, attending to the main threats and risks faced. Characteristics of crises in the international context, the Typologies of crises, the stages of the crisis management process and the development of a prevention plan, crisis management, as well as subsequent monitoring, in the plan. the necessary communication aspects are included. Prerequisite: 12 credits.		
ADM 654	**Business Cases**	**3**
In this course, you'll learn the most common disciplines and methodologies used to create and present a business case with clear, concise, and fact-based arguments that highlight project benefits, costs, and risks to win approval for projects. You'll learn the underlying structure and content of a business case as well as the role your audience plays in the development of it. Further, you'll learn basic techniques for determining financial ROI, non-tangible benefits, and the probability of meeting expectations. Prerequisite: 24 credits.		
ADM 686	**Business Administration Real World Applications**	**3**
Demonstrate the acquisition of one or, preferably, several of the competencies acquired throughout the master's degree. To this end, an academic project associated with business administration and, specifically, aligned with some of the subjects taught can be carried out. Prerequisite: 36 credits.		

Course #	Course Title	Credit
CSC 500	**Programming Techniques**	**0**
It covers the basic knowledge about programming, software, integration, security and the necessary procedures and processes to provide solutions to any kind of potential problems in industry and services. Prerequisite: None.		
CSC 504	**Data, Information and Knowledge Ecosystem**	**3**
Presents the general topics around data science, reviewing environments and technologies involved and main challenges faced by cognitive, knowledge, information, and data systems, regarding types, sources, scale, and processing. Link to non-computing specialties and professions. Prerequisite: None.		
CSC 516	**Algebra for Data Science**	**3**
Covers the basics of linear algebra, elements, matrix concepts and operations. Geometric intuitions behind linear algebra, relating the tools to the problems in real life. Includes from matrix operations to scalar multiplication, determinants and adjoint. Introduction to vectors, dimensions and vector spaces Prerequisite: None.		
CSC 524	**Data Analysis**	**3**
Presents the basics about data: sources, quality, structure, size, formats, and how they are related to real world applications. Presents the concept of analysis as value contained in data. Includes analytical tools. Data processing in tables and databases. Data frames and table systems. Operations with tables. Prerequisite: CSC 555 Statistics for Data Science		
CSC 533	**Data Visualization**	**2**
Presents the challenge of visualization of data, using communicational skills and value of information as a basis, and covering information management tools. Dashboards. Interactivity. Applications. Charts and diagrams. Maps. Geographical visualization. Geocoordinates. Prerequisite: CSC 504 Data, Information and Knowledge Ecosystem		
CSC 545	**Security and Risk Management**	**2**
The course studies the procedures and standards related to information security management. Standards and management frameworks related to information systems, training and awareness, continuity plans. Security auditing. Systematic control and analysis of the systems. National Cybersecurity Strategy or cybersecurity management frameworks. Prerequisite: None.		

Course #	Course Title	Credit
CSC 555	**Statistics for Data Science**	**3**
Fundamentals of statistics. Different types of data. Dispersion and position metrics. Calculation of measures of central tendency, asymmetry, and variability. Distributions. Calculate correlation and covariance. Estimate confidence intervals. Make data driven decisions. Perform hypothesis testing. Understand the mechanics of regression analysis. Use and understand dummy variables. Carry out regression analysis. Prerequisite: None.		
CSC 607	**Introduction to Artificial Intelligence**	**3**
Introduces algorithm-based processes. Covers the definition and origins of artificial intelligence (AI), its importance in today's work and research, and the conceptual basis to understand how algorithms perform some cognitive functions. Explains the pillars of AI and the different AI approaches to different challenges. Brief introduction to applications: NLP, computer vision. Prerequisite: CSC 504 Data, Information and Knowledge Ecosystem, CSC 516 Algebra for Data Science, CSC 555 Statistics for Data Science		
CSC 617	**Machine Learning**	**3**
This course studies the application of algorithms for automatic learning, covering supervised and unsupervised learning. Process of algorithm modeling, from data preparation, to feature engineering, previous and post explainable issues. Develops usage of computing tools for ML applications. Model real world cases. Prerequisite: CSC 504 Data, Information and Knowledge Ecosystem, CSC 516 Algebra for Data Science, CSC 555 Statistics for Data Science		
CSC 628	**Advanced topics in AI**	**3**
Includes the explanation of the neural network as a tool for prediction and classification. Types of neural networks. Functions of the neural network. Architectures: GAN, Autoencoders, Convolutional. Applications for architectures. Prerequisite: CS 516 Algebra for Data Science, CSC 555 Statistics for Data Science		
CSC 636	**Natural Language Processing and Applications**	**2**
The course Natural Language Processing and Applications studies Applied RL (effects on industries): Policies, agents and reward systems. Simulation. Team building for data science and cognitive design (AI multidisciplinary). Prerequisite: CSC 524 Data Analysis, CSC 555 Statistics for Data Science		
CSC 656	**Artificial intelligence for cybersecurity and cyber-intelligence**	**3**
It studies artificial intelligence (AI) techniques and algorithms in cybersecurity and their application in this context is essential. Algorithms and tools for each case. Cyberattack detection and user authentication. Techniques and tools used in cyber intelligence. Defines and identifies the most common types of cyber intelligence, namely: human source intelligence, open-source intelligence, private source intelligence and signals intelligence, and also presents the most commonly used tools in each case, as well as possible use cases.		

Course #	Course Title	Credit
Prerequisite: 20 credits		
CSC 686	**Data Science Real World Applications**	**3**
This course covers a set of cases in which participants develop real world solutions based on pre trained or training algorithms. Prerequisite: 33 credits		
CSE 504	**Health Environment Analysis**	**2**
The health environment and the operation of the care system for the development of health services management. In-depth knowledge of the health care system and the environment as well as the understanding of the multiple nuances and complexes within the context of health in the managers and providers of health care must perform. Contents include Health systems and organizations, health economics, policies and community participation. Prerequisite: None.		
CYB 506	**Cyber-defense and Cyber-attack and Cyber-threats**	**3**
Mitigation, detection and prevention of cyberattacks. Introduction to cyber defense. Mechanisms such as firewalls, intrusion detection systems (IDS) and event management and information security systems. Contents include Digital threat or cyber threat. Areas of attack that are used by cybercriminals to carry out their criminal activities and the pillars of computer security (integrity, availability and confidentiality). Threat, asset, vulnerability, impact and probability and we will review the TOP 15 cyber threats according to the ENISA organization which includes Malware, Botnet, Phishing, Ransomware, Information Leaks, among others. Prerequisite: CSC 500 Programming Techniques		
CYB 515	**Safe Communication and Information System**	**3**
The course studies communication protocols and the security aspects of each one of them is fundamental to provide security to communications. The secure protocols used in communication networks and all that their security entails, from the attacks that can be countered to the defense measures that can be established. Prerequisite: None.		
CYB 526	**Cybersecurity in Cloud and Containers**	**2**
The course studies Cloud capabilities to provide compute and storage capacity. Fundamentals of cloud computing and its implications in the field of cybersecurity, and identifies existing risks and threats, as well as cloud computing infrastructure protection techniques and incident management capabilities in this environment. Prerequisite: CSC 500 Programming Techniques		

Course #	Course Title	Credit
CYB 537	**Secure systems: architectures, software and cyber-intelligence**	**3**
This course studies the development of secure systems, main models, architectures and mechanisms for secure software design. DevOps (Development Operations), associated with agile code development methodologies linked to security matters. Prerequisite: CSC 500 Programming Techniques		
CYB 546	**Persistent and Advanced Threats**	**2**
Advanced Persistent Threats (APTs). Techniques to carry out attacks and by their stealthiness and persistence, features that make their identification very difficult. In this course students will acquire knowledge about the characteristics of APTs, the main mechanisms they use and their best-known families. Prerequisite: CSC 500 Programming Techniques		
CYB 605	**Security in Massive Data**	**2**
Introduces management of big data. Relationship between big data and cybersecurity. Mechanisms to manage and visualize massive data. Within data management, emphasis is placed on log analysis and event and security information management systems, which, although presented in another mandatory subject, are essential in this area. In addition, the relevance of privacy in this area is introduced, together with the techniques that can be used to protect it, and the legal aspects involved in the field of massive data processing. Prerequisite: CSC 500 Programming Techniques		
CYB 615	**Forensic Informatics**	**2**
In this subject the student will learn the basics of forensic analysis in both systems and mobile devices and will know different types of forensic analysis tools and the procedures and policies to be applied. It includes the following content. Prerequisite: CSC 500 Programming Techniques		
CYB 626	**Security in IoT**	**2**
This course introduces IoT devices, security in different architectures and protocols, and security aspects associated with specific devices, such as medical devices, surveillance cameras or smart home devices. Prerequisite: 10 credits		

Course #	Course Title	Credit
CYB 633	**Regulations in the Field of Information Security**	**3**
This course will allow the understanding of the legal aspects of cybersecurity helps to have a global vision, not exclusively technical, of this discipline. Knowledge of the legal aspects of personal data protection is very useful in the development of programs, knowledge of the legal validity of digital (or electronic) signatures and their different modalities and becomes necessary when planning defenses against cyberattacks or criminal offenses. Prerequisite: 20 credits		
CYB 645	**Cybersecurity Program Design and Management**	**2**
Know, analyze, assess and apply cybersecurity best practices to strategies, policies, programs, plans, procedures and IT governance processes at the organizational level, which will allow the participant to mitigate the risks of cyberspace, being the speed with which threats change and transform, one of the most important risks. Prerequisite: 15 credits		
CYB 655	**Darknets**	**2**
Understand the different Darknets existing in the current panorama, focusing especially on the most known and widespread: The Tor network. The concepts of Surface Web, Deep Web and Dark Web and their relationship with Darknets will be discussed. All the elements that make up the Tor Network such as Nodes, Bridges and Hidden Services will be analyzed. The different criminal typologies that are being carried out today in the TOR network will be reviewed. Prerequisite: 15 credits		
CYB 686	**Final project**	**3**
Demonstrate the acquisition of one or, preferably, several of the competencies acquired throughout the master's degree. To this end, an academic project associated with cybersecurity and, specifically, aligned with some of the subjects taught can be carried out; there are also three-month internships in a cybersecurity company or in a cybersecurity department. Prerequisite: 36 credits		
DGE 606	**Technologies Applied to Education**	**2**
This course focuses on the use of technology within the educational context (formal and non-formal). It will allow candidates to implement innovative technological tools and platforms inside and outside of educational institutions. Prerequisite: 15 credits		
DGT 501	**Organizational Digitalization**	**3**
The course describes and generates skills for the knowledge and use of digital platforms, helping to locate participants in the digitized world, proposing challenges for organizations. Prerequisite: None.		

Course #	Course Title	Credit
DSC 502	**Intelligence and Data analysis**	**2**
The course helps participants use the data available inside and outside their organizations to make decisions at various levels of the organizational structure. Describes the environment of data management systems, data scales (big data, deep data, small data), description of architectures and methodologies for data generation, structuring, processing and analysis, description of the data management process of various types, presentation of data processing tools, current and forward, data visualization tools, cases for decision making with the tools explained. Prerequisite: None.		
FIN 503	**Financial Accounting**	**2**
The subject exposes the fundamental concepts of accounting, based on a decision-making vision and its usefulness as a tool in a corporate management environment. It develops content such as: structure of financial statements, relevant criteria for their correct presentation, analysis of financial information and decision-making based on administrative information and relevant costs. Prerequisite: None.		
FIN 515	**Corporate Finance**	**2**
The subject's purpose is to develop skills in making short-term financial decisions through the management of working capital, as well as preparing it for long-term decisions, which involve investments of crucial importance for the company, in environments of risk and uncertainty. Prerequisite: FIN 503 Financial Accounting		
GDP 605	**Process Management**	**2**
This course presents the framework of process management, the principles of orientation to business processes, tools for identification and measurement of performance based on organizational processes (Process Scorecard), as well as creative techniques for improvement and redesign of processes within a framework of Total Quality in the State. Prerequisite: 12 credits		
GEH 606	**Clinical Management and Administration of Health Services**	**2**
The course's purpose is to develop managerial skills to master each of the models and units of clinical management and the administration of services, guaranteeing the achievement of the organization's objectives. Prerequisite: HSI 504 Innovation in health services, HSI 516 Entrepreneurship in health		

Course #	Course Title	Credit
GEH 616	**Management and operation of support services**	**2**
The purpose of this course is to develop knowledge about the operation and care of hospital support services in order to carry out the maintenance of health operations with a culture oriented to the solution of needs, processes and methods for continuous improvement that allows the cultural transformation in health-providing institutions. Prerequisite: HSI 504 Innovation in health services, HSI 516 Entrepreneurship in health		
GTH 606	**Digital Health (e-health)**	**2**
Apply information and communication technologies to surveillance, prevention, promotion and health care systems in order to achieve a digital transformation that provides improvements in quality and efficiency in health organizations. Prerequisite: HSI 504 Innovation in health services, HSI 516 Entrepreneurship in health		
HSA 504	**Strategic Management in the Administration of Health Services**	**2**
The course provides fundamentals and skills necessary to establish a strategic diagnosis and formulate strategic bets focused on improving the critical processes of the organization in order to optimize resources of a healthcare organization in a coherent, unifying and integrating framework. Contents included: Strategic planning and health management, Health resource management: Human talent management, Infrastructure and technology development, Health processes and operations, Modern marketing strategies and health communication. Prerequisite: None.		
HSA 516	**Financing and Budget Management in Health**	**2**
The course studies concepts and applications of health financing in order to master the management of health financing sources, the fiscal space, the budget and the existing gaps between the supply and demand of resources to finance health. The contents include topics such as: Financial, budgetary and cost management in health, Insurance systems and health plans, financing in the context of COVID-19. At the end of the course, the student will be able to understand the aspects of financing and budget management in health organizations for efficient and effective management. Prerequisite: None.		
HSA 607	**Quality Management in Health Services**	**3**
The course studies the development and implementation of the health quality management system and the guarantee and improvement processes in health organizations that allow the provision of health services to users. Content includes Health quality management system: principles and policies, quality and results in medical care, Patient safety, management by processes aimed at continuous improvement, accreditation, certifications and health regulation. Organizational management process with the vision of innovation from the perspective of patient safety in order to positively impact user satisfaction and the quality of care. Prerequisite: HSI 504 Innovation in health services, HSI 516 Entrepreneurship in health		

Course #	Course Title	Credit
HSA 686	**Health Services Administration Real World Applications**	**3**
Demonstrate the acquisition of one or, preferably, several of the competencies acquired throughout the master's degree. To this end, an academic project associated with health services administration and, specifically, aligned with some of the subjects taught can be carried out. Prerequisite: 27 credits		
HSI 504	**Innovation in Health Services**	**2**
The course studies how to integrate teams that develop health products and services through innovative initiatives that allow organizations to consolidate and increase their benefits in the provision of health services. The topics to be developed in the course will allow the professional to know the innovation processes in health services that exist in the environment, generating new value proposals, which are: future trends in the provision of health services, Innovation and product design in health, construction, markets and scalability of STARTUPS in health, Design Thinking in healthcare. Prerequisite: HSA 504 Strategic management in the administration of health services, HSA 516 Financing and budget management in health		
HSI 516	**Entrepreneurship in Health**	**2**
The course studies concepts of entrepreneurship in health seeking to cover all phases of an undertaking from the moment you have the idea, a plan is made, a prototype is developed, its execution, iterations, development, expansion and scalability. It includes the presentation of support tools for the start and development of an enterprise, the creation of a team, public and private sources of financing, and the management of the enterprise. Content includes health entrepreneurship, entrepreneurship execution, KPIs, management tools, forms and sources of financing of an undertaking, public and private, are taught. Prerequisite: HSA 504 Strategic management in the administration of health services, HSA 516 Financing and budget management in health		
HUM 501	**Leadership and Change Management**	**3**
The course studies key aspects for a manager or executive to assume the leadership role and provides tools for high-performance teams in a complex and highly uncertain context. Contents include Addressing the problem and main factors of the change management processes, as well as the key elements to carry them out successfully. At the end of the course, the student will be able to identify strengths and areas for improvement and apply a set of tools to lead results-oriented teams. Prerequisite: None.		

Course #	Course Title	Credit
HUM 512	**Decision Making**	**2**
The course studies deep learning dynamics and great involvement, so that managers can understand that the complexity of decision-making requires identifying and understanding relationships that are not always visible in companies. The process interrelates: mental models, personal domain, team decisions and shared vision, revealing the structures that generate basic business dilemmas, and develops methodologies and tools that improve rational and intuitive decision making, especially in contexts of little and high information. Identification of typical errors or biases in the individual and team decision- making process. It develops skills that allow making high-value decisions. Prerequisite: None.		
HUM 522	**Innovative Behavior**	**3**
The course studies the anatomy and functioning of the innovative ecosystem of Silicon Valley to extract the great lessons of high-impact ventures and see how these networks connect with our potential ventures and agile techniques and methodology to maximize the chances of success of our initiatives. Contents include why behave in an innovative way, the power of questioning, conceptual liberation and experimentation, the discovery of innovative opportunities, organizational ambidextrousness and some biases that hinder its implementation, how to deal with the uncertainty surrounding innovative opportunities, policies to improve the behaviors of established companies. Prerequisite: None.		
HUM 533	**Psycho-Pedagogical Foundations for Education**	**2**
This course focuses on the theories that mobilize teaching and the various learnings of the educational community. Prerequisite: None.		
HUM 603	**Ethics and Social Engineering**	**2**
The course studies the contextualization of ethics and data in the real world. Information ethics, ethical hacking, information protection, data and sustainability, human practices and algorithms. Anonymization, de identification strategies and policies. Introduction to cybercrime and cybersecurity. Prerequisite: 10 credits		
HUM 604	**Diversity and Inclusion**	**2**
The course studies characteristics of socio-economic, political, cultural and linguistic diversity in the educational context. Visions on educational inclusion from international organizations (The United Nations Children's Fund, the Organization of American States, the United Nations Educational, Scientific and Cultural Organization, among others). The role of the state and educational institutions, their citizenship programs, social responsibility and their mechanisms to curb exclusion and educational inequity. Prerequisite: 10 credits.		

Course #	Course Title	Credit
HUM 614	**Educational Policies**	**2**
The course studies the cycles of an educational public policy. The governance of educational systems. Cases of main public and / or social policies from a regional and international perspective. The educational panorama in the face of dropout contexts, schooling rates, the quota system, among other variables that allow the democratization and educational participation of students, regardless of their condition. Prerequisite: 8 credits.		
LOG 605	**Operation Management**	**2**
The course focuses on the aspects of the strategic design of the system, in the management of operations itself and in the components of improvement of the logistics system. Contents include flow and plant capacity diagrams, planning and control of operations, quality and improvement of processes, production of goods and the provision of services, supply chain, logistics planning design, purchasing and storage system and inventories. Prerequisite: 12 credits.		
LOG 615	**Supply Chain Management**	**2**
The course studies basic concepts of the supply chain, the importance of the supply chain in the competitiveness of the organization and the techniques available for the optimal design of the supply chain. Topics covered are supply chain concepts, supply chain design methodology, chain performance measurement, supply chain management, storage and handling of materials, packaging and distribution. Prerequisite: 18 credits.		
MAT 506	**Cryptography**	**2**
The course studies the provision of data security through cryptography for the protection of systems and networks. Cryptographic types and algorithms, as well as algorithms for securing the provenance of data, considering authentication and digital signature. Identification of modified data. Concept and application of summary functions. Prerequisite: None.		
MKT 503	**Introduction to Digital Marketing**	**2**
The course studies digital marketing as a tool that adds value to organizations. Content includes digital consumer behavior, digital communication media, online sales channels, the introduction to the development of valuable content through social networks and a series of general metrics essential to measure the performance of digital strategies that are carried out on each of the platforms that make up the organization's digital ecosystem. Prerequisite: None.		

Course #	Course Title	Credit
MKT 513	**Digital Advertising Management and Copywriting**	**3**
The course addresses an introduction to digital marketing, planning, management and optimization of digital channels, persuasion and copywriting focused on the user as the center of any digital strategy, search engines as a key piece in any digital marketing strategy, online advertising and creation of search campaigns in Google Ads. Prerequisite: None.		
MKT 524	**Branding and Digital Positioning**	**2**
The course presents the fundamental concepts for the development and construction of a brand identity in the digital environment and its immediate positioning in the main search engines, which will allow achieving high conversion rates and efficiency in sales performance and return on investment. Prerequisite: None.		
MKT 534	**Social Media Marketing**	**2**
The course develops practical aspects related to the creation, development, and maintenance of a brand in the different social networks with which the consumer interacts, which will allow creating a high level of engagement (emotional bond) between the products and services offered by the brand using high-value content and messages. Prerequisite: MKT 503 Introduction to Digital Marketing.		
MKT 545	**Digital Advertising and Display**	**2**
The subject develops the basic aspects for the construction of various forms of advertising campaigns through digital media, which will allow obtaining benefits at the level of digital reputation, return on investment and conversion rate in sales. The student will be able to develop a digital advertising campaign using the various media and tools of the digital ecosystem that allow achieving the communication and marketing objectives that the company has established. Prerequisite: MKT 503 Introduction to Digital Marketing.		
MKT 551	**User Experience**	**2**
The course will show what UX is and what is not, debunking some myths and common beliefs, and then the student will walk through the entire User Experience process from strategy and requirements to information architecture and visual design. Through practical labs and exercises, you will be documenting your entire UX design process and showcasing your work for your portfolio. Prerequisite: 12 credits.		

Course #	Course Title	Credit
MKT 553	**Go-to-Market Strategies**	**2**
The course covers how businesses bring a new product or service to market. Designed to mitigate the risk inherent in the introduction of a new product, a typical GTM strategy includes target market profiles, a marketing plan, and a concrete sales and distribution strategy. Prerequisite: 12 credits.		
MKT 555	**Inbound Marketing**	**2**
The subject covers the basic aspects for the development of Inbound Marketing which seeks to attract, engage and delight online consumers, allowing the brands of a company's products and services to obtain greater visibility and recognition. Prerequisite: MKT 503 Introduction to Digital Marketing.		
MKT 566	**Marketing Metrics**	**2**
The subject develops the concepts of the different metrics at the online and offline level that are used to help quantify the performance of each of the investments made in marketing, with the aim of increasing the return on investment and greater economic profit for the company. Prerequisite: None.		
MKT 604	**Data-driven Marketing Management**	**2**
The course introduces the ecosystem of social networks and delves into the solutions most applicable to the national situation. It develops content strategies, brand management, customer service and advertising on social platforms, to achieve business objectives. Likewise, it introduces the student to the concepts, application, and relevance of digital analytics, as a fundamental tool in the permanent optimization of digital marketing strategies, through the use of the main platforms available in the market. Prerequisite: 18 credits.		
MKT 614	**Customer Experience Management**	**2**
The course provides the necessary knowledge to manage the sales, service provision and after-sales process from the customer's experience. It develops content such as: customer experience, service culture, service design and experience, innovation, and service quality strategies. Prerequisite: 18 credits.		
MKT 615	**Digital Customer Management and Analytics**	**2**
Identification, analysis, and prediction of digital consumer behavior using data analytics, which will allow the development of strategies, products, and services according to the profile of each market segment. Prerequisite: MKT 566 Marketing Metrics		

Course #	Course Title	Credit
MKT 616	**Design Thinking for Digital Business Model**	**2**
The subject presents an interactive approach to design, develop, implement, and scale business models in the digital ecosystem. In addition, it explains the needs, problems, and solutions through a series of steps necessary to make a business idea tangible and bring it to reality. Prerequisite: MKT 503 Introduction to Digital Marketing.		
MKT 624	**Strategic Marketing Management**	**3**
The courses encompasses marketing strategy elements and their integration. Focus will be upon developing your abilities to apply various principles and theories to specific problems. Competitive marketing strategies are introduced, and theories are applied to different economic environments as well as to different competitive environments. Prerequisite: 24 credits		
MKT 626	**E-Commerce and E-Mobile Platform**	**2**
Areas of e-commerce such as functionalities, payment methods and logistics in the business (B2B) and consumer (B2C) markets are developed. Likewise, mobile environment tools and means will be known to develop electronic strategies, knowing the benefits/advantages that can bring to the company. Prerequisite: MKT 503 Introduction to Digital Marketing.		
MKT 656	**Digital Strategic Planning**	**2**
Across every industry, digital technologies are redefining the way consumers engage and companies compete. This challenging digital business strategy course provides the comprehensive framework for mastering digital leadership and organizational transformation. You will explore the latest technologies and learn how to leverage digital, social, and mobile marketing tools to drive innovation and spur growth. Prerequisite: MKT 503 Introduction to Digital Marketing.		
MKT 666	**Digital Business Model**	**3**
The course builds on the concept of the Digital Business Models to analyse how Apple, Google, Facebook, Amazon and several other internet-era incumbents are using digital business models to create, deliver, capture and defend value. The course ends with an introduction to asymmetric business models. Prerequisite: MKT 503 Introduction to Digital Marketing.		

Course #	Course Title	Credit
MKT 676	**Product Management**	**3**
The course will teach you the fundamental skills you need to be an effective product manager and build, launch, and grow successful products or digital products. You will learn how to assess customer pain points, design a compelling product vision, market products, leverage product analytics, and work effectively with your cross functional stakeholders, including engineers, UX teams, and senior leadership. Prerequisite: MKT 503 Introduction to Digital Marketing.		
MKT 686	**Digital Marketing Real World Applications**	**2**
Design, implement and control a marketing plan focused on the digital environment that allows to achieve the company´s different objectives. The course exposes the stages and each of the key points for the development of a marketing plan oriented to the digital environment, with the aim of having a comprehensive vision of the objectives that the company seeks to achieve online and the strategies that will serve to achieve them. Prerequisite: 27 credits.		
QME 615	**Didactic Teaching Approaches**	**2**
Fundamentals of didactics and models for face-to-face and virtual learning. The use of didactic techniques such as, for example, problem-based or project-based learning, collaborative learning, role-playing, simulations, among others. Teacher training. The role of the teacher as a facilitator and other educational actors for the success and productivity of the didactic experience. Trends in didactics for educational innovation, including gamification, reverse pedagogy, virtual and augmented reality, among others. Final reflections on didactics and their comparisons in face-to-face and virtual environments. The role of virtual tutoring. Prerequisite: 8 credits.		
QME 625	**Curriculum and Learning Designs**	**2**
Theory and structure of the curriculum. Curriculum design and its organization. The lesson plan and its activities. The forms of evaluation and their models. Discussion of learning designs (content and student-centered). Active learning and the design of the curriculum in face-to-face and virtual modalities. Recommendations and good practices on the design of the contemporary curriculum in distance education. Prerequisite: 8 credits.		
QME 636	**Administration for Education**	**2**
The course studies effectiveness and efficiency of the use of human, economic and technical resources. Administrative planning of educational organizations. Obtaining and controlling financial resources. Financial indicators for viability and profitability. Execution and sustainability projections in the short, medium and long term. Case studies on the financing of public and private educational institutions. Monitoring tools. Prerequisite: 15 credits.		

Course #	Course Title	Credit
QME 644	**Strategic Planning in Education**	**3**
This course provides a comprehensive overview of strategic planning within educational contexts. Students will learn to analyze the internal and external environments of educational institutions, set achievable goals, and develop actionable plans to enhance organizational effectiveness. Key topics include stakeholder analysis, resource allocation, performance measurement, and the use of data to inform strategic decisions. Through hands-on projects and case studies, participants will gain practical experience in crafting strategic plans that align with institutional missions and respond to the evolving landscape of education. Prerequisite: 15 credits		
QME 646	**Strategic Communication and Principles of Marketing**	**2**
Theory of communication and persuasion. Media culture in education. Positions of globalization and communication for development. Marketing tools, distribution and / or dissemination channels. Approach to strategic analysis (Benchmarking). Attraction strategies (Inbound and Outbound Marketing). Analysis of cases of educational products and services. Prerequisite: 22 credits.		
QME 654	**Education Project Management**	**2**
This course focuses on the principles and practices of project management within the educational sector. Students will explore the project lifecycle, including initiation, planning, execution, monitoring, and evaluation. Key topics include defining project scope, stakeholder engagement, risk management, and resource allocation. Participants will engage in hands-on activities, case studies, and simulations to develop skills in designing and implementing educational projects that meet institutional goals. Emphasis will be placed on using project management tools and techniques to ensure successful outcomes in diverse educational settings. Prerequisite: 22 credits		
QME 666	**Quality Accreditation**	**3**
This course examines the principles and processes involved in managing quality accreditation in educational institutions. Students will explore the standards and criteria set by accrediting bodies, as well as the importance of continuous improvement in educational quality. Key topics include self-assessment, program evaluation, data collection and analysis, and stakeholder engagement. Through case studies and practical projects, participants will develop the skills necessary to lead accreditation processes, ensuring compliance with standards while fostering a culture of excellence within their institutions. Emphasis will be placed on the impact of accreditation on institutional effectiveness and student success. Prerequisite: 22 credits		

Course #	Course Title	Credit
QME 676	**Final Project I**	**2**
Demonstrate the acquisition of one or, preferably, several of the competencies acquired throughout the program generating a project associated with one of the topics covered up to its formulation. Prerequisite: 22 credits.		
QME 686	**Final Project II**	**2**
This course continues the project started previously and it concludes with the respective defense of the proposal made in its prerequisite course Prerequisite: Final Project I.		
STR 551	**Sales Laboratory**	**2**
The Sales Laboratory course provides hands-on training in sales techniques, customer relationship management, and data-driven sales strategies. Students will engage in real-world simulations, case studies, and role-playing exercises to develop practical skills in negotiation, lead generation, and closing deals. This course equips future sales professionals with the knowledge and experience needed to excel in dynamic sales environments. Prerequisite: 12 credits		
STR 552	**Sales Management**	**2**
Sales Management equips students with updated frameworks in sales strategies, customer relationship management, and market analysis. This program combines theoretical knowledge with practical experiences, preparing graduates for dynamic careers in various industries. Through a blend of coursework and hands-on projects, students develop effective communication and negotiation skills crucial for success in sales environments. Prerequisite: 12 credits		

Section IX: Online Environment

Requirements to Access Online Courses

The minimum requirements to access the online courses are:

Hardware: Personal Computer or Laptop Computer or Tablet

- Processor type: Dual Core processor
- Memory: Depending on Operating System
- Internet access at 512 Kbps
- Internet Browser:
- Preferred: Google Chrome
- Other Acceptable: Mozilla Firefox, Microsoft Edge, Apple Opera or

Safari Recommended Software:

- Word Processing: Microsoft Word or similar
- Spreadsheet: Microsoft Excel or similar
- Virus Detection Program: Installed & kept up to date
- Adobe Acrobat Reader: Installed & kept up to date
- Adobe Flash: Installed & kept up to date

Virtual Library

Continental Florida University (CFU) provides a Digital Library for students and instructors. The library uses a single public search interface and follows the Generally Accepted Principles of Library Access and/or Information Sciences and Studies.

CFU has an agreement with the Library Information Resources Network (LIRN) which is a consortium of educational institutions that have joined to share access to information resources. This agreement enables students to utilize an electronic library and the research resources of all participating institutions and patrons of LIRN.

The LIRN collection provides students with millions of peer-reviewed and full-text journals, magazine, and newspaper articles, e-books, podcasts, audio material and video resources to support their academic studies. Available library resources include Gale Cengage, ProQuest, EBSCO, e-Library, Books24x7, e-Libro and more, covering topics for General Education, Business, and Medical programs.

Distance Education Environment

CFU uses a webpage as its global portal/access point to the online educational system. CFU has developed an easy-access, dynamic e-learning portal that will enable students to receive their classes in a secure and professional environment. CFU provides all learning resources and materials to students and faculty via this e-learning platform, in a sense, consolidated into an easy-to-navigate virtual campus. All learning resources (including information provided by third parties) are accessed through our centralized platform.

The platform is designed to allow students to interact in two manners: asynchronous (videos, posted material, forums, emails) and synchronous (one-hour per week session with instructor, tutoring and advising sessions). The students need not be present or connected at the same time for the synchronous one-hour per week session, which will be recorded and posted on the platform for immediate access after its conclusion.

CFU´s learning platform is designed to work with any personal computer, laptop, or tablet running a web browser with access to an internet connection. Minimum requirements are a computer with a dual core processor, an internet connection of a minimum speed of 512kbps, and enough memory depending on the operating system employed. For improved compatibility and reliability, the University suggests Google Chrome be used as the internet browser, however, Mozilla Firefox, Microsoft Edge, Opera, and Safari are also acceptable.

It is highly recommended that the following software be installed on the student's computer:
(a) a word processing program, such as Microsoft Word or similar; (b) a spreadsheet program, such as Microsoft Excel or similar, and (c) virus detection software must be installed and kept up to date.

In addition to the above requirements, students are encouraged to install the latest version of Adobe Acrobat Reader to be able to access material distributed in PDF format. Furthermore, an updated version of Adobe Flash should be installed to derive the best experience when using interactive multimedia content. These programs are available online from many providers and can be downloaded free of charge.

Programs are structured using a linear progressive learning system, organized in the platform, which includes program guidelines, learning activities, learning evaluations, consulting and advisory periods, chat rooms, student services, and technical support.

Students are encouraged to use the training tools and tutorials available on the learning platform as an orientation on how to successfully take an online course. By using this tool, students will develop functional skills for using the learning platform, time management, self- learning management, and collaborative learning.

The Learning Management System is Open LMS. The LMS is structured around courses, pages, or areas within Open LMS where instructors can present their learning resources and activities to students. Although each course may have different layouts, each normally includes several central sections where materials are displayed, as well as side blocks where extra features and

information are offered.

The Open LMS application is easy, intuitive, and simple to navigate. Instructors can add video and sound comments to assignment forums and when grading a student's submission. Homework tasks are updated automatically to the study plan, notebook, and calendar. Mobile iOS and Android applications provide both instructors and students the tools to educate and learn anywhere in the world.

Courses are designed to develop competencies and skills through various learning activities. Students interact with instructors who engage them with carefully selected content and teach the students how to research independently. Outcomes for each activity, unit, and course demonstrate the students' academic success. This design assures students personalized attention and permanent interaction with all the elements involved.

CFU tracks student satisfaction through comprehensive evaluations and parameters: instructor evaluations, material's effectiveness, educational resources, instructor's involvement, administrative, technical support, and support services.

In addition to access to the platform and courses through a user ID and password, each student will have an individual page listing their courses and grades. Students will have access to calendars, evaluations, forums, questions, and messaging blocks.

Learning assessments and evaluations are systematic and constructive. Instructors monitor daily student's activities and participation. Concurrently, instructors are monitored on their interactions with students by academic coordinators. Students receive periodic evaluations for each unit and at the end of the course or academic period.

Communication between the participants in this learning process takes place via forums, email, and chat rooms. Feedback to students is delivered within 72 hours and answers to questions in 24 hours or less.

Technical support for the online courses is conducted via live chat, phone, and email. The technical support staff identifies and follows up each incident until it is resolved. The website offers answers to frequently asked questions as well as tutorials and guidance on technical details for the operation of tools and software.

Section X: Fees Tuition Costs

Fees and Tuition Cost

Continental Florida University (CFU) has established tuition rates per credit based on each student's enrollment for every 16-week academic semester based on the chosen degree program. The information included in this document is valid for the academic period corresponding to this catalog.

CFU reserves the right to modify courses of study, course content, fees, program requirements, class schedules and academic calendar, as well as any other changes deemed necessary or desirable, giving advance notice whenever possible.

Tuition Fees

Associate

Associate	Credits	Cost per credit
BS Business Administration	60	$140.00
BS Science Engineering	60	$140.00

Undergraduate

Bachelor	Credits	Cost per credit
BS Business Administration	120	$140.00
BA Psychology	120	$140.00
BA Marketing	120	$140.00
BS Computer Science	120	$140.00
BS Data Science	120	$140.00
BS Industrial Engineering	123	$140.00
BS Construction Management	120	$140.00

Graduate

Master	Credits	Cost per credit
Master of Business Administration	41	$190.00
Master in Health Services Administration	33	$180.00
Master in Educational Innovation	40	$180.00
Master in Cybersecurity	42	$180.00
Master in Data Science	38	$180.00
Master in Digital Marketing	32	$170.00

Technology Fee

CFU charges an additional fee for the technology service. This fee must be paid for each academic semester together with the first installment of the tuition payment.

Associate	$30
Undergraduate	$30
Graduate	$40

- Broaden/enhance the quality of the academic experience through the use of technology in support of the curriculum.
- Charges for platform licenses, LMS and access to digital content resources.

Repeated Course Review Fee:

CFU charges a $100 fee for each review requested to the Academic Director for permission to repeat a course more than once (third time overall). The Academic Director will analyze the student´s request and will take the decision based on his/her situation, explanation of the conditions, and previous academic performance.

Additional Expenses and Fees:

Item	Associate	Undergraduate	Graduate
Enrollment fee[1]	$50	$50	$50
CFU Proof of Enrollment	$30	$30	$50
Certificate of Studies Completion	$50	$75	$100
Academic Transcript	$30	$30	$40
Graduation Fee[2]	$250	$250	$300
Apostille Fee and Processing	-	$150	$150
Additional Diploma copies	$80	$80	$100
Out-of-curriculum certification courses[3]	TBD	TBD	TBD
Document (including Graduation documents) Delivery[4]	Varies	Varies	Varies

1. The payment is made only once. If you change careers or enroll in a second career, another payment is made.
2. Includes event/ceremony costs for those who prefer it, and first-time diploma and one academic transcript.
3. Pricing to be determined depending on course length, topics and materials.
4. Shipping Fee varies by State and/or Country

Payment Method

Payments must be made in USD (United States Dollars). The student should make the payment through their student portal, where they will find all their financial information. The portal is linked to the Flywire payment gateway, allowing students to pay in USD or their local currency (for

students residing outside the U.S.). Payment options include debit and credit cards, PayPal, and other online payment methods.

Financial Aid

The scholarship policy is a financial benefit established and administered by the CFU Scholarships Committee, providing students with a clear and precise guide on how scholarships work. This policy applies exclusively to all bachelor's and master's degree programs. CFU does not discriminate on the basis of race, disability, national or ethnic origin, creed, color, sex, social status, or political, religious, social, or union beliefs. Scholarships are available to all who qualify.

Financial aid available:

Merit-Based Scholarships

These scholarships (Types 1 and 2) are available only to students who wish to change the conditions originally granted at admission. An explicit application is required, and to maintain the benefit the student must reapply each semester; otherwise, the benefit is forfeited. For full-time students, the maximum cap is 50%. Any additional percentage is awarded at the discretion of the Scholarship Committee.

- **Beca Aprende (Type 1 Scholarship):** Granted to students from their third academic semester onward who demonstrate academic excellence (GPA above 3.7) and a commitment to serve as ambassadors by sharing their knowledge with other students. The following rules on scholarship accumulation and/or deductions apply to this scholarship.

- **CFU Ambassador Scholarship (Type 2 Scholarship):** Granted to student leaders who demonstrate leadership within the CFU community. The Scholarship Committee determines the number of awards and establishes the criteria and conditions for granting them. The following rules on scholarship accumulation and/or deductions apply.

Need-Based and/or CFU Community Scholarships

These scholarships (Types 3 and 4) are available to applicants at the time of entry to CFU, as well as to readmitted students who lost their initial entry benefit. They are also available to active students who wish to change the conditions received at admission. An explicit application is required, and to maintain the benefit the student must reapply each semester; otherwise, the benefit is forfeited.

- **Applicants (Type 3 Scholarships):** Available to applicants who provide verifiable documentation of their financial situation. Evaluation is conducted using objective criteria based on:

    - Declarations of household dependents
    - Extraordinary events (unemployment, family illness, etc.)

The Scholarship Committee will determine the petition process, and awards may not exceed 50%. The benefit may be maintained throughout the student's studies provided the student maintains continuous enrollment, satisfactory academic performance, and has no past-due balance history. If these conditions are not met, the student will be notified of the loss of benefits. The student may apply for a different type of scholarship and will be considered according to this policy. Likewise, if the student wishes to change the terms of the initial scholarship, they must submit the corresponding request each semester.

- **Active/Regular and Readmitted Students (Type 4 Scholarships):** A scholarship of up to 50% may be awarded if the student demonstrates loss of income or financial need/hardship, which will be evaluated by the Scholarship Committee. The student must provide documentation of the need so the Committee can determine the scholarship amount.

  This scholarship also applies when close family members (siblings, children, parents) are studying simultaneously. In such cases, a scholarship of up to 50% may be awarded to each family member, provided they achieved a weighted GPA in the previous semester of B+, A-, or A and have no delinquency history. If the GPA is B- or B and/or there is a delinquency history, the cap is 25% for the family member with those grades and/or delinquency.

  In the case of readmitted students who, at the time of readmission, lost their initial benefits, the student may apply for this scholarship (academic performance–based requests do not apply). The Scholarship Committee will determine the percentage to be awarded.

- **Family Bereavement/Hardship Scholarship (Type 5):** A scholarship of up to 100% may be granted to a student who, during the current academic semester, suffers a disability or the loss of a parent or guardian responsible for educational costs. This benefit may also apply if the spouse suffers the disability or loss. If the student is the one who becomes disabled, after providing the necessary academic support, the student's case may be evaluated.

  The situation must be documented by the student and will be verified by the Scholarship Committee. The benefit covers the remainder of the current semester (remaining installments) and may be extended—upon the student's explicit request—for one additional academic semester if necessary. The extension benefit is forfeited if the student's semester GPA is D or F. Once the semester (or the additional semester, if granted) is completed, the student may apply for scholarships under any of the other types described in this document.

Refund Policy

In the event that the student is expelled or voluntarily cancels their enrollment within the first 8 days, according to the established policy, or withdraws for a justified and substantiated reason, the student may be entitled to a refund of the last payment made, which will be processed following the rules detailed below.

The student must request the refund in writing by sending an email to students.finance@continentaluniversity.us within the timeframes established in this policy.

The refund process has a maximum duration of thirty (30) calendar days, during which the refund of the amount will be processed according to the rules and cases detailed below:

1. Enrollment Fee:

- If enrollment is canceled by the University for any of the reasons listed in the Student Expulsion section of the Institutional Catalog and before the completion of the student's first academic term, then the tuition fees paid will be refunded in full.
- If enrollment is canceled by the University at any time after the student completes their first academic term, then there will be no refund of the enrollment fees.
- If the student notifies the University of the termination of their enrollment before midnight of the third business day after making the payment, the amount will be refunded in full.
- If the student completes the termination of their enrollment at the University after the end of the third business day following the day the enrollment fees were paid, then there will be no refund of the enrollment fees.

2. Tuition Fees:

- If the student makes a withdrawal or is withdrawn from the academic period within eight (8) days of having started (hereinafter "Period to drop/add"), the total amount paid for the period will be reimbursed.

- If the student withdraws or is withdrawn from one or more courses before the end of the drop/add period and remains enrolled in one or more courses, then the refund of the Tuition Fees will be limited to the amounts paid corresponding to the courses from which you withdraw or are withdrawn.

- Tuition for each academic period is payable in four (4) installments. The first at the beginning of the academic semester and the next three (3) installments on the first day of each subsequent month during each academic semester. Students who withdraw after the end of the drop/add period are not required to pay outstanding fees for that semester.

- Any cancellation notified after the end of the drop/add period will not result in a refund of the Tuition Fees.

3. Technology Fee

- Technology Fee will be fully reimbursed when the student withdraws or is withdrawn before the end of the drop/add period.

- The Technology Fee will not be refundable for those students who withdraw from a course and continue to be enrolled in one or more courses.

- Any cancellation notified after the end of the drop/add period will not result in a refund of Technology Charges.

4. Termination Date

- The Termination Date will be the date on which the university receives the notification from the student cancellation of enrollment or withdrawing from the academic period or from a course within an academic period.
- Refunds will be issued within thirty (30) days of the Termination Date.

Section XI: Administrative Policies

Drop Process for new students

Institutional Withdrawal Request within the Add/Drop Period

New students who, from the time of enrollment and up to the first eight (8) days of classes, decide to formally withdraw from the University may submit their request through their Academic Advisor, the Admissions Specialist, or the official institutional channels. In accordance with this provision:

The student must complete the required information through a form provided by the Admissions Specialist, which will serve as the formal initiation of the withdrawal or deferral request.

The student will receive a full refund of the initial tuition payment made at the time of enrollment.

Alternatively, if the student so chooses, they may request an enrollment deferral (reservation of admission), which will allow them to rejoin the University in the subsequent admission period, having only one period for use. in accordance with institutional regulations

All withdrawal or deferral requests will be processed and recorded through the University's official systems, ensuring transparency, traceability, and appropriate academic advising throughout the process.

Add or remove courses for re-enrolled students

Students may only add or drop registered courses during the first week of classes of a term completing the enrollment process, given the intensive eight-week academic term. This is known as the "add/drop" period, and it ends at midnight on the eighth day of each academic period. Within this period, students may withdraw from any class in which they are registered and receive a full tuition refund for those classes. Additionally, withdrawal during the "add/drop" period will not result in a grade being issued and will not affect the student's GPA or SAP. This process applies to re-enrolled students.

Withdrawal from Courses

A student desiring to withdraw from a course may do so, without affecting the student's GPA or SAP, during the period ending at midnight on the eighth day of the eight-week academic period. This is known as the "add/drop" period. Should a student withdraw after the add/drop period has ended, but before the end of the sixth (6th) week of classes, a grade of "W" will be assigned in that course. This withdrawal will not affect the student's GPA but will be counted towards SAP calculations. A student who does not comply with the withdrawal

procedure will be considered as having failed that course and will be assigned a grade of “F”, which will affect both GPA and SAP computation. A more detailed description of the grading system and its administration was detailed previously in the catalog.

Administrative Withdrawal from Courses

Continental Florida University (CFU) reserves the right to withdraw courses from those offered in a particular eight-week academic term due to low enrollments in a particular course or due to unexpected circumstances. If students are withdrawn from courses as a result of the administration’s adjustment, a refund will be granted in accordance with the university’s refund policy.

Enrollment Withdrawal

Any student who decides to withdraw completely and officially from CFU must notify their academic advisor through the official channels, who will then inform the relevant departments (Academic Records, Academic Affairs, and Finance), prior to or immediately after the date of withdrawal from classes. Failure to follow this procedure may result in the assignment of unnecessary failing grades or administrative fees.

Readmission Process

All students who already hold a University identification code and who discontinued their studies, whether one year or up to five years prior, and who have not been expelled or suspended by academic or administrative decision, may request readmission through the Readmissions Office. These students will receive academic and administrative guidance throughout the readmission process. The process will take place during the enrollment week between academic periods designated for regular students.

Suspension or Dismissal

CFU reserves the right to suspend or dismiss any student, at any time, for misconduct or any other behavior not considered to be in the best interest of the student body or CFU. Students may also be placed on SAP Probation, suspended, or dismissed for excessive unexcused absences defined as more than 10% of the total program hours, unsatisfactory academic progress, or failure to make timely tuition payments as contracted on the Enrollment Agreement.

A student who has been suspended for any of the above reasons may apply, in writing, for reinstatement. Notwithstanding the reason for disciplinary action, the suspended student may be readmitted only at the discretion of CFU Academic Director.

CFU reserves the right to dismiss a student for medical, emotional, psychological, and/or

other behavior not considered to be in the best interest of the student body or University. If, in the judgment of the Executive Director remaining at CFU could lead to a significant deterioration of the student's physical or mental wellbeing, or if the student's presence represents a threat to self or others or is detrimental to CFU's interest (either online or in presence), then the student will be required to leave CFU until such time as CFU can be assured that the problem is no longer a significant issue.

Termination of Contract

The contract may be terminated at the initiative of either party. Thus, the student can inform of their wish not to continue their studies by sending an email to student.experience@continentaluniversity.us. On the other hand, CFU reserves the right to terminate the contract due to the expulsion of the student for the reasons explained in the Student Code of Conduct and Discipline (SCCD) section in detail. Termination of the contract may result in refunds as also explained in this contract.

Some of the reasons to grant contract termination are the following:

1. Destroying, subtracting, inciting or altering information from the University's official systems or records directly or through third parties without express authorisation from the University.
2. Submitting false data or documents in any administrative procedure processed before the University.
3. Impersonating another person or impersonating them in evaluations or in any other activity of the University.
4. Academic credentials considered for student acceptance are incomplete or have been falsified or altered in any way as determined by the Office of Admissions.
5. Failure to comply with attendance and conduct policies.
6. Not meeting the minimum standards of academic performance. In the event that the student fails a course for the fourth (4th) time, he/she will be definitively withdrawn.
7. Late payment of four (4) months or more in the payment of tuition.
8. Behavior that threatens the integrity of people or the development of academic activities or other behaviors contemplated in the academic regulations.
9. Failure to submit the complete required documentation within the first sixty (60) days after enrollment, thereby breaching the commitment agreement signed at the time of admission.

Attendance

Attendance is mandatory in all distance education courses. All courses are taught in asynchronous learning formats. From time to time some course sessions will be taught in synchronous formats. To be in attendance for the week, a student may log in at any time and must complete assignments by the scheduled dates previously established in each course syllabus. Additionally, students must participate in scheduled live discussions via chat or video. Please refer to the course syllabus for the assignments and due dates.

Faculty will consider and give weight to every student's participation in forums, chats, assignments, learning activities, and live discussions to determine students' attendance or lack thereof. To make this determination, faculty will consider direct observations and records, reports provided by course monitoring staff, and reports generated by the automated learning platform.

At the end of an academic semester, students with ten percent (10%) or more unexcused absences in half or more of their registered courses will be placed on probation. A student who does not attend the classes for which he/she is registered for a term will be withdrawn from those courses by the Faculty. A student who has been absent due to mitigating circumstances should contact the corresponding faculty members and inform them of the reasons behind the absences and the expected return date. Excused absences will be granted only for acceptable mitigating circumstances. The course instructor shall have exclusive authority to decide on the acceptability of an excused absence.

Students placed on SAP Probation for attendance will have one (1) academic semester in which to improve their cumulative attendance to more than 90% in at least two thirds (67%) of the courses where the student enrolls during the probation period and must maintain that level thereafter. Failure to do so may result in suspension or dismissal.

Make-Up Work

It is the responsibility of the student to make the necessary arrangements with their instructors to make up work missed because of class absences. The make-up work for each course the student has missed must be completed within two (2) weeks of the student's return to class. Failure to comply with this matter will affect the student's grade.

Leave of Absence

CFU students are expected to maintain active status through continuous enrollment from the time they matriculate until they graduate. Students who experience circumstances that prevent them from maintaining active student status for reasons such as medical, personal, employment, or military service may be granted approval for a leave of absence upon request. Students must specify the length of the leave requested.

An approved leave of absence may not exceed one academic year, unless there are exceptional circumstances. A student status of "good standing" (academic and conduct) is

required for a leave of absence.

Students who do not obtain an approved leave of absence prior to interrupting their enrollment may be terminated from their program. Students granted a leave of absence may not use CFU facilities or services available to enrolled students.

The approved leave of absence time will not be counted toward time-to-degree limits. Students who obtain an approved leave of absence in accordance with this policy are eligible for reinstatement provided they re-enroll no later than the term immediately following the expiration of the leave. Students whose leave of absence has expired and who have not yet registered for the following term will be placed on inactive status. Students who are placed on inactive status must reapply for admission to continue their enrollment.

Student Conduct

All students are expected to comply with the legal and ethical standards of CFU. They must behave in a manner consistent with the best interest of CFU and the other students. Academic dishonesty and/or misconduct will result in disciplinary action.

Specific instances of misconduct include, but are not limited to, use and/or possession and/or distribution of illegal drugs or alcoholic beverages, cheating, plagiarism, knowingly furnishing false information to the University, forging or altering University documents and/or academic credentials, intentional destruction or damaging of the University's property or its affiliates', and theft of property from the University or other students.

Hazing and bullying fellow students, whether in person or online, will not be tolerated and is considered a violation of the students' code of conduct, subjecting the offender(s) to appropriate disciplinary actions including suspension and dismissal.

CFU reserves the right to dismiss any student, at any time, for misconduct as described above. In this event, the refund policy will be applied, and the dismissal date shall become the effective date for any computation. Other instances that may result in disciplinary action include, but are not limited to, unsatisfactory work, excessive absences, use of foul or derogatory language and lack of respect towards members of the faculty and administrative personnel. CFU also reserves the right to impose probation or suspension on a student for unsatisfactory conduct as described above.

Nondiscrimination

CFU is an equal opportunity institution, affording enrollment, employment and services without distinction on the basis of race, color, sex, religion, national or ethnic origin, sexual orientation, gender identity, age, disability, physical handicap, or any other class protected by law.

Freedom of Information Act

In accordance with Public Law 93 380, Section 438 Family Educational Rights and Privacy Act, and Florida Statute s.229.782, students at CFU have the right to inspect their educational records and correct such records if warranted. Students are protected from release of information without written consent. All students' records are open for inspection and review by the student unless he or she waives the right.

CFU may accept a student's blanket release form for records and other information to be released to prospective employers and/or other educational institutions. Students may also sign an individual release form for each request of information. This information will be released by the Registrar's Office after the requestor has demonstrated a legitimate need to have such information.

Copyright

Copyright is legal protection for creative intellectual works, which is broadly interpreted to cover almost any expression of an idea. Text (including email and Web information), graphics, arts, photographs, video and other media types, music, and software are examples of types of works protected by copyright. The creator of the work is usually the copyright owner. However, sometimes the person who hired the creator to do the job or purchased the rights to the work is the copyright owner.

Copyright infringement or violation is the unauthorized or prohibited use of works covered by copyright law in a way that violates one of the copyright owner's exclusive rights, such as the right to reproduce or perform the copyrighted work or to make derivative works.

It is against policy for any student, faculty, staff member, consultant, contractor, or other worker at CFU to copy, reproduce, share, or distribute any software, music, games, or movies except as expressly permitted by a software license or with the written consent of the copyright holder or as otherwise permitted under applicable law.

Willful copyright infringement may subject a student or employee to discipline and can impact the privilege to use information technology resources at the institution. Uploading or downloading works protected by copyright without the authority of the copyright owner is an infringement of the copyright owner's exclusive rights of reproduction and/or distribution. Even an innocent, unintentional infringement violates the law.

Anyone found to have infringed a copyrighted work may be liable for statutory damages for each infringement and, if willful transgression is proven by the copyright owner, that amount may increase for each work infringed. In addition, an infringer may also be liable for the attorney's fees incurred by the copyright owner to enforce his or her rights.

Penalties for copyright infringement include civil and criminal penalties. In general, anyone found liable for civil copyright infringement may be ordered to pay either actua damages or "statutory" damages. For details, see Title 17, United States Code Sections 504 & 505. Willful copyright infringement can also result in criminal penalties, including imprisonment of up to

five years and fines of up to $250,000 per offense.

For more information on United States copyright law, please consult the U.S. Copyright Office's website at http://www.copyright.gov.

Plagiarism

Unless authorized by their instructors, students are expected to do their own, original work on each assignment in each class. An instructor who believes a student has committed an act of plagiarism should take appropriate action, which includes the issuing of a "penalty grade" for academic dishonesty.

CFU may impose disciplinary actions including SAP Probation, suspension, or dismissal to any student found to have violated copyright and plagiarism rules.

Section XII: Student Services

Academic Advising and Assistance

Considering that Continental Florida University (CFU) provides 100% online programs, at the beginning of each academic semester the student will find in the virtual classroom of each course the Learning Guide with activities that the instructors have prepared to achieve the learning objectives seen in the syllabus.

Every classroom will have an instructor who will provide tutoring and advice for academic activities, giving feedback and grading periodically. Furthermore, students may leave inquiries and questions for the instructor in the corresponding forum, which will be answered within the following 24 hours.

Additionally, students have the support of an advisor, who will provide technological or functional assistance on the platforms and services available to the student through chat, email, or calls.

Career Services

CFU offers career services to students to assist with improving their abilities to find and/or keep a job, in such a way as to improve job placement rates. To achieve these objectives, the following virtual services are available:

Virtual System of Employability Services

This platform is supported by the Simplicity CRM application, through which there are services for:

a. Students

- Online Job Board
- Personal interview simulator
- Preparation of Curriculum Vitae
- Virtual Employability Workshops
- Application to job offers
- Virtual Labor Fair
- Online Consulting
- Mobile Application (APP – Simplicity CRM)

b. Graduates

- Online Job Board
- Personal interview simulator
- Preparation of Curriculum Vitae
- Virtual Employability Workshops
- Virtual Labor Fair
- Mobile Application (Simplicity CRM App)
- Online Counseling
- Mentoring
- Trajectories
- Alumni Network

c. Employers

- Online Job Board
- Online Recruitment
- CV books (CV database by professional career)
- Business presentation
- Virtual Labor Fair

Upon successful completion of the program, the CFU encourages all graduates to take advantage of the services offered by Student Services office related to their career development. However, CFU does not guarantee that the student will obtain employment.

Drug Use Prevention Program

CFU is committed to maintaining and publicizing a Drug Use Prevention Program and promoting a drug-free environment. Accordingly, information is provided regarding the applicable laws in cases of possession or distribution of illegal drugs, the consequences of alcohol abuse, and the relative rehabilitation programs in the Miami Dade County area.

Student Code of Conduct and Discipline (SCCD)

Students are expected to accept and abide by the SCCD.

The following actions are considered ***minor*** infractions:

1. Providing your ID or university card to another person for use or making use of a document that does not belong to you.
2. Expressing in an inappropriate manner in relation to the University (e-mails and on the University's virtual platforms)
3. Sustaining verbal quarrels with classmates using phrases that threaten the good coexistence within the school community.

4. Disrespecting a member of the university community.
5. Making inappropriate use of any property belonging to the University.

The following actions are considered ***serious*** infractions:

1. Plagiarism or its attempt by any means, during an evaluation, practice, work or any academic activity during their tenure at the University as a student or graduate.
2. Offering or performing by any means or as an intermediary services so that other students may unduly obtain an academic advantage, propitiating fraud in the evaluation.
3. Improperly use the electronic mail granted by the University for purposes other than academic activities and those proper to the institution.
4. Produce academic products based on false or adulterated information or make non-existent citations or bibliographic references.
5. Carrying out individual or collective acts that impede or disrupt the normal development of academic and institutional activities.
6. Requesting or receiving paid private classes at the University or outside the University, individually or in groups, from University professors, whether or not they are professors of the subjects in which the student is enrolled.

The following actions are considered ***very serious*** infractions:

1. Destroying, subtracting, inciting or altering information from the University's official systems or records directly or through third parties without express authorization.
2. Engaging in conduct or omissions that damage the image, honor and good reputation of the University.
3. Submitting false information or documents in any administrative procedure processed before the University, regardless of their status as an applicant, student or graduate. The determination of the falsity of the information or documentation must be determined after a disciplinary procedure.
4. Impersonating another person or being impersonated in class, evaluations or other academic or social activities.
5. Committing a misdemeanor or felony, declared by a final or enforceable court sentence.
6. Damaging the privacy, physical or psychological integrity, image, honor, freedom or sexual indemnity of members of the university community or third parties who are in the university facilities.
7. Engaging in acts of sexual harassment against students or any other person of the

University, subject to the specific regulations on this subject.

8. Belonging to illicit organizations such as gangs and criminal organizations.
9. Carrying knives or firearms within the University premises, even when authorized to possess them, if applicable.
10. Inciting or committing acts of violence or intimidation against members of the University community or third parties on University premises or where the University provides services.
11. Offering or giving gifts to obtain academic benefits to any member of the university community.
12. Falsify or adulterate any document, academic or administrative, issued by the University, directly or through third parties.
13. Appropriate or attempt to appropriate property belonging to the University, students or third parties, within the university premises or in places where services are provided.

The student who incurs in any of the infractions established in these Regulations shall be sanctioned, according to the seriousness of the infraction, with:

- Reprimand
- Suspension for up to two (2) academic semesters
- Separation from the University or limitation of the exercise of the student's rights, suspension for up to two (2) academic semesters, or
- Termination from the University.

Anti-Hazing Policy

CFU does not allow hazing for any reason whatsoever. Students engaging in any potentially harmful activities or interfering with an investigation will be disciplined and may be subject to suspension or termination. It is also forbidden to assist others involved in harassment. In addition, any university employees who knowingly permit, approve, or tolerate harassment are subject to disciplinary action by the university.

Grievance Policy

CFU's grievance policy is directed at students who feel they are victims of discriminatory practices or harassment of any kind. To file a complaint, the student must complete a form where he/she details his/her name, contact information and description of the instance of grievance. Immediately after the complaint has been received, the Student Services department will initiate the appropriate investigation. Students who have filed a complaint will

be informed of the progress of the investigation within seven (7) days from the time the complaint is received. Upon completion of the investigation, complainants will be notified of the final determination. If the complainant is not satisfied with the final decision, the complaint may be submitted to the Independent Education Commission, Florida Department of Education, at the following address:

Commission for Independent

Education Department of Education

325 W. Gaines Street, Suite 1414 Tallahassee, Florida 32399-0400

Toll Free Telephone (888) 224-6684

Students Feedback and Complaints

The purpose of this policy is to effectively address and resolve all suggestions and complaints related to the services provided by the University.

The Complaint Attention and Resolution process is an online procedure designed to manage claims, complaints, and suggestions that students may have. The request must be submitted virtually through the Student Portal, in the Help Center section, under Complaints and Claims.

Upon submission, the claimant will receive an acknowledgment of receipt, along with an indication of the response times. The area that receives the complaint or claim will have one (1) business day, counting only business days, to escalate the request to the corresponding departments. In turn, the involved area will have three (3) business days to review the case and submit a report to the responsible area to provide a response to the claimant.

Once a resolution is issued, the interested party must communicate their disagreement within seven (7) business days. If no response of agreement is received or if no response is received at all, the case will be closed. If the disagreement persists, the issue will be escalated to the University's Executive Director, whose decision will be final and unappealable.

Section XIII: Faculty Listing

FACULTY MEMBER	DEGREES / DIPLOMAS HELD & AWARDING INSTITUTION
Agapito Ruiz, Ruben Angel	Ph.D. in Mathematics, University of California at Santa Cruz (USA); Master of Arts in Mathematics, University of California at Santa Cruz (USA); B.Sc. Mathematics, Pontificia Universidad Catolica del Peru (Peru)
Aguilar Castro, Jose Lisandro	Doctor in Computer Science, Universidad Rene Descartes (France); DEA in Computer Science, Universidad Paul Sabatier (France); Bachelor in Computing, Universidad de los Andes (Venezuela)
Alarco Ferradas, Maria Barbara	Ph.D. Psychology, Katholieke Universiteit Leuven (Belgium); Bachelor in Psychology, Universidad de Lima (Perú)
Alegre Bravo, Alberto Agustín	Doctor in Psychology, Universidad Nacional Mayor de San Marcos (Peru); Master in Neuroscience, Universidad Nacional Mayor de San Marcos (Peru); Bachelor in Psychology, Universidad de Lima (Peru)
Altamiranda Pérez, Junior Amilcar	Doctor in Artificial Intelligence, Universidad de Los Andes; Master in Computing, Universidad de Los Andes (Venezuela); Bachelor in Systems Engineering, Universidad de Los Andes (Venezuela)
Angeles Donayre, Mariuccia Maisy	Doctor in Doctorate In Psychology, University of San Martin de Porres (Peru); Master in Educational Psychology with Mention In School Psychology and Learning Disabilities, Universidad Peruana Cayetano Heredia (Peru); Bachelor in Psychology, University of San Martin de Porres (Peru)
Aragon Pulido, Diana Carolina	Master in Business Administration, INCAE Business School (Costa Rica); Bachelor in Psychology, Pontificia Universidad Javeriana (Colombia)
Atencio Bravo, Eduardo Alfonzo	Ph.D. in Science Major in Management, Dr. Rafael Delloso Chacin University (Venezuela); M.Sc. In Teaching ofr Higher Education, Rafael Maria Baralt National Experimental University (Venezuela); B.Sc. In Education, Rafael María Baralt National Experimental University (Venezuela)
Ballena Descalzo, Rafael Omar	Master in Psychology, Universidad Ricardo Palma (Perú); Bachelor in Psychology, Universidad Nacional Mayor de San Marcos (Perú)
Barría Diaz, Angelica María	Doctor of Philosophy in Business Administration, Management & Business British School (United Kingdom); Master in Education, Universidad Santander (México); Bachelor in International Business, DUOC UC (Chile)
Barrios Albornoz, Judith del Rosario	Doctor in Computer Science (Informatique), University of Paris (France); Advanced Studies Diploma in Database Theory and Engineering, University of Paris (France); Master in Information Systems, Monterrey Institute of Technology (Mexico); Bachelor in System Engineer in Operational Research, University of The Andes (Venezuela)

FACULTY MEMBER	DEGREES / DIPLOMAS HELD & AWARDING INSTITUTION
Barrios Ipenza, Emma Soledad	Doctor in Government Administration and Public Policies, Universidad Complutense de Madrid (Spain); Certificate-Diploma of Advanced Studies PhD in Education, Universidad Nacional de Educación a Distancia (Spain); Master in Senior Public Management, Universidad Internacional Menéndez Pelayo (Spain); Diploma in Human Resources, Pontificia Universidad Católica del Peru (Peru); Bachelor in Psychology, Pontificia Universidad Católica del Peru (Peru)
Bendezu Guerra, Ana Virginia	Master in Social Psychology, Universidad Nacional Autónoma de México (Mexico); Bachelor of Arts and Human Sciences with mention in Clinical Psycholgy, Pontificia Universidad Católica del Peru (Peru)
Bermúdez Tacunga, Rafael Segundo	A Doctor in Administrative Sciences, Universidad Nacional Mayor de San Marcos (Perú); Master in Taxation and Finance, Universidad de Guayaquil (Ecuador); Bachelor of Business and Engineering, Universidad Laica Eloy Alfaro de Manabí (Ecuador)
Briceño Meza, Carmin Deysi	Master in Direction and Management of Human Talent, Universidad Privada del Norte (Peru); Diploma in Executive Coaching, Centrum PUCP (Peru); Diploma in Team Coaching, Eada Business School (Spain)
Caballero Márquez, Jose Alonso	Doctor of Administrative Sciences, Universidad Nacional Autónoma de México (México); Master in Industrial Engineering, Universidad Industrial de Santander; Bachelor in Industrial Engineering, Universidad Industrial de Santander (Colombia)
Camilo Mejía, Juan	Doctor in Marketing, Universidad de Valencia (Spain); Master in Marketing, Universidad de Nariño (Colombia); Bachelor of International Trade and Marketing, Universidad de Nariño (Colombia)
Capuñay Reátegui, Miguel Angel	Doctor in Economy, Universidad de Buenos Aires (Argentina); Master in International Law, Universidad Estatal de Kiev (Ukranie); Master in Education, Universidad Andrés Bello de Santiago de Chile (Chile); Bachelor in International Law, Universidad Estatal de Kiev, TG (Ukranie)
Cardinale Villareal, Maria Miguelina	Magister Scientiarum in Management Sciences, Universidad Gran Mariscal de Ayacucho (Venezuela); Bachelor in Industrial Engineering, Unexpo Antonio Jose de Surcre (Venezuela)
Cardinale Villarreal, Yudith Coromoto	Master in Computer Science, Universidad Simón Bolívar (Venezuela); Bachelor in Computer engineering, Universidad Centro-Occidental Lisandro Alvarado (Venezuela)
Caro Gonzalez, Cristina	Master in Statistics, UNED (Spain); Master in Data Science and Big Data, Universidad VIU (Spain); Master in Quantitative Finance, Universidad Alcalá (Spain); Bachelor and Master in Mathematics, Universidad Complutense de Madrid (Spain)
Carrillo Pincay, Joffre Luis	PhD in Global Health, National Yang Ming University (Taiwan); Master of Science (Public Health), National Yang Ming University (Taiwan)

FACULTY MEMBER	DEGREES / DIPLOMAS HELD & AWARDING INSTITUTION
Castañeda Vargas, Pedro Segundo	PhD in Systems Engineering and Computer Science, Universidad Nacional Mayor de San Marcos (Perú); Master of Business Administration, Universidad ESAN (Perú); Bachelor in Systems Engineering ,Universidad Tecnológica del Perú (Perú)
Castro Cavero, Rosa María	Master in Applied Social Studies, Universidad de Zaragoza (Spain); Master in Business Communication, Corporación Multimedia (Spain); Information Sciences, Universidad deNavarra (Spain)
Chávez Avilés, Leonidas Jesús	Doctor in Administration, Universidad de Buenos Aires (Argentina); Master in Administration - Finance, Universidad Nacional del Centro del Peru (Peru); Bachelor in Mathematics - Physics, Universidad Nacional del Centro del Peru (Peru)
Chumpitaz Miranda, Janet	Master in IT Direction, ESAN (Peru) and Universitat Ramon Llull, La Sale (Spain); B.Sc. Systems and Computer Engineering, Universidad Nacional Mayor de San Marcos (Peru)
Cubas Martins, Dora Isabel	Ph.D. in Educational Sciences, Universidad Nacional de Cuyo (Argentina), Teaching Middle School and Superior, Universidad Nacional de Cuyo (Argentina)
Cueto Cabrera, Igor David	Master in Data Management, Universidad de Barcelona (Spain); Bachelor of Science in Systems Engineering, Universidad de Lima (Peru)
Dávila Quintero, Jacinto Alfonso	Ph.D. Logic and AI, Imperial College (UK); M.Sc. Computer Science, Imperial College (UK); B.Sc. Systems Engineer, Universidad de Los Andes (Venezuela)
Delgado Aguilar, Nataly Lilian	Master in Business Analysis, Instituto Tecnológico y de Estudios Superiores de Monterrey (México); Bachelor of Economics, Universidad Nacional del Centro del Perú (Perú)
Deroncele Acosta, Angel	Ph.D. in Pedagogical Sciences, Universidad de Oriente (Cuba); Masters in Social Sciences, Universidad de Oriente (Cuba); Bachelor in Psychology, Universidad de Oriente (Cuba)
Diaz Diaz, Raimundo	Doctor of Business Administration, Universidad de Cantabria (Spain); Master in Business and Information Technology, Universidad de Cantabria (Spain); Bachelor of Journalism, Universidad San Pablo-CEU (Spain)
Esparta Rodriguez, José Edmundo	Doctor in Sciences, Universidad Federal de Rio de Janeiro (Brazil); Post Doctorado in Mathematical Sciences, Ufrj-Lncc (Brazil); Bachelor in Mathematics, Universidad Nacional del Callao (Peru)
Espinoza Rios, Elena Sonia Paula	Master in Information Technologies, Universidad Esan (Peru); Diploma in Scientific Research, Universidad de Celaya/Universidad Continental (Mexico/Peru); Bachelor in Systems Engineering, Universidad Peruana de Ciencias Aplicadas (Peru)
Estrada Merino, Alfredo	Doctor of Education, Universidad San Martín de Porres (Perú); Master of Business Administration, Universidad Rey Juan Carlos (Spain); Bachelor of Laws, Universidad de Lima (Perú)

FACULTY MEMBER	DEGREES / DIPLOMAS HELD & AWARDING INSTITUTION
Figueroa Tejada, Gisella Yrene	Master in E-Business Management, Universidad Internacional de Japón (Japan); Bachelor in System, computing and telecommunication Engineering, Universidad Inca Garcilaso de La Vega (Peru)
Flórez Gómez, Leidy Yohana	Doctor in Engineering, Universidad Autónoma de Bucaramanga (Colombia); Master in Industrial Engineering, Universidad Industrial de Santander (Colombia); Bachelor in Industrial Engineering, Universidad Industrial de Santander (Colombia)
García Corzo, Juan Carlos	Master in Education, Universidad Cesar Vallejo (Peru); Bachelor in Industrial Engineering, Universidad Nacional de Ingeniería (Peru)
Guevara Montesinos, Wernher Omar	Master in Administration, Universidad del Pacífico (Peru); Master in Research In Business Administration and Management, Universidad Politécnica de Cataluña (Spain); Bachelor in Economy, Universidad Inca Garcilaso de La Vega (Peru)
Guevara Niño, Cesar Augusto	PhD in Strategic Business Administration, Universidad UTEL (México); Master of Business Administration, EIDHI Business School (USA); Bachelor of Economics, Universidad Piloto de Colombia (Colombia)
Helfer Rodríguez, Diego Norberto	Master in strategic business administration, Pontificia Universidad Catolica del Peru (Peru); Bachelor of System Engineer, Universidad de Lima (Peru)
Hernández Lopez, Diana Carolina	Master in Business Administration and Management, Universidad de la Rioja (Spain); Bachelor in Industrial Engineering, Pontificia Universidad Javeriana (Colombia)
Herrera Cordova, Victor Manuel	M.Sc. In Computer Science, Florida Atlantic University (USA); B.Sc. In Systems Engineering, Universidad de Lima (Peru)
Jaime Gayoso, Alfonso Augusto	Master in Administration, Universidad del Pacifico (Peru); Master in Finance, Instituto de Empresa (Spain); Bachelor in Industrial engineering, Pontificia Universidad Catolica (Peru)
Jauregui Arroyo, Ralphi Ricardo	Doctor of Business Administration, Universidad San Ignacio de Loyola (Perú); Master in Business Administration, Pad School of Management of the University of Piura (Perú); Bachelor of Administration and Finance, Universidad Peruana de Ciencias Aplicadas (Perú)

FACULTY MEMBER	DEGREES / DIPLOMAS HELD & AWARDING INSTITUTION
King, Philip John	Master ir New Mexico State University (USA); Bachelor of Arts in Applied Languages and Translating, Heriot-Watt University (United Kingdom)
Lescano Silva, Carmen	International Doctor, Complutense University of Madrid (Spain); M.Sc. Research in Business Administration, ESAN Business School (Peru); MBA, ESAN Business School (Peru); B.Sc. Accounting (Peru)
Leuro Martínez, Mauricio	Master in Strategic Direction, Universidad Internacional Iberoamericana (Puerto Rico); Master Strategic Direction in Health Organizations, Universidad Europea Atlántico (Spain); Master in Medical Law, Universidad Externado de Colombia (Colombia); Law, Universidad Manuela Beltrán (Colombia)
Llana Baldeon, Edwin Ulises	Doctor in Mechanical Engineering, Atlantic International University (USA); Master in Business Administration, Universidad Católica de Salta (Argentina); Bachelor in Mechanical Engineering, Universidad Nacional del Centro del Peru (Peru)
Luna Flores, Rolando Jaime	Master of Business Administration, City University of New York (USA); Bachelor in Electronic Engineering, Pontificia Universidad Católica del Peru (Peru)
Marcano de Leal, Dairaliz del Valle	Doctor in Education, Universidad Rafael Urdaneta. Maracaibo (Venezuela); Master in Education, Universidad Rafael Urdaneta. Maracaibo (Venezuela); Bachelor in Psychology, Universidad Rafael Urdaneta. Maracaibo (Venezuela)
Marimon Campos, Juan Pablo	Master of Business Administration, ESAN (Peru); Bachelor in Engineering, Universidad Peruana de Ciencias Aplicadas (Peru)
Mejia Jalabe, Aizar	Master of Business Administration, Universidad Santo Tomás de Aquino (Colombia); Bachelor in Industrial Engineering, Universidad Pontificia Bolivariana (Colombia)
Mezarina Aguirre, Carlos Augusto	Doctor in Education Sciences, Universidad Nacional de Educación Enrique Guzman y Valle (Peru); Master in Educative Technology, Monterrey Technological Institute of Higher Studies (Mexico); Master in Teaching and Research In Higher Education, Universidad Cayetano Heredia (Peru); Bachelor in Education and Human Sciences, Universidad Peruana Los Andes (Peru)
Mogollon Carrillo, Tatiana Katerin	M.Sc. Education Administration, Universidad San Ignacio de Loyola (Peru); B.Sc. Psychology, Universidad Ricardo Palma (Peru)

FACULTY MEMBER	DEGREES / DIPLOMAS HELD & AWARDING INSTITUTION
Montanez Ginocchio, Vilma Aurora	Doctor in Government and Public Administration, Universidad Complutense de Madrid (Spain); Master in Public Policy Management, Universidad Menendez Pelayo (Spain); Bachelor in Economics, Universidad de Lima (Perú)
Montilva Calderón, Jonás Arturo	Ph.D. Computing Studies, The University of Leeds (England, UK); M.Sc. Computing and Information Sciences, Case Western Reserve University (USA); B.Sc. Systems Engineering, Universidad de los Andes (Venezuela)
Morales Gomez, Awilda	Doctor in Business Administration, Universidad del Curabo (Puerto Rico); Master in Business Administration, Universidad Ana G. Mendez (Puerto Rico); Bachelor in Universidad del Sagrado Corazón (Puerto Rico)
Morales Sánchez, Carlos Fernando	Master in Educative Technology, Universidad Nacional de Colombia (Colombia); Bachelor in Economics, Universidad Nacional de Colombia (Colombia)
Moreno Caldera, Yaneth Coromoto	Ph.D. in Applied Sciences, Big Data and IA, Universidad de los Andes (Venezuela); M.S. in Computing, Universidad de los Andes (Venezuela); B.Sc. Systems Engineering, Universidad de los Andes (Venezuela)
Moya Peralta, Paola Alexandra	Bachelor of Science in Chemistry Education, Universidad Pedagógica Nacional (Colombia); Master of Virtual Learning Environments, Universidad Técnica de Costa Rica (Costa Rica)
Murillo Veliz, Braulio Oscar	Doctor in Informatic Engineering, Pontificia Universidad Católica del Peru (Peru); Master in Project Management, Universidad Internacional de La Rioja (Spain); Bachelor in Informatic Engineering, Pontificia Universidad Católica del Peru (Peru)
Napurí Gamarra, Jesús Danilo	Master in Business Management and Administration, Universidad Internacional de la Rioja UNIR (México); Bachelor in Business and Systems Engineering, Universidad San Ignacio de Loyola (Perú)
Nascimento de Ardiles, Roseline	PhD Psychology, University of Sao Paulo (Brazil); Master in Education, UNICAMP (Brazil); Bachelor in Education, UFPE (Brasil) and Bachelor in Psychology, UGA (France)
Navas Leoro, Maria Albertina	Doctor in Comunication, Universidad de Navarra (Spain); Master in Business Administration, Adolfo Ibañez School of Management (USA); Bachelor of Communication, Pontificia Universidad Católica del Ecuador
Noriega Martinez, Mario	Master in Business Administration, Universidad San Ignacio de Loyola (Peru); Bachelor of Science in Economics, Universidad San Martin de Porras (Peru)

FACULTY MEMBER	DEGREES / DIPLOMAS HELD & AWARDING INSTITUTION
Nue Olazabal, Jose Alberto	Master in Business Administration, Universidad ESAN (Perú); Bachelor of Accounting Sciences, Universidad Nacional Mayor de San Marcos (Perú)
Nunes Pozzo, Danielle	Doctor in Administration, Pontifícia Universidade Católica Do Rio Grande Do Sul (Brazil); Master in Administration, Pontifícia Universidade Católica Do Rio Grande Do Sul (Brazil); Bachelor in International Business Management, Centro Universitario Metodista Ipa (Brazil)
Olivera Venturo, Fiorella Lisett	Master of Science in Chemistry, Pontificia Universidad Católica del Peru (Peru); Bachelor of Science in Chemistry, Universidad Peruana Cayetano Heredia (Peru).
Ospina Mejía, José Oswaldo	Master in Education, Universidad de La Sabana (Colombia); Economist, Universidad Nacional de Colombia (Colombia)
Otazú López, Angela María	Master in Clinic and Health, Instituto Superior de Estudios Psicológicos (Spain); Master in University Teaching and Educational Management, Universidad Tecnológica del Peru (Peru)
Palomino Pacheco, Kevin	Bachelor in Mathematics, Universidad de Atlántico (Colombia); Bachelor of Science in Industrial Engineering, Universidad de Atlántico (Colombia); PhD In Industrial Engineering, Universidad del Norte (Colombia)
Parra Cristancho, Ricardo	Master in Business Administration, Alliance Manchester Business School (United Kingdom); Master in Marketing, Universidad de los Andes (Colombia); Bachelor of Arts in Business Administration, Universidad Nacional de Colombia (Colombia).
Pinzon Hernandez, Paula	Doctor in Reproductive and developmental Sciences, University of British Columbia (Canada); Master in Public Health, Universidad El Bosque (Colombia); Bachelor in Filosofía, Pontificia Universidad Javeriana (Colombia)
Placencia Medina, Maritza Dorila	Bachelor of Pharmacy and Biochemistry, Universidad Nacional Mayor de San Marcos (Peru); Master of Biochemistry, Universidad Nacional Mayor de San Marcos (Peru); Master of Pharmacology, Universidad Nacional Mayor de San Marcos (Peru); Doctor of Pharmacy and Biochemistry, Universidad Nacional Mayor de San Marcos (Peru)
Ponce Fernandez Baca, Juan Pablo	Master in Educational Psychology, Universidad Cesar Vallejo (Peru); Bachelor in Psychology, Universidad Andina del Cusco (Peru); Bachelor in Psychology, Universidad Inca Garcilaso de La Vega (Peru)

FACULTY MEMBER	DEGREES / DIPLOMAS HELD & AWARDING INSTITUTION
Preminger Heyum, Katia	Magister en Psicología del Adolescente y Educación, Universidad del Desarrollo (Chile); Master of Arts in English Language in Literary Studies, Nottingham University (United Kingdom); Bachelor in Elementary and Secondary Education, Pontificia Universidad Católica de Chile (Chile)
Reategui Carrasco, Jorge Eduardo	Master in Education with mention in Higher Education, Universidad San Ignacio de Loyola (Peru); Bachelor in Business Administration, Universidad Peruana del Centro (Peru)
Rengifo, Mauren	Master in Business Administration, Universidad Internacional Isabel I de Castilla (Spain); Bachelor in Health Administration, Institución Universitaria Antonio José Camacho (Colombia)
Rincón Moreno, Hector Mauricio	Doctor of Humanities, Universidad de San Buenaventura (Colombia); Master in Administration, Universidad Nacional de Colombia (Colombia); Bachelor Business Administration, Fundación Universitaria Los Libertadores (Colombia)
Rivera Costales, José	Doctor in Communication, Santiago de Compostela (Spain); Master in Communication, Universidad Internacional de la Rioja (Ecuador); Bachelor of Social Communication, Universidad Central del Ecuador (Ecuador)
Rojas Torres, Estephany Abigail	Doctor in Education; Master in Business Sciences; Bachelor in Psychology, Universidad San Ignacio de Loyola (Perú)
Sanchez Ruiz, Daniel	Master in Mathematics, Pontificia Universidad Católica del Peru (Peru); Bachelor in Mathematics, Universidad Nacional Federico Villarreal (Peru)
Sarmiento Delgado, Diego	MBA, Universidad Internacional de La Rioja (Spain); B.Sc. Business Administration, National University of Colombia (Colombia)
Serrano Tamayo, Luis Javier	Doctor of Philosophy, The University of Manchester (United Kingdom); Master in Administration, Universidad de los Andes (Colombia); Bachelor of Naval Engineering, Escuela Naval Almirante Padilla (Colombia)
Silva Sotillo, Walter Alejandro	Doctor in Industrial Engineering, University of South Florida (USA); Master in Industrial Engineering, University of South Florida (USA); Master in Science and Technology, Université D'Orléans (France); Master in Mathematics, Université D'Orléans (France); Bachelor in Industrial Engineering, Pontificia Universidad Catolica del Peru (Peru)
Solano Mendez, Flavio Roberto Eduardo	Ph.D. Marketing, Texas A&M (USA); MBA, ITESM (Mexico); Bachelor IQA, ITESM (Mexico)

FACULTY MEMBER	DEGREES / DIPLOMAS HELD & AWARDING INSTITUTION
Soza Herrera, Juan Jose	Master in Social Management, Universidad Católica de Santa María (Peru); Master in Human Resources, Cerem Business School (Peru); Bachelor in Psychology, Universidad Católica de Santa María (Peru)
Talavera Escribano, Elena	Doctor of Philosophy in Intercultural Communication, Universidad de Warwick (United Kingdom); Master in Psychology, Universidad de Valencia (Spain); Bachelor in Psychology, Universidad Pontificia de Salamanca (Spain)
Tarazona Marañón Inés	Master of Business Administration, ESAN (Peru); Bachelor in Industrial Engineering, Universidad Peruana de Ciencias Aplicadas (Peru)
Ubillús Mattos, Fiorella	Master in Medical Physics, Universidad Nacional de Ingeniería (Perú); Bachelor of Physics, Universidad Nacional Mayor de San Marcos (Perú)
Valencia Reyes, Orlando José	Master in Project Administration and Management, Universidad Peruana de Ciencias Aplicadas; Bachelor of Systems Engineering, Universidad Peruana de Ciencias Aplicadas
Vilchez Espiritu, Percy William	Master in Translation, Universidad Nacional del Centro del Perú; Bachelor in Translation, Universidad Nacional del Centro del Perú
Villa Alvarez, Diana Pamela	Doctor in Design, Politecnico di Milano (Italy); Master in Product Service System Design, Politecnico di Milano (Italy); Bachelor of Product Design Engineering, Universidad EAFIT (Colombia)
Villavicencio Ramon, Felix Albert	Master in System engineering, Universidad Nacional del Centro del Peru (Peru); Bachelor in Chemical Engineering, Universidad Nacional del Centro del Peru (Peru)
Villena Izurieta Nadia Priscila	Doctor in Social and Legal Sciences, Universidad de Córdoba (Spain); Master in Taxation and Finance, Universidad de Guayaquil (Ecuador); Bachelor of Business and Commercial Engineering, Escuela Superior Politécnica del Litoral (Ecuador)
Zamora Yansi, Richard Ismael	MBA, Universidad Peruana La Unión (Peru); B.Sc. Industrial Engineering, Universidad Nacional de Ingeniería (Peru)
Zea Ponce, Ramiro Elard	Master in Social Management, Pontificia Universidad Católica del Peru (Peru); Bachelor in Economy, Universidad Nacional de San Agustín de Arequipa (Peru)
Zevallos Rospigliosi, Guillermo Martín	Master of Science in Engineering, University of Texas at Austin (USA); Bachelor of Science in Civil Engineering, Pontifica Universidad Católica del Peru (Peru)

Section XIV: Academic Calendar 2025-2026

Fall Semester 2025 (16 Weeks)

September 2, 2025	Period A Classes begin
September 9, 2025	Last Day to add/withdraw
September 8 to 12, 2025	1st evaluation
September 22 to 26, 2025	2nd evaluation
October 6 to 10, 2025	3rd evaluation
October 17, 2025	Last day of regular class
October 20 to 24, 2025	Final evaluation week
October 24, 2025	End of Period
October 27, 2025	Period B Classes begin
November 3, 2025	Last Day to add/withdraw
November 3 to 7, 2025	1st evaluation
November 11, 2025	Veterans Day (No classes)
November 17 to 21, 2025	2nd evaluation
November 27 to 28, 2025	Thanksgiving Break (No classes)
December 1 to 5, 2025	3rd evaluation
December 12, 2025	Last day of regular class
December 15 to 19, 2025	Final evaluation week
December 19, 2025	End of Period
December 22 to 26, 2025	Administrative Week (No classes)

Spring Semester 2026 (16 Weeks)

Dec 29, 2025 to January 2, 2026	Administrative Week (No classes)
January 5, 2026	Period A Classes begin
January 12, 2026	Last Day to add/withdraw
January 12 to 16, 2026	1st evaluation
January 19, 2026	Martin Luther King Day (no classes)
January 26 to 30, 2026	2nd evaluation
February 9 to 13, 2026	3rd evaluation
February 20, 2026	Last day of regular class
February 23 to 27, 2026	Final evaluation week
February 27, 2026	End of Period
March 2, 2026	Period B Classes begin
March 9, 2026	Last Day to add/withdraw
March 9 to 13, 2026	1st evaluation
March 23 to 27, 2026	2nd evaluation
April 6 to 10, 2026	3rd evaluation
April 17, 2026	Last day of regular class
April 20 to 24, 2026	Final evaluation week
April 24, 2026	End of Period
April 27 to May 1, 2026	Administrative Week (No classes)

Summer Semester 2026 (16 Weeks)

May 4, 2026	Period A Classes begin
May 11, 2026	Last Day to add/withdraw
May 11 to 15, 2026	1st evaluation
May 25, 2026	Memorial Day (no classes)
May 26 to 29, 2026	2nd evaluation
June 8 to 12, 2026	3rd evaluation
June 16, 2026	Last day of regular class
June 22 to 26, 2026	Final evaluation week
June 26, 2026	End of Period
June 29, 2026	Period B Classes begin
July 4, 2026	Independence Day (No classes)
July 6, 2026	Last Day to add/withdraw
July 6 to 10, 2026	1st evaluation
July 20 to 24, 2026	2nd evaluation
August 3 to 7, 2026	3rd evaluation
August 14, 2026	Last day of regular class
August 17 to 21, 2026	Final evaluation week
August 21, 2026	End of Period
August 24 to 28, 2026	Administrative Week (No classes)

Fall Semester 2026 (16 Weeks)

August 31, 2026	Period A Classes begin
September 8, 2026	Last Day to add/withdraw
September 8 to 11, 2026	1st evaluation
September 21 to 25, 2026	2nd evaluation
October 5 to 9, 2026	3rd evaluation
October 16, 2026	Last day of regular class
October 19 to 23, 2026	Final evaluation week
October 23, 2026	End of Period
October 26, 2026	Period B Classes begin
November 2, 2026	Last Day to add/withdraw
November 2 to 6, 2026	1st evaluation
November 11, 2026	Veterans Day (No classes)
November 16 to 20, 2026	2nd evaluation
November 26 to 27, 2026	Thanksgiving Break (No classes)
November 30 to December 4, 2026	3rd evaluation
December 11, 2026	Last day of regular class
December 14 to 18, 2026	Final evaluation week
December 18, 2026	End of Period
December 21 to 25, 2026	Administrative Week (No classes)