NYU STERN Global Education

Global Education

NYU Stern School of Business &
IPADE Business School

Doing Business in Mexico
DBIN-GB.3121.D1



Mexico City

January 17 – 23, 2027

Pre-Departure Class: December 2, 2026

Course Information

Course Description

The "Doing Business in Mexico" course offered in collaboration between NYU Stern and IPADE Business School is designed to allow NYU Stern students to appreciate and contrast the opportunities and challenges of doing business in Mexico. Lectures and facilitated case study discussions by experienced IPADE faculty will be complemented by company visits to successful businesses, both domestic and multinational firms. Students will also have the opportunity to interact with and meet Mexican business leader during the program. The program requires active participation from all involved. The program will also be complemented by sightseeing tours, visits to iconic cultural, historical and local dining venues to enhance your immersive experience and appreciation of Mexico City.

The start date and the end dates of the program will not change. The schedules are tentative and will change. Company visits may change and the order of sessions will be updated following changes in availability of speakers and faculty. Please use the schedules posted on Brightspace (not CampusGroups) as reference for content. Individual travel plans do not warrant exceptions to the policy of missing required lectures.

Course Requirements

- Attend the mandatory Pre-Departure class at Stern*
- Attend all lectures, presentations and site visits during the academic program
- Actively participate in class discussions and debates
- Complete all assignments

Lead Faculty: Antonio Sancho y Maldonado

Head and Professor, Human Resource Management Department
Academic Director of the Full-Time MBA Program
Academic Degrees:
– PhD Candidate in Business, Tulane University
– Management Program (D-1), Instituto Panamericano de Alta Dirección de Empresa (IPADE Business School).
– Master in Management, Tulane University.
– Master in Human Resources, Universidad La Salle (ULSA).
– Specialized in Production Management, Universidad Panamericana
– BS in Industrial Engineering, Universidad Panamericana

Grading:

DBi courses are developed by Stern in collaboration with its partner schools. Therefore, DBi courses follow the same grading policies of all Stern courses. Letter grades are given and recorded on the student's Stern transcript. The final grade is calculated into the Stern GPA. All course requirements stated on the syllabus must be met to receive a passing letter grade. Assignments are graded by the host school faculty member. Final credit is awarded once the official transcript is received from the school abroad.

A	Excellent
A-	
B+	
B	Good
B-	
C+	
C	Poor
C-	
D+	
D	Minimum requirements for credit
F	Failing

Students who fail a DBi course will not receive credit and must make up these credits through additional coursework.

*** Mandatory Pre-Departure Class**

A mandatory pre-departure class session will be held in December from 5:00-5:50 p.m. in KMC to meet in study groups, review logistics, and discuss pre-trip work. The room for the session will be emailed to enrolled students prior to the date. Please contact the Global Education team if you have any concerns or questions on attending the pre-departure class session.

Attendance

Due to its accelerated nature, each class session or company visit missed will be recorded as an individual absence and impact the student's grade by one level (e.g. for each unexcused absence, a B becomes a B-, a B- becomes a C+). Only documented serious illness, family emergency, religious observance, or civic obligation will be considered for excused absences.

Important Information Available on Brightspace

On the Brightspace site for this course, enrolled students can see view additional information related to this course under specific tabs, including (but not limited to):

- Faculty: Bios of selected faculty for the course
- Visa: Learn more about any visa requirements for US and non-US citizens. It is the student's responsibility to apply and receive the appropriate visas for their passports in a timely manner for the course. Stern is not responsible for determining your country's visa requirements or securing your visa for you.
- Online Forms: Submit required passport scans, resumes, and dietary needs
- Safety & Health: View emergency contacts/procedures as well as regional safety information
- Deliverables: See assignments for the course and access required readings
- Accommodations: Lodging and breakfast is included in the DBi program fee (as are meals indicated as such in the schedule. Students will have double occupancy bedroom accommodations. If you would like to book additional nights, you will be able to do so at your own expense either on your own or through the travel agency contracted by NYU Stern for support during the DBi. If you would like to upgrade to single occupancy bedroom, you will also be able to do so at your own expense through the travel agency. Please note that due to high demand during the busy travel season, the option to upgrade to a single room may become unavailable. To secure your upgrade, make sure to submit your request and payment to our travel provider within the specified timeframe. Please note that the cost of the rooms that you book through the travel agency may include additional costs.
- Destination Info: Access links relevant to visiting the DBi area

Course Deliverables

Pre-Readings will be uploaded into Brightspace and must be read before the first day of class.
For academic questions, please contact Prof. Antonio Sancho y Maldonado at asancho@ipade.mx.

Additional information about the assignments will be shared on Brightspace at a later time.

Academic and Classroom Information

Course Materials

Materials will consist of articles and case studies which will be provided to students in advance of the course start date via a class website and/or as hard copies through Stern.

Study Teams

Study groups of 5-7 students will be randomly assigned before the Pre-Departure class.

Computer Labs, Library and Research Facilities

During the program, students will have full access to all facilities including IPADE's wireless network, library and library databases.

Student Wellness

Our aim is for students to be as successful academically as they can, and to help them overcome any impediments to that. Any student who may be struggling and believes this may affect their performance in this course is urged to contact the Moses Center for Student Accessibility (see also the Student Accessibility section of this syllabus) at 212-998-4980 to discuss academic accommodations. If mental health assistance is needed, call the NYU's 24/7 Wellness Exchange hotline 212-443-9999. Furthermore, please approach the Global Education team if you feel comfortable doing so. This will enable them to provide relevant resources or referrals. There are also drop in hours and appointments. Find out more at http://www.nyu.edu/students/health-and-wellness/counseling-services.html

Graduate students can also reach out to the Academic Advising team at academicaffairs@stern.nyu.edu if you would like to receive more information or further support.

Students Accessibility

If you will require academic accommodation of any kind during this course, you must notify the Global Education team at the beginning of the course and provide a letter from the Moses Center for Student Accessibility (212-998-4980, mosescsa@nyu.edu) verifying your registration and outlining the accommodations they recommend. If you will need to take an exam at the Moses Center for Student Accessibility, you must submit a completed Exam Accommodations Form to them at least one week prior to the scheduled exam time to be guaranteed accommodation. For more information, visit the CSA website: https://www.nyu.edu/students/communities-and-groups/student-accessibility.html

Pre-Requisites

Full-time MBA students are eligible to register for a DBi in the same semester in which they are registered to complete their Stern Core requirements (except Professional Responsibility). Langone MBA students are eligible to register for a DBi in the same semester in which they are registered to complete their 15th credit and must have completed one year at NYU Stern.

Activities

This course requires some physical activity, including walking outdoors for multiple hours on varying terrain. Students should pack appropriate clothing for such activity.

Prescriptions

Students are responsible for checking their medical prescriptions, and gaining legal clearance to bring those prescriptions to the destination from a doctor or licensed medical professional.

Name Pronunciation and Pronouns

NYU Stern students now have the ability to include their pronouns and name pronunciation in Albert. We encourage you to share your name pronunciation and preferred pronouns this way. Please utilize this link for additional information: Pronouns & Name Pronunciation

Religious Observances and Other Absences

NYU's Calendar Policy on Religious Holidays states that members of any religious group may, without penalty, absent themselves from classes when required in compliance with their religious obligations. You must notify the Global Education team in advance of religious holidays or observances that might coincide with exams, assignments, or class times to schedule mutually acceptable alternatives. Students may also contact religiousaccommodations@nyu.edu for assistance.

NYU Stern is committed to ensuring an equitable educational experience for all students regardless of identity or circumstances and strives to recognize the obligations its students have outside of Stern. Please review all class dates at the start of the semester and review all course requirements to identify any foreseeable conflicts with exams, course assignments, projects, or other items required for participation and attendance. If you are aware of a potential conflict, please contact the Global Education team as soon as possible to discuss any potential conflicts to determine whether/how they can be accommodated.

Inclusion Statement

This course strives to support and cultivate diversity of thought, perspectives, and experiences. The intent is to present materials and activities that will challenge your current perspectives with a goal of understanding how others might see situations differently. By participating in this course, it is the expectation that everyone commits to making this an inclusive learning environment for all.

Program Costs

Costs for Program

1. Stern tuition for 1.5 credits
2. $1,900 DBi Program Fee (to be confirmed) for Mexico :
    - 6 nights Shared Occupancy Accommodation with a roommate, includes breakfast
    - Group meals and activities as indicated on the final schedule. We cannot guarantee that all dietary preferences or allergies can be accommodated.
    - Course materials (distributed by IPADE)
3. Additional Expenses to be Covered by Student (EXCLUDED from DBi Program Fee):
    - Airfare and visa fees
    - Transportation between the airport and hotel
    - Incidentals at hotel (e.g., telephone, laundry, minibar, room service, fax, etc.)
    - Meals not organized by the program
    - Public transportation fare (unless otherwise noted)
    - Entertainment
    - Personal expenses (including lunches and dinners not catered for)

It is your responsibility to confirm that your scholarships and/or other financial aid will cover your DBi tuition and/or other expenses. If you receive financial aid, scholarships or other financial benefits, you will need to meet with the Financial Aid office or other relevant departments in a timely manner to understand your coverage for the DBi.

The DBi Program Fee for this course is non-refundable after the communicated date. There are no partial refunds provided for students who do not participate for any reason in program activities. Students who do not join activities included in the schedule for any reason will not be reimbursed or refunded for the cost of those activities. Students who do not eat during group meals for any reason will not be reimbursed or refunded for the cost of the meal and must make alternative arrangements on their own.

Policies

Stern Code of Conduct & DBi Community Conduct & Responsibilities

All students on this course are expected to abide by the Stern Code of Conduct and DBi Community Conduct & Responsibilities. Please review all policies and procedures through the links below.

DBi Program Policies

https://nyustern.campusgroups.com/global/course-policies/

In particular, please review the DBi Community Conduct:

https://nyustern.campusgroups.com/global/dbi-community-conduct/

NYU Stern Code of Conduct:
https://www.stern.nyu.edu/portal-partners/student-engagement/student-life/life-stern/code-conduct#t

NYU Travel Release Agreement
https://drive.google.com/file/d/164xaVhhNjnmcgpaK9M2N6o9xCZTJObV1/view

Students are required to submit their own work. Ideas, data, direct quotations, paraphrasing, or any other incorporation of the work of others must be clearly referenced. To do otherwise constitutes plagiarism. Students suspected of any form of plagiarism will be subject to disciplinary action.

Please pay special attention to the policies regarding punctuality and attendance – infractions of which can result in grade deductions.

What this means for you:

- Take action if you think either of these codes may have been violated
- Inform the student who may be breaking it
- If appropriate, speak with the DBi Stern administrator on the program
- You are not expected to police your peers…but are encouraged to speak up so that we all are able to learn and enjoy the experience.

These guidelines and policies are designed for everyone's safety and learning. One person's actions or behavior should never negatively impact another student's experience, inside or outside of the classroom, or tarnish the reputation of the class and school. Code of Conduct violations will be reported to and handled by the MBA Judiciary Council and/or the MBA Academic Policy Board upon return to Stern.

NYU Stern reserves the right to bar, remove, or dismiss any student with a code of conduct violation from participating in a global course.

Academic Integrity

We take pride in our well-rounded education and approach our academics with honesty and integrity. Indeed, integrity is critical to all that we do here at NYU Stern. As members of our community, all students agree to abide by the NYU Academic Integrity Policies as well as the NYU Stern Student Code of Conduct, which includes a commitment to:

- Exercise integrity in all aspects of one's academic work including, but not limited to, the preparation and completion of exams, papers and all other course requirements by not engaging in any method or means that provides an unfair advantage.
- Clearly acknowledge the work and efforts of others when submitting written work as one's own. Ideas, data, direct quotations (which should be designated with quotation marks), paraphrasing, creative expression, or any other incorporation of the work of others should be fully referenced.
- Refrain from behaving in ways that knowingly support, assist, or in any way attempt to enable another person to engage in any violation of the Code of Conduct. Our support also includes reporting any observed violations of this Code of Conduct or other School and University policies that are deemed to adversely affect the NYU Stern community.