



Universitat
Abat Oliba CEU



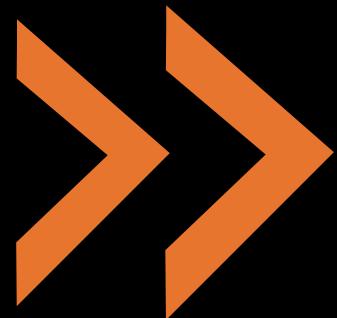
INSTITUTE FOR CAREERS
AND INNOVATION IN
LOGISTICS & SUPPLY CHAIN

Official Master's Degree

IN LOGISTICS AND INTERNATIONAL TRADE

19th edition

#sigueavanzando



BUSINESS STUDIES AND ECONOMICS

A POSTGRADUATE DEGREE
TO KEEP
MOVING FORWARD

Index

05.

Programme presentation

06.

Why choose the UAO CEU

07.

Student profile

08.

Objectives

11.

Study plan

13.

Faculty

16.

Information of interest

17.

Admission process



Abat Oliba CEU

The Universitat Abat Oliba CEU (UAO CEU) is one of the three universities promoted by the San Pablo CEU Foundation. Since it became a private university in 2003, the UAO CEU has bet on a distinguishing academic model based on the permanent connection between teachers and students and the establishment of innovative educational methodologies.

The UAO CEU has set up a unique academic offer in which the internationalisation adopts more and more importance. Learn about our degrees, double degrees and bilingual degrees. Besides our wide academic offer, we provide our graduates, young professionals and experienced executives with our **official and non-official programmes of master's degrees, postgraduates, specialised programmes and PhD programs**, which complete an excellent academic offer.

The Universitat Abat Oliba CEU is also concerned about giving the students a complete training so that they can face their personal and professional challenges with their own and solid judgments.

Fundación ICIL

Fundación ICIL is the leader entity at a national level in research, training, dissemination, and business application in logistics, exclusively dedicated to this activity since 1980.

It is the excellence model in logistics training, and has trained more than 20,000 professionals that currently hold important boarding positions in different companies. Moreover, it develops a large number of logistic studies and research by motion of their associates and Public Institutions. Thanks to its wide variety of experts in all the fields of business logistics, and to its non-profit nature, the ICIL develops many projects for companies and associations.

presentation

The improvement tendencies of competitiveness and economic and environmental sustainability of production and consuming systems in a globalised world lie necessarily in the reduction of costs and the increase in the logistic chains efficiency, increasingly complex, through the management of goods movement in an integral way.

The location of Barcelona, which is an area of strategic importance, has contributed thus to becoming a cluster where the main logistics platforms of northern and southern Spain are found. These give support to goods traffic, fruit of international trade. This sector has excellent prospects and a high growth path expected for the upcoming years. Both for an academic and professional development, the Master's Degree in Logistics and International Trade

offers a great help in order to achieve the necessary experience for the internationalisation of business, based on the Import-Export activities and the logistic and transport operations, which allow for these to take place, applying rational and scientific criteria in the decision-making.

The studies of the Master's Degree in Logistics and International Trade of the Universitat Abat Oliba CEU have their origin in the collaboration with *Fundación ICIL*, the leader entity at a national level

in research, training, dissemination, and business application in logistics.

As a specialisation in the field of business management, this Master is oriented towards trade and international businesses, as well as logistical and transport operation derived from international trade, due to the importance of this market and the requirement for obtaining a global vision of the transit of goods and information about imports and exports.

Why choose the UAO CEU

- Organised along with the **Fundación ICIL**, a leading entity at a national level in research, training, disseminations and business applications in logistics, having exclusively been working in this sector since 1980.
- This master's degree is oriented towards trade and international businesses, as well as logistical and transport operations derived from international trade.
- Our students acquire knowledge of traditional and electronic commerce, they also learn the legal conditions and are trained to design the supply chains that requires the current business reality.
- This programme includes interesting complementary activities:
 - **European Port Experience:** Advanced study programme in port business expertise. It involves a four-day trip to the Rotterdam Harbour, one of the most important in the world, and also to its counterparts in Hamburg and Barcelona, classified among the top harbours in Europe.
 - **IATA DGR Course Cat. 3:** This course is taught under the master's program and addresses regulations of air transport of dangerous goods.
 - **Visits to enterprises and institutions,** so for students to acquire the practical view of the different modules composing the teaching programme.
- This master's degree includes the training programme Leadership Essentials of the Center for Creative Leadership (CCL), designed to help our students to understand and discover their leadership potential and apply it to their daily lives.
- Faculty composed by experts with a wide professional experience in the logistic, transportation and international business fields, with a global and current vision in the business reality.
- Internships in first-level companies in the Logistics field. Job Listing at a national and international level.
- The average work placement rate is 95% in the postgraduate studies of the CEU.
- As a result of the collaboration between UAO CEU and Fundación ICIL, we have trained more than 15,000 professionals over the last 30 years who are now in important managing positions in corporations.

Student profile

Students wishing to apply for the Official Master's Degree in Logistics and International Trade must have a Spanish Degree , an advanced course or a foreign degree equivalent to a Bachelor's Degree in the Anglo-Saxon system. This profile includes:

- Bachelors and graduates of Administration and Business Management, Economics, Marketing and Commercial Management, Marketing and Market Investigation, Business Sciences, Transport Sciences and Logistics
- Graduates or similar in other academic fields with accredited work experience in the fields of Trade and Logistics
- Engineers of any expertise

Previous experience in the field of Logistics or International Trade is not required for this programme.



Leslie Desmocott

Graduated in Business. Instituto Tecnológico de Monterrey (Mexico). Year 2014-2015

I applied for this programme from Mexico. I already knew the Logistics sector and I was interested in widening my knowledge with an European perspective. With this Master's Degree, I achieved an internship in a multinational company specialised in transportation and logistics.



Francisco A. Jara

Industrial Enginner, Universidad de Yacambú Year 2016-2017

The Logistics Master has a very interesting programme, and the University has made my incorporation to the course very smooth. They helped me at all times with the paperwork of the travel and the accommodation.



Yohenys Flores

Graduated in English Studies from the Universitat Rovira i Virgili (Tarragona). Year 2015-2016

What I liked the most in this Master's Degree was the faculty. They are all professionals with many years of experience and are currently working on this sector. This allows me to grow my list of professional contacts.

Objectives

The Official Master's Degree in Logistics and International Trade has the main goal of training professional experts in logistics, transport and international trade, so that they are capable of leading the management of supply chains and their logistics, as well as optimising the use of transports minimising deadlines, costs and the environmental impact, and leading projects of business internationalisation.

Other specific learning objectives derived from this one are:

- Identifying the international supply chains at global, continental and regional level.
- Preparing for the functions of control, management and direction of a logistic chain and its integrated processes and subprocesses, as well as the transport operations associated to it.

- Preparing for negotiation and hiring processes of transport and logistics in an optimal way, accomplishing the expected profitability criteria.
- Knowing the technical and operational aspects of each transport method and their operators at a global, continental, regional and local level.
- Knowing the functionality and characteristics of the supporting infrastructures to transport and logistics, as well as the main logistic-port nodes markets and the flow of goods that they generate, as well as detecting the business opportunities related to any field of the business activity.
- Preparing for the design, the development and the implementation of projects of business internationalisation.

- Analysing the “country risk” and “security” in the supply chains, to establish new international businesses.
- Knowing and understanding the new international markets and the goods flow they create, and detecting business opportunities.
- Knowing all the elements that take part in the international traffic operations, import and export, as well as the documentation that accompanies and certifies each process.
- Applying the Social Corporate Responsibility in all activities, both own activities and the ones from suppliers and customers.

Courses of the Master's Degree in Logistics and International Trade are designed to provide a comprehensive and systematised knowledge of the techniques that are used in the logistics field.



Center for
Creative
Leadership®

Leadership Essentials

Leading Programme

A leap forward to be among the best



The added value of the professional of the future

This programme of the Center for Creative Leadership (CCL) works on the different capabilities of the students, discovers their leadership potential and gives them the necessary tools to apply on a professional and personal level.

Those participating on this programme develop a dynamic and innovative vision of their own leadership style by means of three different modules:

- Auto-analysis to manage the potential
- Interpersonal abilities to multiply the capacity of influencing others
- Definition of the objectives of each project, the opportunities of every context and the winning strategies of every moment

The UAO CEU is the only Catalan university endorsed by the Center for Creative Leadership to teach these leadership modules.

The CCL is one of the five best institutions of executive training on a global scale, according to the Financial Times. Its model is backed by **46 years** of experience, in which they have trained more than **20,000 leaders** of **20 different countries**.



Leadership Program integrated in the master's degree and developed throughout the academic year

plan study



The context of the logistic chain (5 credits ECTS)

- The context of the logistic chain

The supply chain: logistic processes (15 credits ECTS)

- Logistics and planning of operations
- Modalities of transport and infrastructures
- Inverse logistics, green logistics and environment

International Trade and Business (15 credits ECTS)

- Context of International Trade and Business
- Law and financial instruments in International Trade
- Commercial Management and Marketing in International Trade. E-commerce

Logistics Management (5 credits ECTS)

- Logistics Management

External Internship (10 credits ECTS)

The Official Master's Degree includes 10 credits (100 working hours) of part-time internships in the areas of Logistics, Transport, and International Trade of multinational companies and organisations. The program is responsible for providing the student with an internship experience. The realisation of these credits is compulsory, though they can be exchanged by the students' professional experience.

Final Master Project (6 credits ECTS)

Complementary activities

- European Port Experience: Advanced study programme in port business expertise. It involves a four-day trip to the Rotterdam Harbour, one of the most important in the world, and also to its counterparts in Hamburg and Barcelona, classified among the top harbours in Europe.
- IATA DGR Course C. 3: This course is taught under the Master's degree program and addresses regulations of air transport of dangerous goods.
- Leadership Essentials Course: Trains students for leadership in organisations, using the Center for Creative Leadership methodology (North Carolina, EUA).
- In addition, for those students who wish, a teaching schedule will be established as well as additional tailor-made teaching programmes from Monday to Thursday afternoons (the additional costs of these teaching programmes will be established according to the specific needs of each student).
- The Official Master's Degree also includes the realisation of approximately 10 group visits to businesses or institutions, so that students acquire the practical view of the different modules composing the teaching programme.

Faculty



Master Academic Management

Iván Roa Perera

Industrial engineer and doctor in Systems and Projects Engineering at UPC. Manager at Expansión Internacional, by ICIL Foundation.

iroap@uaop.es

Student Administration

Mª Rosa Maluenda Gelabert

Bachelor's degree in Business Management from the UAO CEU.
rmaluenda@icil.org

Faculty

Eleuteri Acosta Martínez

Doctor in Law from the Universitat de Barcelona. Master's Degree in International Marketing from the Higher Marketing and Business Studies Institute. PhD in Business Management (DBA). IESME at University of Maastricht.

Jaume Adrover Rigo

Bachelor in Business Sciences from the University of Manchester and an MBA from ESADE Business School. Headmaster in Gestió i Promoció Aeroportuària, S.A. (Airport management) within the Chamber of Commerce Group of Barcelona.

Ángel-Carlos Aibar Fragua

Bachelor in Chemical Sciences from the UB. Graduate in Production Management from ESADE.

Felipe Botaya

PhD in Business Administration and Marketing Department from ESADE, and Bachelor B.S.B.A. from the University of South Carolina, USA.

Joaquim Deulofeu

Doctor in Economic and Business Sciences from the UB. Associate teacher in Universitat Abat Oliba CEU.

Antonio de la Ossa Martínez

Bachelor in Law from the Universidad de Murcia. State finances Inspector (specialisation in customs). He has been responsible for Regional Customs of Catalonia until 2011.

Josep Lluís del Olmo Arriaga

Bachelor in Communication Sciences (Section of Advertising and Public Relations) by UAB. PhD in Market Commercialization and Investigation by Universitat Abat Oliba CEU. Marketing professor at Universitat Abat Oliba CEU.

Miguel Ángel Dombriz

Civil Engineer from the UPC. Headmaster of FGC Cargo.

Eduard Duran Pla

Bachelor in Navigation and Maritime Transport from the UPC, Master's Degree in Logistics from the ICT-UPC. General Director of Portcement S.A.

Victor Chavigné

Industrial Engineer from the UPC. Master's Degree in Business Management and Direction from ESADE.

Alfons Esteve

Bachelor in Law from the Universitat de Lleida. Master in Maritime Law and Business ICADE, Madrid.

Manel Galán

Master in Marketing Management from the EAE. Promotion Manager of the Port Community (chair department of the Port de Barcelona). Head of the Commercial Missions Coordination of the Port de Barcelona and of the Governing Council for the Promotion of the Port Community.

Jenifer Johnson

Bachelor in Philosophy, Political Science and Strategic Communication from the University of Texas, USA.

Ramón Pau

Bachelor in Business Sciences from the UB. He became Headmaster of Foreign Trade in Banco de Sabadell and in La Caixa.

Eva Perea

Doctor in Economic and Business Sciences. Teacher in Strategic Management and Business in the Universitat Abat Oliba CEU.

Rosa Romero Serrano

Bachelor in Law from the UB. Lawyer specialised in Transportation both in legal and consulting and training scopes.

Carmen Ruiz

Doctor from the UPF. Senior Fellow in Urban Studies from the Institute for Policy Studies in the Johns Hopkins University (JHU), Baltimore, Maryland, USA.

Tarik R. Smith

Bachelor in Environmental Sciences. Specialist in international project management and intercultural relations.

Leonardo Tisminetzky Kestelboim

Technical Engineer in Chemistry, Master's degree in Industrial Logistics (ICT/UPC) and Scientific Dissemination (UPF).

Jordi Vila

Biologist and Master in Engineering and Environmental Management. Current Head of Environment in the Autoridad Portuaria de Barcelona.

Antoni Viladomat Vers

MBA from the ESADE, Superior Management Engineer from the Universitat de Vic.



Career opportunities

By passing this programme, the student obtains the official title and is able to work in the following areas:

- Administration and Management of International Transport Operators
- Management of International Logistics Operators (Supply Chain Management)
- Management of International Logistics
- Management and administration of shipping companies (Freight Forwarder)
- Management of Import-Export
- International Expansion Officer

Collaborating and promoting Institutions and businesses



Information of interest

Credits: 60 ECTS

Modality: Blended learning

Calendar: from October to June

Academic Management: Iván Roa

Location: Campus Bellesguard. Barcelona

Price of the Master's Degree

€ 6,975

(The European Port Experience costs € 1,250 and it is included in the programme enrolment fee.)

Payment methods

Admitted candidates on the ordinary period must make a place reservation by paying €1,400, to be discounted from the total amount of the price. Once a place has been reserved on the course, the remaining fee can be paid in the following ways:

- **Single Payment.** This method involves a 3% enrolment fee discount
- **Instalment Payment.** 50% at the time of the enrolment and 50% in January
- **Monthly Payment.** 10 instalments with special financing at 0% interest with Banc de Sabadell (Consult arrangement fee)
- **Other Payment methods** with Banco Santander, "la Caixa", Banc Sabadell, Catalunya Caixa and BBVA. It also involves a 3% enrolment fee discount

Study grants

Postgraduate study grants programme: academic merits scholarships, grants for personal and economic circumstances, and special conditions with financial entities. Endowments range from 10% to 30% of the total price of the programme.

This postgraduate degree fulfils the requirements to be reimbursed by means of the Fundación Tripartita. Please check with the Student Attention Service when formalising the enrolment process.

International students can apply for scholarships of the International Early Enrolment programme, which grant access to discounts on the postgraduate enrolment fee.

The Agency of Management of Research and University Grants (AGAUR) of the Generalitat de Catalunya also offers preferential loans for enrolment fees.



Admission process

1

Admission application

The candidate must fill out the Admission Application in the website of the University. The regular place application period ends in July, and the extraordinary in September.

The Information and Admission Service will notify the candidates of the status of their application. However, it is every student's own responsibility to make sure that all documents are sent ahead of time.

2

Interview

The Admission Committee evaluates applications and, as a part of the process, has a personal interview with the candidate, in which they assess the following criteria: academic transcript record, professional experience and complementary training.

3

Admission

The Admission Committee takes the final decision in an approximate period of 15 days since the moment in which the application is complete.

If the candidate is admitted, they receive admission credentials with instructions for completing the enrolment process. Admitted candidates in the ordinary process must reserve their place in the programme. Admission to the programme is valid only for the academic year in which the candidate issues their application.

If these studies do not reach a minimum of students enrolled, the University may cancel them. In the event of the cancellation of the studies, the students will be notified three weeks in advance.

Studying and living in Barcelona



Barcelona is one of the most cosmopolitan cities of Southern Europe. Because of its location on the shore of the Mediterranean sea, it has a warm weather with nice temperatures all year long. The Universitat Abat Oliba CEU is located on the upper part of the city in a magnificent modernist building.

Living in Barcelona

Nowadays, Barcelona is a modern city, cosmopolitan and very dynamic. It is a comfortable city, tailored to meet the needs of its inhabitants.

The Universitat Abat Oliba CEU is located in the upper part of Barcelona, a district that offers quiet spaces for strategical concentration of intensive activities of knowledge. It is where it lays a city model that lives with other universities.



Accommodation in Barcelona

The UAO CEU, sensitive to the effort that represents for many students moving out of their home to study in Barcelona, offers individualised attention for all those students that require accommodation. The Information Service helps and guides students to find the accommodation that better suits their needs.



Other

Postgraduate Courses

Area of Business Studies and Economics

- Global MBA CEU IAM
- Master's degree in Management and Communication in Social and Solidarity Entities
- Master's degree in Auditing and Accounting
- Master's degree in Food & Beverage Sustainable Entrepreneurship*
- Master in Business Consulting
- Master in Property Management
- Master's degree in Town and Country Planning CEU IAM
- Postgraduate degree in Management of Micro-Enterprises and Startups

Area of Logistics

- Master's Degree in Purchases and International Trade
- Master's Degree in Distribution and Logistics Operators
- Master's Degree in Supply Chain Management. Built-in Logistics / Operations

*Verification pending

