

A scenic view of a hot spring in Argentina. The foreground shows a wooden walkway with a glass railing on the left, leading to a stone-lined pool. The water is clear and blue. In the background, there are rocky cliffs and mountains under a clear blue sky. The text "Picture yourself in Argentina" is overlaid in orange with a white outline.

Picture yourself  
in Argentina

# UVA in Argentina



Global Technology Consulting

Comm 4293 (3 cr) & SYS 3054 (3 cr)

Stefano Grazioli

Jan Term 2025: Dec 28<sup>th</sup> – Jan 11<sup>th</sup>

# UVA IN ARGENTINA

- An **international consulting project** on your CV
- A good **differentiating** story to tell recruiters: real clients, real projects
- Winemaking is a **global** business
- Spanish useful, not necessary
- Counts towards
  - (1) the IT concentration, (2) the Global Commerce Track, (3) McIntire electives.



# AN INTERNATIONAL CONSULTING PROJECT IN YOUR CV



- Understanding customers via social media

# WORKING WITH REAL-WORLD CLIENTS:



Gathering  
customer  
information  
for marketing



GRUPO FOSTER LORCA



UNIVERSITY  
of VIRGINIA

McINTIRE SCHOOL  
of COMMERCE

# • Consulting skills



FINCA FLICHTMAN

# • Collaborative: Comm + SEAS



ALTA VISTA  
WINES

- Hands on – you are in charge





# • Cross cultural competencies



# • Culture is real







**Questions?**

Picture yourself in Mendoza!





## Estimated costs

**tuition + fees + housing:**

**~ \$5,500**

Some meals, personal expenses and airfare  
excluded. Out of state: add \$300

# SAMPLE PROJECT



- Business intelligence



# SAMPLE PROJECT



- Line productivity measurement

# A CLIENT: RENACER



- Integrated business system

# A CLIENT: SIN FIN



- Understanding customers via social media

# TYPICAL WORKDAY



8:30  
1:00  
@ Client  
Site



1:00  
5:00  
Siesta





5:00  
8:00  
Work  
Session



8:00-?  
Dinner,  
Social

# EXAMPLE ITINERARY

Sun	Mon	Tue	Wed	Thu	Fri	Sat
12/24	12/25	12/26	12/27	12/28	12/29	12/30
				Students Arrive	Client Day	Cerro Arco
12/31	1/1	1/2	1/3	1/4	1/5	1/6
Open	Open am. Work in afternoon	Client Day	Client Day	Client Day Draft Reports Due	Client Day	Cacheuta / Zuccardi
1/7	1/8	1/9	1/10	1/11	1/12	1/13
Zuccardi / Cacheuta	Client Day	Client Day	Client Day	Workday at El Portal Reports Due	Final Presentations	Depart Mendoza 
1/14	1/15	1/16	1/17			
			UVA Courses Start			









# LIFE IN ARGENTINA

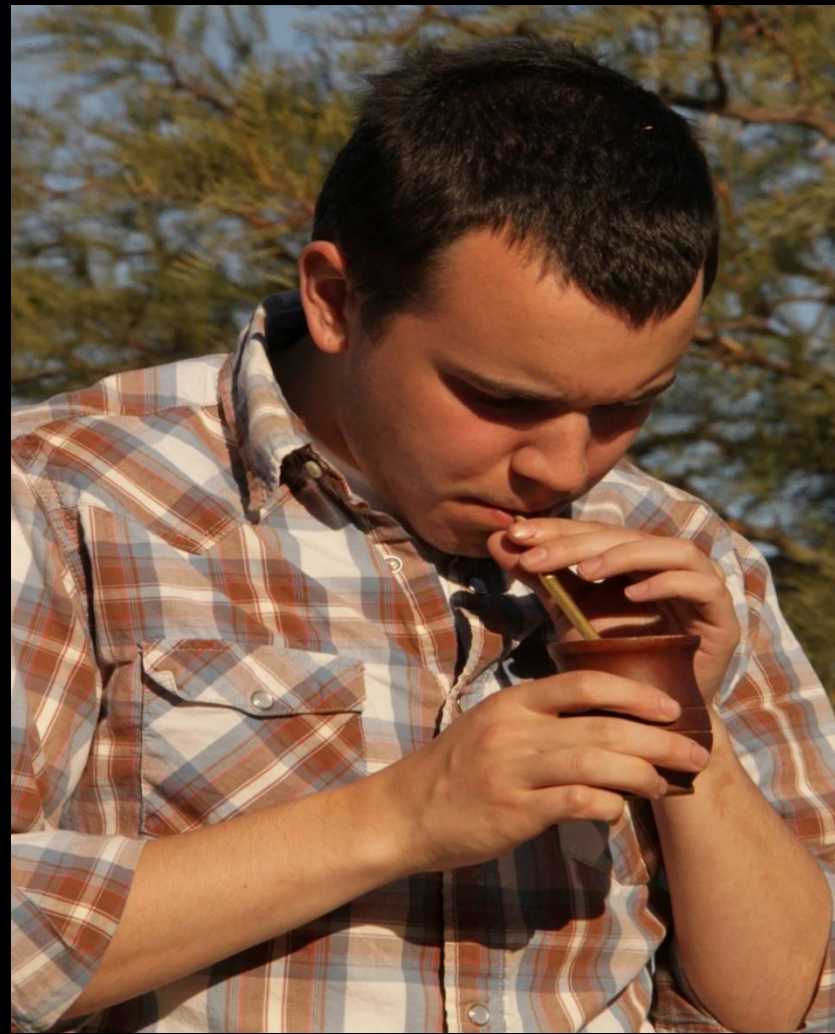














OCEANS EAST 2  
TACKLE SHOP  
VIRGINIA BEACH, VA









FAMILIA ZUCCARDI



















# QUESTIONS?

- Picture yourself in Mendoza!



# ENROLLING

- Go to the UVa ISO website and complete the Education Abroad Workshop
- The ISO site has info on deadlines and costs