

ENGLISH COURSES BOOKLET

For international students

Semestre 1/ Fall Semester

LICENCE – MASTER
BACHELOR'S-MASTER'S

Academic year 2024-2025

BACHELOR'S

CM hours = lecture hours per semester

TD hours = tutorial hours per semester

Please note that courses from different programs can be mixed *providing there are no scheduling conflicts*

Some courses may require specific pre-requisites

Non-binding document

The information is provided on an indicative basis and may be updated

1st YEAR

Course number	Program	Subject	CM Hours	TD Hours	ECTS
06201068	Business and Management (English track)	Principles of Management	24	15	5
11180827	Business and Management (French track)	Business English I: Introduction to economics	24	0	4

2nd YEAR

Course number	Program	Subject	CM Hours	TD Hours	ECTS
11180826	Business and Management (French track)	Business English III: Introduction to business economics	12	15	2
06240662	Business and Management (English track)	Principle of Marketing	24	15	5

3rd YEAR

Course number	Program	Subject	CM Hours	TD Hours	ECTS
06290695	Business and Management (English track)	Data collection for marketing and management	18	18	3
06211153	Business and Management (English track)	Organizational behaviour	24	15	4
06240676	Business and Management (English track)	Sales managements	24	15	4
06220671	Business and Management (English track)	Strategic diagnosis	18	12	3
06300729	Business and Management (English track)	Stock valuation	12	8	3
06211154	Business and Management (English track)	Social responsibility and business ethic	12	8	3
11180814	Business and Management (French track)	Business English V	12	15	2

MASTER'S

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1st YEAR

Course number	Program	Subject	CM Hours	TD Hours	ECTS
06260284	International Business Realities	International operations and organisations	20	0	3
06260285	International Business Realities	Legal environments	20	0	3
06260286	International Business Realities	Preparation to research in IB	20	0	3
06260287	International Business Realities	International corporate strategies	20	0	3
06300794	International Business Realities	ESG Risks	20	0	3
06300680	International Business Realities	Financing International Operations	20	0	3
06260262	International Business Realities	International Business knowledge and current affairs	20	0	3
06270165	Management and communication	Internal and Managerial Communication	20	0	3
06300676	Wealth Management	Fundamentals of finance and research	24	16	6
06300677	Controlling and Organizational Auditing	Corporate Finance	24	16	6
06310258	Controlling and Organizational Auditing	Doing Business - Intermediate	20	16	3

06310259	Controlling and Organizational Auditing	<u>Doing Business - Advanced</u>	20	16	3
06260259	International Affairs	Intercultural Management	12	8	3
06240620	International Affairs	International Marketing	12	8	3

2nd YEAR

Course number	Program	Subject	CM Hours	TD Hours	ECTS
MSEC-1	Services Marketing and Customer	Marketing omnicanal	20	0	3
06220685	International Business Realities	Consulting	20	0	3
06201107	International Business Realities	Project and product management	20	0	3
01260219	International Business Realities	International business law	20	0	3
0560108	International Business Realities	International trade relations	20	0	3
06320209	International Business Realities	International negotiations	20	0	3
06330146	International Business Realities	Management of partnerships/procurement	20	0	3
06211164	International Business Realities	Change management	20	0	3

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06211165	International Business Realities	Organizational behavior	20	0	3
06201108	International Business Realities	Geographic specificities	20	0	3
06320212	Foreign Trade	International digital sales	20	0	3
06300767	Foreign Trade	Trade finance	20	0	3
06201112	Sustainable management for international business	Quantitative research in IB case application	20	0	3
06201117	Sustainable management for international business	Qualitative methodology	20	0	3
06201118	Sustainable management for international business	Qualitative research in IB case application	20	0	3
06260269	Sustainable management for international business	Geopolitics and IB: new frameworks for development	20	0	3
06260270	Sustainable management for international business	Geopolitics and Sustainability : crossing viewpoints	20	0	3
06220688	Sustainable management for international business	Sustainability and international developments	20	0	3
06340158	Diagnosis and Organizational Auditing	Risks management, internal audit and control	40	0	6

