

Exchange Students

Master in Management – M1 Year

Credit transfer only:

Students can study one semester (either semester one or two) or the academic year.

Some courses have pre-requisites. Please check that you have these pre-requisites before registering in the program.

The program is taught all in French or all in English. Students will choose the language of instruction before the beginning of the classes.

Course code	Course	Teaching language	Nb hours	ECTS
Semester 1 (Fall)				
Gateway courses (choose 2 among 4)				
SAS4101MA SAS4102MA SAS4103MA SAS4104MA	Management fundamentals - Financial & Management Accountings Management fundamentals - Economic culture Management fundamentals - Marketing Management fundamentals - Finance	French / English	10	0
MSE4101MA	Strategy	French / English	15	2
ERH4102MA	Advanced macroeconomics	French / English	15	2
MVC4102MA	Pricing & distribution	French / English	15	2
MVC4103MA	Brands and products launching and management	French / English	15	2
ERH4101MA	Human resources management : diversity and overall performance	French / English	30	4
CFJ4102MA	Management control	French / English	30	4
MVC4104MA	Integrated marketing communication	French / English	15	2
MSE4102MA	Entrepreneurship	French / English	15	2
LV14102MA	French as foreign language	French	52	6
ERH4103MA	French culture and society	English	30	4
Total for Fall Semester : 232 hours of teaching – 30 ECTS credits				
Semester 2 (Spring)				
PRO4201MA	Mark'up Project	French / English	30	4
CFJ4202MA	Business law environment and taxation	French / English	30	4
CFJ4201MA	Financial Markets	French / English	30	4
ERH4201MA	Information Technologies Management	French / English	30	4
Elective Disciplinary focus (choose 1 among 8)				
ELE4211MA ELE4212MA ELE4213MA ELE4214MA ELE4215MA ELE4216MA ELE4217MA ELE4218MA	Marketing BtoB Intercultural negotiation Renewable energies Digital marketing Advanced management control Human resources, human wealth Purchase and SCM Strategy	French English English English French English French English	15	2
Elective Soft skills - Communication (choose 1 among 8)				
ELE4221MA ELE4222MA	Leadership	French / English French / English	15	2

ELE4223MA	NLP tools	French / English		
ELE4224MA	Emotions and conflicts management	French / English		
ELE4223MA	Stress management and personal efficiency	French / English		
ELE4232MA	Agile methods	French / English		
ELE4233MA	Time management	French / English		
ELE4234MA	Introduction to mind mapping	French / English		
	Meeting management and brainstorming	French / English		
	Elective Professional orientation (choose 1 among 8)			
ELE4241MA	Purchase and supply	French / English		
ELE4242MA	Supply Chain	French / English		
ELE4243MA	Marketing & communication	French / English		
ELE4244MA	Sales	French / English	15	2
ELE4251MA	Retail Management	French / English		
ELE4252MA	Consulting	French / English		
ELE4253MA	HR Management and CSR	French / English		
ELE4254MA	Finance & Audit	French / English		
MET4201MA	Behaviour Focus : personal development	French / English	10	1
MET4203MA	Professional written communication	French / English	10	1
for 1-year exchange students				
LV13202MA	French language for business	French	60	6
for 2nd semester exchange students				
LV13203MA	French as foreign language	French	52*	6*
ERH3203MA	French culture and society	English	30*	3*
Total for Spring Semester : 245 hours of teaching – 30 ECTS credits				
Total academic year : 477 hours of teaching – 60 ECTS Credits				

Note : the list of elective courses is subject to change

Semester 1

SAS4101MA to SAS4104 Management fundamentals (10h)

(2 among 4) The objective of these courses is to harmonize the knowledge of all the students coming from various backgrounds to allow them to attend further courses in good conditions. At the end of these courses, students will have to demonstrate knowledge and understanding of concepts and tools.

MSE4101MA Strategy

The main objective of this course is to allow students to get acquainted with the strategic approach: key concepts, approach and tools. At the end of the course students will have to be capable of approaching a situation in its entirety, of identifying the key data of the company; the decision processes and the roles of the actors in the steps of diagnosis and strategic decision-making.

ERH4102MA - Advanced Macroeconomics

This course's objective is to study the theoretical foundations of modern macroeconomics. In particular, we study the theories of real business cycles and monetary economics.

MVC4102MA - Pricing & distribution

This course's objective is to familiarize students with the marketing approach and its stakes. The emphasis will be

put on methods and techniques allowing optimization of pricing and distribution. At the end of this course, students will have to be capable of formulating recommendations to implement.

MVC4103MA - Brands and products launching and management

This course aims at developing knowledge of the theories, the models and analytical tools relative to the launch and to the management of the brands and products. It also aims at understanding which challenges and stakes a brand or product manager has to face.

ERH4101MA - Human resources management: diversity and overall performance

This course aims to develop the knowledge of theoretical and practical knowledge in HRM and management to prepare students for their future roles of actors and HRM managers.

This course will lead students to understand the managerial ethics and diversity of people in all its forms in order to be able to exercise an ethical and socially responsible approach to the management of human resources and organizational behavior.

CFJ4102MA - Management control

The main objective of this course is to present the different tools used by management controllers to perform their job. The course presents theoretical concepts, exercises and case studies in order to familiarize students with the practical and theoretical aspects of management control.

Upon completion of this course, students will be able to apply technical knowledge to specific situations they will encounter during their careers.

MVC4104MA - Integrated marketing and communication (15h – 2 ECTS credits)

The main objective of this course is to give students the fundamentals and basic technics of integrated marketing communication. It also aims to develop the skills, the students will need to communicate effectively in a constantly changing environment combining mass communication, requested, relayed and consumers to consumers communications

MSE4102MA - Entrepreneurship (15 hours – 2 ECTS credits)

This course aims at developing the entrepreneurial spirit and will approach in particular the posture, the specific

skills the entrepreneur needs, processes linked to idea generation and validation, the actors and the entrepreneurial ecosystem. At the end of the course, students will demonstrate a global knowledge of the process of new business start-up and the characteristics of the entrepreneur.

LV14102MA - French as a foreign language

The course aims at developing students' communication skills in order to improve their autonomy in French. Emphasis is placed on communication skills that are essential for the students to benefit from their stay at academic and cultural level.

ERH4103MA – French Culture and Society (

This course is designed as a tool to help exchange students gain French cultural insight so that their experience in France will be as positive as possible. Understanding cultural differences and exchanging with other visiting students from many countries so gaining cultural intelligence on yet another level. Activities in class will help students identify potential cultural dilemma situations and guide them as how to best resolve them

Semester 2

PRO4201MA - Mark'up project

The educational purpose of this project is to allow students to be directly and concretely confronted with the strategic questions that currently face companies. The project will be completed in small groups under the direction of a professor-tutor specialized in the field of expertise requested by the company or according to the context of the proposed challenge. Students are expected to implement all of their knowledge in order to resolve a strategic problem. Throughout the project, students, who will be competing sometimes nationally or internationally, will develop their capacity to take into consideration the strategic problems inherent to business. This project aims at confronting students directly and concretely with the strategic questions that currently face companies.

CFJ4202MA - Business law environment and taxation

The global aim of this introductory course to law is to sensitize students to an issue that will be vital in their professional and personal lives. At the end of this course, students should have developed their capacity for legal thinking: foundation of basic legal concepts in order to develop the type of thinking that is necessary to identify legal problems. They should also be able to analyse a legal situation in professional or personal activity. This first part will be completed by an introduction to the tax law: fiscal environment of the company and the major principles of the tax system of companies.

CFJ4201MA - Financial Markets

The course aims to develop in students three specific skills related to finance: master the financial calculations, understanding of the functioning of stock exchanges and its products, and understanding of the functioning of a company regarding decision making on investment projects.

ERH4201MA - Information systems management (

The overall objective of this course is to familiarize students with business and organizational challenges involved by Information Technologies. Students will be able to understand organizational and management issues related to the development of IS projects and e-commerce, identify and understand the impact of the implementation and use of IS in organizations. Ethical, legal and environmental issues will also be discussed within the course.

ELE4211MA to ELE4218MA - Elective Disciplinary enforcement

(1 among 8) This elective aims at enhancing students' knowledge on a specific disciplinary area of their choice. The professors will define the courses offer at the beginning of the 1st semester so that students can make their choices.

ELE4221MA to ELE4234MA - Elective Soft skills

(1 among 8) This elective aims at developing students' personal communication or organizational skills in a business environment. The professors will define the courses offer at the beginning of the 1st semester so that students can make their choices.

ELE4241MA to ELE4254MA - Elective Professional orientation – sectors

(1 among 8) This elective aims at developing students' knowledge and awareness of the job market and is specifically focused on branches of activity. At the end of the course, students will be able to better define their professional project and orientation for the following study years. The courses offer will be defined by the professors at the beginning of the 1st semester so that students can make their choices..

MET4201MA - Behaviour Focus: Personnal development

The necessity of knowing how to find one's own position in a company and to adapt oneself to new situations has led to the necessity of thinking about one's own mental attitudes and personal postures as well as about one's individual and collective organizational behavior. This course thus aims at increasing students' capacity to stand back and to analyze their own behavior and systems of functioning to adapt them to the context of the company. It also aims at developing students capacities to use evaluation tools and organizational methodologies within the framework of interpersonal interactions and professional situations. Finally, the course aims at developing creativity and put it at work for the benefit of the group.

MET4203MA - Professional written communication

The aim of this course is to train students to write e-mails and other written communication documents in an

efficient, adapted to their interlocutors and their professional context.

LV14202MA - French language for business

For 1-year exchange students

This course aims at developing students' abilities in French, language to prepare them to professional oral and written communication in a French speaking environment in good conditions.

At the end of the course, they will be able to develop a proficiency in reading and writing professional and academic materials as well as preparing and presenting orally speeches and other types of presentations.

LV14203MA - French as foreign language

For 2nd semester exchange students

The course aims at developing students' communication skills in order to improve their autonomy in French. Emphasis is placed on communication skills that are essential for the students to benefit from their stay at academic and cultural level.

ERH4202MA – French Culture and Society

For 2nd semester exchange students

This course is designed as a tool to help exchange students gain French cultural insight so that their experience in France will be as positive as possible. Understanding cultural differences and exchanging with other visiting students from many countries so gaining cultural intelligence on yet another level. Activities in class will help students identify potential cultural dilemma situations and guide them as how to best resolve them