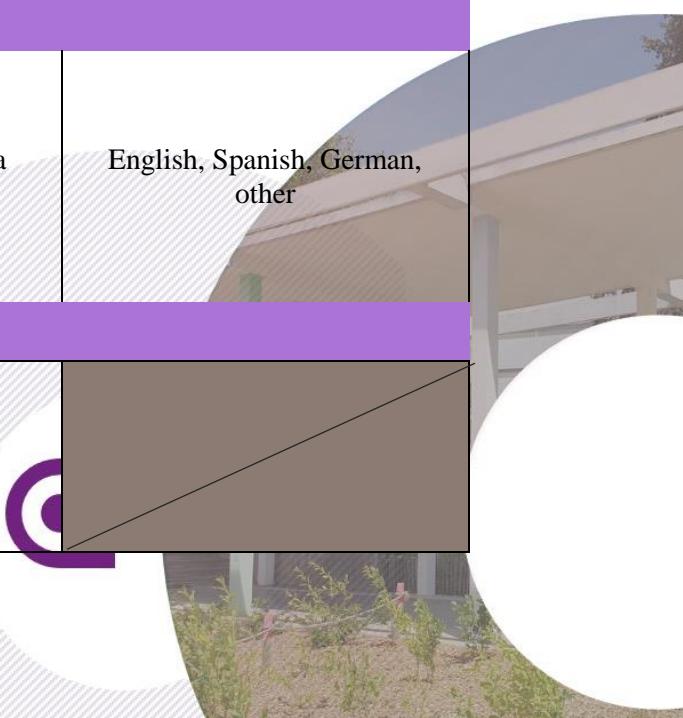




Program schedule

FIRST YEAR		
Period/duration	Content	Language of instruction
SEMESTER 1		
From September to December • 15 weeks	Core modules at IAE Montpellier + Exams	English
SEMESTER 2		
From January to April • 13 weeks	Courses of International business at IAE Montpellier + Exams	English
From April to 31 st August • 3 months minimum	Internship	

SECOND YEAR		
Period/duration	Content	Language of instruction
SEMESTER 1		
From August to January* • 4-6 months *According to the Host University Schedule	One semester abroad in a partner University	English, Spanish, German, other
SEMESTER 2		
From January to 31 st August	Internship abroad	





• 5 months minimum		
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II-List of 1st Year Courses

FIRST YEAR		
SEMESTER 1		
Unit 1 - Organizational economics	5 ECTS	36 Hours
Course 1: Organizational Theory		Lecturer: Mr Barahona
Course 2: Theory of the firm		Lecturer: Mr Ejemba
Unit 2 - Accounting information systems	5 ECTS	36 Hours
Course 1: Financial accounting		Lecturer: Ms Segura
Course 2: Cost accounting and international cost accounting		Lecturer: Mr Mallet
Unit 3 - Marketing	5 ECTS	36 Hours
Course 1: Strategic marketing		Lecturer: Mr Aurier
Course 2: Marketing studies		Lecturer: Mr Azeem
Unit 4 - Business Computing	5 ECTS	36 Hours
Course 1: Information systems		Lecturers: Mr Meissonnier, Mr Dossa and Mr Barberet
Course 2: Simulation		Lecturer: Mr Houzé

Unit 5 – Finance and Entrepreneurship	5 ECTS	36 Hours
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Course 1: Global Entrepreneurship

Lecturer: Ms Marsal

Course 2: Introduction to finance

Lecturer: Ms Yousfi

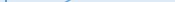
Unit 6 – Human resources Management & CSR	5 ECTS	36 Hours
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Course 1 : International Human Resources Management

Lecturer: Ms Somsing

Course 2 : CSR & Ethics

Lecturer: Ms Somsing

Unit 7 – (optional)		6 Hours
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Job Interview workshop

Lecturers: Ms Puscasu and Ms Intavong

CV writing session

Lecturers: Ms Puscasu and Ms Intavong

Total:	30 ECTS	222 Hours
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SEMESTER 2

Unit 1 - Negotiation and communication in business	5 ECTS	36 Hours
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Course 1: Negotiation and sales

Lecturer: Ms Allen

Course 2: Intercultural Management & Communication

Lecturer: Mr Barahona

Unit 2 – International finance and law	5 ECTS	36 Hours
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Course 1 · International law

Lecturer: Mr Hanson

Course 2: International Finance

Lecturer: Ms Yousfi

Unit 3 – Supply chain and logistics	5 ECTS	36 Hours
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Course 1: Supply Chain Management

Lecturer: Ms Taylor

Course 2: Purchasing

Lecturer: Ms Heckly

Unit 4 – International Entrepreneurship	5 ECTS	36 Hours
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Course 1: International Entrepreneurship

Lecturer : Ms Angel Ferrero

Unit 5 - Applied methodology of research/ Internship	2 ECTS	18 Hours
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Lecturer: Ms Somsing

Elective 1

Unit 6 - International Purchase	5 ECTS	36 Hours
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Course 1: Purchase marketing

Lecturer: Ms Taylor

Course 2: Operational Sourcing

Lecturer: Ms Taylor

Elective 2

International Sales	5 ECTS	36 Hours
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Course 1: International sales force management

Lecturer: Mr Ejemba

Course 2: International sales strategy

Lecturer: Mr Meskeh

Unit 7 - Foreign language (on choice)	3 ECTS	30 Hours
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Course 1: Spanish advanced

Lecturer: Mr Calvo

Course 2: Chinese

Lecturer: Mr Tao

Total:	30 ECTS	228 Hours
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III- List of 2nd year courses

SECOND YEAR

SEMESTER 1

One semester abroad

Units obtained in a foreign university

ECTS credits : 30

Course 1: Business Intelligence

Course 2: Innovation Management

Course 3: International sales and Purchasing

Course 4: International Economy and Politics

Course 5: Sustainable Globalization

Course 6: Language and Culture

SEMESTER 2

Unit 3 - Methodology & Internship

3 ECTS 18 Hours

Course 1 : Applied Methodology of Research

Lecturers: Ms Somsing / Ms Bouchet

Literature Review (rendered at the end of M1)

5 ECTS

M2 Internship

2 ECTS

Thesis

**20
ECTS**



Total:

30
ECTS
