



## 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 <sup>st</sup> 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 <sup>st</sup> August	Internship abroad	



- 5 months minimum

## II-List of 1<sup>st</sup> Year Courses

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



<b>Unit 5 – Finance and Entrepreneurship</b>	<b>5 ECTS</b>	<b>36 Hours</b>
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Course 1: Global Entrepreneurship

Lecturer: Ms Marsal

Course 2: Introduction to finance

Lecturer: Ms Yousfi

<b>Unit 6 – Human resources Management &amp; CSR</b>	<b>5 ECTS</b>	<b>36 Hours</b>
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Course 1 : International Human Resources Management

Lecturer: Ms Somsing

Course 2 : CSR & Ethics

Lecturer: Ms Somsing

<b>Unit 7 – (optional)</b>		<b>6 Hours</b>
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Job Interview workshop

Lecturers: Ms Puscasu and Ms Intavong

CV writing session

Lecturers: Ms Puscasu and Ms Intavong

<b>Total:</b>	<b>30 ECTS</b>	<b>222 Hours</b>
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## SEMESTER 2

<b>Unit 1 - Negotiation and communication in business</b>	<b>5 ECTS</b>	<b>36 Hours</b>
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Course 1: Negotiation and sales

Lecturer: Ms Allen

Course 2: Intercultural Management & Communication

Lecturer: Mr Barahona

<b>Unit 2 – International finance and law</b>	<b>5 ECTS</b>	<b>36 Hours</b>
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Course 1: International law

Lecturer: Mr Hanson

Course 2: International Finance

Lecturer: Ms Yousfi

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

Lecturer: Ms Taylor

Course 2: Purchasing

Lecturer: Ms Heckly

<b>Unit 4 – International Entrepreneurship</b>	<b>5 ECTS</b>	<b>36 Hours</b>
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Course 1: International Entrepreneurship

Lecturer : Ms Angel Ferrero

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

<i><b>Elective 1</b></i>		
<b>Unit 6 - International Purchase</b>	<b>5 ECTS</b>	<b>36 Hours</b>

Course 1: Purchase marketing

Lecturer: Ms Taylor

Course 2: Operational Sourcing

Lecturer: Ms Taylor

<i><b>Elective 2</b></i>		
<b>International Sales</b>	<b>5 ECTS</b>	<b>36 Hours</b>

Course 1: International sales force management

Lecturer: Mr Ejemba

Course 2: International sales strategy

Lecturer: Mr Meskeh

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

Lecturer: Mr Calvo

Course 2: Chinese

Lecturer: Mr Tao

<b>Total:</b>	<b>30 ECTS</b>	<b>228 Hours</b>
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### III- List of 2nd year courses

#### SECOND YEAR

#### SEMESTER 1

*One semester abroad*

Units obtained in a foreign university	<i>ECTS credits</i> : 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

<b>Unit 3 - Methodology &amp; Internship</b>	<b>3 ECTS</b>	<b>18 Hours</b>
Course 1 : Applied Methodology of Research	Lecturers: Ms Somsing / Ms Bouchet	
<b>Literature Review (rendered at the end of M1)</b>	<b>5 ECTS</b>	
<b>M2 Internship</b>	<b>2 ECTS</b>	
<b>Thesis</b>	<b>20 ECTS</b>	



**Total:**

**30  
ECTS**