

**ESC**  
CLERMONT  
GRADUATE SCHOOL  
OF MANAGEMENT



Courses for  
International  
Students

2016-  
2017

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# Section I: Undergraduate Courses for Exchange and Dual Degree Students

## Section I: Study Possibilities for Undergraduate Students (Exchange/Credit-Seeking and Dual Degree Students)

Students may choose courses from one of the following tracks. Please note that there is no possibility to mix classes from more than one track.

Track 1 : International Business Issues (IBI)									
Semester 1 (September - December)					Semester 2 (January - May)				
Module code & coordinating professors	Courses	Face to Face (Hours)	Individual Work (Hours)	ECTS Credits	Module code & coordinating professors	Courses	Face to Face (Hours)	Individual Work (Hours)	ECTS Credits
B105BC1-00	Business Ethics	36	108	6	B1068F1-00	International Economy & Finance	36	108	6
BA05BE1-00	Business Intelligence 1	18	54	3	B106BM1-00	Business Negotiation	36	108	6
B105BS1-00	Strategy & International Development	36	108	6	B106BS1-00	E-Business Strategies	36	108	6
B105BE1-00	Business Intelligence 2	18	54	3	B106BE1-00	Website Development 1	18	54	3
B105BH1-00	Cross Cultural Management 1	36	108	6	B106BH1-00	Cross Cultural Management 2	24	72	3
BACH22-LAN	Cultural Development & Foreign Language	36	108	6	BACH22-LANG	Cultural Development & Foreign Language	36	108	6
					B106BP1-00	Leadership & Employability	3	15	0
<b>TOTAL HOURS/ CREDITS</b>		<b>180</b>	<b>540</b>	<b>30</b>	<b>TOTAL HOURS/ CREDITS</b>		<b>189</b>	<b>573</b>	<b>30</b>

Track 2 : Business & Digital Development (BDD)									
Semester 1 (September - December)					Semester 2 (January - May)				
Module code & coordinating professors	Courses	Face to Face (Hours)	Individual Work (Hours)	ECTS Credits	Module code & coordinating professors	Courses	Face to Face (Hours)	Individual Work (Hours)	ECTS Credits
BC058S1-00	E-Business Strategies	36	108	6	BC06BM1-00	Digital Marketing	36	108	6
BC058M1-00	Services Marketing	36	108	6	BC06BE1-00	Data Analysis	18	54	3
B106BE1-00	Website Development 1	18	54	2	BC06BE1-00	Website Analysis	18	54	3
B105BS1-00	Strategy & International Development	36	108	6	BC06BM2-00	Business Negotiation	36	108	6
B105BC1-00	Business Ethics	36	108	6	BC06BM3-00	Relationship Marketing	36	108	6
BACH22-LAN	Cultural Development & Foreign Language	36	108	6	BACH22-LANG	Cultural Development & Foreign Language	36	108	6
					B106BP1-00	Leadership & Employability	3	15	0
<b>TOTAL HOURS/ CREDITS</b>		<b>198</b>	<b>558</b>	<b>30</b>	<b>TOTAL HOURS/ CREDITS</b>		<b>183</b>	<b>555</b>	<b>30</b>

# Section II: Graduate Courses for Exchange Students

## Section II: Study Possibilities for Graduate students (Exchange Students/Credit-Seeking students)

All courses are in English unless stated otherwise

Courses from the PGE (Programme Grande Ecole) / Master in Management Program									
Semester 1 (September - December) - PGE3					Semester 2 (January - May) - PGE2				
Module code & coordinating professors	Courses	Face to Face (Hours)	Individual Work (Hours)	ECTS Credits	Module code & coordinating professors	Courses	Face to Face (Hours)	Individual Work (Hours)	ECTS Credits
<b>Specialization Seminars : students choose 4</b>					GE08BS1-00	International Development Strategy for Companies	27	45	3
	Seminar 1			2	GE08BF1-00	International Financial Tools	27	45	3
	Seminar 2			2	GE08BH1-00	Intercultural Management	27	45	3
	Seminar 3			2	GE08BM1-00	International Marketing	27	45	3
	Seminar 4			2	GE08BJ1-00	Start-up Project (in French only)	30	64	4
<b>6 Electives : students choose 1 of the following</b>					GE08BE1-00	International Economics	18	32	2
	Supply Chain Management			18	GE08BD1-00	Commercial Law (in French only)	18	32	2
	Finance & Management Control			18	GE08BC1-00	Geopolitics : Analysis (French or English)	18	32	2
	Management & Human Resources			18	GE08B01-00	Research Methodology (French)	12	13	1
	Creative Management			18	GEX2BL2-00	German, Hispanic, Italian Language & Culture	24	26	2
	Marketing, Communication & Digital Advertising			18	GE08BP1-00	First Steps on the Job Market	24	26	2
	Entrepreneurship			18	GE08BP2-00	Professional Work Placement or Professional report on, Entrepreneurship Project		3 months	3
	Business Creation			2					
	Career Guidance			2					
<b>TOTAL HOURS/ CREDITS</b>				<b>30</b>	<b>TOTAL HOURS/ CREDITS</b>				<b>30</b>

Courses from the Master of Science Programs (Semester 2 only)

Semester 2 (January - May) – Specialization in Finance and Auditing					Semester 2 (January - May) - Specialization in International Project Management				
Module code	Courses	Face to Face (Hours)	Individual Work (Hours)	ECTS Credits	Module code	Courses	Face to Face (Hours)	Individual Work (Hours)	ECTS Credits
FA10BF3-00	Principles of Management Accounting and Control	36		5	MF10BF1-00	Risk-Management in International Business	18		4
FA10BF4-00	Financial Statement Analysis	18		3	IP10BE2-00	MS Project	15		2
FA10BF8-00	Corporate Finance	24		3	IP10BF2-00	PM and Cost Management	18		4
FA10BF9-00	International Accounting	27		3	IP10BJ1-00	Supply chain, demand chain and procurement management	18		4
FA10BI1-00	Modeling for finance and market analysis	27		3	IP10BJ2-00	HR Management and managerial communications	18		4
FA10BF5-00	International Financial Auditing	30		4	IP10BS3-00	Project simulation with PRINCE2	30		4
FA10BF7-00	Fraud investigation	24		3	MF10BD1-00	Economic Law : Intellectual property and International sales law	12		1
FA10BF6-00	Internal Control, Internal Audit and Risk management	30		4	MF10BD1-01	Business Law	30		2
MF10BL3-00	Français FLE	45		2	MF10BE1-00	Business Sector Analysis	30		4
					MF10BL3-00	Français FLE	45		2
<b>TOTAL HOURS/ CREDITS</b>				<b>30</b>	<b>TOTAL HOURS/ CREDITS</b>				<b>31</b>

# Section III: Graduate Courses for Dual Degree Students

## Section III: Study Possibilities for Graduate Students (Dual-Degree Students)

Master in Management Program (Diplôme de l'Ecole Supérieure de Commerce de Clermont)

### A. Students arriving in September

Please note: All courses are in English unless stated otherwise

Courses from the PGE (Programme Grande Ecole) / Master in Management Program									
Semester 1 (September - December) - PGE3					Semester 2 (January - May) Specialization Courses, Work Placement & Thesis <i>Students choose 1 of the 2 specialization tracks below :</i>				
Module code & coordinating professors	Courses	Face to Face (Hours)	Individual Work (Hours)	ECTS Credits	Module code & coordinating professors	Courses	Face to Face (Hours)	Individual Work (Hours)	ECTS Credits
<b>Specialization Seminars : students choose 4</b>					<b>Specialization Courses 1 : International Project Management</b>				
	Seminar 1			2	MF10BF1-00	Risk-Management in International Business	18		4
	Seminar 2			2	IP10BE2-00	MS Project	15		2
	Seminar 3			2	IP10BF2-00	Internal and Cost Management	18		4
	Seminar 4			2	IP10BJ1-00	Supply chain, demand chain and procurement management	18		4
<b>6 Electives : students choose 1 of the following</b>					IP10BJ2-00	HR Management and managerial communications	18		4
	Supply Chain Management			18	IP10BS3-00	Project simulation with PRINCE2	30		4
	Finance & Management Control			18	<b>Specialization Courses 2 : Finance &amp; Auditing</b>				
	Management & Human Resources			18	FA10BF3-00	Principles of Management Accounting and Control	36		5
	Creative Management			18	FA10BF4-00	Financial Statements Analysis	18		3
	Marketing, Communication & Digital Advertising			18	FA10BF8-00	Corporate Finance	24		3
	Entrepreneurship			18	FA10BJ2-00	ERP for the financial controller	18		3
	Business Creation			2	FA10BF9-00	International Accounting	27		3
	Career Guidance			2	FA10B11-00	Modeling for finance and market analysis	18		3
<b>Thesis</b>									10
<b>Internship</b>									10
<b>TOTAL HOURS/ CREDITS</b>				21	<b>TOTAL HOURS/ CREDITS</b>				40

## B. Students arriving in January

Courses from the PGE (Programme Grande Ecole) / Master in Management Program									
Semester 1 (January - May) - PGE2					Semester 2 (September - December) - PGE3 (2017)				
Module code & coordinating professors	Courses	Face to Face (Hours)	Individual Work (Hours)	ECTS Credits	Module code & coordinating professors	Courses	Face to Face (Hours)	Individual Work (Hours)	ECTS Credits
GE08BS1-00	International Development Strategy for Companies	27	45	3	<b>Specialization Seminars : students choose 4</b>				
GE08BF1-00	International Financial Tools	27	45	3		Seminar 1			2
GE08BH1-00	Intercultural Management	27	45	3		Seminar 2			2
GE08BM1-00	International Marketing	27	45	3		Seminar 3			2
GE08BJ1-00	Start-up Project (in French only)	30	64	4		Seminar 4			2
GE08BE1-00	International Economics	18	32	2	<b>6 Electives : students choose 1 of the following</b>				
GE08BD1-00	Commercial Law (in French only)	18	32	2		Supply Chain Management			18
GE08BC1-00	Geopolitics : Analysis (French or English) & French Civilization	18	32	4		Finance & Management Control			18
GE08B01-00	Research Methodology (French)	12	13	1		Management & Human Resources			18
GEX2BL2-00	German, Hispanic, Italian Language & Culture	24	26	2		Creative Management			18
GE08BP1-00	First Steps on the Job Market	24	26	2		Marketing, Communication & Digital Advertising			18
GE08BP2-00	Professional Work Placement or Professional report on, Entrepreneurship Project		3 months	3		Entrepreneurship			18
						Business Creation			2
						Career Guidance			2
<b>Thesis</b>									10
<b>Thesis Defense Oral Examination</b>									5
<b>Internship</b>									15
<b>TOTAL HOURS/ CREDITS</b>				<b>30</b>	<b>TOTAL HOURS/ CREDITS</b>				<b>60</b>