

**COURSES OPEN TO EXCHANGE STUDENTS 2019 - 2020 - provisional list!**

**SEMESTER 2 January-May 2020**

Taught in French (FR) or in English (EN)

CODE	FR	EN	COURSE TITLE	CONTACT HOURS	PLACES AVAILABLE	ECTS CREDITS
<b>FRENCH AS A FOREIGN LANGUAGE (Managed by the Department of Languages of the University of Montpellier)</b>						
ADUE078	X		FLE (French as a Foreign Language)	30	places available	3
<b>from the Bachelor of International Management &amp; Business 06/01/20 to 28/03/20</b>						
AEBC0002		X	International communication	15	places available	3
ADECU245		X	International entrepreneurship	15	places available	3
ADECU237		X	European economy	15	places available	3
ADECU238		X	International trade and logistics	15	places available	3
ADECU203		X	International human resources	15	places available	3
ADECU240		X	International law (Bachelor)	15	places available	3
ADUE079		X	Business game	24	places available	3
ADUE047			German <i>All levels</i>	27	places available	5
ADUE048			Spanish <i>2 groups: Beginners or Advanced</i>	27	places available	5
<b>from the LICENCE 3rd year in Management, taught in French (bachelor level) 13/01/20 to 20/03/20</b>						
ALUE254	X		Gestion de projet entrepreneurial	30	places available	6
ALECU076	X		Gestion force de vente	15	places available	3
ALECU080	X		Achat	15	places available	3
ALECU079	X		Marketing industriel	15	places available	3
ALUE656	X		TIC & PGI	15	places available	3
ALUE658	X		Management interculturel	15	places available	3
<b>from the MASTER 1st year in Management, taught in French 20/01/20 to 30/04/20</b>						
AMECU081	X		Recherche opérationnelle	18	places available	3
AMECU082	X		Statistiques et probabilités	18	places available	3
AMECU083	X		Stratégie	18	places available	3
AMECU084	X		Intelligence économique	18	places available	3
AMECU087	X		Négociation-vente	18	places available	3
AMECU088	X		Communication	18	places available	3
AMECU098	X		Fiscalité	18	places available	3
AMUE253	X		Ingénierie financière	36	places available	6
<b>from the MASTER 1st year International Business Engineering 06/01/20 to 17/04/20</b>						
AMEA0013		X	Negotiation & sales	18	places available	3
x		X	Intercultural management & communication	18	places available	3
AMEA0017		X	International law (Master)	18	places available	3
AMEA0018		X	International finance	18	places available	3
x		X	Supply chain management	18	places available	3
AMEA0020		X	Purchasing	18	places available	3
x		X	International entrepreneurship (M1)	36	places available	6
x		X	International sales force management (M1)	18	places available	3
x		X	International sales strategy (M1)	18	places available	3
x		X	Sourcing (M1)	18	places available	3
x		X	Purchase marketing (M1)	18	places available	3
<b>from MBA Digital Business &amp; Innovation program 06/01/20 to 07/03/20</b>						
x		X	Digital Business	33	places available	6
x		X	Project Management	33	places available	6
<b>from the MASTER 2nd year Marketing Intelligence and International Sales Strategy 06/01/20 to 28/02/20</b>						
x		X	Complex negotiation	18	5	3
x		X	Case studies	18	5	3
x		X	Collaborative Management	36	5	6
x		X	Simulation	36	5	6

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MASTER 2nd year International Business Engineering 10/02/20 to 28/02/20						
AMECU104		X	IT, Intercultural management & communication	18	5	3
AMECU105		X	Social responsibility, sustainability & ethics	18	5	3
AMECU106		X	International business and entrepreneurship	18	5	3
AMECU107		X	Building an international business plan	18	5	3
AMECU108		X	International sales force management (M2)	18	5	3
AMECU109		X	International sales strategy (M2)	18	5	3
AMECU110		X	Sourcing (M2)	18	5	3
AMECU111		X	Purchase marketing (M2)	18	5	3

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