

GRADUATE SCHOOL OF
MANAGEMENT

ESC
CLERMONT

SCHOOL FOR LIFE
SINCE 1919

Academic Offer
for International
Exchange
Students

2018-
2019

Contents

Introduction	2
PROGRAMS / TRACKS AVAILABLE TO INTERNATIONAL EXCHANGE STUDENTS	2
Key Information	3
ONLINE APPLICATION / <i>INSCRIPTIONS EN LIGNE</i> :	3
GENERAL INQUIRIES FOR INTERNATIONAL EXCHANGE STUDENTS/ <i>CONTACT ETUDIANTS</i> <i>INTERNATIONAUX</i> :	3
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APPLICATION DEADLINES/ <i>DATES LIMITES D'INSCRIPTION</i>	3
ACADEMIC YEAR/ <i>ANNEE ACADEMIQUE</i>	3
ACADEMIC ADVISORS / <i>LES TUTEURS ACADEMIQUES</i> :	3
IMPORTANT INFORMATION! PROGRAMS AND STUDY TRACKS	3
Section I: Courses for Credit-Seeking Exchange and Dual Degree Students at Undergraduate Level.....	4
Section II: Courses for Credit-Seeking Exchange Students in the Final Year of a 4-year Bachelor Program or Master's I Level Students	6
Section III: Courses for Credit-Seeking Exchange Students at Master's II Level	8
A. Credit-Seeking Students arriving in September	8
B. Credit-Seeking Students arriving in January	9
Section IV: Graduate Courses for Dual Degree Students at Master's Level	11
A. Dual degree students arriving in September (étudiants arrivant au mois de septembre)	11
B. Dual degree students arriving in January (étudiants arrivant au mois de janvier)	17

Introduction

PROGRAMS / TRACKS AVAILABLE TO INTERNATIONAL EXCHANGE STUDENTS

This document shows the courses offered at both Bachelor and Master's level at the ESC Clermont for International credit or degree seeking students who are participating in an exchange program and are from one of the ESC partner institutions. The table below shows the equivalences of levels between the ESC program tracks higher education in France and Abroad. International Exchange Students may follow courses in the blue highlighted tracks.

Ce document démontre les possibilités d'études supérieures pour les étudiants Internationaux au sein du Groupe ESC Clermont, soit pour obtenir des crédits (ECTS- European Credit Transfer System) ou pour obtenir un double diplôme dans le cadre des programmes d'échange. Le tableau ci-dessous montre les équivalences de niveau entre les études supérieures en France ou à l'étranger et celles de l'ESC Clermont. Les étudiants internationaux peuvent suivre des cours dans les programmes surlignés en bleu ci-dessous

STUDY LEVEL AT HOME UNIVERSITY NIVEAU D'ETUDES			ETUDES A L'ESC CLERMONT		
STUDY LEVEL NIVEAU D'ETUDES	SEMESTERS IF HIGHER EDUCATION NIVEAU D'ETUDES ENSEIGNEMENT SUPERIEUR (EN SEMESTRES)	FRENCH UNIVERSITIES UNIVERSITES FRANCAISES	BACHELOR IN INTERNATIONAL MANAGEMENT	MASTER IN MANAGEMENT/ /MASTER GRANDE ECOLE (MGE)	SPECIALIZED MASTERS PROGRAMS /MSc
UNDERGRADUATE 3-4 years depending on country	1 & 2	LICENCE YEAR 1	BACHELOR YEAR 1		
	3 & 4	LICENCE YEAR 2	BACHELOR YEAR 2		
	5 & 6	LICENCE YEAR 3	** BACHELOR YEAR 3 English Track only	MASTER GRANDE ECOLE YEAR 1 (MGE1)	
GRADUATE 1-2 years depending on country	7 & 8	MASTER YEAR 1		** MASTER GRANDE ECOLE YEAR 2 (MGE2) French or English track	
	9 & 10	MASTER YEAR 2		** MASTER GRANDE ECOLE YEAR 3 (MGE3) French or English track	** MSc English Track only (IMPORTANT please check sections III and IV of this document/ Veuillez lire les informations sections III & IV)

Key Information

ONLINE APPLICATION / INSCRIPTIONS EN LIGNE:

<https://www.esc-clermont.fr/en/apply-online/>

GENERAL INQUIRIES FOR INTERNATIONAL EXCHANGE STUDENTS/
CONTACT ETUDIANTS INTERNATIONAUX:

Lisa Fiacre : lisa.fiacre@esc-clermont.fr

APPLICATION DEADLINES/ DATES LIMITES D'INSCRIPTION:

31st May for September Intake / 31 mai pour le 1er semestre qui commence en septembre

31st October for January Intake / 31 Octobre pour le 2e semestre qui commence en janvier.

ACADEMIC YEAR/ ANNEE ACADEMIQUE:

The academic year at the ESC Clermont is divided into two semesters. The first (FALL) semester begins in September and ends during the third week of December. The second (SPRING) semester begins in early January. Orientation days and a crash course in French will be organized for international students **before** classes begin. Details will be confirmed at a later date.

*L'année Académique à l'ESC Clermont est divisée en 2 semestres. Le premier commence début/mi-septembre et le 2e commence début/ mi-janvier. Des journées d'orientation seront proposées aux étudiants internationaux ainsi que des cours intensifs de français **avant** le début des cours. Les dates exactes seront confirmées ultérieurement.*

Semester 1 (FALL)	Semester II (SPRING)
Beginning-Sept - mid-December	Beginning January - Beginning/ end of May depending on the Programme followed

ACADEMIC ADVISORS / LES TUTEURS ACADEMIQUES:

International exchange students should contact their academic Advisor (see zones below) to advise them about their course choices and validate their learning agreement (course choice list). Changes to course choices may be accepted within the 15 days following a student's arrival. However this will be subject to the number of places available in the class and must be validated by the Advisor on the student's learning agreement before any changes can be made in the system.

Les étudiants Internationaux doivent contacter le tuteur Académique avant leur arrivée (voir tableau ci-dessous) afin de valider leurs choix de cours. Il est possible de changer les cours pendant les 15 premiers jours d'arrivée mais uniquement s'il reste un nombre suffisant de places dans le/les cours. L'accord du tuteur académique et la validation du changement sur le contrat d'études sera exigé avant toute modification.

Geographical Zone (incoming students)	Name of Advisor	Contact Information
Hispanic countries	Pilar Aguirre	pilar.aguirre@esc-clermont.fr
German Countries, Holland, Asia, North African and African countries	Helga Foure-Joopen	helga.foure-joopen@esc-clermont.fr
Anglo Saxon, Scandinavian Countries and Vietnam	Mary Vigier	mary.vigier@esc-clermont.fr
Eastern Europe Countries, Portugal, Brazil and Italy	Kevin Metz	kevin.metz@esc-clermont.fr

IMPORTANT INFORMATION! PROGRAMS AND STUDY TRACKS

Please note that it is **NOT** possible to mix courses from different programs, different tracks and languages.

Veillez noter qu'il **n'est pas du tout** possible de choisir des cours de programmes d'études et langues différents.

Section I: Courses for Credit-Seeking Exchange and Dual Degree Students at Undergraduate Level

Study Possibilities for exchange (credit-seeking and dual-degree) students enrolled in an undergraduate program in their home institution - The following courses take place in semesters 5 and 6 of the ESC's bachelor program.

Possibilités d'études pour les étudiants en échange (pour crédits ECTS et pour obtenir un double diplôme) de niveau bachelor/ undergraduate (cours uniquement en anglais).

Courses from the Bachelor In International Management Program -Year 3 (semesters 5 & 6)

Fall Term (September to December) - courses offered <u>in English</u> only				
Module code & coordinating professors	Compulsory Courses	Face to Face (Hours)	Individual Work (Hours)	ECTS Credits
BS05BH1-00	Induction Seminar : Multicultural Teambuilding I	12	10	2
BS05BC1-00	Business Ethics	36	108	6
BS05BS2-00	Strategy & International Development	36	72	6
BS05BM1-00	Business Negotiation 1	36	72	6
BS05BE1-00	Business Intelligence 1	18	108	6
BA05BL2-60	Foreign Language and Cultural Development - French	36	108	4
	Compulsory Optional courses* : Choose up to 1 course from the following list	36	90	4
BS05BM2-00	E-Business Strategies	30	90	4
BS05BM3-00	Web Site Development	30	90	4
BS05BE2-00	Economics, Globalization - Trends and Risks	30	90	4
BS05BE3-00	Entrepreneurial Export Import Project Asia (Full-year students only)	30	90	4
TOTAL CREDITS	<i>* optional courses will only open if sufficient number of students signed up ** French language & Culture is compulsory for non-French speakers</i>			34

Spring Term (January-May) - courses offered <u>in English</u> only				
Module code & coordinating professors	Compulsory Courses	Face to Face (Hours)	Individual Work (Hours)	ECTS Credits
BS06BH2-00	Induction Seminar : Multicultural Teambuilding II	6	21	0
BS06BF8-00	International Economics and Finance	36	72	6
BS06BH3-00	Cross Cultural Management	36	72	6
BS06BE4-00	Export & Import Trading	18	72	6
BS06BM3-00	Sales Organization	18	72	6

BS06BL2-60	Foreign Language and Cultural Development - French	36	72	4
BS06BP1-00	Personal Branding	9	20	2
	Compulsory Optional courses : Choose up to 1 course from the following list	30		4
BS06BM4-00	Digital Marketing	30	60	4
BS06BE6-00	Business Intelligence 2	30	60	4
BS06BM5-00	Business Negotiation 2	30	60	4
TOTAL CREDITS	** French Language & Culture is compulsory for non-French speakers			34

Section II: Courses for Credit-Seeking Exchange Students in the Final Year of a 4-year Bachelor Program or Master's I Level Students

Study Possibilities for exchange (credit-seeking) students enrolled in a Master's program OR who are in the final year (semesters 7 and 8) of a 4-year Bachelor Program in their home institution.

Possibilités de cours pour les étudiants en échange (afin d'obtenir des crédits ECTS) qui sont de niveau Master ou qui sont inscrits dans un programme Bachelor d'une durée de 4 années et qui sont inscrits en année finale (semestres 7 et 8 uniquement).

Courses from the Master in Management Program - Year 1 (semesters 7 & 8) Cours du Programme MGE2 - Master Grande Ecole - Année 1

Fall Term (September to December) - Courses Available in French OR English				
Module code & coordinating professors	Courses English/ French Tracks	Face to Face (Hours)	Individual Work (Hours)	ECTS Credits
	CORE COURSES IN MANAGEMENT	159	291	18
GE07BF1-00	Finance / Finance	27	48	3
	Taxation / Fiscalité	12	13	1
GE07BF2-00	Management Control / Contrôle de Gestion	27	48	3
	Strategic Management / Management Stratégique	24	51	3
GE07BH1-00	Organizational Behaviour / Comportements Organisationnels	24	51	3
GE07BI1-00	Information Systems / Systèmes d'informations	21	29	2
GE07BM1-00	Creating Added Value for Customers/ Création de la valeur pour le client	24	51	3
	ENTREPRENEURSHIP METHODOLOGY/ METHODE ENTREPRENEURIAL	42	83	5
	Innovation & Development / Innovation et développement	15	10	1
GE08BJ1-IN	Entrepreneurial Project / Projet Entrepreneurial	27	73	4
	TOOLS & METHODOLOGY / OUTILS ET METHODES	33	42	3
GE07BE1-00	Mapping Controversies / Cartographie des Controverses	21	29	2
GE07BO1-00	Research Methodology I / Méthodologie de la Recherche I	12	13	1
	LANGUAGES & CULTURES/ LANGUES ET CULTURES	42	58	4
GE07BL1-00	Anglo-Saxon Language & Culture / Langues et cultures anglo-saxonnes	21	29	2
GE07BL2-60	French Language & Culture / Langues et cultures françaises (French language & Culture is compulsory for non-French speakers)	21	29	2
TOTAL CREDITS		276	474	30

Spring Term (January-May) - Courses Available in French OR English				
Module code & coordinating professors	Courses English/ French Tracks	Face to Face (Hours)	Individual Work (Hours)	ECTS Credits
	GENERAL MANAGEMENT - ADVANCED COURSES	126	249	15
GE08BS1-IN	International Development Strategy for companies / Stratégie de développement international de l'entreprise	24	51	3
GE08BM1-IN	International Marketing / Marketing International	24	51	3
GE08BH1-IN	Intercultural Management / Management interculturel	21	54	3
GE08BF1-IN	International Financial Tools / Outils financiers internationaux	27	73	4
	Supply Chain Management / Supply Chain Management	15	10	1
	Negotiation and Profits / Negociation et rentabilité	15	10	1
	INTRAPRENEURIAL METHODOLOGY / METHODE INTRAPRENERIALE	27	73	4
	Intrapreneurial Project / Projet intrapreneurial	27	73	4
	BECOMING A MANAGER / DEVENIR MANAGER	33	92	5
	Change Management / Gestion du changement	12	38	2
	Crisis Management / Gestion de Crise	21	54	3
	BUSINESS ENVIRONMENT AND GENERAL CULTURE / ENVIRONNEMENT DE L'ENTREPRISE ET CULTURE GENERAL	21	29	2
	Geopolitics & International Economics Géopolitique et économie internationale	21	29	2
	TOOLS AND METHODOLOGY / OUTILS ET METHODES	24	23	2
	Introduction to Business Intelligence and Analysis / Introduction à la BI/BA	12	13	1
GE08B01-00	Research Methodology II / Méthodologie de la recherche II	12	10	1
	LANGUAGES & CULTURES / LANGUES ET CULTURES	42	52	4
GE08BL1-00	Anglo-Saxon Language & Culture / Langues et cultures anglo-saxonnes	21	26	2
GE08BL2-60	French Language & Culture / Langues et cultures françaises (French language & Culture is compulsory for non-French speakers)	21	26	2
TOTAL CREDITS		273	518	32

Section III: Courses for Credit-Seeking Exchange Students at Master's II Level

A. Credit-Seeking Students arriving in September

Study Possibilities for exchange (1 semester credit-seeking) students enrolled in the final-year of a Master's Program (Semesters 9 & 10) in their home institution arriving in September.

Possibilités de cours pour des étudiants en échange (afin d'obtenir des crédits ECTS) et qui sont inscrits en dernière année d'un programme Master (Semestres 9 & 10) dans leur institution d'origine et qui arrivent en Septembre.

Courses from the Master in Management Program Year 2 MGE3 (Master Grande Ecole)

Fall Term (September to December) - Courses available in <u>French OR English</u>				
Module code & coordinating professors	Courses*	Face to Face (Hours)	Individual Work (Hours)	ECTS Credits
Core courses				
GE09B-SEMI	Interdisciplinary Seminar / Séminaire Interdisciplinaire	96	104	9
GE09BJ1-00	Business Game (anglais)	12	19	2
GE09BL2-60	French Language & Culture / Langues et cultures françaises (French language & Culture is compulsory for non-French speakers)	24	26	2
Specialization courses (only 1 choice possible)				
Specialization Track 1 (Taught in English)				
GE09SPE-01	Supply Chain Management	162	288	19
Specialization Track 2 (Taught in English)				
GE09SPE-09	Business Intelligence Management Business Analysis - Data Management - Information Management	162	288	19
Specialization Track 3 (Taught in French)				
GE09SPE-02	Business Development	162	288	19
Specialization Track 4 (Taught in French)				
GE09SPE-03	Contrôle de gestion	162	288	19
Specialization Track 5 (Taught in French)				
GE09SPE-04	Culture start-up et entrepreneurship	162	288	19
Specialization Track 6 (Taught in French)				
GE09SPE-05	Développement RH et Accompagnement de mobilité	162	288	19
Specialization Track 7 (Taught in French)				
GE09SPE-08	Marketing Digital & Communication	162	288	19
Specialization Track 8 (Taught in French)				
GE09SPE-10	Digital Design Manager	162	288	19
Specialization Track 9 (Taught in French)				
GE09SPE-11	Marketing Automobile	162	288	19
Specialization Track 10 (Taught in French)				
Code to be confirmed	Ingénierie financier et innovation en finance (Taught in French)	162	288	19
TOTAL HOURS/ CREDITS				32

B. Credit-Seeking Students arriving in January

Courses from the Master of Science Programs Les Programmes MSc

Study Possibilities for exchange (1 semester credit-seeking) students enrolled in the final-year of a Master's Program (Semesters 9 & 10) in their home institution arriving in January.

Possibilités de cours pour des étudiants en échange (afin d'obtenir des crédits ECTS) et qui sont inscrits en dernière année d'un programme Master (Semestres 9 & 10) dans leur institution d'origine et qui arrivent en Janvier.

The Master of Science Programs are high profile programs with a very limited number of places. Normally international credit-seeking students will not have access to courses on the MSc Program unless this is part of the exchange agreement. Furthermore access to MSc courses may only be granted by the Head of the Program following a special request from the Academic Advisor. In all cases, the following elements will be taken into consideration before access can be given:

1. Number of places available on the program
2. The student's academic profile (previous studies - Master's level only and academic excellence)
3. Previous professional experience.

Les Programmes MSC sont des programmes de haut niveau destinés aux étudiants ayant un excellent niveau académique et qui ont de préférence une ou plusieurs expériences professionnelles préalables. Les cours du MSc ont un nombre de places très limité.

Normalement, les étudiants en programme d'échange (pour obtenir des crédits ECTS) n'ont pas accès à ces cours, sauf si l'accès fait partie de l'accord d'échange signé avec l'université d'origine de l'étudiant(e). Dans tous les cas, le tuteur académique doit faire une demande préalable auprès du Responsable du Programme et les éléments suivants seront pris en compte avant de donner l'accord à l'étudiant:

1. Un nombre de places suffisants dans les cours
2. Le profil académique
3. L'expérience professionnelle de l'étudiant.

INTERNATIONAL COMMERCE AND DIGITAL MARKETING

International Commerce & Business**	ECTS	
International Commerce	24h	3
International Business and Geopolitics	24h	3
International Marketing	18h	2
International Contract Law	12h	2
Cross-Cultural Marketing	18h	2
Sales Techniques	12h	1
Negotiation Skills	12h	2

Business Data Analysis	12h	2
Digital Tools	18h	2
"Les Négociales" Challenge	6h	1
IC Project	24h	4
Management & Communication Skills		
Strategic Management	18h	2
Information Systems for Managers	18h	2
Français Langue Etrangère (ou Certification Voltaire)	30h	1
Thesis Methodology II	9h	1

CONTROL, AUDIT AND CORPORATE FINANCE

Advanced Finance, Control and Audit		ECTS
Modelling for Finance and Market Analysis	27h	3
Principles of Management Accounting and Control	33h	4
International Financial Auditing	30h	3
Internal Control, Internal Audit and Risk Management	30h	3
Fraud Investigation	24h	3
International Accounting	27h	3
Applied Audit and Consultancy Project	12h	5
Management & Communication Skills		
Strategic Management	18h	2
Information Systems for Managers	18h	2
French Language Classes (or Certification Voltaire)	30h	1
Thesis Methodology II	9h	1

Section IV: Graduate Courses for Dual Degree Students at Master's Level

Degree-Seeking Graduate Students required to validate the Master in Management Degree (Diplôme Master de l'Ecole Supérieure de Commerce de Clermont must validate all compulsory courses, ECTS credits and work experience requirements to obtain the ESC Degree.

Les étudiants en échange inscrits dans le cadre d'un programme de double diplôme afin d'obtenir le Diplôme de L'Ecole Supérieure de Commerce de Clermont doivent valider tous les cours, crédits ECTS et stages obligatoires pour obtenir le diplôme..

A. Dual degree students arriving in September (étudiants arrivant au mois de septembre)

2 student profiles possible as follows:

1. Students with no previous professional experience / Etudiants sans expérience professionnelle
2. Students with professional experience (see below)/ Etudiants avec une expérience professionnelle

1. Students with no previous professional experience will be required to complete the first semester of study at ESC Clermont followed by a 6-month executive-level work placement (January - August).

Etudiants sans expérience professionnelle effectueront le premier semestre à l'ESC Clermont et effectueront un stage d'études de 6 mois pendant le 2^e semestre (Janvier-Aout):

Courses from the Master in Management Program Year 2 MGE3 (Master Grande Ecole)

Fall Term (September to December) - Courses available in French OR English				
Module code & coordinating professors	Courses*	Face to Face (Hours)	Individual Work (Hours)	ECTS Credits
Core courses				
GE09B-SEMI	Interdisciplinary Seminar / Séminaire Interdisciplinaire	96	104	9
GE09BJ1-00	Business Game (anglais)	12	19	2
GE09BL2-60	French Language & Culture / Langues et cultures françaises (French language & Culture is compulsory for non-French speakers)	24	26	2
Specialization courses (only 1 choice possible)				
Specialization Track 1 (Taught in English)				
GE09SPE-01	Supply Chain Management	162	288	19
Specialization Track 2 (Taught in English)				
GE09SPE-09	Business Intelligence Management Business Analysis - Data Management - Information Management	162	288	19
Specialization Track 3 (Taught in French)				
GE09SPE-02	Business Development	162	288	19
Specialization Track 4 (Taught in French)				
GE09SPE-03	Contrôle de gestion	162	288	19
Specialization Track 5 (Taught in French)				
GE09SPE-04	Culture start-up et entrepreneurship	162	288	19
Specialization Track 6 (Taught in French)				
GE09SPE-05	Développement RH et Accompagnement de mobilité	162	288	19

	Specialization Track 7 (Taught in French)			
GE09SPE-08	Marketing Digital & Communication	162	288	19
	Specialization Track 8 (Taught in French)			
GE09SPE-10	Digital Design Manager	162	288	19
	Specialization Track 9 (Taught in French)			
GE09SPE-11	Marketing Automobile	162	288	19
	Specialization Track 10 (Taught in French)			
Code to be confirmed	Ingénierie financier et innovation en finance (Taught in French)	162	288	19
TOTAL HOURS/ CREDITS				32

Spring Term (January - August) :Compulsory 6-Month Work Placement/ Internship	
<i>Thesis</i>	15
<i>Six-Month Internship/ Executive Work Placement</i>	15
TOTAL HOURS/ CREDITS	60

<i>Final Oral Examination</i> <i>No Credits but compulsory for all students to obtain the Master in Management degree</i>	COMPULSORY
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1. Students with previous professional experience or who have a minimum of 12 month's previous professional experience, may complete one or two semesters of studies at the ESC Clermont according to the requirements of the dual degree agreement with their home institution and replace and validate the compulsory 6-month executive work placement by a written report (Academic and Professional Analysis Report which will be supervised by the Academic Advisor in Clermont).

Etudiants avec une expérience en entreprise de plus de 12 mois suivront 1 ou 2 semestres d'études à l'ESC Clermont selon l'accord signé avec leur institution d'origine et remplaceront le stage d'études par un rapport qui sera supervisé par le Tuteur Académique à Clermont.

Courses from the Master in Management Program Year 2 PGE3 (Programme Grande Ecole)

Fall Term (September to December) - Courses available in French OR English				
Module code & coordinating professors	Courses*	Face to Face (Hours)	Individual Work (Hours)	ECTS Credits
Core courses				
GE09B-SEMI	Interdisciplinary Seminar / Séminaire Interdisciplinaire	96	104	9
GE09BJ1-00	Business Game (anglais)	12	19	2
GE09BL2-60	French Language & Culture / Langues et cultures françaises (French language & Culture is compulsory for non-French speakers)	24	26	2
Specialization courses (only 1 choice possible)				
Specialization Track 1 (Taught in English)				
GE09SPE-01	Supply Chain Management	162	288	19
Specialization Track 2 (Taught in English)				
GE09SPE-09	Business Intelligence Management Business Analysis - Data Management - Information Management	162	288	19
Specialization Track 3 (Taught in French)				
GE09SPE-02	Business Development	162	288	19
Specialization Track 4 (Taught in French)				
GE09SPE-03	Contrôle de gestion	162	288	19
Specialization Track 5 (Taught in French)				
GE09SPE-04	Culture start-up et entrepreneurship	162	288	19
Specialization Track 6 (Taught in French)				
GE09SPE-05	Développement RH et Accompagnement de mobilité	162	288	19
Specialization Track 7 (Taught in French)				
GE09SPE-08	Marketing Digital & Communication	162	288	19
Specialization Track 8 (Taught in French)				
GE09SPE-10	Digital Design Manager	162	288	19
Specialization Track 9 (Taught in French)				
GE09SPE-11	Marketing Automobile	162	288	19
Specialization Track 10 (Taught in French)				

Code to be confirmed	Ingénierie financier et innovation en finance (Taught in French)	162	288	19
TOTAL HOURS/ CREDITS				32

<i>Academic and Professional Analysis Report (to be assessed by the Academic Advisor in Clermont)</i>	15
<i>Six-Month Internship/ Work Executive Placement (WAIVERED)</i>	15
TOTAL HOURS/ CREDITS	60

Final Oral Examination No credits but compulsory for all students to obtain the Master in Management degree	COMPULSORY
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Spring Term (January - May) Courses in English

Students with professional experience who are required to complete a full two semesters of studies at Clermont as part of the requirements of their dual degree program will continue the second semester of studies following courses from one of the MSc Programs below.

Students (with professional experience), whose dual degree program does not require a second semester of studies at ESC Clermont, may still apply for a second semester of study at ESC Clermont in order to follow courses from the MSc program. However, as the Master of Science Programs are high profile programs with a very limited number of places and are not an integral part of the dual degree program requirements, an extra tuition fee of 4875 € will be applicable for the extra semester.

In all cases, the Academic Advisor and Heads of the Programs will be consulted at the time of application and will take the following elements into consideration:

1. Number of spaces available on the program
2. The student's academic profile (previous studies and academic excellence)
3. Professional experience

Un(e) étudiant(e) qui a de l'expérience professionnelle et qui doit suivre une année d'études (2 semestres d'études) à l'ESC dans le cadre de son double diplôme effectuera le 2^e semestre d'études dans l'un des programmes MSc.

Un(e) étudiant(e) en double diplôme qui n'a pas l'obligation de suivre un deuxième semestre d'études à l'ESC dans le cadre de son double diplôme peut postuler pour un 2e semestre d'études dans l'une des programmes MSc. Si un(e) étudiant(e) est admis(e) dans un programme MSc, il/elle devra acquitter des frais de scolarité supplémentaires d'un montant de 4875 €. En effet, les MSc sont des programmes de haut niveau destinés aux étudiants ayant un excellent niveau académique et qui ont de préférence une ou plusieurs expériences professionnelles préalables. Les cours ont un nombre de places très limité.

Cette possibilité sera accordée uniquement avec l'accord du tuteur académique ET l'accord des Responsables des Programmes. Cet accord sera basé sur les éléments suivants :

1. Un nombre de places suffisants dans les cours

2. Le profil académique de l'étudiant(e).

3. L'expérience professionnelle de l'étudiant(e).

INTERNATIONAL COMMERCE AND DIGITAL MARKETING

International Commerce & Business		ECTS
International Commerce	24h	3
International Business and Geopolitics	24h	3
International Marketing	18h	2
International Contract Law	12h	2
Cross-Cultural Marketing	18h	2
Sales Techniques	12h	1
Negotiation Skills	12h	2
Business Data Analysis	12h	2
Digital Tools	18h	2
"Les Négociales" Challenge	6h	1
IC Project	24h	4
Management & Communication Skills		
Strategic Management	18h	2
Information Systems for Managers	18h	2
Français Langue Etrangère (ou Certification Voltaire)	30h	1
Thesis Methodology II	9h	1
Career Development and Counseling		
Job Marketing	9h	0
Individual Counseling		
Meetings with Practitioners		

CONTROL, AUDIT AND CORPORATE FINANCE

Advanced Finance, Control and Audit		
Modelling for Finance and Market Analysis	27h	3
Principles of Management Accounting and Control	33h	4
International Financial Auditing	30h	3
Internal Control, Internal Audit and Risk Management	30h	3
Fraud Investigation	24h	3
International Accounting	27h	3
Applied Audit and Consultancy Project	12h	5
Management & Communication Skills		
Strategic Management	18h	2
Information Systems for Managers	18h	2
French Language Classes (or Certification Voltaire)	30h	1
Thesis Methodology II	9h	1
Career Development and Counseling		

Job Marketing	9h	0
Individual Counseling		
Meetings with Practitioners		

BUSINESS INTELLIGENCE AND ANALYTICS

Business Intelligence & Analytics – Advanced		ECTS
Knowledge Management	12h	1
Advanced Data Modeling	24h	2
Advanced Data Discovery	24h	2
Advanced Data Visualization	24h	2
Advanced Analytics - Qualitative Data	24h	3
Advanced Analytics - Quantitative Data	30h	4
Advanced Analytics Applied (Group Project)	42h	10
Management & Communication Skills		
Strategic Management	18h	2
Information Systems for Managers	18h	2
French Language Classes (or Certification Voltaire)	30h	1
Thesis Methodology II	9h	1

B. Dual degree students arriving in January (étudiants arrivant au mois de janvier)

Students will complete two semesters of study at the ESC Clermont followed by a six-month work placement

Courses from the Master in Management Program - Year 1 Cours du Programme MGE2 - Master Grande Ecole - Année 1

Spring Term (January-May) - Courses Available in French OR English				
Module code & coordinating professors	Courses English/ French Tracks	Face to Face (Hours)	Individual Work (Hours)	ECTS Credits
	GENERAL MANAGEMENT - ADVANCED COURSES	141	159	12
GE08BS1-00	International Development Strategy for companies / Stratégie de développement international de l'entreprise	24	26	2
GE08BM1-00	International Marketing / Marketing International	24	26	2
GE08BH1-00	Intercultural Management / Management interculturel	21	29	2
GE08BF1-00	International Financial Tools / Outils financiers internationaux	27	48	3
GE08BD1-00	Commercial Law/ Aspects juridiques des marchés	15	10	1
	Supply Chain Management / Supply Chain Management	15	10	1
	Negotiation and Profits / Negociation et rentabilité	15	10	1
	INTRAPRENEURIAL METHODOLOGY / METHODE INTRAPRENERIALE	27	48	3
	Intrapreneurial Project / Projet intrapreneurial	27	48	3
	BECOMING A MANAGER / DEVENIR MANAGER	33	36	3
	Change Management / Gestion du changement	12	7	1
	Crisis Management / Gestion de Crise	21	29	2
	BUSINESS ENVIRONMENT AND GENERAL CULTURE / ENVIRONNEMENT DE L'ENTREPRISE ET CULTURE GENERAL	21	29	2
	Geopolitics & International Economics Géopolitique et économie internationale	21	29	2
	TOOLS AND METHODOLOGY / OUTILS ET METHODES	24	23	2
	Introduction to Business Intelligence and Analysis / Introduction à la BI/BA	12	13	1
GE08B01-00	Research Methodology II / Méthodologie de la recherche II	12	10	1
	LANGUAGES & CULTURES / LANGUES ET CULTURES	42	52	4
GE08BL1-00	Anglo-Saxon Language & Culture / Langues et cultures anglo-saxonnes	21	26	2
GE08BL2-60	French Language & Culture / Langues et cultures françaises (French language & Culture is compulsory for non-French speakers)	21	26	2
	CAREER GUIDANCE/ INSERTION PROFESSIONNELLE	12	13	4
GE07BP1-00	Professional Coaching / Construire son projet professionnel / Projet Professionnel	12	13	0
GE08BP2-00	Work Placement / Report (see Academic Advisor about the validation of these compulsory credits) Stage professionnel / rapport - <i>condition au diplôme</i>	-	3 months	4
TOTAL CREDITS				30

Courses from the Master in Management Program Year 2 MGE3 (Master Grande Ecole) - Année 2

Fall Term (September to December) - Courses available in French OR English				
Module code & coordinating professors	Courses*	Face to Face (Hours)	Individual Work (Hours)	ECTS Credits
Core courses				
GE09B-SEMI	Interdisciplinary Seminar / Séminaire Interdisciplinaire	96	104	9
GE09BJ1-00	Business Game (anglais)	12	19	2
GE09BL2-60	French Language & Culture / Langues et cultures françaises (French language & Culture is compulsory for	24	26	2

	non-French speakers)			
Specialization courses (only 1 choice possible)				
	Specialization Track 1 (Taught in English)			
GE09SPE-01	Supply Chain Management	162	288	19
	Specialization Track 2 (Taught in English)			
GE09SPE-09	Business Intelligence Management Business Analysis - Data Management - Information Management	162	288	19
	Specialization Track 3 (Taught in French)			
GE09SPE-02	Business Development	162	288	19
	Specialization Track 4 (Taught in French)			
GE09SPE-03	Contrôle de gestion	162	288	19
	Specialization Track 5 (Taught in French)			
GE09SPE-04	Culture start-up et entrepreneurship	162	288	19
	Specialization Track 6 (Taught in French)			
GE09SPE-05	Développement RH et Accompagnement de mobilité	162	288	19
	Specialization Track 7 (Taught in French)			
GE09SPE-08	Marketing Digital & Communication	162	288	19
	Specialization Track 8 (Taught in French)			
GE09SPE-10	Digital Design Manager	162	288	19
	Specialization Track 9 (Taught in French)			
GE09SPE-11	Marketing Automobile	162	288	19
	Specialization Track 10 (Taught in French)			
Code to be confirmed	Ingénierie financier et innovation en finance (Taught in French)	162	288	19
TOTAL HOURS/ CREDITS				32

6-Month Work Placement/ Internship (January-August)

<i>Thesis</i>	15
<i>Six-Month Internship/ Work Executive Placement</i>	15
TOTAL HOURS/ CREDITS	60

Final Oral Examination No Credits but compulsory for all students to obtain the Master in Management degree	COMPULSORY
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