

**COURSES OPEN TO EXCHANGE STUDENTS 2025-2026**
**1st semester (Fall semester)**

CODE	LANGUAGE French (FR) or English (EN)	COURSE TITLE	CONTACT HOURS	ECTS CREDITS	CALENDAR - <b>exams included</b>
<b>French as a Foreign Language (FLE) : all levels from A0 to B1</b>					Last week of September until the 3rd week of December
ADBC013	FR	FLE (French as a Foreign Language)	24	3	
<b>Courses from the Bachelor 3rd year of International Management &amp; Business program (BIMB)</b>					Minimum date of start: September 22nd Maximum date of exam: December 19th
ADBC001	EN	International market studies	18	3	
ADBC002	EN	International marketing mix	18	3	
ADBC003	EN	Psychosociology	18	3	
ADBC004	EN	Intercultural management	18	3	
ADBC005	EN	Decision psychology	18	3	
ADBC006	EN	Introduction to finance and international finance	18	3	
ADBC007	EN	World economy	18	3	
ADBC008	EN	Export strategy	18	3	
ADBC009	EN	International negotiation	18	3	
ADBC010	EN	International distribution and sales	18	3	
ADBC012	EN	Spanish (2 groups: beginners or intermediate)	30	5	
<b>Courses from the Licence 3rd year in Management Technologies &amp; Sciences program (L3 MTS)</b>					Minimum date of start: September 1st Maximum date of exam: December 19th
<b>Serie A</b>					
AALSK001	FR	Simulation de gestion (L3)	30	6	
AALSTC02	FR	Economie générale	15	3	
AALSTC04	FR	Marketing stratégique	15	3	
AALSTC01	FR	IA & Décision	15	3	
AALSTC08	FR	Théorie des organisations (L3)	15	3	
AALST008	FR	Gestion de projet entrepreneurial	virtual	6	
<b>Serie B</b>					
AALSTCK1	FR	Droit	15	3	
AALSTC05	FR	Marketing opérationnel	15	3	
AALSTC01	FR	Comptabilité analytique	15	3	
AALSTC09	FR	Gestion des ressources humaines	15	3	
<b>Courses from the Master 1st year in Management program (M1 commun)</b>					Minimum date of start: September 8th Maximum date of exam: December 19th
AAMS110	FR	Gestion des Ressources Humaines	30	6	
AAMS1C00	FR	Marketing	15	3	
AAMS1C01	FR	Études et diagnostic	15	3	
AAMSC000	FR	Comptabilité	15	3	
AAMSC001	FR	Contrôle	15	3	
AAMS1C03	FR	Théorie des organisations (M1)	15	3	
AAMS1C02	FR	Théorie de la firme	15	3	
AAMSC002	FR	Informatique de gestion	15	3	
AAMSC003	FR	Simulation de gestion (M1)	15	3	
AAMS122	FR	Management des systèmes d'information	30	6	

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<b>Courses from the Master 1st year International Business Engineering program (M1 MIBE)</b>					Minimum date of start: September 8th Maximum date of exam: December 19th
AAMCC100	EN	Organizational theory	18	3	
AAMCC101	EN	Theory of the firm	18	3	
AAMCC102	EN	Financial accounting	18	3	
AAMCC103	EN	Cost accounting and international cost accounting	18	3	
AAMCC104	EN	Strategic marketing	18	3	
AAMCC105	EN	Marketing studies	18	3	
AAMCC106	EN	Information systems	18	3	
AAMCC107	EN	Simulation (MIBE)	18	3	
AAMCC108	EN	Introduction to finance (M1)	18	3	
AAMCC109	EN	Global entrepreneurship	18	3	
AAMCC110	EN	CSR & Ethics	18	3	
AAMCC111	EN	International human resources management	18	3	
<b>Courses from the Master 2nd year Marketing Intelligence and International Sales Strategy program (M2 MISS)</b>					Minimum date of start: September 1st Maximum date of exam: December 19th Possibly 1 week in remote: January 19th to 23rd
AMISC000	EN	Business intelligence	18	3	
AMISC001	EN	Pricing	18	3	
AMISC004	EN	Digital marketing & selling	18	3	
AAMISC01	EN	Digital transformation journey	18	3	
AAMISC02	EN	Collaborative management	18	3	
AAMISC03	EN	Sales & complex negotiation	18	3	
AMISC006	EN	Design thinking & agility	18	3	
AMISC007	EN	Research methodology & disruptive approach	18	3	
AAMISC00	EN	Supply chain management, sales & distribution	18	3	
AMISC009	EN	Intercultural communication	18	3	
AAMISC05	EN	Leading a sales force and business ethics	18	3	
AAMISC06	EN	Key account management	18	3	
AMISC011	EN	Case studies	18	3	
AAMISC07	EN	Simulation (MISS)	18	3	
<b>Courses from the MBA Digital Business &amp; Innovation program</b>					Minimum date of start: September 29th Maximum date of exam: December 19th
ADGC011	EN	IT for human resources management	18	3	
ADGC010	EN	Big data	18	3	
ADGC007	EN	Business process management	18	3	
ADGC008	EN	Technologies management	18	3	
ADGC001	EN	International strategy	18	3	
ADGC002	EN	E-marketing & sales force	18	3	
ADGU010	EN	Innovation management	36	6	
ADGC003	EN	European culture	18	3	
ADGC005	EN	Business game	18	3	
ADGC012	EN	Cyber security	18	3	