

## COURSES OPEN TO EXCHANGE STUDENTS 2024-2025

<b>SEMESTER 2 January-June 2025</b>
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CODE	taught in		COURSE TITLE	CONTACT HOURS	ECTS CREDITS
	FR	EN			
<b>French as a Foreign Language (Managed by the Department of Languages of the University of Montpellier)</b>					
Dates: late January to late April 2025, exam included					
ADUE078	X		FLE (French as a Foreign Language) <i>all levels</i>	22	3
<b>Courses from the Bachelor of International Management &amp; Business program (BIMB)</b>					
Dates: from 20/01/24 to 30/03/25, exams included					
AEBC0002		X	International communication	18	3
ADECU245		X	International entrepreneurship (Bachelor)	18	3
ADECU237		X	European economy	18	3
ADECU238		X	International trade and logistics	18	3
ADECU203		X	International human resources	18	3
ADECU240		X	International law (Bachelor)	18	3
ADUE079		X	Business game	24	3
ADUE048		X	Spanish : 2 groups: <i>beginners or medium/advanced</i>	30	5
<b>Courses from the Licence 3 Management Technologies &amp; Sciences program (L3 MTS)</b>					
Dates: from 13/01/25 to 30/06/25, exams included					
AALSTC13	X		Marketing industriel	5+10 (virtual)	3
AALSTC12	X		Gestion force de vente	5+10 (virtual)	3
AALSTC14	X		Achats	15	3
AALSTC21	X		Management des systèmes d'information (MSI)	15	3
AALSTC15	X		Management interculturel	15	3
AALSTCK03	X		Outils numériques & bureautiques	virtual	3
<b>Courses from the Master 1 in Management program (M1 commun)</b>					
Dates: from 06/01/25 to 12/04/25, exams included					
AAMS1C04	X		Diagnostic financier	15	3
AAMS1C05	X		Décisions financières	15	3
AAMSC004	X		Stratégie	15	3
AAMSC005	X		Intelligence économique	15	3
AAMSC006	X		Gestion de projet	15	3
AAMSC007	X		Analyse de données	15	3
AAMSC008	X		Comportement et développement professionnel	15	3
AAMS120	X		Techniques de vente et négociation	30	6

<b>Courses from the Master 1 International Business Engineering program (M1 MIBE)</b>				
<b>Dates: from 06/01/25 to 04/04/25, exams included</b>				
AAMCC112		X	Negotiation & sales	18 3
AAMCC113		X	Intercultural management & communication	18 3
AAMCC114		X	International law (Master)	18 3
AAMCC115		X	International finance	18 3
AAMCC116		X	Supply chain management	18 3
AAMCC117		X	Purchasing	18 3
AAMC1011		X	International entrepreneurship (Master)	36 6
AAMCC120		X	International sales force management	18 3
AAMCC121		X	International sales strategy	18 3
AAMCC118		X	Purchase marketing	18 3
AAMCC119		X	Operational sourcing	18 3
<b>Courses from the MBA Digital Business &amp; Innovation program</b>				
<b>Dates: from 06/01/25 to 28/02/25, exams included</b>				
ADGU014		X	Digital business	36 6
ADGU015		X	Project management	36 6