

# University of Minnesota Business in France

## Fall Semester Course Catalog

This catalog is designed to help you explore available courses. As a study abroad student on the [University of Minnesota's Business in France Program](#) in Montpellier, France you will take two or more direct enroll courses at one of the two business schools at the University of Montpellier (UM). You will choose your direct enroll courses from either [IAE](#) (Institute for Business Administration) or [MOMA](#) (Montpellier Management Institute). **Due to scheduling conflicts, you cannot choose courses from both institutions.**

Course availability is subject to change and so you will be asked to provide one or more alternates in case of scheduling conflicts. Like in the US, you will have a short add/drop period on-site, so you are encouraged to work with your Academic Advisor(s) before departure to get preapproval for several courses.

You will be registered for a total of 15 to 18 credits. In addition to your 2-3 direct enroll courses, you will register for the following:

- [MONT 3802: Global Business and Industry: France at the Crossroads](#); a core business course that is taught at the UofM program center and will include visits to local businesses and discussions with business leaders.
- French language course (at the appropriate level-beginner to advanced).
- 1-3 elective courses selected from the [Full Course list](#) (elective course can be replaced by an additional direct enroll course).

Below you will find the course offerings in French and in English at IAE and MOMA. **You will select a minimum of 2 courses from one major or degree program at one of the schools.** For context, it is important that you understand that in the French university system, when a student applies for university, they select their major (licence) right away. They then follow the specific curriculum laid out for that degree. There are far fewer electives and choices than the US system. This is why you need to select courses from within one degree program.

The French license is equivalent to a US bachelor's degree and is built on a 3-year plan. UofM program participants can select classes from first, second or third year and these classes will transfer back to the UofM as 3XXX, upper division courses. In some cases, you can select Master's degree level, first year courses, if you have a very strong academic background in this area. Your prior coursework in this area must be shown on your transcript.

### Useful French Vocabulary

<b>LICENCE 1:</b>	Semesters 1 & 2 Beginning courses. First year of bachelor's degree
<b>LICENCE 2:</b>	Semesters 3 & 4 Intermediate courses. Second year of bachelor's degree
<b>LICENCE 3:</b>	Semesters 5 & 6 Advanced courses Third year of bachelor's degree
<b>M1 or M2</b>	Master's degree first and second year.

<b>CM</b>	Cours Magistral Large lecture format, sometimes accompanied by a TD
<b>TD</b>	Travaux Dirigés Small group format, discussion based course or lab work

## **Course Selection Process**

Review the courses available for the semester you plan to study abroad. Information about how to find syllabi are included under the corresponding degree program. Discuss the course offerings with your Academic Advisor(s) and use the [Academic Planning Form](#) to help you plan for your first choices and alternatives that work well with your four-year plan. Remember that any [course approvals for major or minor courses](#) need to come from the department.

If you have any questions or require additional information for course approval that is not linked below, please contact the [Montpellier, France program advisor](#). Do not contact IAE or MOMA directly. Send all of your questions to the Montpellier program team at the Learning Abroad Center.

You will indicate all of your course choices (and alternates) on your Course Request Form which is found on your [student application portal](#).

## **MOMA (Montpellier Management Institute)** **Spring Courses**

MOMA offers a wide range of degrees in the management sciences (finance, accounting, marketing, strategy, human resources) and administration (economy, law). Their goal is to train high-level managers with strong skills who are able to undertake and innovate in an international environment.

**[MOMA](#) is the best fit for students who have already taken some business-related course work, are seeking a degree within a business school, or who need specific courses to fulfill degree requirements.**

**Students with at least 4 semesters of French are encouraged to take their business courses in French as there will be more courses from which to choose.** Courses in English are drawn from many different degree programs with the largest number of courses available in English in the Management degree and the International Management degree (primarily fall semester).

Many of the syllabi are linked below, but not all full course descriptions or syllabi are available at this time. These are being assembled by our staff on-site and this document will be updated as they become available. Please contact the Montpellier program team if you have specific requests for syllabi.

### **MOMA French Courses**

**Students with at least 4 semesters of French are encouraged to take their business courses in French because there will be many more courses from which you may select.** You might be worried about taking a business course in French. It will be a challenge, but **you can succeed in these classes!** There is a lot of academic support provided by our staff at the program center.

Use the links below to search through the degree programs and courses offered. **Select degree programs that are offered in *Formation Initiale* or *Formation Continue*.** You cannot choose: Alternance, E-Learning, Diplôme Universitaire (DU) or Professional Programs.

When you click on a degree program below, you will see that all of the programs are divided by semester. **Select semesters 2, 4 or 6 for spring semester.** Choose 2-3 direct enroll courses at the UE (unit) level. **Remember that your courses should be selected from one degree program to avoid scheduling conflicts.**

To calculate your credit load, divide the number of ECTS by 2. In case of an odd number, you will round down. This will be the equivalent number of US credits at the University of Minnesota (i.e. 6ECTS = 3US credits, 9ECTS = 4US credits).

- [L1 & L2 Gestion](#)
- [L1 & L2 Administration Economiques et Sociales \(AES\)](#)
- [L3 Comptabilité finance \(CF\)](#)
- [L3 Management hôtellerie tourisme \(MHT\)](#)
- [L3 Management stratégie \(MS\)](#)
- [L3 Marketing vente \(MV\)](#)
- [L3 Entrepreneuriat et PME \(EPME\)](#)
- [L3 Administration et gestion des entreprises \(AGE\)](#)
- [L3 Administration et gestion publique \(AGP\)](#)

### **MOMA English Courses** **Bachelor of Management - 1<sup>st</sup> Year**

Course Number	Course Title	Credits
L1BMUE1	Contemporary Managerial Problems	3
L1BMUE2	Communication	3
L1BMUE3	Methodology of Academic Work	3

### **Bachelor of Management - 2<sup>nd</sup> Year**

Course Number	Course Title	Credits
L2BMUE1	Marketing/Sales	3
L2BMUE2	Management Fondaments	3
L2BMUE3	International Economics	3

### **Bachelor of International Management – 3<sup>rd</sup> Year**

Course Number	Course Title	Credits
L3BIMUE1	Process and Produce relevant data to support managerial decisions: Managerial Accounting/Mathematics	3
L3BIMUE23	Select Specific Forms and Structure to Support the Organization's Development & Carry Out a Personal Plan Toward a National and International Business Career: Management Business Environment/Business Game	3
L3BIMUE4	Produce and Analyse Financial Information: Financial Accounting/Finance	3
L3BIMUE5	Develop a Comprehensive Marketing Plan: Strategic Marketing Diagnosis/Customer Marketing	3

L3BIMUE6	Develop plan to Leverage the Resource Potential of a Company: Information & Digital Systems/Human Resource Management	3
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### **Bachelor level business courses across other departments**

<b>Course Number</b>	<b>Course Title</b>	<b>Credits</b>
L3MSUE1	Financial Management (L3MS - Bachelor of Management Strategy, 3rd year)	3
L3MSHTUE1	Marketing for Hospitality and Tourism (L3MSHT - Bachelor of Management and Strategy in Hospitality and Tourism, 3rd year)	3
L3MSHTUE2	Quality Management (L3MSHT - Bachelor of Management and Strategy in Hospitality and Tourism, 3rd year)	3
L3MV	Marketing Strategy (L3MV - Bachelor of Marketing & Sales, 3rd year)	3

### **Master level (business courses across other departments – 1<sup>st</sup> Year**

The following courses are offered across Masters programs and may be selected if you have a strong background in these areas.

<b>Course Number</b>	<b>Course Title</b>	<b>Credits</b>
M1CCAUE1	Strategic Management (M1CCA - Accountancy Control Audit)	3
M1FINUE1	Corporate Finance 1 (M1FIN - Finance)	3
M1AEUE1	International Project Management in SMEs (M1AE - Entrepreneurial support)	3
M1MORDUE1	Strategic Management (M1MORD - Management of Organizations and Responsible Development)	3
M1MHTUE1	<a href="#">Strategic Management (M1MHT - Hospitality &amp; Tourism Management)</a>	3
M1SICUE1	Management and international strategy (M1SIC - Strategy Innovation Consultancy)	3
M1MSHTUE1	Strategic Marketing (M1MSHT - Management and Strategy in Hospitality and Tourism)	3
M1SMHOUE1	Positive behaviour in Workplace (M1SMHO - Strategic Management in Health Organisations)	3
M1MPBCUE1	Business and Services Marketing (M1MPBC - Management and Products and Brands Communication)	3
M1MPBCUE2	Business plan and Business Game (M1MPBC - Management and Products and Brands Communication)	3

## **Institute for Business Administration (IEA)**

### **Fall Courses**

[IAE](#) offers a broad business education with courses in fields of international business and management. Courses are primarily taken through the Bachelor of International Management in Business (BIMB) degree which is a one-year program at IAE. The goal of the BIMB is to provide

broad instruction in the different disciplines of Business Management (Finance, Auditing, Marketing, etc.) with a special international orientation, for students wishing to follow an international career.

**IEA is the best fit for students who are looking for broad general business classes or beginning business classes.** Students needing higher level business courses should consider MOMA for course enrollment.

## **IEA English Courses**

### **BIMB Bachelor of International Management and Business**

Full syllabi for all of the courses below can be found on [the IAE website](#).

<b>Course Number</b>	<b>Course Title</b>	<b>Credits</b>
BIMB UE1	Marketing: Strategic Marketing/International Marketing Mix	3
BIMB UE2	Cross-Cultural Studies: Psychosociology/Intercultural Management	3
BIMB UE3	Finance: Decision psychology/Introduction to Finance and International Capital Budgeting	3
BIMB UE4	International Economy and Strategy: World Economy/Export Strategy	3
BIMB UE5	International Negotiation and Sales: International Negotiation/International Distribution and Sales	3