

2020 - 2021



## COURSES IN ENGLISH FOR EXCHANGE STUDENTS

# Business Administration and Management BAM Course listing

## Course listing

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ID:	<b>BAM_A_01</b>		<b>ECTS</b>
Disciplinary field:	Business English		<b>3</b>
Module:	Business English		
Semester:	<i>Autumn</i>		
Teaching hours:	-	15h	15h
	Lectures	Tutorial classes	Practical work
Teaching type:	<input checked="" type="checkbox"/> English-only		<input type="checkbox"/> French-English

- Objective(s):  
- Develop written and spoken competence in English (general).
- Skill(s):  
- Introduce a person, present a company.  
- Understand in a global way, documents of current events or general interest (oral or written) and communicate about main ideas.  
- Discover the business world vocabulary.  
- Acquire notions and know-how in work situations.
- Prerequisite(s):  
- Level B1.
- Remark(s):  
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ID:	<b>BAM_A_02</b>			<b>ECTS</b>
Disciplinary field:	Cross activities			6
Module:	Cross activities			
Semester:	<i>Autumn</i>			
Teaching hours:	9h	20h	30h	
	Lectures	Tutorial classes	Practical work	
Teaching type:	<input type="checkbox"/> English-only		<input checked="" type="checkbox"/> French-English	

- Objective(s):  
- Discover how we manage an organization, its different functions, departments and team management.
- Skill(s):  
- Understand a business organization.  
- Integrate and manage teamwork.  
- Identify the roles of manager.
- Prerequisite(s):  
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- Remark(s):  
-

ID:	<b>BAM_A_03</b>		<b>ECTS</b>
Disciplinary field:	Business English		<b>3</b>
Module:	Business English		
Semester:	<i>Autumn</i>		
Teaching hours:	-	15h	15h
	Lectures	Tutorial classes	Practical work
Teaching type:	<input checked="" type="checkbox"/> English-only		<input type="checkbox"/> French-English

- Objective(s):
  - Improve language knowledge in a business context.
  - Develop a critical thinking and knowledge about cultural realities (intercultural communication).
- Skill(s):
  - Develop a critical analysis.
  - Argue (following studies of press articles, audio or video documents linked to language of speciality, i.e. international transport, banking, online marketing, global trade, strategy, accountancy, logistics).
  - Make a success of an interview (job or studies).
  - Organize, lead a meeting, report.
- Prerequisite(s):
  - Level B2.
- Remark(s):
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ID:	<b>BAM_A_04</b>			<b>ECTS</b>
Disciplinary field:	Cross activities			6
Module:	Cross activities			
Semester:	<i>Autumn</i>			
Teaching hours:	9h	20h	30h	
	Lectures	Tutorial classes	Practical work	
Teaching type:	<input type="checkbox"/> English-only		<input checked="" type="checkbox"/> French-English	

- Objective(s):  
- Discover how to manage an organization, its different functions, departments and team management.
- Skill(s):  
- Integrate team work.
- Prerequisite(s):  
-
- Remark(s):  
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ID:	<b>BAM_A_05</b>			<b>ECTS</b>
Disciplinary field:	Cross-cultural management			<b>3</b>
Module:	Cross-cultural management			
Semester:	<i>Autumn</i>			
Teaching hours:	15h	7,5h	-	
	Lectures	Tutorial classes	Practical work	
Teaching type:	<input type="checkbox"/> English-only		<input checked="" type="checkbox"/> French-English	

- Objective(s):  
- Take into consideration how cultural characteristics affect team management.
- Skill(s):  
- Become more familiar with various cultures.  
- Understand how traditional cultures can influence team management.  
- Learn about the specifics of French cultural management.  
- Develop the ability of working in a cross-cultural environment.
- Prerequisite(s):  
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- Remark(s):  
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ID:	<b>BAM_A_06</b>		<b>ECTS</b>
Disciplinary field:	Logistics and SCM		2
Module:	Logistics and SCM		
Semester:	<i>Autumn</i>		
Teaching hours:	4h	10h	-
	Lectures	Tutorial classes	Practical work
Teaching type:	<input type="checkbox"/> English-only		<input checked="" type="checkbox"/> French-English

- Objective(s):  
- Understand the links between business with the supply chain concept.
- Skill(s):  
- Understand the links between businesses and the supply chain concept.
- Prerequisite(s):  
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- Remark(s):  
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ID:	<b>BAM_A_07</b>		<b>ECTS</b>
Disciplinary field:	Marketing study and business plan		<b>5</b>
Module:	Marketing study and business plan		
Semester:	<i>Autumn</i>		
Teaching hours:	21h	21h	-
	Lectures	Tutorial classes	Practical work
Teaching type:	<input type="checkbox"/> English-only		<input checked="" type="checkbox"/> French-English

- Objective(s):  
- Be able to do a market study in order to start up a business and understand the use of business models.
- Skill(s):  
- Analysis of the opportunities of the market, the market value and the model of revenue.
- Prerequisite(s):  
- Descriptive statistics.
- Remark(s):  
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ID:	<b>BAM_A_08</b>		<b>ECTS</b>
Disciplinary field:	Cross activities		5
Module:	Cross activities		
Semester:	<i>Autumn</i>		
Teaching hours:	-	21h	-
	Lectures	Tutorial classes	Practical work
Teaching type:	<input type="checkbox"/> English-only		<input checked="" type="checkbox"/> French-English

- Objective(s):  
- Discover how to manage an organization, its different functions, departments and team management.
- Skill(s):  
- Integrate teamwork components.
- Prerequisite(s):  
-
- Remark(s):  
-

ID:	<b>BAM_S_01</b>		<b>ECTS</b>
Disciplinary field:	Business English		4
Module:	Business English		
Semester:	<i>Spring</i>		
Teaching hours:	-	15h	15h
	Lectures	Tutorial classes	Practical work
Teaching type:	<input checked="" type="checkbox"/> English-only		<input type="checkbox"/> French-English

- Objective(s):  
- Deepen written and spoken competence in Business English.
- Skill(s):  
- Communicate in a company in an international environment.  
- Study texts and documents about different aspects of the economic activity.  
- Acquire notions and know-how in work situations.
- Prerequisite(s):  
- Level B1
- Remark(s):  
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ID:	<b>BAM_S_02</b>		<b>ECTS</b>
Disciplinary field:	Professional and Personal Project (PPP)		5
Module:	Professional and Personal Project (PPP)		
Semester:	Spring		
Teaching hours:	-	-	15h
	Lectures	Tutorial classes	Practical work
Teaching type:	<input type="checkbox"/> English-only		<input checked="" type="checkbox"/> French-English

- Objective(s):
  - Carry out a thorough work analysis in order to find out precisely which jobs are available for the students and which skills and knowledge are required.
  - Define a coherent study framework adapted to job descriptions.
  - Acquire guidance methods us.
- Skill(s):
  - Discover and integrate the business world.
- Prerequisite(s):
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- Remark(s):
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ID:	<b>BAM_S_03</b>		<b>ECTS</b>
Disciplinary field:	Internship/Professional Project		6
Module:	Internship/Professional Project		
Semester:	<i>Spring</i>		
Teaching hours:	-	140h	-
	Lectures	Tutorial classes	Practical work
Teaching type:	<input type="checkbox"/> English-only		<input checked="" type="checkbox"/> French-English

- Objective(s):  
- Discover an organization and its different activities.
- Skill(s):  
- Acquire and develop rigor, adaptability, flexibility, capacity of listening and organizational skills and professionalism.
- Prerequisite(s):  
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- Remark(s):  
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ID:	<b>BAM_S_04</b>		<b>ECTS</b>
Disciplinary field:	Business English		<b>3</b>
Module:	Business English		
Semester:	<i>Spring</i>		
Teaching hours:	-	15h	15h
	Lectures	Tutorial classes	Practical work
Teaching type:	<input checked="" type="checkbox"/> English-only		<input type="checkbox"/> French-English

- Objective(s):
  - Improve language knowledge in a business context.
  - Improve knowledge of different communications tools (meetings, video conference, teamwork). Develop comprehension skills and fluency in conversation.
  - Develop socializing skills in a business environment.
- Skill(s):
  - Develop a critical analysis.
  - Argue (following studies of newspapers, audio or video documents about international transport, banking, online marketing, global trade, strategy, accountancy, logistics).
  - Prepare for job or course interviews. Organize, lead a meeting, reports.
- Prerequisite(s):
  - Level B2.
- Remark(s):
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ID:	<b>BAM_S_05</b>		<b>ECTS</b>
Disciplinary field:	International Trade		<b>3</b>
Module:	International Trade		
Semester:	<i>Spring</i>		
Teaching hours:	15h	15h	-
	Lectures	Tutorial classes	Practical work
Teaching type:	<input type="checkbox"/> English-only		<input checked="" type="checkbox"/> French-English

- Objective(s):  
- Understand the common aspects of contractualization, logistics and financing of imports and export.
- Skill(s):  
- Export and Import activities, Management, Negotiation of Commercial Contracts and Analysis of market research Data.
- Prerequisite(s):  
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- Remark(s):  
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ID:	<b>BAM_S_06</b>		<b>ECTS</b>
Disciplinary field:	Internship/Professional Project		<b>6</b>
Module:	Internship/Professional Project		
Semester:	<i>Spring</i>		
Teaching hours:	-	280h	-
	Lectures	Tutorial classes	Practical work
Teaching type:	-		

- Objective(s):  
- Discover an organization and its different activities.
- Skill(s):  
- Lead specific management actions in large companies and SMEs.
- Prerequisite(s):  
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- Remark(s):  
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ID:	<b>BAM_S_07</b>		<b>ECTS</b>
Disciplinary field:	Strategy and innovation		<b>3</b>
Module:	Strategy and innovation		
Semester:	<i>Spring</i>		
Teaching hours:	7h	14h	-
	Lectures	Tutorial classes	Practical work
Teaching type:	<input type="checkbox"/> English-only		<input checked="" type="checkbox"/> French-English

- Objective(s):  
- Give a comprehensive understanding of the issues and techniques of strategy : external and internal analysis and the choice of the strategic position.
- Skill(s):  
- Analysis of the environment and the capabilities of the organisation.  
- Make a choice for the strategic position.
- Prerequisite(s):  
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- Remark(s):  
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