

Appendix to the Memorandum of Agreement between Toulouse Business School/Chamber of Commerce and Industry of Toulouse (France) and Warsaw School of Economics (Poland) on the establishment of the Master Double Diploma Programme – plans of studies [valid from 2018/2019]

Contents

Annex I: Plan of studies for SGH students: MANAGEMENT	2
1 st year at SGH.....	2
2 nd year at TBS.....	2
Annex II: Plan of studies for SGH students: INTERNATIONAL BUSINESS	3
1 st year at SGH.....	3
2 nd year at TBS.....	3
Annex III: Plan of studies for TBS students: MANAGEMENT – Admission in Bachelor 3 and Master 1– English Track	4
1 st year at TBS	4
2 nd year at SGH.....	6
Annex IV: Plan of studies for TBS students: MANAGEMENT – Direct Admission in Master – English Track	7
1 st year at TBS	7
2 nd year at SGH.....	9
Annex V: Plan of studies for TBS students: INTERNATIONAL BUSINESS – Admission in Bachelor 3 – English Track.....	10
1 st year at TBS	10
2 nd year at SGH.....	12
Annex VI: Plan of studies for TBS students: INTERNATIONAL BUSINESS – Direct Admission in Master 1 – English Track	13
1 st year at TBS	13
2 nd year at SGH.....	15
Annex VII: Plan of studies for TBS students: MANAGEMENT – Admission in Bachelor 3 – French Track	16
1 st year at TBS	16
2 nd year at SGH.....	18
Annex VIII: Plan of studies for TBS students: MANAGEMENT – Direct Admission in Master – French Track	19
1 st year at TBS	19
2 nd year at SGH.....	21
Annex IX: Plan of studies for TBS students: INTERNATIONAL BUSINESS – Admission in Bachelor 3 – French Track	22
1 st year at TBS	22
2 nd year at SGH.....	24
Annex X: Grading scale.....	25

Annex I: Plan of studies for SGH students: **MANAGEMENT**

1st year at SGH

MASTER 1 – Semester 1 & 2	ECTS
Civil Law	1.5 ECTS
Business Law	4.5 ECTS
Managerial Economics	4.5 ECTS
Labour Economics	4.5 ECTS
Institutional Economics	4.5 ECTS
Human Capital Management	3 ECTS
Management and Cost Accounting	3 ECTS
International Marketing	3 ECTS
Entrepreneurship	1.5 ECTS
Logistics Management	3 ECTS
Management in International Business	5 ECTS
Customer Behaviour	3 ECTS
Operations Management	3 ECTS
Value Based Management	3 ECTS
Strategic Management	3 ECTS
Business Ethics	3 ECTS
Electives	for at least 9 ECTS
Total ECTS for 2 semesters:	62 ECTS

2nd year at TBS

MASTER 2 – Semester 1	ECTS	MASTER 2 – Semester 2	ECTS
Professional Option	24 ECTS	Management Internship* Undertaken in the sector of the chosen Professional Option	15 ECTS
Sésame (Company-related strategic consultancy project)	6 ECTS		
Research Project* (Written Assignment)			15 ECTS
Total:	30 ECTS	Total:	30 ECTS

TOTAL for 4 Semesters	122 ECTS (with Research Project at TBS) or 127 ECTS (with Master Thesis at SGH)
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Annex II:

Plan of studies for SGH students: **INTERNATIONAL BUSINESS**

1st year at SGH

MASTER 1 – Semester 1 & 2	ECTS
Business Law	4.5 ECTS
Strategic Analysis for International Market	6 ECTS
Management in International Business	5 ECTS
Managerial Accounting	6 ECTS
International Marketing	4.5 ECTS
International Business Transactions	5 ECTS
Managerial Economics	4.5 ECTS
European Union Internal Market	4 ECTS
International Logistics	5 ECTS
International Financial Markets	5 ECTS
Institutional Economics	4.5 ECTS
Transnational Corporations	5 ECTS
International Economics	5 ECTS
Business Ethics	3 ECTS
Financial Management	5 ECTS
Total ECTS for 2 semesters	72 ECTS

2nd year at TBS

MASTER 2 – Semester 1	ECTS	MASTER 2 – Semester 2	ECTS
Professional Option	24 ECTS	Management Internship* Undertaken in the sector of the chosen Professional Option	15 ECTS
Sésame (Company-related strategic consultancy project)	6 ECTS		
		Research Project* (Written Assignment)	15 ECTS
Total:	30 ECTS	Total:	30 ECTS

TOTAL for 4 Semesters	132 ECTS (with Research Project at TBS) or 137 ECTS (with Master Thesis at SGH)
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Annex III:

Plan of studies for TBS students: **MANAGEMENT** – Admission in Bachelor 3– **English Track**

1st year at TBS

MASTER 1 Semester 1 (FALL)	ECTS
PERIOD 1: CORE COURSES:	
Financial Analysis	5 ECTS
Corporate Finance	5 ECTS
Operations Management	5 ECTS
Human Resource Management	5 ECTS
Strategic Management	5 ECTS
Business Analytics	2.5 ECTS
Project Management & group work	1.5 ECTS
PERIOD 2: PROFESSIONAL ORIENTED COURSES (from mid-November to mid-December) 1 course only	
Marketing	10 ECTS
Communication and client relationship- Market Intelligence	
Operational Management	
International Business	
Human Resource	
Audit and Controlling	
TOTAL:	39 ECTS

29 ECTS for Period 1 and 10 ECTS for Period 2.

TOTAL ECTS: 39 ECTS for semester 1

MASTER 1 Semester 2 (WINTER/SPRING)	ECTS
Courses will be running from early January to end of April. At the time of online application, students will be required to make a choice of 3 courses per period, listed by order of preference. They will be registered to 1 of these 3 courses. Changes will not be allowed. 5 ECTS are allocated to each course per period	
Period 1:	
Market Intelligence	5 ECTS
Human resources management	
Managing across culture and frontiers	
Operations Management	
Corporate Finance 1	
Strategic management	
Team Dynamics	
Period 2:	
Natural Resources management and climate action	5 ECTS
Communication and client relationship	
Global talent management	
Controlling	
International Political Institution and Business	
Operational procurement	
Corporate Finance 2	
Defense strategy and defense industry/ Industrial policy	
Period 3:	
Marketing solutions towards sustainability	5 ECTS
Marketing and innovation	
Recruitment, selection and assessment	
Business modeling and forecasting	
Marketing projekt: nach Deutschland exportieren	
Financial markets	
Coding and artificial intelligence	
Team Dynamics	
Period 4:	
Sustainable business and inclusive business	5 ECTS
Corporate crisis communication: theory and practice	
Marketing analytics	
Practical aspects of international trade	
Sustainability Reporting and Environmental Accounting	
Business Communication and beyond	
Competition policy and business strategies	
International financial management	
Managing religious diversity	
Lanzarse al mercado latino americano	
Period 5:	
Innovation in sport management	5 ECTS
Lanzarse al mercado latino americano	
B2B marketing	
Opportunities, risk and actors in emerging market	
Managing and understanding the performance of international groups	
Leadership in a dynamics global environment	
Incentives and Productivity	
Marketing projekt: nach Deutschland exportieren	
Fablab, création de brevet	
Nudging consumer behaviour: fighting obesity, promotion equality and protecting the planet	
Business communication and beyond	
Period 6:	
Competitive strategies in healthcare market	5 ECTS
Management cultural corporate institutions	
Aerospace marketing	
International business negotiation and conflict management in HRM	
Accounting, Finance and Accountability	
International branding and communication	

Supply Chain Risk Management	
Investing in stock market/ Evaluation in emerging market	
Contemporary Trends in Innovation Management	
TOTAL:	30 ECTS

2nd year at SGH

MASTER 2 – Semester 3 & 4	ECTS
Business Law	4.5 ECTS
Management in International Business	5 ECTS
International Marketing	4.5 ECTS
Logistics Management	3 ECTS
Institutional Economics	4.5 ECTS
Entrepreneurship	1.5 ECTS
Managerial Economics	4.5 ECTS
Value Based Management	3 ECTS
<i>Management Internship*undertaken in the sector of the chosen Professional Option</i>	<i>15 ECTS</i>
Master thesis seminar + master thesis + defence at SGH	20 ECTS
TOTAL 4 SEMESTERS	134,5 ECTS (with Master Thesis at SGH)

The choice of courses according to semesters is not definite and depends on the term in which they will be opened.

Annex IV:

Plan of studies for TBS students: **MANAGEMENT** – Direct Admission in Master 1– **English Track**

1st year at TBS

MASTER 1 Semester 1 (FALL)	ECTS
PERIOD 1: CORE COURSES:	
Financial Analysis	5 ECTS
Corporate Finance	5 ECTS
Operations Management	5 ECTS
Human Resource Management	5 ECTS
Strategic Management	5 ECTS
Business Analytics	2.5 ECTS
Project Management & group work	1.5 ECTS
PERIOD 2: PROFESSIONAL ORIENTED COURSES (from mid-November to mid-December) 1 course only	
Marketing	10 ECTS
Communication and client relationship- Market Intelligence	
Operational Management	
International Business	
Human Resource	
Audit and Controlling	
TOTAL:	39 ECTS

29 ECTS for Period 1 and 10 ECTS for Period 2.

TOTAL ECTS: 39 ECTS for semester 1

MASTER 1 Semester 2 (WINTER/SPRING)	ECTS
Courses will be running from early January to end of April. At the time of online application, students will be required to make a choice of 3 courses per period, listed by order of preference. They will be registered to 1 of these 3 courses. Changes will not be allowed. 5 ECTS are allocated to each course per period	
Period 1:	
Market Intelligence	5 ECTS
Human resources management	
Managing across culture and frontiers	
Operations Management	
Corporate Finance 1	
Strategic management	
Team Dynamics	
Period 2:	
Natural Resources management and climate action	5 ECTS
Communication and client relationship	
Global talent management	
Controlling	
International Political Institution and Business	
Operational procurement	
Corporate Finance 2	
Defense strategy and defense industry/ Industrial policy	
Period 3:	
Marketing solutions towards sustainability	5 ECTS
Marketing and innovation	
Recruitment, selection and assessment	
Business modeling and forecasting	
Marketing projekt: nach Deutschland exportieren	
Financial markets	
Coding and artificial intelligence	
Team Dynamics	
Period 4:	
Sustainable business and inclusive business	5 ECTS
Corporate crisis communication: theory and practice	
Marketing analytics	
Practical aspects of international trade	
Sustainability Reporting and Environmental Accounting	
Business Communication and beyond	
Competition policy and business strategies	
International financial management	
Managing religious diversity	
Lanzarse al mercado latino americano	
Period 5:	
Innovation in sport management	5 ECTS
Lanzarse al mercado latino americano	
B2B marketing	
Opportunities, risk and actors in emerging market	
Managing and understanding the performance of international groups	
Leadership in a dynamics global environment	
Incentives and Productivity	
Marketing projekt: nach Deutschland exportieren	
Fablab, création de brevet	
Nudging consumer behaviour: fighting obesity, promotion equality and protecting the planet	
Business communication and beyond	
Period 6:	
Competitive strategies in healthcare market	5 ECTS
Management cultural corporate institutions	
Aerospace marketing	
International business negotiation and conflict management in HRM	
Accounting, Finance and Accountability	
International branding and communication	

Supply Chain Risk Management	
Investing in stock market/ Evaluation in emerging market	
Contemporary Trends in Innovation Management	
TOTAL:	30 ECTS

2nd year at SGH

MASTER 2 – Semester 3 & 4	ECTS
Business Law	4.5 ECTS
Operations Management	3 ECTS
Management in International Business	5 ECTS
Logistics Management	3 ECTS
International Marketing	3 ECTS
Institutional Economics	4.5 ECTS
Entrepreneurship	1.5 ECTS
Managerial Economics	4.5 ECTS
Value Based Management	3 ECTS
Management Internship* <i>Undertaken in the sector of the chosen Professional Option</i>	15 ECTS
Master thesis seminar + master thesis + defence at SGH	20 ECTS
TOTAL 4 SEMESTERS	136 ECTS (with Master Thesis at SGH)

The choice of courses according to semesters is not definite and depends on the term in which they will be opened.

Annex V:

Plan of studies for TBS students: **INTERNATIONAL BUSINESS – Admission in Bachelor 3 – English Track**

1st year at TBS

MASTER 1 Semester 1 (FALL)	ECTS
PERIOD 1: CORE COURSES:	
Financial Analysis	5 ECTS
Corporate Finance	5 ECTS
Operations Management	5 ECTS
Human Resource Management	5 ECTS
Strategic Management	5 ECTS
Business Analytics	2.5 ECTS
Project Management & group work	1.5 ECTS
PERIOD 2: PROFESSIONAL ORIENTED COURSES (from mid-November to mid-December) 1 course only	
Marketing	10 ECTS
Communication and client relationship- Market Intelligence	
Operational Management	
International Business	
Human Resource	
Audit and Controlling	
TOTAL:	39 ECTS

29 ECTS for Period 1 and 10 ECTS for Period 2.

TOTAL ECTS: 39 ECTS for semester 1

MASTER 1 Semester 2 (WINTER/SPRING)	ECTS
Courses will be running from early January to end of April. At the time of online application, students will be required to make a choice of 3 courses per period, listed by order of preference. They will be registered to 1 of these 3 courses. Changes will not be allowed. 5 ECTS are allocated to each course per period	
Period 1:	
Market Intelligence	5 ECTS
Human resources management	
Managing across culture and frontiers	
Operations Management	
Corporate Finance 1	
Strategic management	
Team Dynamics	
Period 2:	
Natural Resources management and climate action	5 ECTS
Communication and client relationship	
Global talent management	
Controlling	
International Political Institution and Business	
Operational procurement	
Corporate Finance 2	
Defense strategy and defense industry/ Industrial policy	
Period 3:	
Marketing solutions towards sustainability	5 ECTS
Marketing and innovation	
Recruitment, selection and assessment	
Business modeling and forecasting	
Marketing projekt: nach Deutschland exportieren	
Financial markets	
Coding and artificial intelligence	
Team Dynamics	
Period 4:	
Sustainable business and inclusive business	5 ECTS
Corporate crisis communication: theory and practice	
Marketing analytics	
Practical aspects of international trade	
Sustainability Reporting and Environmental Accounting	
Business Communication and beyond	
Competition policy and business strategies	
International financial management	
Managing religious diversity	
Lanzarse al mercado latino americano	
Period 5:	
Innovation in sport management	5 ECTS
Lanzarse al mercado latino americano	
B2B marketing	
Opportunities, risk and actors in emerging market	
Managing and understanding the performance of international groups	
Leadership in a dynamics global environment	
Incentives and Productivity	
Marketing projekt: nach Deutschland exportieren	
Fablab, création de brevet	
Nudging consumer behaviour: fighting obesity, promotion equality and protecting the planet	
Business communication and beyond	
Period 6:	
Competitive strategies in healthcare market	5 ECTS
Management cultural corporate institutions	
Aerospace marketing	
International business negotiation and conflict management in HRM	
Accounting, Finance and Accountability	
International branding and communication	

Supply Chain Risk Management	
Investing in stock market/ Evaluation in emerging market	
Contemporary Trends in Innovation Management	
TOTAL:	30 ECTS

2nd year at SGH

MASTER 2 Semester 3 & 4	ECTS
Business Law	4.5 ECTS
Institutional Economics	4.5 ECTS
International Economics	5 ECTS
Financial Management	5 ECTS
International Financial Markets	5 ECTS
International Business Transactions	5 ECTS
Managerial Accounting	6 ECTS
Elective courses (must be taken from the list related to the major IB)	15 ECTS
Master thesis seminar + master thesis + defence at SGH	20 ECTS
TOTAL 4 SEMESTERS	139 ECTS (with Master Thesis at SGH)

The choice of courses according to semesters is not definite and depends on the term in which they will be opened.

Annex VI:

Plan of studies for TBS students: **INTERNATIONAL BUSINESS – Direct Admission in Master 1 – English Track**

1st year at TBS

MASTER 1 Semester 1 (FALL)	ECTS
PERIOD 1: CORE COURSES:	
Financial Analysis	5 ECTS
Corporate Finance	5 ECTS
Operations Management	5 ECTS
Human Resource Management	5 ECTS
Strategic Management	5 ECTS
Business Analytics	2.5 ECTS
Project Management & group work	1.5 ECTS
PERIOD 2: PROFESSIONAL ORIENTED COURSES (from mid-November to mid-December) 1 course only	
Marketing	10 ECTS
Communication and client relationship- Market Intelligence	
Operational Management	
International Business	
Human Resource	
Audit and Controlling	
TOTAL:	39 ECTS

29 ECTS for Period 1 and 10 ECTS for Period 2.

TOTAL ECTS: 39 ECTS for semester 1

MASTER 1 Semester 2 (WINTER/SPRING)	ECTS
Courses will be running from early January to end of April. At the time of online application, International exchange students will be required to make a choice of 3 courses per period, listed by order of preference. They will be registered to 1 of these 3 courses. Changes will not be allowed. 5 ECTS are allocated to each course per period	
Period 1:	
Market Intelligence	5 ECTS
Human resources management	
Managing across culture and frontiers	
Operations Management	
Corporate Finance 1	
Strategic management	
Team Dynamics	
Period 2:	
Natural Resources management and climate action	5 ECTS
Communication and client relationship	
Global talent management	
Controlling	
International Political Institution and Business	
Operational procurement	
Corporate Finance 2	
Defense strategy and defense industry/ Industrial policy	
Period 3:	
Marketing solutions towards sustainability	5 ECTS
Marketing and innovation	
Recruitment, selection and assessment	
Business modeling and forecasting	
Marketing projekt: nach Deutschland exportieren	
Financial markets	
Coding and artificial intelligence	
Team Dynamics	
Period 4:	
Sustainable business and inclusive business	5 ECTS
Corporate crisis communication: theory and practice	
Marketing analytics	
Practical aspects of international trade	
Sustainability Reporting and Environmental Accounting	
Business Communication and beyond	
Competition policy and business strategies	
International financial management	
Managing religious diversity	
Lanzarse al mercado latino americano	
Period 5:	
Innovation in sport management	5 ECTS
Lanzarse al mercado latino americano	
B2B marketing	
Opportunities, risk and actors in emerging market	
Managing and understanding the performance of international groups	
Leadership in a dynamics global environment	
Incentives and Productivity	
Marketing projekt: nach Deutschland exportieren	
Fablab, création de brevet	
Nudging consumer behaviour: fighting obesity, promotion equality and protecting the planet	
Business communication and beyond	
Period 6:	
Competitive strategies in healthcare market	5 ECTS
Management cultural corporate institutions	
Aerospace marketing	
International business negotiation and conflict management in HRM	
Accounting, Finance and Accountability	
International branding and communication	

Supply Chain Risk Management	
Investing in stock market/ Evaluation in emerging market	
Contemporary Trends in Innovation Management	
TOTAL:	30 ECTS

2nd year at SGH

MASTER 2 – Semester 3 & 4	ECTS
Business Law	4.5 ECTS
Institutional Economics	4.5 ECTS
International Economics	5 ECTS
Financial Management	5 ECTS
International Financial Markets	5 ECTS
International Business Transactions	5 ECTS
Managerial Accounting	6 ECTS
Management Internship* <i>Undertaken in the sector of the chosen Professional Option</i>	15 ECTS
Master thesis seminar + master thesis + defence at SGH	20 ECTS
TOTAL 4 SEMESTERS	139 ECTS (with Master Thesis at SGH)

The choice of courses according to semesters is not definite and depends on the term in which they will be opened.

Annex VII:

Plan of studies for TBS students: **MANAGEMENT** – Admission in Bachelor 3 – **French Track**

1st year at TBS

MASTER 1 Semester 1 (FALL)	ECTS
CORE COURSES- PERIOD 1 (from mid-September to mid-November)	
Analyse Financière	5 ECTS
Corporate Finance (ENG)	5 ECTS
Management des Opérations	5 ECTS
Management des Ressources Humaines	5 ECTS
Management Stratégique	5 ECTS
Business Analytics	2.5 ECTS
Project Management & group work (ENG)	1.5 ECTS
PROFESSIONAL ORIENTED COURSES- PERIOD 2 (from mid-November to mid-December)	
1 course only	
MARKETING: Communication & client relationship (FR or ENG) + Marketing Intelligence (FR or ENG)	10 ECTS each module
AUDIT & CONTROLE: Business Modeling & Control (FR or ENG) + Financial Analysis (FR or ENG)	
ACTIVITES ET METIERS DU CONSEIL (FR)	
NOTIONS PRATIQUES DE L'ENTREPREUNARIAT (FR)	
TOTAL:	39 ECTS

MASTER 1 Semester 2	ECTS
Courses will be running from early January to end of April. At the time of online application, students will be required to make a choice of 3 courses per period, listed by order of preference. They will be registered to 1 of these 3 courses. Changes will not be allowed. 5 ECTS are allocated to each course per period	
Period 1:	
Market Intelligence	5 ECTS
Energie et enjeux environnementaux	
Human ressources management	
Managing across culture and frontiers	
Operations Management	
Corporate Finance 1	
Codage et mathématiques appliquées	
Strategic management	
Team Dynamics	
Period 2:	
Natural Resources management and climate action	5 ECTS
Communication and client relationship	
Global talent management	
Controlling	
International Political Institution and Business	
Operational procurement	
Corporate Finance 2	
Defense strategy and defense industry/ Industrial policy	
Manager le handicap	
Period 3:	
Ethique et compliance pour améliorer la performance des entreprises	5 ECTS
Marketing solutions towards sustainability	
Marketing and innovation	
Recruitment, selection and assessment	
Business modeling and forecasting	
Marketing projekt: nach Deutschland exportieren	
Financial markets	
Coding and artificial intelligence	
Team Dynamics	
Period 4:	
Sustainable business and inclusive business	5 ECTS
Corporate crisis communication: theory and practice	
Marketing analytics	
Practical aspects of international trade	
Sustainability Reporting and Environmental Accounting	
Business Communication and beyond	
Competition policy and business strategies	
International financial management	
Industrie, technologies et Business industriel en PME	
Managing religious diversity	
Lanzarse al mercado latino americano 17	
Period 5:	
Innovation in sport management	5 ECTS
Lanzarse al mercado latino americano	
B2B marketing	
Opportunities, risk and actors in emerging market	
Managing and understanding the performance of international groups	
Leadership in a dynamics global environment	
Incentives and Productivity	
Marketing projekt: nach Deutschland exportieren	
Fablab, création de brevet	
De la RSE à l'entreprise sociale	
Period 6:	
Competitive strategies in healthcare market	5 ECTS
Management cultural corporate institutions	

Aerospace marketing	
International business negotiation and conflict management in HRM	
Accounting, Finance and Accountability	
International branding and communication	
Supply Chain Risk Management	
Investing in stock market/ Evaluation in emerging market	
La propriété intellectuelle, un atout économique et stratégique pour les entreprises	
Sciences de la terre et du vivant	
Contemporary Trends in Innovation Management	
TOTAL:	30 ECTS

2nd year at SGH

MASTER 2 – Semester 3 & 4	ECTS
Business Law	4.5 ECTS
Operations Management	3 ECTS
Management in International Business	5 ECTS
International Marketing	3 ECTS
Logistics Management	3 ECTS
Institutional Economics	4.5 ECTS
Entrepreneurship	1.5 ECTS
Managerial Economics	4.5 ECTS
Value Based Management	3 ECTS
Elective courses (must be taken from the list related to the major Management)	15 ECTS
Master thesis seminar + master thesis + defence at SGH	20 ECTS
TOTAL 4 SEMESTERS	136 ECTS (with Master Thesis at SGH)

The choice of courses according to semesters is not definite and depends on the term in which they will be opened.

Annex VIII:

Plan of studies for TBS students: **MANAGEMENT** – Direct Admission in Master 1 – **French Track**

1st year at TBS

MASTER 1 Semester 1 (FALL)	ECTS
CORE COURSES- PERIOD 1 (from mid-September to mid-November)	
Analyse Financière	5 ECTS
Corporate Finance (ENG)	5 ECTS
Management des Opérations	5 ECTS
Management des Ressources Humaines	5 ECTS
Management Stratégique	5 ECTS
Business Analytics	2.5 ECTS
Project Management & group work	1.5 ECTS
PROFESSIONAL ORIENTED COURSES- PERIOD 2 (from mid-November to mid-December)	
1 course only	
MARKETING: Communication & client relationship (FR or ENG) + Marketing Intelligence (FR or ENG)	10 ECTS each module
AUDIT & CONTROLE: Business Modeling & Control (FR or ENG) + Financial Analysis (FR or ENG)	
ACTIVITES ET METIERS DU CONSEIL (FR)	
NOTIONS PRATIQUES DE L'ENTREPREUNARIAT (FR)	
TOTAL:	39 ECTS

MASTER 1 Semester 2	ECTS
Courses will be running from early January to end of April. At the time of online application, International exchange students will be required to make a choice of 3 courses per period, listed by order of preference. They will be registered to 1 of these 3 courses. Changes will not be allowed. 5 ECTS are allocated to each course per period	
Period 1:	
Market Intelligence	5 ECTS
Energie et enjeux environnementaux	
Human ressources management	
Managing across culture and frontiers	
Operations Management	
Corporate Finance 1	
Codage et mathématiques appliquées	
Strategic management	
Team Dynamics	
Period 2:	
Natural Resources management and climate action	5 ECTS
Communication and client relationship	
Global talent management	
Controlling	
International Political Institution and Business	
Operational procurement	
Corporate Finance 2	
Defense strategy and defense industry/ Industrial policy	
Manager le handicap	
Period 3:	
Ethique et compliance pour améliorer la performance des entreprises	5 ECTS
Marketing solutions towards sustainability	
Marketing and innovation	
Recruitment, selection and assessment	
Business modeling and forecasting	
Marketing projekt: nach Deutschland exportieren	
Financial markets	
Coding and artificial intelligence	
Team Dynamics	
Period 4:	
Sustainable business and inclusive business	5 ECTS
Corporate crisis communication: theory and practice	
Marketing analytics	
Practical aspects of international trade	
Sustainability Reporting and Environmental Accounting	
Business Communication and beyond	
Competition policy and business strategies	
International financial management	
Industrie, technologies et Business industriel en PME	
Managing religious diversity	
Lanzarse al mercado latino americano 17	
Period 5:	
Innovation in sport management	5 ECTS
Lanzarse al mercado latino americano	
B2B marketing	
Opportunities, risk and actors in emerging market	
Managing and understanding the performance of international groups	
Leadership in a dynamics global environment	
Incentives and Productivity	
Marketing projekt: nach Deutschland exportieren	
Fablab, création de brevet	
De la RSE à l'entreprise sociale	
Period 6:	
Competitive strategies in healthcare market	5 ECTS
Management cultural corporate institutions	

Aerospace marketing	
International business negotiation and conflict management in HRM	
Accounting, Finance and Accountability	
International branding and communication	
Supply Chain Risk Management	
Investing in stock market/ Evaluation in emerging market	
La propriété intellectuelle, un atout économique et stratégique pour les entreprises	
Sciences de la terre et du vivant	
Contemporary Trends in Innovation Management	
TOTAL:	30 ECTS

2nd year at SGH

MASTER 2 – Semester 3 & 4	
Business Law	4.5 ECTS
Operations Management	3 ECTS
Management in International Business	5 ECTS
Logistics Management	3 ECTS
International Marketing	3 ECTS
Institutional Economics	4.5 ECTS
Entrepreneurship	1.5 ECTS
Managerial Economics	4.5 ECTS
Value Based Management	3 ECTS
Management Internship* <i>Undertaken in the sector of the chosen Professional Option</i>	15 ECTS
Master thesis seminar + master thesis + defence at SGH	20 ECTS
TOTAL 4 SEMESTERS	136 ECTS (with Master Thesis at SGH)

The choice of courses according to semesters is not definite and depends on the term in which they will be opened.

Annex IX:

Plan of studies for TBS students: **INTERNATIONAL BUSINESS – Admission in Bachelor 3 – French Track**

1st year at TBS

MASTER 1 Semester 1 (FALL)	ECTS
CORE COURSES- PERIOD 1 (from mid-September to mid-November)	
Analyse Financière	5 ECTS
Corporate Finance (ENG)	5 ECTS
Management des Opérations	5 ECTS
Management des Ressources Humaines	5 ECTS
Management Stratégique	5 ECTS
Business Analytics	2.5 ECTS
Project Management & group work (EN)	1.5 ECTS
PROFESSIONAL ORIENTED COURSES- PERIOD 2 (from mid-November to mid-December)	
1 course only	
MARKETING: Communication & client relationship (FR or ENG) + Marketing Intelligence (FR or ENG)	10 ECTS each module
AUDIT & CONTROLE: Business Modeling & Control (FR or ENG) + Financial Analysis (FR or ENG)	
ACTIVITES ET METIERS DU CONSEIL (FR)	
NOTIONS PRATIQUES DE L'ENTREPREUNARIAT (FR)	
TOTAL:	39 ECTS

MASTER 1 Semester 2	ECTS
Courses will be running from early January to end of April. At the time of online application, International exchange students will be required to make a choice of 3 courses per period, listed by order of preference. They will be registered to 1 of these 3 courses. Changes will not be allowed. 5 ECTS are allocated to each course per period	
Period 1:	
Market Intelligence	5 ECTS
Energie et enjeux environnementaux	
Human ressources management	
Managing across culture and frontiers	
Operations Management	
Corporate Finance 1	
Codage et mathématiques appliquées	
Strategic management	
Team Dynamics	
Period 2:	
Natural Resources management and climate action	5 ECTS
Communication and client relationship	
Global talent management	
Controlling	
International Political Institution and Business	
Operational procurement	
Corporate Finance 2	
Defense strategy and defense industry/ Industrial policy	
Manager le handicap	
Period 3:	
Ethique et compliance pour améliorer la performance des entreprises	5 ECTS
Marketing solutions towards sustainability	
Marketing and innovation	
Recruitment, selection and assessment	
Business modeling and forecasting	
Marketing projet: nach Deutschland exportieren	
Financial markets	
Coding and artificial intelligence	
Team Dynamics	
Period 4:	
Sustainable business and inclusive business	5 ECTS
Corporate crisis communication: theory and practice	
Marketing analytics	
Practical aspects of international trade	
Sustainability Reporting and Environmental Accounting	
Business Communication and beyond	
Competition policy and business strategies	
International financial management	
Industrie, technologies et Business industriel en PME	
Managing religious diversity	
Lanzarse al mercado latino americano 17	
Period 5:	
Innovation in sport management	5 ECTS
Lanzarse al mercado latino americano	
B2B marketing	
Opportunities, risk and actors in emerging market	
Managing and understanding the performance of international groups	
Leadership in a dynamics global environment	
Incentives and Productivity	
Marketing projet: nach Deutschland exportieren	
Fablab, création de brevet	
De la RSE à l'entreprise sociale	
Period 6:	
Competitive strategies in healthcare market	5 ECTS
Management cultural corporate institutions	

Aerospace marketing	
International business negotiation and conflict management in HRM	
Accounting, Finance and Accountability	
International branding and communication	
Supply Chain Risk Management	
Investing in stock market/ Evaluation in emerging market	
La propriété intellectuelle, un atout économique et stratégique pour les entreprises	
Sciences de la terre et du vivant	
Contemporary Trends in Innovation Management	
TOTAL:	30 ECTS

2nd year at SGH

MASTER 2 – Semester 3 & 4	ECTS
Business Law	4.5 ECTS
Institutional Economics	4.5 ECTS
International Economics	5 ECTS
Financial Management	5 ECTS
International Financial Markets	5 ECTS
International Business Transactions	5 ECTS
Managerial Accounting	6 ECTS
Elective courses (must be taken from the list related to the major IB)	15 ECTS
Master thesis seminar + master thesis + defence at SGH	20 ECTS
TOTAL 4 SEMESTERS	139 ECTS (with Master Thesis at SGH)

The choice of courses according to semesters is not definite and depends on the term in which they will be opened.

Annex X: Grading scale

Converting grades

SGH	TBS
5.0	16 – 20 (A)
4.5	14 – 15,99 (B)
4.0	12 – 13,99 (C)
3.5	11 – 11,99 (D)
3.0	10 – 10,99 (E)
2.0 [Fail]	0 – 9,99 (F)