

**DOUBLE DEGREE  
STUDY PROGRAM  
FOR TBS STUDENTS**

**FIRST YEAR AT TBS  
MASTER IN MANAGEMENT (GRANDE ECOLE)  
PROGRAM**

**SECOND YEAR AT SGH  
FIELD OF STUDY: GLOBAL BUSINESS, FINANCE  
AND GOVERNANCE**

## FIRST YEAR AT TBS

### MASTER 1 – Semester 1 (Fall) – TOULOUSE

This semester, running **from September to December**, is divided into two parts.

TBS students must complete all courses in either French Track or English Track in Part 1 for 23 ECTS and 7 ECTS for Part 2.

#### PART 1: CORE COURSES

- **ENGLISH TRACK :**

Please note that Contact hours and ECTS credits per course may be subject to changes-

Students must take all courses in period 1:

| COURSES                                  | CODES                            | CONTACT HOURS | ECTS |
|------------------------------------------|----------------------------------|---------------|------|
| Financial Analysis                       | M1_S1_TC_ET-Cpta                 | 30H           | 4    |
| Foundations of Finance                   | M1_S1_TC_ET-ECOFI-Finance        | 30H           | 4    |
| Operational Management                   | M1_S1_TC_ET-Operation management | 30H           | 4    |
| Human Resource Management                | M1_S1_TC_ET-MngtRH               | 30H           | 4    |
| Company Strategy                         | M1_S1_TC_ET-Strat                | 30H           | 4    |
| Business Analytics                       | M1_S1_TC_ET-Busana               | 15H           | 2    |
| Finding Stories in Business<br>/ English | M1_LV_ANG                        | 15H           | 1    |
|                                          |                                  |               |      |

- **FRENCH TRACK:**

Please note that Contact hours and ECTS credits per course may be subject to changes-  
Students must take all courses in period 1:

| <b>COURSES</b>                                | <b>CODES</b>                                               | <b>CONTACT HOURS</b> | <b>ECTS</b> |
|-----------------------------------------------|------------------------------------------------------------|----------------------|-------------|
| Analyse financière                            | M1_S1_Cpta                                                 | 30H                  | 4           |
| Foundations of Finance<br>(EN)                | M1_S1_TC_FT-ECOFI-<br>Finance                              | 30H                  | 4           |
| Management des Opérations                     | M1_S1_TC_FT-<br>_MNGTINFO-<br>Management des<br>opérations | 30H                  | 4           |
| Management des Ressources<br>Humaines         | M1_S2_TC_FT-<br>MngtRH                                     | 30H                  | 4           |
| Management Stratégique                        | M1_S1_TC_FT-Strat                                          | 30H                  | 4           |
| Business Analytics                            | M1_S1_TC_FT-Busana                                         | 15H                  | 2           |
| Finding Stories in Business /<br>English (EN) | M1_LV_ANG                                                  | 15H                  | 1           |
|                                               |                                                            |                      |             |

## **PART 2: CAREER ORIENTATION COURSES**

**7 ECTS – 60 hours**

Students must choose **one module** with the mentioned courses per module.

The courses indicated for each module are **compulsory**.

*For instance, if you have decided to register for the **Marketing module**, you will be requested to follow the 2 courses associated: **Communication & client relationship AND Marketing Intelligence**.*

### **COURSES**

➤ **FINANCE:**

- Advanced Finance (**EN**)  
(Code: M1\_S1\_TLS\_SM\_AF\_ET)
- Advanced Finance (**FR**)  
(Code: M1\_S1\_TLS\_SM\_AF\_FT)
- **INTERNATIONAL BUSINESS** (**EN**)  
(Code: M1\_S1\_TLS\_SM\_IB)

➤ **MARKETING:**

- Communication & Client Relationship - Market Intelligence (**EN**)  
(Code: M1\_S1\_TLS\_SM\_Mk\_COM\_ENG)
- Communication & Client Relationship - Market Intelligence (**FR**)  
(Code: M1\_S1\_TLS\_SM\_Mk\_COM\_FR)

➤ **ACHATS AND SUPPLY CHAIN MANAGEMENT:**

- Management des Opérations (**FR**)  
(Code: M1\_S1\_TLS\_SM\_SC\_ET)
- Operations Management (**EN**)  
(Code: M1\_S1\_TLS\_SM\_SC\_FT)

➤ **HUMAN RESOURCES:**

- Global Talent Management - Recruitment, Selection & Assessment (**EN**)  
(Code: M1\_S1\_TLS\_SM\_HR) (Code: M1\_S1\_TLS\_SM\_HR2)

➤ **AUDIT & CONTROLE:**

- Certificat d'excellence Scale-Up: Piloter l'Hyper Croissance (**FR**)  
(Code: M1\_S1\_TLS\_SM\_AUDIT)

➤ **ACTIVITES ET METIERS DU CONSEIL (FR)**  
(Code: M1\_S1\_TLS\_SM\_AMC)

➤ **ENTREPREUNARIAT (FR)**  
(Code: M1\_S1\_TLS\_SM\_ENT)

## MASTER 1 – Semester 2 (Spring)

Students must complete 30 ECTS (or the equivalent of) on TBS Toulouse Campus, Barcelona Campus or in a TBS partner university.

## TOULOUSE

**Electives are taught over 6 periods, each course is worth 5 ECTS:**

\*dates and course list subject to change before semester start

### **Period 1 :**

- Communication and Client Relationship
- Advanced Finance I
- Competition Policy and Business Strategies
- Issues in Management Control & Performance Management
- Negotiation Raisonnée, Méthode de Harvard **(FR)**

### **Period 2:**

- Market Intelligence
- The Power of Persuasion: Hitting the Target
- Advanced Finance II
- Ethique et Compliance **(FR)**
- Incentives, Productivity and Organizations
- Socially Responsible Investing from a Management Control Perspective
- Colaboración e Intercambios Interculturales con Organizaciones Humanitarias y Sociales de América Latina

### **Period 3 :**

- BTOB Marketing
- International Financial Management
- Global Talent Management
- Digital Platforms: Business Models & Regulatory Challenges
- Measuring and Managing Diversity and Inclusion in Organizations
- Dare to Disagree
- Initiation à la Programmation en Langage Python **(FR)**

### **Period 4 :**

- Experiential Marketing
- Risk in the Trading Book
- Mindfulness & Self-regulation **(FR)**
- Improving Supply Chain Performance
- Opportunities, Risk and Actors in Emerging Market
- From Start-ups to Scale-ups: Business Models for Hyper-Growing Organizations **(FR)**

- Team Dynamics
- Sustainable Development and Inclusive Business
- International Business Negotiation / International HRM

#### **Period 5 :**

- Aero Marketing
- Competitive Strategies in Healthcare Market
- Recruitment, Selection and Assessment
- Operational Purchasing and Procurement
- Managing Risk and Practical Aspects of International Trade
- Managing and Understanding the Performance of International Groups
- Investing in Stock Markets / Evaluation in Emerging Market
- Data 360°: Working with Data
- Négociation raisonnée, méthode de Harvard **(FR)**

#### **Period 6 :**

- Consumerism and Commerce: Analysis of Music and Culture
- Climat : Politiques Publiques, Politiques d'Entreprises **(FR)**
- De la RSE à l'Entreprise Sociale **(FR)**
- Contemporary Issues in Social and Environmental Accounting
- Business Communication
- Management Cultural Corporate Institutions

## MASTER 1 – BARCELONA CAMPUS

### COURSE INFORMATION

This semester, running **from September to December**, is divided into two parts.

TBS students must complete all courses in either French Track or English Track in Part 1 for 23 ECTS and 7 ECTS for Part 2.

#### **PART 1: CORE COURSES**

- ENGLISH TRACK :**

Please note that Contact hours and ECTS credits per course may be subject to changes.

Students must take all courses in period 1:

| COURSES                     | CODES                             | CONTACT HOURS | ECTS |
|-----------------------------|-----------------------------------|---------------|------|
| Financial Analysis          | M1_S1_BCN_Cpta                    | 30H           | 4    |
| Foundations of Finance      | M1_S1_ECOFI-BCN_FofFinance        | 30H           | 4    |
| Operational Management      | M1_S1_TC_BCN_Operation management | 30H           | 4    |
| Human Resource Management   | M1_S2_TC_BCN_MngtRH               | 30H           | 4    |
| Company Strategy            | M1_S1_TC_BCN_Strat                | 30H           | 4    |
| Business Analytics          | M1_S1_TC_BCN_Busana               | 15H           | 2    |
| Finding Stories in Business | M1_S1_BCN_Persuasive Project      | 15H           | 1    |



## **PART 2: CAREER ORIENTATION COURSES**

**7 ECTS – 60 hours**

You are requested to follow **one module** with the mentioned courses per module.  
**The courses indicated for each module are compulsory.**

### **COURSES**

#### **MARKETING:**

- Communication & client Relationship- Market Intelligence (EN)  
(Code: M1\_S1\_BCN\_PPS Mktg)

#### **AUDIT & CONTROL**

(Code: M1\_S1\_BCN\_PPS FIN)

## MASTER 1 – Semester 2 (Spring) - BARCELONA

Students must complete 30 ECTS (or the equivalent of) on TBS Toulouse Campus, Barcelona Campus or in a TBS partner university.

3 modules are offered. Students need to choose **one module out of the three offered**. Each module counts for **30 ECTS**.

Theses Major courses are organized as block of courses that cannot be divided. Students will be required to follow all courses proposed in a given Major course.

\*course list subject to change before semester start

### **MODULE 1: DIGITAL TRANSFORMATION**

### **MODULE 3: BIG DATA**

### **MODULE 4 : SUSTAINABLE BUSINESS**

## SECOND YEAR AT SGH

### FIELD OF STUDY: GLOBAL BUSINESS, FINANCE AND GOVERNANCE

#### Graded, obligatory courses without ECTS credits:

(249980-D) Library Training (e-learning),  
 (249960-D) Training on Fundamentals of Intellectual Property Protection (e-learning),  
 (249990-D) Training on Occupational Health and Safety (e-learning).

| Subject                                                                            | ECTS                                         |
|------------------------------------------------------------------------------------|----------------------------------------------|
| <b>(1) Majors</b>                                                                  | <b>30 ECTS out of the following subjects</b> |
| Business Law (210111)                                                              | 4,5                                          |
| Business Ethics (222161) *                                                         | 3                                            |
| Advanced International Economics (222101)                                          | 4,5                                          |
| Cultural Determinants of International Business (221371)                           | 3                                            |
| Economic Diplomacy (223201)                                                        | 3                                            |
| Economics and Management of Innovations (223231)                                   | 4,5                                          |
| Global Poverty, Underdevelopment and Development (223321)                          | 3                                            |
| Institutional Determinants of International Business (221651)                      | 3                                            |
| International Entrepreneurship (223221)                                            | 4,5                                          |
| International Financial Management (223501)                                        | 3                                            |
| International Leadership (223171)                                                  | 3                                            |
| Managerial Economics (222091)                                                      | 4,5                                          |
| Natural Environment and Energy: International Conflicts and Cooperation (223241)   | 3                                            |
| Technological Environment of International Business (221641)                       | 3                                            |
| Quantitative and Qualitative Methods in Management Sciences and Economics (223191) | 7,5                                          |
| <b>Total Majors</b>                                                                | <b>57</b>                                    |

\* Business Ethics should be taken either at SGH or at TBS

| <b>(2) Related Majors</b>                                                                                                                                 | <b>10 ECTS out of the following subjects</b> |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------|
| Applied Behavioral Finance (235201)                                                                                                                       | 3                                            |
| Brand Management on International Market (235101)                                                                                                         | 4,5                                          |
| Business in Big Emerging Markets (231991)                                                                                                                 | 5                                            |
| Competition on the Energy Market in the European Union (239091)                                                                                           | 3                                            |
| Diversity of Contemporary Capitalism (222841)                                                                                                             | 3                                            |
| Economic Fundamentals of Analysis in Network Industries (230391)                                                                                          | 3                                            |
| Economic Governance: Global and European Dimension (231471)                                                                                               | 3                                            |
| Energy Security Economics (230471)                                                                                                                        | 3                                            |
| Financial Risk Management and Derivatives (235221)                                                                                                        | 4,5                                          |
| Firm Strategies in International Business (235111)                                                                                                        | 6                                            |
| International Banking (235211)                                                                                                                            | 3                                            |
| International Economic Law (235401)                                                                                                                       | 3                                            |
| International Energy Markets (239101)                                                                                                                     | 3                                            |
| Portfolio Management (235191)                                                                                                                             | 4,5                                          |
| Regional Integration (Trading) Agreements (235171)                                                                                                        | 3                                            |
| Regulation of International Financial Markets (235131)                                                                                                    | 3                                            |
| Selected Challenges of the Contemporary World II (economy, politics, culture, society, sustainable development) – Lectures of Visiting Professor (260001) | 3                                            |
| Services in the Global Economy (220481)                                                                                                                   | 3                                            |
| Services Management on International Market (235231)                                                                                                      | 4,5                                          |
| Sustainable Energy Management at the Global and Local Level (230521)                                                                                      | 3                                            |
| <b>Total Related Majors</b>                                                                                                                               | <b>71</b>                                    |

Not all the courses have to be opened during a particular academic year.

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**Students must study a minimum of 40 ECTS from the modules listed above.**

|                         |                |
|-------------------------|----------------|
| <b>Total (required)</b> | <b>40 ECTS</b> |
|-------------------------|----------------|

**Internship: no Internship.**

# MASTER THESIS

**Students should write Master Thesis at SGH.**

## **AT SGH**

**Master seminar and master Thesis at SGH – second year of double degree studies**

|                                                     | No of hours | ECTS credits |
|-----------------------------------------------------|-------------|--------------|
| Master Seminar 1st semester                         | 30 hours    | 8            |
| Master Seminar 2nd semester                         | 30 hours    | 12           |
| <b>TOTAL: 20 ECTS for Master Seminar and Thesis</b> |             |              |

TBS students should find supervisor at SGH and enroll in a Master Seminar by November of the second year of studies at the latest. They must attend the seminar follow-up with the thesis supervisor regularly.

Written Thesis read and graded by SGH Professor and a reviewer (with PhD degree) from TBS or SGH.

Defense at SGH.

Copy of Thesis and reviews to be sent to TBS to be validated after the Defense at SGH or earlier, for the review, if the reviewer is from TBS.

Degrees Obtained:

TBS Master in Management

SGH Master + Specialization in Global Business, Finance and Governance