

**DOUBLE DEGREE
STUDY PROGRAM
FOR TBS STUDENTS**

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

**SECOND YEAR AT SGH
FIELD OF STUDY: INTERNATIONAL BUSINESS**

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 / English	M1_LV_ANG	15H	1

- **FRENCH TRACK (26 ECTS maximum):**

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
Analyse financière	M1_S1_Cpta	30H	4
Foundations of Finance (EN)	M1_S1_TC_FT-ECOFI-Finance	30H	4
Management des Opérations	M1_S1_TC_FT-_MNGTINFO-Management des opérations	30H	4
Management des Ressources Humaines	M1_S2_TC_FT-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 / 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 RESOURCE:**

- **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) – TOULOUSE

Courses will be running from January to April 2023.

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
- Negociation 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
Incentive Spanish	-	30H	3

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 2: INTERNATIONAL BUSINESS IN LATIN AMERICA

MODULE 3: BIG DATA

MODULE 4 : SUSTAINABLE BUSINESS

SECOND YEAR AT SGH

FIELD OF STUDY: INTERNATIONAL BUSINESS

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).

Course code	Major courses	No of hours	ECTS credits
		FT ¹	
210111	Business Law	30	4,5
222821	Financial Management	30	5
222081	Institutional Economics	30	4,5
221671	International Business Environment	30	5
221681	International Business Transactions	30	5
222301	International Economics	30	5
220281	International Marketing	30	4,5
220021	Management in International Business	30	5
221721	Managerial Accounting	30	6
222091	Managerial Economics	30	4,5
220041	Strategic Analysis of European Markets ²	30	6
220081	Transnational Corporations	30	5
Total available			60

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

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

Total required	40 ECTS
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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
TOTAL: 20 ECTS for Master Seminar and Thesis		

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 International Business