

Contrats d'études 2008-2009 - IAE

Master 1 Stratégie

Göteborg University, SUEDE

Code matière	Intitulé du cours	Crédits ECTS	S1/S2/ Annuel
FEA452	Project Management	7,5	S1
FEA491	Retail Management	7,5	S1
FEA494	Change Management	7,5	S1
FEA492	Consumption and Markets	7,5	S1
FE450	Management and Leadership	7,5	S2
FEG350	Management	7,5	S2
KGG940	Development Geography - A World of Difference	7,5	S2
KGG960	EU: Economic Integration and Regional Competitiveness	7,5	S2

Haaga-Helia, FINLANDE

Code matière	Intitulé du cours	Crédits ECTS	S1/S2/ Annuel
	Cost and Management Accounting	4	
	Financial Planning and International Finance	6	
	Intercultural Business Communication	5	
	English	1,5	
	English for Academic Purpose	3	
	Finnish for Exchange Students 1	3	
	International Finance	3	
	International HRM	3	
	Risk Management	3	
	Strategies in International Business	8	
	Essentials of Team Leadership	3	
	Managing Marketing Networks	3	
	Business-to-Business Marketing	3	
	Quantitative Methods for Business	6	
	Spanish Grammar in Practice	6	

Université de Groningen, PAYS-BAS

Code matière	Intitulé du cours	Crédits ECTS	S1/S2/ Annuel
	International Strategic Management	5	
	Organisational Change for IB&M	5	
	Specialization Course Strategy & Innovation	10	
	Specialization Course Business Development	10	
	Introduction to Management Consulting	5	
	Financial Management	5	
	Statistics 1	3	
	International Business Iia	6	
	International Business Iib	3	
	International Marketing I	6	

University of Reading, ROYAUME-UNI

Code matière	Intitulé du cours	Crédits ECTS	S1/S2/ Annuel
MM1F2	Introductory Financial Accounting	10	
MM254	Organisational Behaviour	10	

MM256	Management Skills	10	
MM332A	Strategic Management & Business Policy 1	10	
MM332B	Strategic Management & Business Policy 2	10	
MM339	Strategic HRM	10	

Master 1 Management International

Katholieke Universiteit Leuven, BELGIQUE

Code matière	Intitulé du cours	Crédits ECTS	S1/S2/ Annuel
DOM62C	Multivariate Statistics	6	S1
DOR17A	Supply Chain Management	6	S1
DOM26A	Performance Management	6	S1
	Capital Investment Policy	6	S1
DOT33A	Organisation psychology	6	S1
DOI74A	Managing Innovation and Technology	6	S1
DOM24A	Cultural Issues in International Business	6	S1
DOM48B	Corporate Strategy	6	S1
DOM23B	International Management	6	S1
	Knowledge Management and Business Intelligence	6	

Linköping University, SUEDE

Code matière	Intitulé du cours	Crédits ECTS	S1/S2/ Annuel
722G16	Organisation Theory, advanced course	7,5	S1
722G17	International Business	7,5	S1
	Social and political ethics, basic course	7,5	
722G19	Human Resources Management	7,5	S1
714G05	Beginner's course in Swedish for Exchange Students, level1	7,5	S1
722G24	Leadership and Culture	7,5	S2
	Sweden and the Swedes - The Cultural Dimension	7,5	
	European Integration 1 Contemporary European Institutions - Written examination	7,5	
	European Integration 1 Europe in the World - Seminars	2,5	S2
	European Integration 1 Europe in the World - Home examination	5	S2

Linköping University, SUEDE

Code matière	Intitulé du cours	Crédits ECTS	S1/S2/ Annuel
722G16	Organisation Theory, Advanced course	7,5	S1
722G17	International Business	7,5	S1
722G18	Entrepreneurship and New Business Development	7,5	S1
721G08	Globalisation and Global Justice	7,5	S1
714G05	Beginner's Course in Swedish for Exchange students	7,5	S1
722G20	Project Management	3,5	S2
722G26	Management Control	7,5	S2
722G28	International Corporate Finance	7,5	S2
722G27	International accounting	7,5	S2
714G21	Beginner's Course in Swedish for Exchange students	7,5	S2

Universiteit de Groningen, PAYS-BAS

Code matière	Intitulé du cours	Crédits ECTS	S1/S2/ Annuel
	Business and Supply Chain Marketing	5	

	International Business Negotiations	5	
	International Strategic Management	5	
	International Business Law II	5	
	Specialization Course Strategy & Innovation	10	
	International Human Resource Management	5	
	International Business Iia	6	
	International Business Iib	3	
	International Marketing I	6	
	Quality Management	5	
	Finance I	5	

Université de Groningen, PAYS-BAS

Code matière	Intitulé du cours	Crédits ECTS	S1/S2/ Annuel
	Business and Supply Chain Marketing	5	
	International Business Negotiations	5	
	International Strategic Management	5	
	International Business Law II	5	
	Specialization Course Strategy & Innovation	10	
	International Human Resource Management	5	
	International Business Iia	6	
	International Business Iib	3	
	International Marketing I	6	
	Finance I	5	
	Quality Management	5	

Radboud University, PAYS-BAS

Code matière	Intitulé du cours	Crédits ECTS	S1/S2/ Annuel
INT0099	Dutch History, Politics and Culture	6	S1
MHR003	Diversity and identity in organisation	6	S1
MST014	Corporate Strategy	6	S1
MMA030	Buying Behavior	6	S1
BCU306	Borders and identities in Europe	6	S1
INT422	Globalizing the organisation	6	S2
BKV25	Information Management	6	S2
BCU018	International Management	6	S
BKV37	American Foreign policy	6	S2
BCU2008	Marketing	6	S2

Master 1 Finance

Athens University of Economics and Business, GRECE

Code matière	Intitulé du cours	Crédits ECTS	S1/S2/ Annuel
	Cost accounting	6	S1
	Financial Management	6	S1
	Financial Time series Analysis	6	S1
	Financial Statement Analysis	6	S1
	E-business Technology and Development	6	S1
	Innovation in organisation	6	
	Information Resource Management	6	
	Computational Finance	6	
	Financial Accounting for Decision Maker	6	

	Change Management	6	
	Public Relation	6	

Laval, QUEBEC

Code matière	Intitulé du cours	Crédits ECTS	S1/S2/ Annuel
ESG10962	Espagnol elementaire 1	3	S1
GSF14292	Finance 2	3	S1
GSF22800	Analyse technique	3	S1
GSF21579	Introduction aux produits dérivés	3	S1
GSF11932	Marché des capitaux	3	S2
GSF18284	Gestion financière internationale	3	S2
ESG10963	Espagnol élémentaire II	3	S2
GSF11931	Séminaire de finance	3	S2

University of Reading, ROYAUME-UNI

Code matière	Intitulé du cours	Crédits ECTS	S1/S2/ Annuel
EC226A	Mathematics for Economists 1	10	A
EC226B	Mathematics for Economists 2	5	S2
EC309A	Business Finance 1	10	A
EC309B	Business Finance 2	5	S2
MM205A	Corporate Financial Reporting 1	10	S1
MM205B	Corporate Financial Reporting 2	10	S2
MM217	Introduction to International Business & Management	10	S2

NHH Bergen, NORVEGE

Code matière	Intitulé du cours	Crédits ECTS	S1/S2/ Annuel
BUS403E	Supply Chain Management	7,5	S1
VOA011	Firm Strategy and Competition	7,5	S1
FIE402E	Corporate Finance	7,5	S1
SAM460	Petroleum and natural gas economics	7,5	S1
FIE433	International Finance	7,5	S2
ETI450	Corporate social responsibility	7,5	S2
FIE442	The growth and stability of financial system	7,5	S2
INB428	Topics in international Economic History in the 19th and 20th century	7,5	S2
MIE425	Service marketing and service management	7,5	S2

Master 1 Marketing

University of Reading, ROYAUME-UNI

Code matière	Intitulé du cours	Crédits ECTS	S1/S2/ Annuel
MM258	Management of Information Systems	10	S1
MM335	International Marketing	10	S1
MM339	Strategic Human Resource Management	10	S1
MM255	Marketing Management	10	S2
MM332B	Strategic Management and Business Policy 2	10	S2
MM256	Management skills	10	A

University of Reading, ROYAUME-UNI

Code matière	Intitulé du cours	Crédits ECTS	S1/S2/ Annuel
--------------	-------------------	--------------	------------------

MM258	Management of information systems	10	S1
FZ2000	International Marketing	10	S1
MT2014	Strategic Human Resource Management	10	S1
MT892	Marketing Management	10	S2
OR027	Strategic Management and Business Policy 2	10	S2
NI00862	Management Skills	10	A

NHI Bergen, NORVEGE

Code matière	Intitulé du cours	Crédits ECTS	S1/S2/ Annuel
MIE423	Brand Management	7,5	S1
MIE4001	Buyer and consumer behavior	7,5	S1
INB423	International Marketing	7,5	S1
VOA 018	Exploring Online Consumer Communities	7,5	S1
ET1450	Corporate Social Responsibility	7,5	S2
FIE433	International Finance	7,5	
MIE424	Distribution channels and B2B marketing	7,5	S2
MIE425	Service marketing and service management	7,5	S2

ITESM Ciudad de Mexico, MEXIQUE

Code matière	Intitulé du cours	Crédits ECTS	S1/S2/ Annuel
FZ2000	Financial Management	5	
MT2014	Distribution Channels and Logistic Management	5	
MT892	Marketing Advanced Seminar	5	
OR027	Strategic Management	5	
NI00862	Doing Business Abroad	5	S1
MT2010	International Marketing	5	S1
MT20006	Consumer Behavior	5	S1
RI00881	Regional Scenario: North America	5	S1
HI1006	Espanol de los negocios	5	S1
RH892	Human Resources Strategic Planning	5	

Athens University of Economics and Business, GRECE

Code matière	Intitulé du cours	Crédits ECTS	S1/S2/ Annuel
	Advertising - communication management	6	S1
	Customers Relations Management	6	S2
	Industrial marketing	6	S1
	Human Resources Management	6	S1
	Introduction to marketing	6	S2
	International marketing management	6	S2
	Public relations	6	S2
	Financial Accounting for decision makers	6	S2
	Organisational Behaviour	6	S1
	Entrepreneurship and SM's	6	S1

Radboud University, Nijmegen, PAYS-BAS

Code matière	Intitulé du cours	Crédits ECTS	S1/S2/ Annuel
MST022	International business	6	S1
MMA031	Marketing management	6	S1
MMA030	Buying behaviour	6	S1
BCU322	Knowledge Management	6	S1
MOC001	Cross Cultural Management	6	

INT422	Globalizing the organisation	6	S2
IPO3014B	Gender theories and equality policies	6	S2
BKV25	Information management	6	S2
INT009	Dutch history and culture	6	S2
BCU2008	Marketing	6	S2

Universidad del Salvador, Buenos Aires, ARGENTINE

Code matière	Intitulé du cours	Crédits ECTS	S1/S2/ Annuel
4088	Marketing de servicios		S1
4069	Recursos humanos		S1
4079	Marketing directo		S1
4082	Canales de distribucion		S1
7589	Espanol, Mitos y leyendas		S1
4090	Investigacion de mercados		S2
4085	Política de precios		S2
4109	Control de gestion		S2
4081	Publicidad y promocion		S2
3298	Ingles avanzado		S2

Hanken School of Eco.and BA, FINLANDE

Code matière	Intitulé du cours	Crédits ECTS	S1/S2/ Annuel
1844	Building and sustaining a new venture	8	S1
3739	European and International Trade Law	8	S1
23019	Quantitative Research in Marketing	8	S1
1851	New Business Venturing	6	
2558	Project Management	8	
23014	E-Business	8	
2386	Marketing of Services	8	
	STAGE validé par l'IAE	6	

Master 1 Management des Ressources humaines

Université de Groningen, PAYS-BAS

Code matière	Intitulé du cours	Crédits ECTS	S1/S2/ Annuel
BKB008A05	Business Ethics and Corporate Social Responsibility	5	
BKB009A05	Business and Supply Chain Marketing	5	
BKB032A05	Information Systems Management	5	
BKB034A05	Organisational Change	5	
BKB058A10	Specialization Course Strategy and Innovation	10	
BKB141A05	International Human Resource Management	5	
EWB074A03	Statistics II for IE & B / Economics	3	
EWB087A10	Spec. Course Small Bus & Entrepreneurship: Foundations	10	
BKB140A05	Introduction to Human Resource Management	5	
	International Strategic Management	5	
	Mémoire en droit du travail - IAE	5	

Master 1 Comptabilité-Contrôle

Athens University of Economics and Business, GRECE

Code matière	Intitulé du cours	Crédits ECTS	S1/S2/ Annuel
--------------	-------------------	--------------	------------------

	Cost accounting	6	S1
	Financial statement Analysis	6	S1
	Financial Management	6	S1
	E-business Technology and Development	6	S1
	Production and operation Management	6	S1
	Public Finance	6	S1
	Information Resource Management	6	S2
	Computational Finance	6	S2
	Financial Accounting for Decision Maker	6	S2
	Change Management	6	S2
	Public Relation	6	S2