



**BUSINESS
AND DEVELOPMENT
SCHOOL**

COURSE CATALOGUE

Bachelor's Degree

Master's Degree

Academic Year 2018 – 2019

Bachelor's Degree (3rd year)

Fall Semester (September to December)				
Subject	ECTS Credits	Hours	Language	Semester
General Program				
Géopolitique I	5	20	French	FALL
Géopolitiques I	5	20	English	FALL
Géopolitique II	5	20	French	FALL
Geopolitics II	5	20	English	FALL
Theory of Change	5	20	English	FALL
Théorie du Changement	5	20	French	FALL
Zone Afrique	5	20	French	FALL
Zone Asie	5	20	French	FALL
Zone Amérique Latine	5	20	Spanish	FALL
Entrepreneuriat	5	20	French	FALL
Entrepreneurship	5	20	English	FALL
Stratégie	5	14	French	FALL
Strategy	5	14	English	FALL
Droit des Sociétés	5	20	French	FALL
Investment Law	5	20	English	FALL
Comptabilité Analytique	5	20	French	FALL
Cost Management I	5	20	English	FALL
Gestion budgétaire et Gestion de la Paye	5	20	French	FALL
Cost Management II	5	20	French	FALL
Ressources Humaines	5	20	French	FALL
Human Resources	5	20	English	FALL
Système d'Information et Base de Données	5	20	French	FALL
English	5	20	English	FALL
Business Game	4	20	French	FALL

Spring Semester (January to April)

Subject	ECTS Credits	Hours	Language	Semestre
General Program				
Géopolitique	5	20	French	SPRING
Zone Afrique II	5	20	French	SPRING
Zone Asie II	5	20	French	SPRING
Zone Amérique Latine II	5	20	Spanish	SPRING
Stratégie	5	14	French	SPRING
Comptabilité Analytique	5	20	French	SPRING
Gestion budgétaire et Gestion de la Paye	5	20	French	SPRING
Ressources Humaines	5	20	French	SPRING
English	5	20	English	SPRING
Concentration - International Business				
Operational Marketing	5	20	English	SPRING
Case Study Marketing	5	20	English	SPRING
International Marketing Strategy	5	20	English	SPRING
International Transport Management & Incoterms	5	20	English	SPRING
International Trade Law	5	20	English	SPRING
Intercultural Negotiation	5	20	English	SPRING
Concentration - Social Innovation				
Micro Finance	5	20	French	SPRING
Speed Consulting	5	20	French	SPRING
Responsabilité Sociétale des Organisations	5	20	French	SPRING
Panorama de l'ESS	5	20	French	SPRING
Entrepreneuriat Social	5	20	French	SPRING
Concentration - Humanitarian Issues				
Humanitarian Safety and Security	5	20	English	SPRING
Micro Finance	5	20	English	SPRING
Administrative Study Case	5	20	English	SPRING
Humanitarian Project I	5	20	English	SPRING
Humanitarian Project II	5	20	English	SPRING
United Nations et International Law	5	20	English	SPRING

LANGUAGES

Code	Subject	ECTS Credits	Hours	Semester
LEAR 310	Arabic	5	20	FALL/SPRING
LECH 310	Chinese	5	20	FALL/SPRING
LEAN 310	English	5	20	FALL/SPRING
LEFR 310	French	5	20	FALL/SPRING
LEAL 310	German	5	20	FALL/SPRING
LEIT 310	Italian	5	20	FALL/SPRING
LEJA 310	Japanese	5	20	FALL/SPRING
LEPO 310	Portuguese	5	20	FALL/SPRING
LERU 310	Russian	5	20	FALL/SPRING
LEES 310	Spanish	5	20	FALL/SPRING

Important Notice:

In the 3rd year of the Bachelor's Degree, you can choose any subjects you would like to follow from the General Program, however be careful with the language courses are delivered in - **not all subjects are delivered in English.**

Students coming for the SPRING SEMESTER, you will have to choose between the following concentrations: International Business, Social Innovation or Humanitarian Issues. For example : if you would like to follow International Marketing, Intercultural Negotiation, Microfinance and Humanitarian Project, that won't be possible. You'll have to choose either International Marketing and Intercultural Negotiation, or Microfinance and Humanitarian Project. **You cannot mix and match subjects from different concentrations.**

As for the languages, you can choose to follow any language you like. But if you only join us for the second semester, you will need to have a sufficient level to integrate one of the classes, as the groups for beginners will have started at the beginning of the year.

MASTER'S DEGREE 1

First Year of Master's Degree				
Subject	ECTS Credits	Hours	Language	Semestre
Tronc Commun				
Géopolitique	5	20	French	FALL
Prospectives	5	20	French	FALL
Budget de Trésorerie	5	20	French	FALL
Cas Budget de Trésorerie	5	10	French	FALL
Finance Carbone	5	20	French	FALL
Gestion de Projets	5	20	French	FALL
Management des Ressources Humaines	5	20	French	FALL
Risques Psycho-Sociaux	5	20	French	FALL
Négociation	5	20	French	FALL
Community Management	5	20	French	FALL
English	5	20	English	FALL
Enjeux Economiques	5	20	French	SPRING
RSE & Ethique	5	20	French	SPRING
Stratégie (PGE)	5	20	French	SPRING
English	5	20	English	SPRING
Majeure Développement International (Spécialisation)				
International Business Cases	5	20	English	FALL
Marketing B-to-B	5	20	English	FALL
Customer Relationship Management (CRM)	5	20	French	SPRING
Applications Pratiques de TCI	5	20	French	SPRING
Chef de Produit	5	20	French	SPRING
Finance (Spécialisation)				
Analyse Financière Approfondie	5	20	French	FALL
Financement de Projet ESS	5	20	French	FALL
Contrôle de Gestion Approfondie I	5	20	French	SPRING
Cas de Gestion	5	20	French	SPRING
Contrôle de Gestion des ONG	5	20	French	SPRING
Coopération et Action Humanitaire (Spécialisation)				
Acteur Solidarité Internationale	5	20	French	FALL
Coordinateur de Mission	5	20	French	FALL
Introduction à la Coopération	5	20	French	SPRING
Supply Chain	5	20	French	SPRING
Contrôle de Gestion des ONG	5	20	French	SPRING

MASTER'S DEGREE 2

Second Year of Master's Degree				
Subject	ECTS Credits	Hours	Language	Semestre
Tronc Commun				
Enjeux Géopolitiques	5	20	French	FALL
Management Interculturel I	5	20	French	FALL
News Review	5	20	English	FALL
Culture Politique	5	20	French	FALL
Management Stratégique	5	20	French	FALL
Cas de Gestion Financière	5	20	French	FALL
Ressources Humaines & Gestion de Crise	5	20	French	FALL
Business Game	5	20	English	FALL
Actualités	5	20	French	SPRING
Management Interculturel II	5	20	French	SPRING
Stratégie (PGE)	5	20	French	SPRING
Coopération et Action Humanitaire				
Lobbying	5	20	English	FALL
Disaster Risk Reduction	5	20	French	FALL
Accès aux Ressources Naturelles	5	20	French	FALL
Santé, Shelter & Protection	5	20	French	FALL
Outils de Management, d'études & d'analyses	5	20	French	FALL
Evaluation de Projets	5	20	French	FALL
Problématique Migratoires	5	20	French	SPRING
Droit International Humanitaire	5	20	French	SPRING
Sécurité Alimentaire	5	20	French	SPRING
Relèvement Post-crise	5	20	French	SPRING
Sécurité et sureté des biens et des personnes	5	20	French	SPRING
Etude de cas	5	20	French	SPRING
Développement des Pays Emergents				
Entreprendre Inde	5	20	English	FALL
Entreprendre Afrique	5	20	French	FALL
Entreprendre Russie	5	20	English	FALL
Internationalisation des Achats	5	20	French	FALL
Projet Transversal – Pays Emergents I	10	40	French	FALL
Entreprendre Chine	5	20	French	SPRING
Entreprendre Brésil	5	20	English	SPRING
Optimisation des Echanges Internationaux	5	20	English	SPRING
Négociation Internationale	5	20	English	SPRING
Projet Transversal – Pays Emergents II	5	20	French	SPRING
Entrepreneuriat & Innovation Sociale				
Droit et Gouvernance des Structures de l'ESSI	5	20	French	FALL
Management de l'Innovation Sociale	5	20	French	FALL
Mesure D'Impact	5	20	French	FALL
Enjeux Sociaux et Environnementaux du Territoire	5	20	French	FALL
Projet Transversal – Entrepreneuriat Social I	10	40	French	FALL

Subject	ECTS Credits	Hours	Language	Semestre
Management et ESS	5	20	French	SPRING
Impact Investing	5	20	French	SPRING
Acteurs et Financements Institutionnels	5	20	French	SPRING
Rôle et Attentes des Financeurs privés	5	20	French	SPRING
Changement d'Echelle des Entreprises Sociales	5	20	French	SPRING
Projet Transversal – Entreprenariat Social II	10	40	French	SPRING

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LEFR 310	French	5	20	FALL/SPRING
LEAL 310	German	5	20	FALL/SPRING
LEIT 310	Italian	5	20	FALL/SPRING
LEJA 310	Japanese	5	20	FALL/SPRING
LEPO 310	Portuguese	5	20	FALL/SPRING
LERU 310	Russian	5	20	FALL/SPRING
LEES 310	Spanish	5	20	FALL/SPRING