

University of Minnesota in Montpellier

Business Course Catalog

IAE (Institute for Business Administration) and
MOMA (Montpellier Management Institute) at the
University of Montpellier (UM)

FALL SEMESTER

Introduction

As a study abroad student on the French or English Track of the [University of Minnesota's Business in France Program](#) in Montpellier, France you will take two or more direct enroll courses at one of the two business schools at the University of Montpellier (UM). The track you select should reflect what language you want to take your business courses in (French or English). Students who select the French track must have a minimum of four semesters (or the equivalent) of French language study.

You will choose your direct enroll courses from either [IAE](#) (Institute for Business Administration) or [MOMA](#) (Montpellier Management Institute). Due to scheduling conflicts, you can not choose courses from both institutions.

[IAE](#) offers a broad business education with courses in fields of international business and management. Courses are primarily taken through the Bachelor of International Management in Business (BIMB) degree which is a one-year program at IAE. The goal of the BIMB is to provide broad instruction in the different disciplines of Business Management (Finance, Auditing, Marketing, etc.) with a special international orientation, for students wishing to follow an international career.

[MOMA](#) offers courses in the management sciences (finance, accounting, marketing, strategy, human resources) and administration (economy, law). Their goal is to train high-level managers with strong skills who are able to undertake and innovate in an international environment. Courses in English are drawn from many different degree programs with the largest number of courses available in English in the Management degree and the International Management degree (primarily fall semester). Students studying business in French will find a large variety of degree programs and courses available.

This catalog is designed to help you explore available courses. Course availability is subject to change and so you will be asked to provide one or more alternates in case of scheduling conflicts. Like in the US, you will have a short add/drop period on-site, so you are encouraged to work with your Academic Advisor(s) before departure to get preapproval for several courses.

Below you will find the course offerings in French and in English at IAE and MOMA. You will select a minimum of 2 courses from one major or degree program at one of the schools. For context, it is important that you understand that in the French university system, when a student applies for university, they select their major (licence) right away. They then follow the specific curriculum laid out for that degree. There are far fewer electives and choices than the US system. This is why you need to select courses from within one degree program.

The French license is equivalent to a US bachelor's degree and is built on a 3-year plan. UofM program participants can select classes from first, second or third year and these classes will transfer back to the UofM as 3XXX, upper division courses. In some cases, you can select Master's degree level, first year courses, if you have a very strong academic background in this area. Your prior coursework in this area must be shown on your transcript.

You will be registered for a total of 15 to 18 credits. In addition to your 2-3 direct enroll courses:

- [MONT 3802: Global Business and Industry: France at the Crossroads](#); a core business course that is taught at the UofM program center and will include visits to local businesses and discussions with business leaders.
- French language course (at the appropriate level-beginner to advanced).
- 1-3 elective courses selected from the [Full Course list](#) (elective course can be replaced by an additional direct enroll course).

Useful French Vocabulary

LICENCE 1: Semesters 1 & 2 Beginning courses.
First year of bachelor's degree

LICENCE 2: Semesters 3 & 4 Intermediate courses.
Second year of bachelor's degree

LICENCE 3: Semesters 5 & 6 Advanced courses
Third year of bachelor's degree

M1 or M2 Master's degree first and second year.

CM Cours Magistral
Large lecture format, sometimes accompanied by a TD

TD Travaux Dirigés
Small group format, discussion based course or lab work

Process

Review the courses available for the semester you plan to study abroad. Information about how to find syllabi are included under the corresponding degree program. Discuss the course offerings with your Academic Advisor(s) and use the [Academic Planning Form](#) to help you plan for your first choices and alternatives that work well with your four-year plan. Remember that any [course approvals for major or minor courses](#) need to come from the department. If you have any questions or require additional information for course approval that is not linked below, please contact the [Montpellier, France program advisor](#). Do not contact IAE or MOMA directly. Send all of your questions to the Montpellier program team at the Learning Abroad Center.

You will indicate all of your course choices (and alternates) on your Course Request Form which is found on your [student application portal](#).

[COURSES IN FRENCH](#)

[COURSES IN ENGLISH](#)

COURSES IN FRENCH

MOMA (Montpellier Management Institute)

MOMA offers a wide range of degrees in the management sciences (finance, accounting, marketing, strategy, human resources) and administration (economy, law). Students with at least 4 semesters of French are encouraged to take their business courses in French because there will be many more courses to choose from. You might be worried about taking a business course in French. It will be a challenge, but it is not one that you can't be successful at. There is a lot of academic support provided by our staff at the Program Center.

Use the links below to search through the degree programs and courses offered. Select degree programs that are offered in Formation Initiale or Formation Continue. You can not choose Alternance, E-Learning, Diplôme Universitaire (DU) or Professional Programs.

When you click on a degree program below, you will see that all of the programs are divided by semester. Select semesters 1, 3 or 5 for fall semester. Choose 2-3 direct enroll courses at the UE (unit) level. Remember that your courses should be selected from one degree program to avoid scheduling conflicts.

To calculate your credit load, divide the number of ECTS by 2. In case of an odd number, you will round down. This will be the equivalent number of US credits at the University of Minnesota (i.e. 6ECTS = 3US credits, 9ECTS = 4US credits).

- [L1 & L2 Gestion](#)
- [L1 & L2 Administration Economiques et Sociales \(AES\)](#)
- [L3 Comptabilité finance \(CF\)](#)
- [L3 Management hôtellerie tourisme \(MHT\)](#)
- [L3 Management stratégie \(MS\)](#)
- [L3 Marketing vente \(MV\)](#)
- [L3 Entrepreneuriat et PME \(EPME\)](#)
- [L3 Administration et gestion des entreprises \(AGE\)](#)
- [L3 Administration et gestion publique \(AGP\)](#)

COURSES IN ENGLISH

IAE (Institute for Business Administration)

BIMB Bachelor of International Management and Business

You will select courses at the UE (Unit) level. The specific topics are outlined in the bullets below. Each UE counts for 3 credits and most courses are composed of two topics. Full syllabi for the courses can be found on the IAE website at:

https://iae.umontpellier.fr/sites/default/files/syllabus_bimb_2021-2022.pdf

1. UE Marketing

- Strategic Marketing
- International Marketing mix

2. UE Cross-Cultural Studies

- Psychosociology
- Intercultural Management

3. UE Finance

- Decision psychology
- Introduction to finance and international capital budgeting

4. UE International Economy and Strategy

- World Economy
- Export Strategy

5. UE International Negotiation and Sales

- International negotiation
- International distribution and sales

Master in International Business Engineering (1st year)

You will select courses at the UE (Unit) level. The specific topics are outlined in the bullets below. Each UE counts for 3 credits and most courses are composed of two topics. Full syllabi for the courses can be found on the IAE website at:

https://iae.umontpellier.fr/sites/default/files/syllabus_ibe_2020-21_1.pdf

1. UE Organizational Economics

- Organizational Theory
- Theory of the Firm

2. UE Accounting Information System

- Financial accounting
- Cost accounting and international cost accounting

3. UE Marketing

- Strategic Marketing
- Marketing Studies

4. UE Business Computing

- Information Systems
- Simulation

5. UE Finance & Entrepreneurship

- Global Entrepreneurship
- Intro to finance

6. UE Human Resources Management & CSR

- International Human Resources Management
- Corporate Social Responsibility & Ethics

MOMA (Montpellier Management Institute)

MOMA offers a wide range of degrees in the management sciences (finance, accounting, marketing, strategy, human resources) and administration (economy, law). Students with at least 4 semesters of French are encouraged to take their [business courses in French](#) because there will be many more courses to choose from. If you do not have at least 4 semesters of French you are encouraged to look first at the courses in English at IAE or you can choose classes from the lists below.

Some the syllabi are linked below, but not all full course descriptions or syllabi are available at this time. These are being assembled by our staff on-site and this document will be updated as they become available. Please contact the Montpellier Program Team if you have specific requests for syllabi. Or you can look for more content using the full degree descriptions at: <https://www.montpellier-management.fr/formations/>

Bachelor of Management (1st year)

1. Contemporary Managerial Problems
2. Communication
3. Methodology of Academic Work

Bachelor of Management (2nd year)

1. Marketing/Sales
2. Management Fondaments
3. International Economics

Bachelor of International Management (3rd year)

You will select courses at the UE (Unit) level. The specific topics are outlined in the bullets below. Each UE counts for 3 credits and most courses are composed of two topics.

1. **UE1 - Process and Produce relevant data to support managerial decisions**
 - a. Managerial Accounting
 - b. Mathematics
2. **UE2 & UE3 - Select specific forms and structure to support the organization's development & Carry out a personal plan toward a national and international business career (The courses offered in English in each of these two units are combined to equal 3 US credits.)**
 - a. Management
 - b. Business Environment
 - c. Business Game
3. **UE4 - Produce and analyse financial information**

- a. Financial Accounting
- b. Finance
- 4. UE5 - Develop a comprehensive marketing plan**
 - a. Strategic Marketing Diagnosis
 - b. Customer Marketing
- 5. UE6 - Develop plan to leverage the resource potential of a company**
 - a. Information & Digital Systems
 - b. Human Resource Management

Bachelor level business courses across other departments

The following 3-credit courses are offered across departments and may be selected as stand alone electives. Please be aware that there may be scheduling conflicts and preference for scheduling will be given to your two primary courses from above:

1. Financial Management (L3MS - Bachelor of Management Strategy, 3rd year)
2. Marketing for Hospitality and Tourism (L3MSHT - Bachelor of Management and Strategy in Hospitality and Tourism, 3rd year)
3. Quality Management (L3MSHT - Bachelor of Management and Strategy in Hospitality and Tourism, 3rd year)
4. Marketing Strategy (L3MV - Bachelor of Marketing & Sales, 3rd year)

Master level (1st year) business courses across other departments

The following 3-credit courses are offered across Masters programs and may be selected as stand alone electives if you have a strong background in these areas. Please be aware that there may be scheduling conflicts and preference for scheduling will be given to your two primary courses from above:

1. Strategic Management (M1CCA - Accountancy Control Audit)
2. Corporate Finance 1 (M1FIN - Finance)
3. International Project Management in SMEs (M1AE - Entrepreneurial support)
4. Strategic Management (M1MORD - Management of Organisations and Responsible Development)
5. [Strategic Management \(M1MHT - Hospitality & Tourism Management\)](#)
6. Management and international strategy (M1SIC - Strategy Innovation Consultancy)
7. Strategic Marketing (M1MSHT - Management and Strategy in Hospitality and Tourism)
8. Positive behaviour in Workplace (M1SMHO - Strategic Management in Health Organisations)
9. Business and Services Marketing (M1MPBC - Management and Products and Brands Communication)
10. Business plan and Business Game (M1MPBC - Management and Products and Brands Communication)