

COURSE CATALOGUE

**Exchange Students Spring 2009
Grande Ecole Programme
Bachelor in Business (English)
Academic Year 2008-09**

Summary :

1/ Introduction	4
1.1 Product's Description	4
1.2 Prices	4
1.3 ECTS Credits	4
2/ Modules.....	5
Tronc Commun - (Anglophone) - Cost management.....	6
Tronc Commun - (Anglophone) - Financial Accounting 2.....	7
Tronc Commun - (Anglophone) - Financial Tools and markets.....	8
Tronc Commun - (Anglophone) - Information Systems & Databases	9
Tronc Commun - (Anglophone) - Introduction to corporate finance	10
Tronc Commun - (Anglophone) - Labour Law	11
Tronc Commun - (Anglophone) - Management of organizations.....	12
Tronc Commun - (Anglophone) - Market research.....	13
Tronc Commun - (Anglophone) - Operations management	14
Français et Culture - French - Advanced	15
Français et Culture - French - Elementary.....	16
Français et Culture - French - Intermediate	17
Français et Culture - Culture & Société	18
Français et Culture - French culture and society.....	19

1/ Introduction

1.1 Product's Description

This programme is open to exchange students from partner universities having studied at least two years of Business Studies at undergraduate level. Courses are taught in English and correspond to final year Bachelor level. Each business course is worth 2 ECTS credits.

1.2 Prices

1.3 ECTS Credits

Each business course is worth 2 ECTS

2/ Modules

Tronc Commun - (Anglophone) - Cost management

Time volume (in hour): 15 **Total student workload:** 60

Semester: Printemps

Module's Manager: BRULLEBAUT Bénédicte

Pre-requisites: Accounting

Incompatibilities:

Description: Cost volume profit analysis ; breakeven point and business decisions ; cost allocation and ABC method

Learning objectives: The purpose of this course is to provide a comprehensive survey of cost accounting and related techniques employed by manufacturing and non-manufacturing companies. Indeed, this course emphasizes the use of accounting information for internal planning and control purposes, and as a whole for decision making. Note that this focus contrasts with financial accounting where the orientation is on accounting disclosures and financial statements for parties external to the firm. This course is intended as an introduction for individuals willing to make business decisions. It will cover the vocabulary and mechanics of cost accounting, basic issues involved in the design of a managerial accounting system, and more particularly its role and how useful it is for resource allocation. We focus here on different issues: What are the traditional managerial accounting systems; its various unintended dysfunctional consequences and the other alternatives to resolve these problems?

Methodology: The course will be a combination of case study, lecture and interactive class. Therefore, you are required to prepare the material by reading the chapters you are assigned. I will assume that you have prepared the required material for each class. Textbook Readings: This course is much more than memorization of procedures, formulas and formats. It aims at stimulating your problem-solving abilities and critical thinking skills. Everything in the course is theory driven, although we may use numerical examples to illustrate the theoretical point. Good note taking is essential in class. Students should be ready to discuss chapters as they are assigned. Questions at the end of chapter and study guide material should be reviewed diligently. Homework Problems: Diligent homework preparation is essential for complete mastery of cost accounting. Students failing to practice problem material assigned for homework usually results in the student being unable to efficiently deal with examination problems in the time allotted. All assignments are required for all students!!!!

Course description: Make sure that you acquire some knowledge in cost analysis and calculation through different methods How do the students practise these materials in the decision making process

Teacher(s):

- BRULLEBAUT Bénédicte
- NIESS Alexander

Evaluations:

- Contrôle individuel continu 30%
- Contrôle individuel final 70%

List of bibliographical references:

Tronc Commun - (Anglophone) - Financial Accounting 2

Time volume (in hour): 15 **Total student workload:** 60

Semester: Printemps

Module's Manager: RAIMBAULT Sophie

Pre-requisites: None

Incompatibilities:

Description: During this course students will study accounting : how to collect and to present the financial information of a business : measuring and reporting financial position.

Learning objectives: The aim of this course is to understand that accounting is the language of business. At the end of the session, student should be able read and understand the financial statements of a company

Methodology: Lectures , Exercices

Course description: Written

Teacher(s):

- RAIMBAULT Sophie
- NIESS Alexander

Evaluations:

Contrôle individuel continu 25%

Contrôle collectif continu 25%

Partiel individuel 50%

List of bibliographical references:

Tronc Commun - (Anglophone) - Financial Tools and markets

Time volume (in hour): 15 **Total student workload:** 60

Semester: Printemps

Module's Manager: JACQUIN Marie Pierre

Pre-requisites: Bases in mathematics - financial accounting (S1)

Incompatibilities:

Description: Learning Objectives : Overview of the financial environment of the firm and introduction to basic financial tools. Main topics : - Financial environment of the firm - Main financial markets - Financial mathematics (interest, bonds and stocks valuation principles)

Learning objectives: To understand the financial system and the main roles of financial market
To use simple/compound Interests, loan, to evaluate a financial asset (bonds and shares)

Methodology: Teaching language : english & french Before the session : Reading at home ,
exercices to prepare (not assessment) During the cours : exercices (presentation by students) -
questions / answers - zoom on special points

Course description: The progression of learning is tested through continual assessment. A global evaluation takes place final exam.

Teacher(s):

- JACQUIN Marie Pierre
- HAYWARD Serge

Evaluations:

Contrôle individuel final 60%

Contrôle individuel continu 40%

List of bibliographical references:

Finance 310.55 BOD Prentice Hall 2000 BODIE Zvi

Mathématiques financières 310.99 GIN Economica 2006 GINGLINGER Edith

Principles of corporate finance : international edition / 9th ed. 310.55 BRE McGraw-Hill 2008
BREALEY Richard A.

Tronc Commun - (Anglophone) - Information Systems & Databases

Time volume (in hour): 15 **Total student workload:** 60

Semester: Printemps

Module's Manager: LEMAÎTRE André

Pre-requisites:

Incompatibilities:

Description: The purpose of the course is to develop participants' 1. awareness and understanding of IS role in business environment 2. skills for IS design and implementation 3. capabilities in database design and operations

Learning objectives: By the end of the course, student should be able to : a) understand the role of the information system in the management of organisations and particularly in the decision making process b) refer to formal methods of audit and design of information systems, considering all three managerial, organisational and technological points of view c) understand the key role of a database within an information systems and participate actively in its design and operation process

Methodology: • Presentations • E-learning • Class practice • Personal work • Group work

Course description: • The assimilation of conceptual and managerial concepts relative to information systems is evaluated by an individual exam. • The mastery of databases is evaluated by an ECDL test on a computer and the success rules are those set by ECDL organisation.

Teacher(s):

- LEMAÎTRE André

Evaluations:

Partiel individuel 30%

Partiel individuel 50%

Contrôle individuel continu 20%

List of bibliographical references:

Tronc Commun - (Anglophone) - Introduction to corporate finance

Time volume (in hour): 15 **Total student workload:** 60

Semester: Printemps

Module's Manager: JACQUIN Marie Pierre

Pre-requisites: Financial Accounting (S1) - Financial tools & markets(-)

Incompatibilities:

Description: Learning objectives : Assessment of a project financial feasibility. => follow up of a first semester entrepreneurship module where students build the business plan of a business creation project : financial part of the business plan Main topics : Investment choice - financing structure Cash Flow NPV / IRR WACC / CAPM Value creation principle

Learning objectives: Understand the principle of the value creation - use investment decision criteria - understand the principle of capital cost measurement and the impact of the financing structure on the cost of capital and on the company's value.

Methodology: Teaching language : english, french Readings, exercises, case study : using investment decision criteria in a real study

Course description:

Teacher(s):

- ZENOU Emmanuel
- GALIA Fabrice
- JACQUIN Marie Pierre

Evaluations:

Contrôle individuel continu 20%

Contrôle collectif continu 30%

Partiel individuel 50%

List of bibliographical references:

Finance 310.55 BOD Prentice Hall 2000 BODIE Zvi

Finance d'entreprise 310.55 VER Dalloz 2005 VERNIMMEN Pierre

Tronc Commun - (Anglophone) - Labour Law

Time volume (in hour): 15 **Total student workload:** 60

Semester: Printemps

Module's Manager: ATTUEL-MENDES Laurence

Pre-requisites: Being part of the English-speaking track

Incompatibilities:

Description: Labour laws, industrial, relations, welfare state, corporate social responsibility

Learning objectives: Understand the nature of the social environment of the firm

Methodology: Teaching language : English

Course description: Oral and written assessment aiming at assessing students' presentation skills and ability to acquire knowledge.

Teacher(s):

- DITTER Jean Guillaume
- GAUPILLAT Mathilde

Evaluations:

Contrôle individuel continu 20%

Contrôle collectif continu 30%

Contrôle individuel final 50%

List of bibliographical references:

Law for business students 750.80 ADA Pearson Education 2006 ADAMS Alix

Tronc Commun - (Anglophone) - Management of organizations

Time volume (in hour): 15 **Total student workload:** 60

Semester: Printemps

Module's Manager: SUTAN Angela

Pre-requisites: none

Incompatibilities: none

Description: Introductory course to sociology of organizations

Learning objectives: At the end of the course, the student should know how to use the main sociological tools to analyse organisations. They should also have tested the main specific methods used in sociology to analyse organisations.

Methodology: Presentations by the lecturer and case studies

Course description: Test the progress in the acquisition of knowledge thanks to advancement reports
Test the acquisition of knowledge thanks to the final project

Teacher(s):

- SUTAN Angela

Evaluations:

Contrôle individuel continu 50%

Contrôle collectif continu 50%

List of bibliographical references:

M. Crozier (1967) The bureaucratic phenomenon, University of Chicago Press
Erving Goffman (1959) The Presentation of Self in Everyday Life, University of Edinburgh Social Sciences Research Centre
SCOTT Richard W. & DAVIS Gerald F (2007) Organizations and organizing : rational, natural, and open system perspectives", Pearson Education (Cote: LIVRE 630 SCO)

Tronc Commun - (Anglophone) - Market research

Time volume (in hour): 15 **Total student workload:** 60

Semester: Printemps

Module's Manager: CEVAËR Lionel

Pre-requisites:

Incompatibilities:

Description: 2 market studies proposed by a company, a local authority, an association or a private individual. Five sessions of course : Management of the qualitative phase technical implementation Management of the qualitative phase analysis of data Management of the quantitative phase : creation of a questionnaire on SPSS. Phase of recommendations on the software SPSS presentation of recommendations

Learning objectives:

Methodology: PBL

Course description: Dossier

Teacher(s):

- GENTIL Christian
- SOULAS Céline

Evaluations:

Partiel individuel 70%

Partiel collectif 30%

List of bibliographical references:

Tronc Commun - (Anglophone) - Operations management

Time volume (in hour): 15 **Total student workload:** 60

Semester: Printemps

Module's Manager: BALLEREAU Valérie

Pre-requisites: none

Incompatibilities: Same course in French: Management des Opérations

Description: Introduction to SCM

Learning objectives: A company performance improvement requires an efficient flow management. This means understanding operational systems, including main sub-systems and the links between them. This includes the following : production planning and control, inventory management, (including material requirement) operations scheduling, product and process design, logistics and supply chain management, Information Systems (IS) for Enterprise Resources Planning (ERP).

Methodology: Questions and answers sessions to further elucidate the concepts. Case studies and Further work , individually or within your workgroup You will be required to prepare for the lectures through prior reading (magazines and books) We want the lesson to be an active dialog with the professor

Course description: Written

Teacher(s):

- CHAZEE Fabrice
- TIRODE-BEDEL Maryvonne
- BERNARD Jean Pierre
- BLANC Jean-Jacques
- MINARD Karine

Evaluations:

Contrôle individuel continu 30%

Contrôle collectif continu 20%

Partiel individuel 50%

List of bibliographical references:

John H. Blackstone Jr.,(2008) APICS Dictionary Twelfth Edition, Apics Editions

Français et Culture - French - Advanced

Time volume (in hour): 45 **Total student workload:** 90

Semester: Printemps

Module's Manager: CHAPUIS Claude

Pre-requisites: Bon niveau de français intermédiaire déterminé par un test.

Incompatibilities:

Description: Découverte du français comme langue de communication et langue des affaires. Approfondissement de la connaissance du comportement, de la culture et de la civilisation du pays

Learning objectives:

Methodology: Ce cours se caractérise par l'interactivité. Utilisation d'Articles de journaux, livres de textes, vidéo. Explications grammaticales par le professeur. Jeux de rôles et débats.

Course description: Ecrit

Teacher(s):

- ALBERT René
- TACCOLINI Sabine
- MUNOZ Isabelle
- MAZUE Agnieszka
- MIRAUCOURT Julie
- NOLOT Julie
- SÉCULA Gilles

Evaluations:

Contrôle individuel continu 50%

Partiel individuel 50%

List of bibliographical references:

Le français des affaires par la vidéo : livre de l'étudiant 901 NIN Didier / Hatier 1993 NINAN Claude Le

Le français pour la profession 901 DAM Hueber / Larousse 1991 DAMBLEMONT Armelle

Le Français pour la profession : cahier d'exercices 901 DAM Hueber / Larousse 1992 DAMBLEMONT Armelle

Français et Culture - French - Elementary

Time volume (in hour): 45 **Total student workload:** 90

Semester: Printemps

Module's Manager: CHAPUIS Claude

Pre-requisites:

Incompatibilities:

Description: Surviving with basic French

Learning objectives: The general objective at this level is to develop communication skills which will enable the student to cope with the simple situations he/she may encounter.

Methodology: The themes are illustrated by examples from French and international social, political and economic life. Media used: press, radio, video The acquisition of this know-how is carried out according to the capacity and needs of the students.

Course description: Ecrit

Teacher(s):

- MAZUE Agnieszka
- MIRAUCOURT Julie
- MUNOZ Isabelle
- NOLOT Julie
- SÉCULA Gilles
- ALBERT René
- DALY Aurélie
- KRICHEL Julia
- TERRAND Frédérique
- TACCOLINI Sabine

Evaluations:

Contrôle individuel continu 50%

Partiel individuel 50%

List of bibliographical references:

Grammaire : 350 exercices - Niveau moyen 907 DEL Hachette F.L.E. 1996 DELATOUR Y.

Grammaire du français : cours de civilisation française de la Sorbonne 907 DEL Hachette F.L.E. 1991 DELATOUR Y.

Français et Culture - French - Intermediate

Time volume (in hour): 45 **Total student workload:** 90

Semester: Printemps

Module's Manager: CHAPUIS Claude

Pre-requisites: To have a good level of elementary French. (The level is determined by a test.)

Incompatibilities:

Description: Survival french for real life situations. Discussions with the French

Learning objectives:

Methodology: Reading little texts, role plays, debates. Oral comprehension exercises. A lot of interactivity with the teacher as the group of learners is limited to 15 students.

Course description: Ecrit

Teacher(s):

- MUNOZ Isabelle
- TACCOLINI Sabine
- CHAPUIS Claude
- ALBERT René
- NOLOT Julie
- SÉCULA Gilles
- MAZUE Agnieszka
- MIRAUCOURT Julie

Evaluations:

Contrôle individuel continu 50%

Partiel individuel 50%

List of bibliographical references:

Café Crème 2 : méthode de français 905 BAR Hachette livres 1998 BARAONA Geneviève

Civilisation progressive du français avec 400 activités : niveau intermédiaire 903 STE Nathan / CLE international 2004 STEELE Ross

Grammaire du français : cours de civilisation française de la Sorbonne 907 DEL Hachette F.L.E. 1991 DELATOUR Y.

Français et Culture - Culture & Société

Time volume (in hour): 15 **Total student workload:** 60

Semester: Printemps

Module's Manager: CHAPUIS Claude

Pre-requisites: Aucun

Incompatibilities:

Description: Vie sociale et politique, sociologie de la France. Vie intellectuelle, artistique et spirituelle

Learning objectives: A la fin du module, les étudiants devront être capables de mieux comprendre comment la société française fonctionne, quelles sont les valeurs et les croyances des Français, les caractéristiques qui les distinguent des personnes d'autres pays et quelles sont les différences culturelles entre leur pays et la France

Methodology: Lectures personnelles Cours du professeur et discussion en classe

Course description: Ecrit

Teacher(s):

- CHAPUIS Claude

Evaluations:

Contrôle individuel continu 50%

Partiel individuel 50%

List of bibliographical references:

Francoscopie 2005 : pour comprendre les Français : faits - analyses - tendances - comparaisons - 10 000 chiffres 120.82 MER Larousse 2004 MERMET Gérard

La France vue d'en face : l'image de la France analysée et jugée par des étrangers 603 FRI R. Laffont 1990 FRISCHER Dominique

Le nouveau guide France 070 MIC Hachette 1996 MICHAUD Guy

Pas si fous, ces français ! 903 NAD Seuil 2005 NADEAU Jean-Benoît

1990 Peyrefitte (Alain) Le Mal français. Albin Michel.

Français et Culture - French culture and society

Time volume (in hour): 15 **Total student workload:** 60

Semester: Printemps

Module's Manager: CHAPUIS Claude

Pre-requisites: None

Incompatibilities:

Description:

Learning objectives: At the end of this module, students will be able to understand the way the French society works, the values and beliefs held by the French, some of the people's idiosyncrasies and cultural differences between their native country and France.

Methodology: Preparatory work: reading assignment Lecture and discussion

Course description: Ecrit

Teacher(s):

- CHAPUIS Claude

Evaluations:

Contrôle individuel continu 50%

Partiel individuel 50%

List of bibliographical references:

Bernstein (Richard). Fragile Glory. Plume. 1990 Nadeau (Jean-Benoît) & Barlow (Julie) Pas si fous ces Français Bernstein. Seuil. 2005 Peyrefitte (Alain) The French Evil Platt (Polly) French or Foe? Culture crossings Ltd. London 1994 Zeldin (Theodore) The French

