

MBA International Business 2018-2019

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Term 1 (fall semester) – 30 credits	Credits	Hours	Evaluation	Teacher	Description
Applied Mathematics for Business	5	33h	40%CC 60%CT		This course examines mathematical tools and their business applications. It also includes the study of the main statistical techniques, an introduction to the factorial analysis and to operations research.
Accounting	5	33h	40%CC 60%CT	Maria Victoria Ramirez (CO)	This course summary the development of the main accounting concepts used for the administration and managerial decision-making.
Economics	5	33h	40%CC 60%CT	Xavier Mera (FR)	This course provides students concepts and tools to identify and to solve business problems in using economic analysis.

Marketing	5	33h	40%CC 60%CT	Bachar MOUGHAYT (LB)	This course covers the key concepts of marketing from both a managerial and a consumer viewpoint. It includes the marketing mix variables products, prices, distribution and promotion.
Business Strategy	5	33h	40%CC 60%CT	Danielle LECOINTRE (USA)	The student will be able to understand the key concepts and tools of strategic management; explore topics such as acquisitions and alliances, internationalization and corporate governance and learn from debates and case studies organization
Foreign Language: French, Spanish, German	1	20h	100%CC		Why should i learn new language? Foreign languages provide a competitive edge in career choices
French Civilization and Culture	1	20h	100%CC		A review of the culture and history of France, its geography, outstanding personalities, literature, art, architecture, economic and social problems, sciences, and education for internatioanal students.
Workshop	2	15h	100%CC Report	Sandrine SAMIER (FR)	This workshop offers the oportunity to students to interact with real business projects for new product development projects in a practical, discussion based forums with organizational managers. The scope includes both the process of working for a real project management, as well as, the students should develop their insights and professional skills need to define, plan, and assign the work.
Seminar or Study Trip	1	6h	100%CC Certification		The students must be able to attend at least a semminar per semester that discuss subjects pertaining to Business Management or relative fields. The student is required to submit a certification as a proof of his/her participation. Also the students could participate in field trips to local industrial facilities. The seminars and the trips cost are not covered by the University tution fees.
Total	30 Credits	226h			

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Term 2 (spring semester) – 30 credit	Credits	Hours	Evaluation	Teacher	Description
Managerial Accounting	5	33h	40%CC 60%CT	Maria Victoria Ramirez (CO)	This course proposes an overview of how to design and operate a cost management system. That is both a source of information and an efficient tool for decision-making. Topics cover strategic planning, budgeting and controlling responsibility centers. It includes transfer-pricing, return on investment and performance measures such as balanced scorecard.
Business Communication	5	33h	40%CC 60%CT	Zachary Prestwich (UK)	This course propose to develop the skills for writing and oral business communication. It includes writing papers such as letters, proposals, reports, research papers, and oral presentations.
Supply Chain Management	5	33h	40%CC 60%CT	Pascale Robineau (FR)	The Supply Chain Management is a basic course in logistics, operations, planning, and sourcing, followed by a capstone course in Supply Chain Management Strategy. The Supply Chain Logistics course will cover transportation, warehousing and inventory, and logistics network design.
Marketing Management	5	33h	40%CC 60%CT	Bachar MOUGHAYT (LB)	This course offers a global approach to marketing policy decision making. It emphasizes on the development of marketing plan, marketing mix and the use of cases to master complex problem solving.
Business Law and Ethics	5	33h	40%CC 60%CT	Kayleigh O'Sullivan (IRL)	This course covers a wide range of legal concepts and business applications. It examines various topics closely linked with corporate activity: contracts, business agreements, impact of legal environment about managerial decisions and ethical aspects.
Foreign Language: French, Spanish, German	1	20h	100%CC		Why should i learn new language? Foreign languages provide a competitive edge in career choices
Workshop	1	15h	100%CC Report	Sandrine SAMIER (FR)	This workshop offers the oportunity to students to interact with real business projects for new product development projects in a practical, discussion based forums with organizational managers. The scope includes both the process of working for a real project management, as well as, the students should develop their insights and professional skills need to define, plan, and assign the work.

Seminar and Study Trip	1	6h	100%CC Certification		The students must be able to attend at least a seminar per semester that discuss subjects pertaining to Business Management or relative fields. The student is required to submit a certification as a proof of his/her participation. Also the students could participate in field trips to local industrial facilities. The seminars and the trips cost are not covered by the University tuition fees.
Career Planning and Internship Coaching	2	6h	Report	Pascale Robineau (FR)	The career coaching goal is to empower students with their own internal strengths, resources, development of tools, knowledge and opportunities to develop their own career plans. The course is linked with their internship research with the idea to provide students with an opportunity to gaining confidence in their career development. The internship in MBA1 must be between 70 to 132 days (all students must gain their working experience). These days of internship could be done during the summer period (June to September). They allow students to exercise effective responsibilities within an organization . The internship is an opportunity for the student to perfect his practice, to test the field of knowledge and to ask new questions. An agreement will then be signed between the organization, the UCO and the student. See deadline for submission of university forms.
			Practical work from 70 to 132 days		
Tutorship - Professional Project	1		100% Report	Maria Victoria Ramirez (CO)	Final written report and an oral presentation, both summarizing and evaluation the their internship . The role of the research director is to provide comments, criticisms and suggestions in methodological and theoretical approaches, to ensure methodological rigor in the process, and to stimulate the autonomy of the student, who is solely responsible for his or her work.
Total	30 Crédits	212h			

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Term 3 (fall semester) – 30 credits	Credits	Hours	Evaluation	Teacher	Description
Human Relation	4	33h	25%CC 75%CT	Magali Martin (FR)	This course includes human resources and development planning, recruitment and selection, training and development. It speaks about employee participation. It emphasizes on the importance of human resources management.
International Trade Techniques	4	33h	25%CC 75%CT	Laetitia Miroux (FR)	This course introduces students to international trade techniques. It analyzes the impact on decision making of key factors such as cultures, economic conditions, political and legal systems, human resources and the different types of business climates. This course will be focused on international trade techniques and import/export.
International Marketing	4	33h	25%CC 75%CT	Bachar MOUGHAYT (LB)	This course provides an explanation of the main marketing concepts in an international context. Case studies concern both consumer and industrial markets. It emphasizes on the student's ability to understand and to solve marketing issues.
Financial Statement Analysis	4	33h	25%CC 75%CT	Fateh SACI (DZ)	This course focuses provides the theoretical and practical tools necessary for corporate financial analyses, particularly emphasizing the evaluation of corporate financial structures, corporate activity and sales efficiency, using calculus and financial rates for financial analysis, while introducing risk analysis.
Foreign Language: French, Spanish, German	1	20h	100%CC		Why should i learn new language? Foreign languages provide a competitive edge in career choices
Seminar and Study Trip	1	6h	100%CC Certification		The students must be able to attend at least a seminar per year that discuss subjects pertaining to Business Management or relative fields. The student is required to submit a certification as a proof of his/her participation. Also the students could participate in field trips to local industrial facilities. The seminars and the trips cost are not covered by the University tuition fees.
Workshop	2	15h	100%CC Report	Sandrine SAMIER (FR)	This workshop offers the opportunity to students to interact with real business projects for new product development projects in a practical, discussion based forums with organizational managers. The scope includes both the process of working for a real project management, as well as, the students should develop their insights and professional skills need to define, plan, and assign the work.

Career Planning and Internship Coaching	1	9h	100%CC Report	Pascale Robineau (FR)	This course includes a career planning course and an internship/venture creation coaching process. The first part is about the students professional and personal projects may be freely organized into a combination of full group, little groups and/or individual sessions.
MBA Dissertation Guidelines	1	18h	100% Research Proposal	Maria Victoria Ramirez (CO)	As part of the degree formation you are expected to present a dissertation project in the 4th term. This course guide the students about the distinction of business research, Structuring the Research Proposal, Notes on Specific Aspects of the Dissertation and Some Other Considerations about the dissertation
Electives					Students complete one of the two following concentrations in global management or in finance. A minimum number of students is required to launch a an elective option.
Option Global Management					
Market Research and Analysis	4	33h	25%CC 75%CT		This course introduces marketing research, and discusses key concepts, processes, and techniques, as well as their applications. Students gain an appreciation for the breadth and depth of the subject and its significance for a business enterprise, whether a start-up or an established company. Besides an overview of marketing research, the course covers research design, including qualitative and quantitative data, and quantitative methods used for analyzing research data to make decisions.
Principles of Purchasing	4	33h	25%CC 75%CT	Pascale Robineau (FR)	The purchasing process as it relates to such topics as inventory control, price determination, vendor selection, negotiation techniques, and ethical issues.
Option Finance					
Financial Markets, Financial Institutions & Banking	4	33h	25%CC 75%CT	Fateh SACI (DZ)	Management of financial institutions and banking are closely linked with the understanding and the appreciation of risks and uncertainty on the markets activities. This course includes an overview of the financial services industry, techniques for measuring risks and methods for managing uncertainty.
Corporate Finance	4	33h	25%CC 75%CT	Maria Victoria Ramirez (CO)	Provides a thorough grounding in the theory and practice of financial engineering. The emphasis is on the application of derivatives pricing and hedging methodology to equity and volatility derivatives and to structured products. This course will also introduce the application of stochastic models to stock and derivatives pricing and risk management.
TOTAL	30 Crédits	478h			

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Term 4 (spring semester) – 30 credit					
Internship CC	9	70 to 132 days	100% Practical		<p>The MBA internship is structured to provide a context for students to integrate their studies and develop practical applications. The internship in MBA2 must be between 70 to 132 days (all students must gain their working experience). These days of internship could be done during the 4th term (February to August). They allow students to exercise effective responsibilities within an organization. The internship is an opportunity for the student to perfect his practice, to test the field of knowledge and to ask new questions. An agreement will then be signed between the organization, the UCO and the student. See deadline for submission of university forms. Students will stay in contact with their tutor to define their own strategy.</p>
Tutorship - Internship or Venture Creation CC	3		100% Assiduity	Pascale Robineau (FR)	<p>This course includes a career planning course and an internship process. The second part is about the concretization of this project into the final internship or a venture creation in second semester. This course includes the coaching during the internship or the venture creation as well as the participation to the final presentations after the internship</p>
Internship or Venture Creation Report CC	3		100%CC Report		<p>During their internship, they will prepare a report of at least 20 pages about the context, the goals of their internship, the methods of work used and the results obtained. Students will insist on what they learned during this period. They will present this report to the MBA committee (During the MBA defence). The venture creation project includes the preparation and the presentation of an overall business plan. Students can choose to prepare a business plan rather than an internship. They will study the process of venture creation that is to say the context, the idea or the concept of the business, the market study, the partners of the project, the sources of financing and the business planning. For students that are planning to develop their business plan or the self-employed project the entrepreneur certification “Le Certificat Étudiant Entrepreneur (CEE)” is a good opportunity to complement the student professional career and own learning</p>
MBA - Business research paper					

Tutorship - Business defense research paperCC	9		100% Thesis	Maria Victoria Ramirez (CO)	The aim of such tutorship is primarily to offer assistance to students in their research work. A thesis requires an oral defense and a written paper evaluated by an academic committee convened for that purpose.
MBA - Business research paper defence CC	6		100% MBA Oral Defese		The MBA student must present a business research paper (50 pages) closely linked with the topics of the internship or the venture creation. The structure of the MBA thesis would be spread across five chapters: 1)Abstract, 2)Introduction, 3)Background, 4)Literature review, 5)research objective and methodo justification. It is possible for some students to participate in my research subjects proposed by the Management and economic department of the faculty, the students interested in this possibility please contact the head teacher of the MBA program
TOTAL	30				
	Crédits				