

**EUROPEAN COMMISSION**



**E**uropean Community Course **C**redit **T**ransfer **S**ystem

**International Exchange Student Guide**  
Academic year 2006-2007

**Groupe Sup de Co Montpellier**



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# 1. The Group

Since 1897, the Montpellier Sup de Co Group, part of the Montpellier Chamber of Commerce and Industry, has run top level training courses anchored in a tradition of quality and innovation with a strong international focus.

This great commercial training Group specialises in higher education in commerce and business management, training students and professionals for business managerial functions.

Every year, the Montpellier Sup de Co Group trains over 6000 people and transacts with more than 8000 representatives from local, national and international companies. Its teaching covers a wide range of Graduate and Undergraduate programmes, block-release training programmes and custom-designed programmes for businesses.

A member of the most eminent national and international associations (Conférence des Grandes Ecoles, AACSB International, EFMD, member of the CLADEA directive staff, ITFA, CREPUQ, EAIE, Association Alexander Von Humboldt), the Montpellier Sup de Co Group is supported by a strong and varied international network : 143 foreign partner universities in 32 different countries.

## 1.1. Fields of activity

The Montpellier Sup de Co Group teaching covers a wide range of programmes.

### Graduate programmes

- Montpellier Ecole Supérieure de Commerce or ESC (Business School) - DESCM
- MBA programme, Full-time or Part-time programme
- MBA Joint Degree with the University of Birmingham (AMBA accredited)
- MBA Joint Degree with the FUNDESEM, Alicante, Spain
- MBA International Health Marketing
- Master's degree in Audit, Control and Finance, with the Montpellier I university.
- Master's degree in Health Market and Health Company Law, with the Montpellier I university.
- Master's degree in Management Science Research, with the Montpellier I, II and III universities.
- Master's degree in Market Law Research, with the Montpellier I university.
- Master's degree in European Financial Management, with the Montpellier I university.
- Master's degree in Science and Technology Management, with the Montpellier II university.

### Undergraduate programmes

- Montpellier Ecole Supérieure de Commerce or ESC (Business School) - BScM
- Montpellier Ecole Internationale (International School), programme leading to a Bachelor of Business Administration Honours degree (BBA Hons).

**Curricula with diplomas and qualifications** organised for companies' professional development training.  
**Block-release further management training** Bac+2 to Bac+5, i.e. 2-5 years post baccalaureate or school-leaving exams

## 1.2. History

**1897** : Montpellier ESC founded by Montpellier CCI.

**1992** : Montpellier Sup de Co Group founded in answer to the multiple requirements of businesses.

**1993** : Montpellier CCI created a Department of Business Training and Advice, which in 2003 became "ICF – Institut Consulaire de Formation".

**2000** : Introduction of two new programmes with obvious meaning at international level: Master of Business Administration (Bac+5 degree) and Bachelor of Business Administration (Bac+4 degree).

**2002** : Creation of the Montpellier Ecole Internationale (International School)

## 1.3. Montpellier CCI

The Montpellier Chamber of Commerce and Industry, certified ISO 9001, is in charge of supporting and developing the economic interests of the Montpellier area which has more than 21,000 businesses in trade, industry and services.

## **Its remit :**

- Representation:** the CCI acts as an intermediary between businesses and public authorities to put the point of view of trade, industry and services.
- Business support :** the CCI has a vital role of technical assistance and advice for businesses in the area.
- Information :** clients of the CCI have access to a wealth of economic information supplied by 5 reception centres and the Economic Observatory.
- Training :** the CCI is the leading educational organisation in France after the Education Nationale (Education Ministry) (Montpellier Sup de Co, CFA Catering, CFA Commerce and Distribution)
- Equipment :** the CCI plays an important part in planning development with the Montpellier Méditerranée Airport and the Eurogare logistics platform.

## **Three hundred years of experience**

The Montpellier Chamber of Commerce and Industry was created by royal edict on 15th January 1704. The original Chambers of Commerce were designed to correspond with the royal council and provide it with information. Some of them took the initiative very early on in a wide range of fields: public services, ports, shops, teaching, commodity markets, etc. The French Revolution temporarily banned these institutions which were subsequently revived in 1802 under the Consulate government which decreed the establishment of 22 Chambers of Commerce and a national body, the General Council of Commerce.

## **1.4. The programmes**

### **Graduate programmes**

- [Montpellier Ecole Supérieure de Commerce or ESC \(Business School\) - DESCAM \(Master's degree\)\\*](#)
- [MBA Full-time programme \(in English\) \\*](#)
- [Executive MBA, Full-time or Part-time programme for company executives](#)
- MBA Joint Degree with the University of Birmingham (AMBA accredited)
- MBA Joint Degree with the FUNDESEM, Alicante, Spain
- MBA International Health Marketing
- Master's degree in Audit, Control and Finance, with the Montpellier I university.
- Master's degree in Health Market and Health Company Law, with the Montpellier I university.
- Master's degree in Management Science Research, with the Montpellier I, II and III universities.
- Master's degree in Market Law Research, with the Montpellier I university.
- Master's degree in European Financial Management, with the Montpellier I university.
- Master's degree in Science and Technology Management, with the Montpellier II university.

### **Undergraduate programmes**

- [Montpellier Ecole Supérieure de Commerce or ESC \(Business School\) - BScM Hons \(Bachelor Honours in Science of Management\),](#)
- [Montpellier Ecole Internationale \(International School\), programme leading to a Bachelor of Business Administration Honours degree \(BBA Hons\) \\*](#)
- Montpellier Ecole Internationale (International School), programme leading to a Bachelor of Commerce with Asian Markets

### **Curricula with diplomas and qualifications organised for companies' professional development training**

- ESC professional development training
- MBA professional development training
- Montpellier EI professional development training
- Business management and development curricula
- Health curricula
- Business creation curricula
- Language teaching curricula
- Inter-business seminars
- Intra-business seminars
- Custom workshops

**\* These programs are open to the exchange students coming from our partner universities**



## 2. Our networks

Students with the Montpellier Sup de Co Group can develop their personal and professional experience via a widely ranging network :

- 138 foreign partner universities of the Montpellier Sup de Co Group
- French partner universities
- companies who help develop the teaching programmes
- graduates of the School

In proposing training schemes and employment to students of the Montpellier Sup de Co Group, big local, national and international companies show the confidence they have in the group and testify to the quality of its programmes. By recruiting the students, they make an active contribution to the expansion of the Montpellier Sup de Co Group.

### 2.1. A network of universities

**Sup de Co is supported by a strong and varied international network : 138 foreign partner universities in 33 different countries.**



The Montpellier Sup de Co Group is also a member of the most eminent national and international associations : Conférence des Grandes Ecoles, AACSB International, EFMD, member of the CLADEA directive staff, ITFA, CREPUQ, EAIE.

### 2.2. Partnerships with French universities

#### **Partnership with the Universities of Montpellier :**

Universities of Montpellier 1, 2 and 3, in partnership with the Montpellier Sup de Co Group, had introduced several master programmes.

A co-operation agreement was signed in order to create a synergy of human and technical resources to optimise the educational performance and reputation of these diplomas with regard to businesses both in France and abroad.

Students of Montpellier ESC can study for these diploma once they have passed the Master recruitment tests and have been admitted to the final year of the ESC programme. While studying for the Master programmes, they also study the concentrations of the ESC graduate programme. When they have completed their studies, they can obtain a double diploma: Master degree/ DESCM.

#### **CODIGE :**

CODIGE (Conférence des Directeurs des Grandes Ecoles) is a combination of the Montpellier Sup de Co Group and the top engineering schools of the Languedoc-Roussillon:

- ENSAM (Agriculture Montpellier)
- CNEARC (tropical agronomy)
- ISIM (Science and technology)
- CNAM
- ENSCM (chemistry)
- EMA (Alès school of mining).

The CODIGE association co-ordinates the action of these schools in order to contribute to the development of businesses by providing technical skills with the right human and technological potential

### 2.3. Business network

Because the world in which we live, and especially the business world, is constantly changing, the Montpellier Sup de Co Group has opted for the most reliable way of adapting its training courses to market expectations.

The Montpellier Sup de Co Group has, with the help of its partners and the 8000 representatives of local, national and international companies, placed business at the very heart of its educational system.

#### **Collaborative work**

The partnership policy of the Montpellier Sup de Co Group is based on specific collaborative work:

- ° companies help in thinking through and defining teaching focuses,

- ° businesspeople are involved in recruitment and in establishing the teaching programme,
- ° companies help to develop and accredit concentrations on the basis of niches pinpointed in the job market,
- ° students are taken on in the framework of professional projects, work experience assignments and vocational training.

### Partner companies of the Montpellier Sup de Co Group

The Montpellier Sup de Co Group and the companies cited below have signed a mutually binding partnership agreement:

AGF (Assurances Générales de France), Dyneff, La Poste, Coca-Cola, EDF-GDF Services, Transports Electricité Sud-Est, Elyo Midi-Océan, France Telecom, Royal Canin, Société Générale, Groupe Midi Libre.

### 2.4. Graduate network

Joining the Montpellier Sup de Co Group scheme of programmes gives access to the strong and active networks of graduates. Throughout the world, these networks maintain the relationships established during the years of study.

The graduate networks keep up thought and exchange, and are an invaluable source of information, advice and business contacts.

Created in 1899, the association of Montpellier ESC graduates is run by a team of volunteers whose keen involvement is displayed in **three main ways** :

- **strengthening of links** amongst former students through friendship, business contacts and solidarity
- **help in job seeking**
- **support and advancement of the diploma** and the school

### 3. Our commitment

The Montpellier Sup de Co Group specialises in higher education for business and management. Every year, the Group trains 6000 people, students or professionals, in the various management functions.

The educational focus of the Montpellier Sup de Co Group is based above all on the advancement and development of the personal and professional skills of each individual.

The remit of the Montpellier Sup de Co Group is as ever to guide each and everyone to success. Curricula focused on the international, strong reliance on new technologies, integration of widespread business experience into teaching programmes, along with high-level teaching - these are just some of the ways to enable the Group's programmes to attain their priority objective: **personal and professional success for all of its graduates**.

#### 3.1. Skills development

The development of students' personal and professional skills is the school's educational policy and is designed **to help students develop their personality in a balanced way**, helping them to discover and choose their own means of fulfilment from all the career options available.

Because there are as many ways of succeeding as there are people, the Montpellier Sup de Co Group adapts its training courses to the personality of each student. Teachers and professional experts organise and control the means of identifying skills and their development focuses, giving material expression to personal teaching where each individual constructs their own career.

#### 3.2. Work experience

With the involvement of **8000 local, national and international companies** in the very core of its teaching system, the Montpellier Sup de Co Group develops programmes adapted to business reality.

Life and work in a company are varied, complex and changeable. This is why the teaching programmes of the Montpellier Sup de Co Group invariably include a period of putting business theory into practice.

### 4. The campus

Because quality training depends on using the right means, the Montpellier Sup de Co Group provides its students with all the equipment required for each of them to develop to the full.

Cutting-edge **computing equipment, specific work areas, a documentation centre and a students' area** are available for everyone to study in an environment designed for them to express and fulfil themselves.

The Montpellier Sup de Co Group is located on a wooded campus of 6 hectares just 10 minutes from the town centre. The overall surface area is 12000m<sup>2</sup> and the premises have the capacity for 2700 students in areas adapted to the latest teaching methods.

#### 4.1. Student clubs and associations

Like the teaching activities, student club activities all contribute to forming professionals. This is why Montpellier Sup de Co considers them to be a springboard for its students' personal and professional development and fulfilment.

Students at Montpellier Sup de Co are involved in terms of means and time in the running of several in-house associations.

**BDE (Bureau des Elèves, Students' Office)**: this acts as an interface between students and staff and is the overall co-ordinator of the associations, giving impetus to life within the School.

**MMS (Montpellier Marketing Service)**: Junior Enterprise organises market studies in a range of fields (marketing, computing, communication, finance, etc.) and finds student jobs of all sorts for Montpellier Sup de Co students (supermarket presentations, administration of questionnaires, etc.).

**Alter Ego**: this club organises festive events outside the school; these are not just designed for students of the school itself but also for those from elsewhere.

**BDA**: the BDA organises a range of cultural and artistic activities for the students and lays on cultural events in many areas such as drama, music, photography, etc.

**BDS**: this club organises all the sports activities, ranging from practice to tournaments. There is a wide choice of sporting activities at the School.

**Bull de Co**: runs a library of more than 500 cartoon strip books.

**World Connexion**: this club is designed to welcome and help with the integration of the many foreign students who spend a year of study at Montpellier Sup de Co.

**Sup d'Eole**: Sup d'Eole is the School's sailing club. It arranges yachting practice (competition and leisure) and participation in a number of races, including the Spie Dauphine and the Latina Cup.

**Sup de Coeur**: Sup de Coeur is a humanitarian organisation which takes part in national humanitarian drives (restaurants for the homeless, Telethon, etc.) or organises them on its own initiative.

**Warm Up**: this is a club for students who enjoy sports driving and go-karting competitions.

**Larsen**: in-house radio run by the students.

**Adrénaline**: a club devoted to extreme sports.

**Zig Zag Mag**: Zig Zag is the student magazine.

**Oenoforie**: is designed to promote French wines : from initiation to oenology. Oenoforie organizes conferences and presents rural products of Languedoc Roussillon.

#### 4.2. Computing equipment

Information technology is now an indispensable tool in student training and professional life. To meet this essential requirement, students at Montpellier ESC are acquiring laptop computers. The School is negotiating with computer manufacturers to purchase laptops at a reasonable and competitive price.

The campus has a terrestrial network which enables students to access the Internet and Intranet via their computers. They also have access to self-service computing rooms and a video-conferencing system.

All students have an e-mail address and secured storage of their data on the network.

#### 4.3. Documentation center and on line library

The Montpellier Sup de Co Group has a documentation centre of some **400 periodicals, over 30 of them in a foreign language**.

It has a library of 5500 books and a series of French and foreign specialist directories.

The documentation centre is linked to the national statistics office and so receives all of its publications.

The online library "Cyberlibris" offers its members access to the first digital library in Europe. Anglo-saxon management books available online in full text. All our students get free access to Cyberlibris.

#### 4.4. Catering

There is a cafeteria on the premises, near to the hall of residence, where students can take refreshment throughout the day and ensure a balanced diet. It is open from 7:30 a.m. to 7:30 p.m.

It offers a wide range of refreshment in a friendly environment with a musical background:

Everything is laid on to provide students with pleasant surroundings for their meals.

## 5. Life in Montpellier

### 5.1. A tradition of teaching and research

Higher education has been a tradition in Montpellier ever since the founding of the first European faculty of medicine here in the 12th century. Its three universities and grandes écoles (institutes of higher education) have places for 60,000 (meaning one inhabitant in four is a student).

CODIGE (Conférence des Directeurs des Grandes Ecoles) is a combination of the Montpellier Sup de Co Group and the top engineering schools of the Languedoc-Roussillon: ENSAM (Agriculture Montpellier), CNEARC (tropical agronomy), ISIM (Science and technology), CNAM, ENSCM (chemistry) and EMA (Alès school of mining).

Montpellier's international reputation for teaching and research is a great attraction for young executives and researchers who come here to join their 8000 colleague.

#### Economic dynamism



Montpellier has developed an economy based on services and new technologies. With companies like IBM, Dell Computers and many start-ups, Montpellier is by way of being a European Silicon Valley.

Like the town, which has one of the fastest growing populations in France, the Languedoc-Roussillon region also has the highest rate of growth and is first in France for new business creation.

### 5.1. Montpellier and its surroundings



**Montpellier is like a jewel in the beautiful setting of the Hérault and the Languedoc-Roussillon.**

To find out about these splendours, take a trip in your car to discover, amongst the rest, the Cirque de Navacelles, Saint Guilhem le Désert, Sète, Nîmes, etc. And for the footloose, Montpellier is neatly placed between Marseille and Barcelona, two great towns of unequalled appeal.

#### The Hérault

**Cirque de Navacelles** : An extraordinary geological marvel where the river Vis has created a hydro-geological phenomenon unlike any other in Europe. A huge depression with the little village of Navacelles tucked into the bottom.

**Grotte des Demoiselles** : Hollowed into the base of the rock of Thaurac, it is reached by a funicular railway. It contains some really impressive concretions.

**Pic Saint Loup** : The highest spot in the department where you can take some beautiful walks in a setting of garrigue vegetation.

**Saint Guilhem le Désert** : This charming village set against the mountainside is noted for its Romanesque-style buildings. Take the rue du Bout-du-Monde for a walk to the castle where the view over the valley is fantastic.

**Sète** : The birthplace of Georges Brassens with its sailors' cemetery and the Mont Saint Clair overlooking the entire bay is one of the busiest ports in the Mediterranean.

**Lake Salagou** : Red earth, basalt pinnacles, rocks twisted by erosion: around the Salagou is a landscape reminiscent of the Far West. Prehistoric animals left many traces here, making it a palaeontological site on its own in Europe.

**Haut Languedoc Regional Park** : Extending over 145,000 hectares in the Tarn and the Hérault, the park retains many traces of prehistoric civilisations, beautiful mediaeval villages like Minerve, the Cathar capital of the Hérault. Another site worth seeing is the Pont du Diable in Olargues.

**Lunaret zoological park** : In the north of Montpellier, with dense Mediterranean garrigue vegetation and great shady pine trees, the zoo has 750 animals, of 145 different species which live in a protected area of 80 hectares classified as a "Free sanctuary". Admission free.

#### The Languedoc-Roussillon

The region of the Languedoc-Roussillon offers its visitors its many facets and widely varied landscapes. Its coastline is made up of endless sandy beaches, lagoons and little fishing ports. Not to be missed is the **Camargue** typified by its flamingos, wild bulls and horses. Two other regional wonders are Unesco world heritage sites.

The mediaeval city of **Carcassonne** (13th century) and the **Pont du Gard** which supplied Roman Nîmes with its water. There is no way you will spend three years in Montpellier without taking a look at these major sites!

Also to visit in the region are the **Roman remains in Nîmes** (Amphitheatre, Maison Carré, etc) and the **bamboo forest of Anduze** (the biggest in Europe) at the gateway to the Cévennes.

And when summer is over, it is the time of chestnuts and mushrooms, and above all the grape harvest; then comes winter, mild in general, except on the top of the **Catalan hills**. It takes less than three hours to reach one of the **sunniest ski resorts in France, Font Romeu**.

## 5.2. A little History...

### **985: birth of a great town**

Montpellier (Monte Pestalario) owes its birth to a donation by the Count of Mauguio to Guilhem de Gellone in 985. The town grew rapidly and its merchants prospered by its favourable geographical location - the town was built close to the Roman road of Via Domitia to the north, to the salt route to the south and to the Cami Romeu, the pilgrimage route to Santiago de Compostela.

**1180** : In addition to its trade wealth, there was also its culture and university. In 1180, the lord of Montpellier, Guilhem VIII, gave permission to teach medicine without fear of punishment. Thus was founded the first medical school in Europe, where Rabelais came to study. And in fact it was here that he found his inspiration for "Pantagruel".

The proximity of the Cévennes explains why Montpellier was much influenced by the Reformed Church. In the early 12th century the town was held by the Huguenots and Louis XIII came to liberate it in person.

**14th century** : A hundred years later, Montpellier was the largest town in France after Paris. But the region was sadly decimated by the Great Black Death in the 14th century which killed off two thirds of the population. It took another century and the arrival of Jacques Coeur, the royal court banker and rich merchant who settled in Montpellier and restored the prestige of the town. Its growth took off again, as can be seen by the luxurious private mansions built by the rich merchants.

**18th century** : The French Revolution left Montpellier fairly unscathed in spite of the guillotine which left a few heads rolling on the Royal Esplanade of the Peyrou.

**19th and 20th centuries** : The town was not affected by the Industrial Revolution because it has always been a university town with a significant role in trade and finance. It was not until the 1960s that Montpellier started to be industrialised.

The arrival of 15000 Algerian French, who soon found their feet amongst the local population, combined with that of IBM which chose Montpellier for its biggest European site, gave the town new impetus and imparted to it an image of a French Silicon Valley.

Montpellier is now growing fast, as can be seen with the famous Antigone development, Port Marianne, the Millénaire business park, the Corum and the tramway which all help towards the economic and cultural growth of the town.

## 6. Our programs opened to international exchange students

### 6.1. Undergraduate programs

#### 6.1.1. Bachelor Honours in Science of Management (BScM Hons) - Montpellier Ecole Supérieure de Commerce or ESC (Business School).

##### a. Curriculum :

The Montpellier ESC curriculum is spread over 4 years after two years of preparatory or university studies. It is divided into two separate teaching programmes, the Undergraduate programme and the Graduate programme. The undergraduate part of the programme, leading to the BScM Hons is designed as follow :

<b>BScM Honours+ foreign degree</b>	
Year 4	4th year BScM Honours degree teaching at Ecole Supérieure de commerce de Montpellier or abroad
Year 3	3rd year BScM Honours degree teaching at Ecole Supérieure de Commerce de Montpellier
<b>Competitive National Entrance Examination to French Business Schools</b>	
Year 2	Year 2 at the University or Year 2 of preparation for the competitive entrance to the French Business Schools
Year 1	Year 1 at the University or Year 1 of preparation for the competitive entrance to the French Business Schools
<b>Baccalaureate</b>	

##### b. Admission and Programme

As an exchange student, whether degree seeking or credit transfer, you will follow the classes of the Year 4 of the BScM Honours degree. For degree seeking students, all classes are compulsory.

Semester	Courses/Modules	Code	Timetabled hours	ECTS Credits
S1	French as a Foreign Language For students coming for the all year or for S1 only	FLE 411	104	5
S1	Process Management	MPR421ESC	30	4
S1	Economic Geography	GEO411ESC	30	4
S1	Communication media and sales promotion	COM411ESC	20	3
S1	Information Systems and NTIC	NTI411ESC	20	3
S1	Organisation management	MGO411ESC	15	3
S1	International Marketing	MKI411ESC	30	4
S1	History of Religions	HR411ESC	30	4
<b>Total Semester 1</b>			<b>279</b>	<b>30</b>
S2	French as a Foreign Language For students coming for S2 only	FLE 411	104	5
	Finance	FIN411ESC	30	4
S2	Negotiation	NEG421ESC	15	3
S2	E-Business	EBU421ESC	30	4
S2	Trade marketing and Merchandising	TMM421ESC	15	3
S2	Human resource Management	GRH421ESC	20	3
S2	International trade	CCI421ESC	20	3
S2	Ethics and Business Behaviour	CECA421ESC	28	4
S2	Ethics and Business Behaviour (DOSSIER)	CECA422ESC	12	6
<b>Total Semester 2</b>			<b>170</b>	<b>35</b>

Finance 1 and 2, and French as a Foreign language are taught during semester one for the students who will attend only semester one or who will be staying full year.

Finance 1 and 2, and French as a Foreign language are taught during semester to the students who will attend semester two only.

## 6.1.2. Bachelor Honours in Business Administration (BBA Hons) - Montpellier Ecole Internationale (International School).

### a. Curriculum :

The Montpellier International School curriculum is spread over 4 years after the Baccalaureate.

The programme, leading to the BBA (Hons) is designed as follow :

<b>BBA Honours+ foreign degree</b>	
Year 4	<b>4th year BBA Honours degree teaching at Ecole Internationale de Montpellier or abroad</b>
Year 3	3rd year BBA Honours degree in internship in France or abroad
Year 2	2 <sup>nd</sup> year BBA Honours degree teaching at Ecole Internationale de Montpellier
Year 1	1st year BBA Honours degree teaching at Ecole Internationale de Montpellier
<b>Competitive Entrance Examination</b>	
<b>Baccalaureate</b>	

### b. Admission and Programme

As an exchange student, whether degree seeking or credit transfer, you will follow the classes for the Year 4 of the BBA Honours degree. For degree seeking students, all classes are compulsory.

All classes are taught in English.

Courses	Code	Semester	Timetabled hours	ECTS Credits	Please tick to select
Organizational Strategy	STR411EIM	S1	25	3	
Firm Diagnosis Scheme	FDS411EIM	S1	20	3	
Business Plan and management structure	BPM411EIM	S1	20	3	
International Law	INL411EIM	S1	20	3	
International Finance	INF411EIM	S1	16	3	
International Relations 1	IR1411EIM	S1	15	3	
International Relations 2	IR2411EIM	S1	15	3	
European Marketing Strategy	EMS411EIM	S1	15	4	
French Language and Civilization	FLC	S1	108	3	
Thesis	Thesis	S1	50	2	
<b>Sub total S1</b>			<b>304</b>	<b>30</b>	
International project management	IPM422EIM	S2	10	3	
E-Business : Information system	EBU422EIM	S2	26	3	
ISO Quality System - Key concepts	ISO422EIM	S2	16	3	
Financial statement	FIS422EIM	S2	15	3	
Financial engineering	FINE422EIM	S2	15	3	
Resource Management	RM422EIM	S2	16	3	
Negotiating International Business	NIB422EIM	S2	10	3	
Marketing organisation and management	MOM422EIM	S2	15	3	
Communication strategy	COM422EIM	S2	15	3	
Thesis	Thesis	S2	50	3	
<b>Sub total S2</b>			<b>188</b>	<b>30</b>	

## 6.2. Graduate programs

### 6.2.1. DESCM (Master degree) – Montpellier Ecole Supérieure de Commerce or ESC

#### a. Curriculum :

The Montpellier ESC curriculum is spread over 4 years after two years of preparatory or university studies. It is divided into two separate teaching programmes, the Undergraduate programme and the Graduate programme. The graduate part of the programme, leading to the DESCM (Master degree) is designed as follow :

	<b>DESCM (Master) + foreign degree</b>
Year 6 (M)	<b>6th year Master degree at Ecole Supérieure de Commerce de Montpellier or abroad</b>
Year 5	<b>One year Internship in France or abroad</b>
	<b>BScM Honours (+ foreign degree)</b>

#### b. Admission and Programme

Only double degree seeking students, within the framework of the agreement signed between their home institution and the Groupe Sup de Co Montpellier, can register for this program. As an international student, you will follow the classes of the final year (Year 6) of the DESCM (Master) degree.

All classes are compulsory. All classes are taught in French.

Enseignements	Code	Semester	Timetabled hours	Exam duration	Personal Study hours	ECTS Credits
<b>Strategic decision making classes (EPDS)</b>						
Strategic Management 1	STR511ESC	S1	20	1	48	3
Strategic Management 2	STR522ESC	S1	20	4	48	3
Operational Management	STR513ESC	S1	20	2	56	2
Strategic Finance 1	FIN511ESC	S1	24	1	60	3
Strategic Finance 2	FIN512ESC	S1	21	4	48	3
Strategic Marketing 1	MKT511ESC	S1	20	1	40	3
Strategic Marketing 2	MKT512ESC	S1	20	4	40	3
HRM	GRH511ESC	S1	15	4	40	3
Business Law Project -Thémis	DRTThémisESC	S1	54	0	70	3
<b>Electiv - These classes are tutored by our Reseach Center</b>						
either : Entepreunership and Markets Dynamics	EDM511ESC	S1	10	Memoire	40	3
or : Information systems and Dynamics of the Organizations	SDO511ESC	S1	10	Mémoire	40	3
Final Exam : All the classes of the year	EXGEN4ESC	S1	4	4	40	4
<b>Total EPDS</b>			<b>238</b>	<b>25</b>	<b>570</b>	<b>33</b>
<b>Work related classes</b>						
Séminaire Pro	Sempro 4	S1	6	0	20	0
Concentration classes	ENSSPEGR5	S2	135	4	200	12
Concentration internship	STSPPEESC	S2		0	910	15
<b>Total Concentration</b>			<b>141</b>	<b>4</b>	<b>1130</b>	<b>27</b>
<b>TOTAL</b>			<b>379</b>	<b>29</b>	<b>1700</b>	<b>60</b>

List of the concentrations :

- Business with arabic and/or islamic worlds
- International Wine Trade
- ERP Consultant
- Management controlling
- Entrepreneurship
- Credit Management and client cycle management
- Project Engineer for computing and telecommunication products and services
- Purchasing and Quality Management
- Human resource skills Management
- Managing NGOs
- Managing Net Economy projects
- Marketing
- Consultancy professions
- Public market negociation
- Negociation - Sales
- Supply Chain management
- ...

## 6.2.2. Student MBA – Full time program (in French or English)

### Curriculum, Admission and Programme :

The Student MBA full time program curriculum is spread over 1 year. Are eligible the students who have already obtained a Bachelor degree (or equivalent).

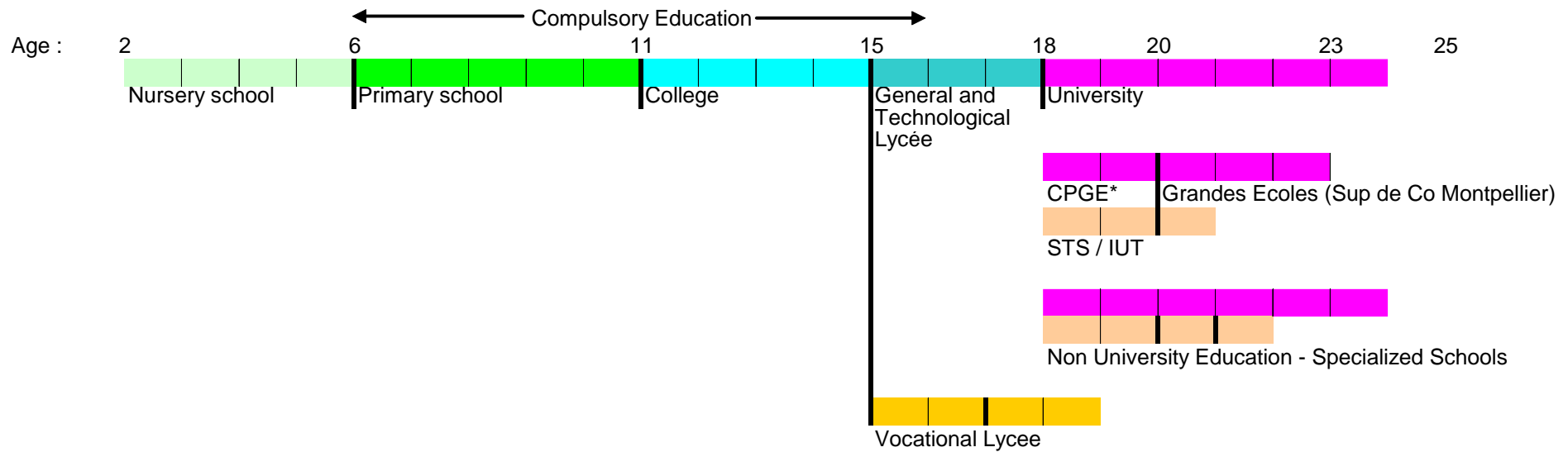
The program is designed as follow :

	Ordre	ECTS Credits	Timetabled hours – face to face and e learning
<b>MBA Orientation session (compulsory)</b>			<b>18</b>
<b>CORE COURSES</b>		<b>33,5</b>	<b>305</b>
Finance and Accounting for managers	1	4	35
Strategic Finance	2	7	60
Marketing Concepts and Practices	3	1,5	15
Strategic Marketing	4	4,5	40
Strategic Management	5	3,5	40
Strategic Diagnostic	6	1,5	15
Process Management	7	2,5	20
International Business	8	4,5	40
Human Resources Management 1	9	3	30
Human Resources Management 2	10	1,5	10
<b>ELECTIVE</b>		<b>2,5</b>	<b>25</b>
Supply chain management			
Management Skills - entrepreneurship	11	2,5	25
Information System Management & Integrating e-business			
<b>RESEARCH PROJECT</b>		<b>24</b>	<b>22</b>
Master Thesis : research methodology		0	20
Remittance of the draft of the professional thesis			1
Public presentation of the professional thesis in front of jury			1
<b>COURSE AND ELECTIVE EXAMS, BUSINESS English/French VALIDATION</b>			<b>30</b>
TOEFL VALIDATION (min 213 CBT)			
<b>TOTAL hours</b>		<b>60</b>	<b>400</b>

## 7. Wish to study at Groupe Sup de Co Montpellier ?

If you are a student from one of our partner Universities (see list on our website : [www.supdeco-montpellier.com](http://www.supdeco-montpellier.com)), please contact the International Office at your home University.

# Organisation of the Education System in France



CPGE : Classes Préparatoires aux Grandes Ecoles : two years program previously to National Entrance Examination to French Business Schools